

SEDIC NEWSLETTER

# Biweekly Newsletter

## Complete Editorial Calendar

26 Issues • April 2, 2026 – March 19, 2027

*Every issue includes: Contract Opp of the Week • OTA/CSO Alert • Fed. Procurement Calendar • Charlotte Corridor News • Glossary Term • Upcoming Events*

**CATEGORY COLOR KEY:**

LAUNCH	EDUCATION	MARKET INTEL	PROCUREMENT	TECHNOLOGY	POLICY/ADVOCACY	WORKFORCE	SPOTLIGHT	YEAR-END
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### At a Glance: Quarter-by-Quarter Overview

Q1: Apr–Jun 2026	Q2: Jul–Sep 2026	Q3: Oct–Dec 2026	Y2 Q1: Jan–Mar 2027
#1 Launch — Welcome #2 Education — SAM.gov #3 Market Intel — Installation Map #4 Technology — Dual-Use #5 Procurement — OTA #6 Procurement — SBIR Season	#7 Spotlight — Vendor Profiles #8 Policy — NDAA & Budd's \$5M #9 Education — CMMC #10 Market Intel — Defense Energy #11 Procurement — Q4 SPRINT #12 Technology — AI & Autonomy	#13 Procurement — FY2027 Budget #14 Spotlight — 6-Month Report #15 Education — DIU Playbook #16 Workforce — Veteran Advantage #17 Market Intel — MILCON #18 Technology — Space & Comms #19 Policy — NDAA Season #20 Year-End — 2026 in Review	#21 Education — 2027 Action Plan #22 Spotlight — One Year Later #23 Market Intel — SC Corridor #24 Procurement — SBIR Deep Dive #25 Policy — Hub Letter Campaign #26 Year-End — Anniversary

*Issues #11 and #25 are the two highest-urgency issues of the year and should be treated as production priorities. Issue #11 captures the federal fiscal year-end spending sprint (largest contract award window of the year). Issue #25 is the advocacy capstone and letter-signing campaign.*

#### QUARTER 1 — APRIL – JUNE 2026 — ISSUES 1–6: LAUNCH & EDUCATION

<b>#1</b> Apr 2, 2026	<b>LAUNCH</b>	<b>Welcome to the Southeast Defense Innovation Corridor</b>	<i>All Tiers — Welcome Issue</i>
	<b>PROC. HOOK:</b> <i>FY2026 Q2 open — mid-year budgets being spent; good time to watch SAM.gov for new awards</i>	<b>LEAD:</b> Why Charlotte Is Becoming the DoD's Front Door to the South: the DIU OnRamp Hub explained and why it matters for Carolina businesses <b>FEATURE 2:</b> What Is a DIU OnRamp Hub? A Plain-English Guide for Business Owners <b>FEATURE 3:</b> Meet the Ecosystem: NDI3, NCMBC, NCRC, and the Organizations Already at Work	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>Contract Opp of Week</li> <li>OTA / CSO Alert</li> <li>Fed. Proc. Calendar</li> <li>Charlotte Corridor News</li> <li>Glossary Term</li> </ul>

		<b>NOTE:</b> LAUNCH ISSUE. Include 'Carolina Defense Vendor Starter Kit' download as signup incentive. Establish brand voice.	• Upcoming Events
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<b>#2</b> Apr 16, 2026	<b>EDUCATION</b>	<b>SAM.gov 101: Your First Step Into the Federal Marketplace</b>	<i>Tier 2 &amp; 3 — New to DoD</i>
	<b>PROC. HOOK:</b> <i>Annual SAM.gov renewals required — companies that lapsed in 2025 are newly vulnerable</i>	<b>LEAD:</b> How to Register in SAM.gov: A Step-by-Step Walkthrough — UEI, representations, and the mistakes that delay registration <b>FEATURE 2:</b> What Happens After You Register? Setting Realistic Expectations for First-Time Federal Vendors <b>FEATURE 3:</b> Q&A: 'We're a 12-Person Manufacturer — Is DoD Contracting Realistic For Us?' (Answer: Yes) <b>NOTE:</b> Pair with SAM Registration Checklist downloadable. Highest-value issue for Tier 3 companies.	<b>STANDING SECTIONS:</b> • Contract Opp of Week • OTA / CSO Alert • Fed. Proc. Calendar • Charlotte Corridor News • Glossary Term • Upcoming Events

<b>#3</b> Apr 30, 2026	<b>MARKET INTEL</b>	<b>What Is DoD Actually Buying? The Carolina Installation Spending Map</b>	<i>Tier 1 &amp; 2 — Data-driven</i>
	<b>PROC. HOOK:</b> <i>Mid-year USASpending data updates — good time to pull fresh FY2026 Q1 obligation data</i>	<b>LEAD:</b> Fort Liberty, Camp Lejeune, Cherry Point, Seymour Johnson, Shaw: A Dollar-by-Dollar Breakdown of What Each Installation Spends <b>FEATURE 2:</b> The Top 10 NAICS Codes Driving DoD Contracting in NC and SC — What They Mean for Your Business <b>FEATURE 3:</b> USASpending.gov Tutorial: How to Find Out If Your Competitors Are Already DoD Vendors <b>NOTE:</b> Draw data from the Carolina DoD Vendor Database. Include a map graphic of Carolina installations.	<b>STANDING SECTIONS:</b> • Contract Opp of Week • OTA / CSO Alert • Fed. Proc. Calendar • Charlotte Corridor News • Glossary Term • Upcoming Events

<b>#4</b> May 14, 2026	<b>TECHNOLOGY</b>	<b>Dual-Use Technology: When Your Commercial Product Is Already a Defense Asset</b>	<i>Tier 2 &amp; 3 — Tech Companies</i>
	<b>PROC. HOOK:</b> <i>DIU issues Commercial Solutions Openings (CSOs) on a rolling basis — link to active CSO list on DIU.mil</i>	<b>LEAD:</b> From NASCAR to the Battlefield: How Motorsports Engineering Firms in the Charlotte Corridor Already Supply the U.S. Army <b>FEATURE 2:</b> Additive Manufacturing and the DoD: Why the Pentagon Is Buying 3D-Printed Parts — What It Means for Firms Like Oerlikon AM <b>FEATURE 3:</b> The Seven Technology Domains DIU Is Prioritizing Right Now (And How Carolina Companies Stack Up) <b>NOTE:</b> Feature GM Defense / Hendrick ISV as flagship dual-use story. Most compelling Charlotte-specific content.	<b>STANDING SECTIONS:</b> • Contract Opp of Week • OTA / CSO Alert • Fed. Proc. Calendar • Charlotte Corridor News • Glossary Term • Upcoming Events

<b>#5</b> May 28, 2026	<b>PROCUREMENT</b>	<b>The OTA Revolution: Why Other Transaction Agreements Are the Fast Lane Into DoD</b>	<i>Tier 2 &amp; 3 — All Sectors</i>
	<b>PROC. HOOK:</b> <i>SOCOM and Army regularly release OTA solicitations through MCSC, NSWCCD, AFWERX — feature current open solicitations</i>	<b>LEAD:</b> OTAs Explained: How the Pentagon Is Bypassing Traditional Procurement to Work With Non-Traditional Companies <b>FEATURE 2:</b> SOCOM's History of OTA Use at Fort Liberty: What They've Bought, From Whom, and What's Coming <b>FEATURE 3:</b> OTA vs. FAR Contract vs. SBIR: A Decision Tree for First-Time Vendors <b>NOTE:</b> Highest-value education piece for Tier 3 companies. Launch 'OTA Opportunity Alert' as a standing section from this issue forward.	<b>STANDING SECTIONS:</b> • Contract Opp of Week • OTA / CSO Alert • Fed. Proc. Calendar • Charlotte Corridor News • Glossary Term • Upcoming Events

<b>#6</b>	<b>PROCUREMENT</b>	<b>SBIR/STTR Season: The \$4 Billion Small Business On-Ramp to Defense R&amp;D</b>	<i>Tier 2 &amp; 3 — Small Business</i>
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<p>Jun 11, 2026</p>	<p><b>PROC. HOOK:</b> DoD SBIR FY2026.2 solicitation opens June–July. Army, Navy, Air Force, SOCOM all participate. Biggest small business event of the year.</p>	<p><b>LEAD:</b> What Is SBIR and How Does It Work? Complete Guide for Carolina Small Businesses — Phase I, Phase II, Phase III explained  <b>FEATURE 2:</b> DoD SBIR FY2026.2 Solicitation Preview: Which Topics Are Most Relevant for the Charlotte Corridor?  <b>FEATURE 3:</b> From SBIR to Scale: How Three Non-Traditional Vendors Turned R&amp;D Contracts Into Long-Term DoD Relationships  <b>NOTE:</b> <i>TIME-SENSITIVE. Drop 1–2 weeks before solicitation opens. Include 'SBIR Topic Watchlist' for corridor-relevant tech areas.</i></p>	<p><b>STANDING SECTIONS:</b></p> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>
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**QUARTER 2 — JULY – SEPTEMBER 2026 — ISSUES 7–12: MARKET INTEL & TECHNOLOGY**

<p><b>#7</b> Jun 25, 2026</p>	<p><b>SPOTLIGHT</b></p>	<p><b>Vendor Spotlight: Companies in Our Backyard Already Winning DoD Contracts</b></p>	<p><i>All Tiers — Community</i></p>
<p><b>PROC. HOOK:</b> FY2026 Q3 begins July 1 — agencies entering final stretch of fiscal year, accelerating awards to meet annual obligations</p>	<p><b>LEAD:</b> Profile: How a Mooresville Advanced Manufacturing Firm Landed Its First Army Contract — and What It Learned  <b>FEATURE 2:</b> Profile: From Fintech Security to Cyber Defense — A Charlotte IT Firm's Journey Into SOCOM Contracting  <b>FEATURE 3:</b> How to Get Featured: Nominating Your Company or a Peer for a Spotlight Profile  <b>NOTE:</b> <i>Spotlight issues are the most-shared content type. Begin identifying subjects from the vendor database now. Consider a podcast companion.</i></p>	<p><b>STANDING SECTIONS:</b></p> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>	

<p><b>#8</b> Jul 9, 2026</p>	<p><b>POLICY/ADVOCACY</b></p>	<p><b>Senator Budd's \$5 Million: What the NDAA Authorization Means for the Charlotte DIU Hub</b></p>	<p><i>Tier 1 + Civic Leaders</i></p>
<p><b>PROC. HOOK:</b> FY2027 NDAA markup season begins July–August in HASC/SASC — track amendments relevant to DIU and innovation hubs</p>	<p><b>LEAD:</b> Inside the NDAA: A Plain-English Guide to the Defense Budget Provisions Most Relevant to Carolina Businesses  <b>FEATURE 2:</b> The One Big Beautiful Bill and DIU: How \$2 Billion in New Funding Is Reshaping the Defense Innovation Landscape  <b>FEATURE 3:</b> How to Make Your Voice Heard: Engaging Sen. Budd, Rep. Harrigan, and the NC Congressional Delegation  <b>NOTE:</b> <i>The advocacy issue. Include clear CTA: sign a letter of support, attend a roundtable, contact congressional offices.</i></p>	<p><b>STANDING SECTIONS:</b></p> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>	

<p><b>#9</b> Jul 23, 2026</p>	<p><b>EDUCATION</b></p>	<p><b>CMMC Decoded: What the Pentagon's New Cybersecurity Standard Means for Your Business</b></p>	<p><i>Tier 2 &amp; 3 — All Sectors</i></p>
<p><b>PROC. HOOK:</b> CMMC 2.0 final rule rolling through 2025–2026 — new contracts increasingly requiring Level 1 self-attestation. Urgent for Tier 2/3.</p>	<p><b>LEAD:</b> CMMC 2.0: The Cybersecurity Maturity Model Certification Every DoD Supplier Will Eventually Need — and the Timeline  <b>FEATURE 2:</b> Level 1 vs. Level 2: What Most Carolina Small Businesses Actually Need (It's Less Scary Than You Think)  <b>FEATURE 3:</b> Charlotte's Cybersecurity Ecosystem: Local Resources for Getting CMMC-Ready Without Breaking the Bank  <b>NOTE:</b> <i>UNC Charlotte cybersecurity program and EPRI relationship make this locally grounded. Feature a Charlotte CMMC consultant Q&amp;A.</i></p>	<p><b>STANDING SECTIONS:</b></p> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>	

<p><b>#10</b></p>	<p><b>MARKET INTEL</b></p>	<p><b>The Defense Energy Market: Duke Energy, Microgrids, and a \$50 Billion Opportunity</b></p>	<p><i>Tier 2 &amp; 3 — Energy / Engineering</i></p>
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Aug 6, 2026	<b>PROC. HOOK:</b> DoD annual energy report typically released August — tracks installation energy spending and renewable targets. Strong sourcing.	<b>LEAD:</b> Why the Pentagon Is the Largest Single Energy Consumer in the World — and What That Means for the Carolinas <b>FEATURE 2:</b> The Army's Tactical Microgrid Standard: How UNC Charlotte Helped Write It and What It Means for Energy Companies <b>FEATURE 3:</b> Duke Energy's DoD Green Source Advantage Program: A Model for Utility-Installation Partnership <b>NOTE:</b> <i>The Duke Energy / DoD GSA program covering Fort Liberty, Lejeune, Cherry Point, Seymour Johnson, and Shaw is a uniquely Charlotte story.</i>	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>
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<b>#11</b> Aug 20, 2026	<b>PROCUREMENT</b>	<b>The End-of-Year Spending Sprint: How to Position for Q4 DoD Awards</b>	All Tiers — <b>ACTION ISSUE</b>
<b>PROC. HOOK:</b> CRITICAL: Aug–Sep is peak federal contract award period. 25–30% of annual DoD spend obligated in Q4. Highest urgency issue of the year.	<b>LEAD:</b> The Federal Fiscal Year Ends September 30 — Here's Why the Final 60 Days Are the Best Time for First-Time Vendors <b>FEATURE 2:</b> How to Find End-of-Fiscal-Year Opportunities on SAM.gov Before Your Competitors Do <b>FEATURE 3:</b> Sole Source and Simplified Acquisition: The Under-\$250K Contracts That Rarely Get Publicized (But Are Very Winnable) <b>NOTE:</b> <i>Feature 3–5 specific open solicitations from Carolina installations with deadline dates prominently displayed. MOST IMPORTANT ISSUE.</i>	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>	

<b>#12</b> Sep 3, 2026	<b>TECHNOLOGY</b>	<b>AI and Autonomous Systems: The Pentagon's Biggest Technology Investment — and Charlotte's Opening</b>	Tier 2 & 3 — <b>Tech / Startups</b>
<b>PROC. HOOK:</b> DARPA and DIU release AI-focused solicitations on a rolling basis. Army AI Task Force active. Check DIU.mil for open CSOs in AI domain.	<b>LEAD:</b> How BigBear.ai, NDI3, and UNC Charlotte Are Building the Southeast's AI-for-Defense Ecosystem <b>FEATURE 2:</b> Autonomous Systems for Special Operations: What SOCOM Is Buying and What Non-Traditional Vendors Can Offer <b>FEATURE 3:</b> From the Racing Pit to the Battlefield: How Motorsports Analytics Firms Are Finding Roles in Defense AI <b>NOTE:</b> <i>Position Charlotte's data analytics talent (built for financial services) as directly transferable to defense AI applications.</i>	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>	

**QUARTER 3 — OCTOBER – DECEMBER 2026 — ISSUES 13–20: ADVOCACY & YEAR-END**

<b>#13</b> Sep 17, 2026	<b>PROCUREMENT</b>	<b>New Fiscal Year, New Opportunities: How to Read the FY2027 Defense Budget</b>	Tier 1 & 2 — <b>Pipeline Planners</b>
<b>PROC. HOOK:</b> FY2027 begins October 1. CR likely if appropriations not passed — explain impact on contracts. President's budget request released Feb. 2026.	<b>LEAD:</b> The President's FY2027 Budget Request — Here's What It Means for Carolina Defense Contractors in Plain English <b>FEATURE 2:</b> Which Programs Got Funded? A Charlotte-Corridor Guide to FY2027 DoD Appropriations <b>FEATURE 3:</b> How to Align Your Company's Capabilities with FY2027 Priorities Before Solicitations Drop <b>NOTE:</b> <i>Planning issue — help readers build FY2027 business development calendar. Include 'FY2027 Opportunity Checklist' downloadable.</i>	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>	

<p><b>#14</b> Oct 1, 2026</p>	<p><b>SPOTLIGHT</b></p>	<p><b>Six Months In: What We've Learned About the Southeast Defense Innovation Pipeline</b></p>	<p><i>All Tiers — Community Engagement</i></p>
	<p><b>PROC. HOOK:</b> <i>FY2027 Q1 underway — agencies releasing first wave of new-year solicitations based on approved budgets</i></p>	<p><b>LEAD:</b> Mid-Year Report: The Charlotte Defense Corridor by the Numbers — Vendors Identified, Connections Made, Opportunities Explored  <b>FEATURE 2:</b> Reader Survey Results: What Carolina Business Owners Most Want to Know About DoD Contracting  <b>FEATURE 3:</b> Community Voices: Three Business Owners Share What Surprised Them Most About the Federal Marketplace  <b>NOTE:</b> <i>Conduct reader survey at Issue 12. Use results to shape the second half of the editorial calendar. Shows community responsiveness.</i></p>	<p><b>STANDING SECTIONS:</b></p> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>

<p><b>#15</b> Oct 15, 2026</p>	<p><b>EDUCATION</b></p>	<p><b>The DIU Playbook: How the Defense Innovation Unit Actually Works — and How to Get Its Attention</b></p>	<p><i>Tier 2 &amp; 3 — DIU Candidates</i></p>
	<p><b>PROC. HOOK:</b> <i>DIU typically releases 3–5 new CSOs per quarter — link readers directly to open solicitations on DIU.mil</i></p>	<p><b>LEAD:</b> Inside DIU: How Commercial Solutions Openings Work, Who Reviews Them, and What Gets Funded  <b>FEATURE 2:</b> The Phoenix Model: How EndRamp Built a Pipeline of 300+ Non-Traditional Vendors in Year One  <b>FEATURE 3:</b> What Owen West's 'Speed, Scale, Lethality' Mandate Means for Technology Companies in the Southeast  <b>NOTE:</b> <i>By October the Charlotte hub case should be advanced enough to begin reporting on progress. Bridge education and advocacy.</i></p>	<p><b>STANDING SECTIONS:</b></p> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>

<p><b>#16</b> Oct 29, 2026</p>	<p><b>WORKFORCE</b></p>	<p><b>The Veteran Advantage: Why Hiring Veterans Is Both the Right Thing and the Smart Business Move</b></p>	<p><i>Tier 2 &amp; 3 — Manufacturers / Professionals</i></p>
	<p><b>PROC. HOOK:</b> <i>Veterans Day Nov. 11 — plan veteran-themed content. TAP cohorts complete quarterly at Fort Liberty and Camp Lejeune.</i></p>	<p><b>LEAD:</b> 20,000 Veterans Enter North Carolina's Workforce Every Year — Here's How Defense Contractors Are Recruiting Them  <b>FEATURE 2:</b> Service-Disabled Veteran-Owned Small Business (SDVOSB) Set-Asides: A \$15 Billion Annual Market Most Companies Don't Know About  <b>FEATURE 3:</b> From Fort Liberty to the Factory Floor: Programs Connecting Transitioning Service Members with Charlotte Manufacturers  <b>NOTE:</b> <i>Connect with Hiring Our Heroes, the Veteran Business Outreach Center at NC A&amp;T, and NCMBBC for expert sources.</i></p>	<p><b>STANDING SECTIONS:</b></p> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>

<p><b>#17</b> Nov 12, 2026</p>	<p><b>MARKET INTEL</b></p>	<p><b>The MILCON Opportunity: Military Construction Is the Largest Single DoD Spending Category</b></p>	<p><i>Tier 2 &amp; 3 — Construction / Engineering</i></p>
	<p><b>PROC. HOOK:</b> <i>Army Corps of Engineers releases MILCON solicitations heavily in Q1 (Oct–Dec) for spring construction. Nov–Dec is prime research time.</i></p>	<p><b>LEAD:</b> How Military Construction Works: From MILCON Appropriation to Contract Award — A Guide for General Contractors  <b>FEATURE 2:</b> Fort Liberty's \$400M+ Annual Construction Budget: What Gets Built, Who Wins the Contracts, How to Get on the List  <b>FEATURE 3:</b> Small Business Set-Asides in MILCON: The Path That Most Small Contractors Miss  <b>NOTE:</b> <i>MILCON is the most accessible high-dollar category for non-traditional vendors. Feature a Charlotte-area contractor who has won a base construction contract.</i></p>	<p><b>STANDING SECTIONS:</b></p> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>

<p><b>#18</b></p>	<p><b>TECHNOLOGY</b></p>	<p><b>The Space and Communications Frontier: How Western NC's Hidden Assets Connect to Pentagon Priorities</b></p>	<p><i>Tier 2 &amp; 3 — Tech / Comms</i></p>

Nov 25, 2026	<b>PROC. HOOK:</b> <i>Space Force releases annual acquisition strategy in Q4 — review for Carolina-relevant opportunities in comms, ground systems, launch support.</i>	<b>LEAD:</b> Pisgah Astronomical Research Institute: How a Former NASA/NSA Satellite Facility Is Becoming a Defense Innovation Asset <b>FEATURE 2:</b> Corning Optical and the Secure Communications Supply Chain: Why Fiber Infrastructure Is a National Security Issue <b>FEATURE 3:</b> Space Force Contracting 101: What the Newest Military Branch Is Buying and Where Carolina Companies Fit <b>NOTE:</b> <i>The PARI story is completely unique to the Charlotte/Western NC pitch and has never been told in a business publication. Strong editorial hook.</i>	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>
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<b>#19</b> Dec 10, 2026	<b>POLICY/ADVOCACY</b>	<b>NDAAs Season: What the FY2027 Defense Authorization Means for DIU and the Southeast Hub</b>	All Tiers + Business/Civic Leaders
<b>PROC. HOOK:</b> <i>FY2027 NDAA typically signed in December — report on final provisions. DIU authorization levels and hub expansion language are newsworthy.</i>	<b>LEAD:</b> Tracking the FY2027 NDAA Through Conference: Key Provisions That Will Shape Defense Innovation Funding in 2027 <b>FEATURE 2:</b> Senator Budd's Year-End Report Card: What He's Delivered for North Carolina Defense Innovation <b>FEATURE 3:</b> How to Comment on Federal Rulemaking: Making the Business Community's Voice Heard in DoD Policy <b>NOTE:</b> <i>Coordinate with Charlotte Regional Business Alliance and Sen. Budd's office for quotes and updates. Advocacy capstone for Year 1.</i>	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>	

<b>#20</b> Dec 24, 2026	<b>YEAR-END</b>	<b>Year in Review: The Southeast Defense Innovation Corridor — What We Built in 2026</b>	All Tiers — Community Celebration
<b>PROC. HOOK:</b> <i>Federal contracting minimal during holidays — good time for reflective content. Agencies posting FY2027 pre-solicitation notices.</i>	<b>LEAD:</b> The Charlotte Defense Corridor: 2026 by the Numbers — Vendors Identified, Connections Made, Dollars Tracked, Advocacy Wins <b>FEATURE 2:</b> The 10 Most Important Things We Learned About DoD Contracting in Year One (And What They Mean for 2027) <b>FEATURE 3:</b> Looking Ahead: The Five Biggest Defense Innovation Trends to Watch in 2027 <b>NOTE:</b> <i>Shorter issue — holiday timing. Focus on warmth and momentum. Include 2027 calendar preview to drive re-engagement in January.</i>	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>	

**YEAR 2 QUARTER 1 — JANUARY – MARCH 2027 — ISSUES 21–26: CAPSTONE & APPLICATION**

<b>#21</b> Jan 8, 2027	<b>EDUCATION</b>	<b>New Year, New Contracts: Your 2027 DoD Business Development Action Plan</b>	All Tiers — Year 2 Launch
<b>PROC. HOOK:</b> <i>DoD SBIR FY2027.1 solicitation opens January — first major small business opportunity of the new year. Topic lists released in December.</i>	<b>LEAD:</b> The 2027 Federal Procurement Calendar: Every SBIR Window, NDAA Milestone, and Budget Deadline Your Business Should Know <b>FEATURE 2:</b> How to Build a 12-Month DoD Pipeline: A Step-by-Step Planning Guide for Carolina Vendors <b>FEATURE 3:</b> Goal-Setting for Defense Contractors: What 'Success' Looks Like at 6 Months and 12 Months Into Federal Contracting <b>NOTE:</b> <i>Year 2 launch. Refresh reader survey. Add 'State of the Hub' section tracking DIU OnRamp Hub application progress.</i>	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>	

<b>#22</b> Jan 22, 2027	<b>SPOTLIGHT</b>	<b>One Year Later: How Three Carolina Companies Transformed Their DoD Engagement in 2026</b>	<i>All Tiers — Social Proof</i>
	<b>PROC. HOOK:</b> Q1 FY2027 — agencies actively awarding against annual plans. Strong opportunity pipeline for well-prepared vendors.	<b>LEAD:</b> Case Study: The Charlotte IT Firm That Won Its First SOCOM Contract — A Timeline From SAM Registration to Award <b>FEATURE 2:</b> Case Study: From Motorsports Supplier to Army Contractor — A Cabarrus County Manufacturer's Journey <b>FEATURE 3:</b> What We Wish We'd Known: Veteran DoD Contractors Share Their Biggest Lessons for Newcomers <b>NOTE:</b> <i>These case studies are the most powerful content in the newsletter canon. Begin identifying subjects from the vendor database NOW.</i>	<b>STANDING SECTIONS:</b> • Contract Opp of Week • OTA / CSO Alert • Fed. Proc. Calendar • Charlotte Corridor News • Glossary Term • Upcoming Events

<b>#23</b> Feb 5, 2027	<b>MARKET INTEL</b>	<b>The Upstate South Carolina Defense Corridor: BMW, Michelin, and the Manufacturers Already Supplying the Pentagon</b>	<i>Tier 1 &amp; 2 — SC Expansion</i>
	<b>PROC. HOOK:</b> President's FY2028 budget request released February — begin tracking innovation, DIU, and hub-related provisions	<b>LEAD:</b> Greenville-Spartanburg's Dual-Use Manufacturing Base: A Market Intelligence Report for the Southeast Defense Corridor <b>FEATURE 2:</b> Shaw AFB and the F-16 Supply Chain: What South Carolina Contractors Are Winning and What's Still Available <b>FEATURE 3:</b> Expanding the Corridor: How Charlotte Serves as the Hub for a Tri-State Defense Innovation Network <b>NOTE:</b> <i>First issue explicitly targeting the SC audience. Consider a Charleston or Greenville distribution push via SC Manufacturers Alliance.</i>	<b>STANDING SECTIONS:</b> • Contract Opp of Week • OTA / CSO Alert • Fed. Proc. Calendar • Charlotte Corridor News • Glossary Term • Upcoming Events

<b>#24</b> Feb 19, 2027	<b>PROCUREMENT</b>	<b>SBIR FY2027.1 Deep Dive: The Topics Most Relevant to Charlotte Corridor Companies</b>	<i>Tier 2 &amp; 3 — Small Business</i>
	<b>PROC. HOOK:</b> DoD SBIR FY2027.1 proposals typically due mid-February to early March — this issue drops at peak proposal-writing time.	<b>LEAD:</b> Breaking Down DoD SBIR Topics: How to Read a Solicitation and Identify Whether Your Technology Genuinely Fits <b>FEATURE 2:</b> The SBIR Proposal Structure: What Reviewers Are Looking For and the Mistakes That Kill Good Applications <b>FEATURE 3:</b> Local Resources: NCMBC's SBIR Assistance Program and UNC Charlotte's Office of Technology Transfer <b>NOTE:</b> <i>Partner with NCMBC to offer a proposal clinic event timed to this issue. Event drives newsletter signups and community building.</i>	<b>STANDING SECTIONS:</b> • Contract Opp of Week • OTA / CSO Alert • Fed. Proc. Calendar • Charlotte Corridor News • Glossary Term • Upcoming Events

<b>#25</b> Mar 5, 2027	<b>POLICY/ADVOCACY</b>	<b>The DIU Hub Decision: What We Know, What's Next, and How You Can Help</b>	<i>All Tiers + Business/Civic Leaders</i>
	<b>PROC. HOOK:</b> Spring is peak congressional engagement season — NDAA markup preparation. Ideal time for Charlotte business community to make noise in Washington.	<b>LEAD:</b> State of the Charlotte DIU OnRamp Hub Bid: A Progress Report on the Advocacy, the Partners, and the Timeline <b>FEATURE 2:</b> How Other Cities Won DoD Hub Designations — and What Charlotte Has Done Differently <b>FEATURE 3:</b> Call to Action: The Business Community Letter of Support Campaign for the Charlotte DIU Hub <b>NOTE:</b> <i>ADVOCACY CAPSTONE ISSUE. Coordinate mass letter-signing campaign. Feature endorsements from NDI3, NCMBC, Charlotte Regional Business Alliance.</i>	<b>STANDING SECTIONS:</b> • Contract Opp of Week • OTA / CSO Alert • Fed. Proc. Calendar • Charlotte Corridor News • Glossary Term • Upcoming Events

<b>#26</b>	<b>YEAR-END</b>	<b>One Year Strong: The Southeast Defense Innovation Corridor — Building What the Region Needed</b>	<i>All Tiers — Anniversary + Forward</i>
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Mar 19, 2027	<b>PROC. HOOK:</b> <i>March 2027 marks the full 12-month anniversary. NDAA cycle beginning again — Year 2 procurement calendar can be published as a pull-out.</i>	<b>LEAD:</b> Year One Final Report: Every Issue, Every Story, Every Connection — How the Newsletter Helped Build the Southeast Defense Innovation Ecosystem <b>FEATURE 2:</b> What's Next: The Editorial Vision for Year Two and How Reader Input Is Shaping It <b>FEATURE 3:</b> Thank You from the Publisher: A Personal Note on Why This Work Matters <b>NOTE:</b> Pull-out feature: '26 Issues, 26 Things We Learned.' Drives Year 2 subscriptions. Formal hub application submitted this month.	<b>STANDING SECTIONS:</b> <ul style="list-style-type: none"> <li>• Contract Opp of Week</li> <li>• OTA / CSO Alert</li> <li>• Fed. Proc. Calendar</li> <li>• Charlotte Corridor News</li> <li>• Glossary Term</li> <li>• Upcoming Events</li> </ul>
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**PRODUCTION WORKFLOW: THE 14-DAY ISSUE CYCLE**

## 14-Day Production Cycle: Every Issue

Each newsletter follows a consistent 14-day cycle from the moment one issue publishes to the moment the next one sends. This workflow assumes John Paul Galles as Publisher/Editor with Claude as writing partner, producing all drafts from JPG's outlines and bullet points.

Day	Production Task	Owner	Time Required	Output
<b>Day 1 (Pub Day)</b>	Publish issue. Monitor open rates/clicks. Note reader replies for future content.	JPG	30 min	Issue live
Days 1–2	Pull Contract Opp of the Week from SAM.gov (DoD, NC/SC, active, \$10K–\$5M)	JPG + Claude	45 min	Contract Opp selected
Days 2–3	Review Federal Procurement Calendar. Identify 3 federal events for next issue's hooks.	JPG	20 min	Procurement hooks list
Days 3–4	Draft Lead Story outline (bullet points, sources, data, Charlotte angle).	JPG	45 min	Lead Story outline
Days 4–5	Write Lead Story first draft. JPG provides outline; Claude drafts; JPG edits and approves.	JPG + Claude	90 min	Lead Story draft (~700 words)
Days 5–6	Write Feature 2 and Feature 3 (300–400 words each). Same workflow.	JPG + Claude	90 min	Two feature drafts
Day 7	Write all Standing Sections: Contract Opp, OTA Alert, CSO Tracker, Corridor News, Events.	JPG + Claude	90 min	All standing sections complete
Day 8	First full draft assembled. Review for consistency, voice, factual accuracy. Check links.	JPG	60 min	Complete first draft
Days 9–10	Optional peer review: share with NDI3 contact or NCMBC for technical accuracy check.	JPG + reviewer	Variable	Reviewed draft with notes
Days 10–11	Final edits. Write 3 subject line options. Write preview text. Finalize CTAs and links.	JPG	60 min	Final copy ready
Day 11–12	Load into email platform (Beehiiv / Mailchimp). Format and test on mobile + desktop.	JPG	60 min	Formatted in platform

Day 12	Send test issue to 3–5 trusted readers. Check formatting errors and broken links.	JPG	20 min	Test reviewed
Day 13	Schedule send for next morning. Prepare 3 social media posts (LinkedIn, X, Facebook).	JPG	30 min	Issue scheduled; social queued
<b>Day 14 (Pub Day)</b>	Issue sends. Monitor first 4 hours: delivery, open rate, click rate. Respond to reader replies.	JPG	30 min	Issue delivered; metrics logged

**Total estimated production time per issue: 9.5–11 hours**

*With Claude as writing partner handling first drafts from JPG outlines, the actual hands-on time for JPG is approximately 6–7 hours per issue — roughly 3 hours per week, or the equivalent of one focused half-day across 14 days. This is a sustainable cadence for a publisher who is simultaneously running the advocacy campaign, the accelerator forums, and the speaker series.*

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