

ERIC COFFIE

Speaker kit · Founder, GovCon Giants · Founder, Mindy

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Fees: vary by event. Please inquire.
Print headshot: ericcoffie.com/images/eric-headshot.jpg (1498 × 1134 px, 5 in at 300 dpi)

BIOS

50 WORDS

Eric Coffie is a Florida general contractor with 15 years in federal procurement and the founder of GovCon Giants, which he started in 2017 to teach small businesses how the federal government buys. He hosts a daily government contracting podcast and founded Mindy, a federal contracting intelligence platform.

100 WORDS

Eric Coffie has spent 15 years in federal procurement. He holds a Florida general contractor's license through Evankoff LLC, the construction company he has run since 2007, and has won and self-performed federal construction contracts for the Air Force Reserve, the Army Corps of Engineers and the Coast Guard. In 2017 he founded GovCon Giants to teach small businesses how the government buys. GovCon Giants runs a daily government contracting podcast with more than 900 episodes and a YouTube channel with more than 57,000 subscribers. Eric also founded Mindy, a federal contracting intelligence platform, and serves on three advisory boards alongside operators from MITRE, CIS, Idaho National Laboratory and USCENTCOM.

250 WORDS

Eric Coffie is a practitioner first. He holds a Florida general contractor's license through Evankoff LLC, the construction company he has run since 2007. Evankoff has won and self-performed federal construction contracts for the U.S. Air Force Reserve at Homestead Air Reserve Base, the U.S. Army Corps of Engineers and DHS / U.S. Coast Guard, including a $4.7 million job at Eglin Air Force Base and a flight simulator building at McConnell Air Force Base. When the construction market crashed and nearly took the company with it, a friend who understood how the federal government buys walked him through it. That conversation started 15 years in federal procurement.

In 2017 he founded GovCon Giants to give that knowledge away: how agencies buy, who holds the contracts coming due, and how a small business gets in front of the office that buys. GovCon Giants runs a daily government contracting podcast with more than 900 episodes, where Eric has interviewed former service secretaries, acquisition officials and founders who built federal businesses. Its YouTube channel has more than 57,000 subscribers.

Eric also founded Mindy, a federal contracting intelligence platform, and serves on three GovCon Giants advisory boards alongside operators from MITRE, the Center for Internet Security, Idaho National Laboratory and U.S. Central Command.

He speaks to trade associations, APEX Accelerators, small business development centers and technology audiences. Recent rooms include the 2026 National HUBZone Conference, where he moderated a plenary, DC Startup & Tech Week 2026 and Morehouse College's MIEC Ascend National Cohort. He is the author of Billion Dollar Playbook and GovCon Launch.

TALKS AVAILABLE TO BOOK

THE HIDDEN FEDERAL MARKET

For commercial contractors who do not sell to the government yet.

Billions of dollars a year in federal construction goes to a small pool of firms, and most of the industry never bids any of it. Not because the work is hard to win, but because everyone assumes it requires a set-aside certification or a full-time capture team. It requires neither. This session covers which contracts are expiring, who holds them right now, and what to say to the office that buys them, using nothing but public record.

Built for: Trade association audiences, chapter meetings and state conventions.
Format: Keynote or 60-minute breakout. A version runs as a members-only webinar.

SKIP THE DASHBOARD

For construction technology audiences and anyone building software for the industry.

Nearly every dollar of construction technology spend goes to executing work. Cameras, reality capture, telematics, scheduling. Almost none goes to winning it, and the tools that do exist for business development are dashboards nobody opens twice. This session is about a different route: delivering project intelligence through the Model Context Protocol so the research happens inside the assistant a preconstruction lead already has open. Half the session is what broke in production, because that is the part nobody puts on a stage.

Built for: Technology conferences and innovation tracks.
Format: 45 to 60 minutes. Can be run with live data on screen.

THE ACTION PLAN

For counselors, advisors and the people who train small businesses.

Every contractor has a capability statement. Almost none have an action plan. A capability statement is about you, and like a resume it only works once somebody is already looking. An action plan names the buyer, the contract, the office and the opening. This session teaches the five sections of one and the test for each, so an advisor can take a client from "what is out there" to a named buying office, a named expiring contract and a specific question to ask.

Built for: APEX Accelerators, Small Business Development Centers, Veterans Business Outreach Centers, economic development organizations and accelerator staff.
Format: 60 minutes or a half-day workshop. Delivers well as a webinar.

PAST VENUES

Oct 2026 **DC Startup & Tech Week 2026** Panelist, "Federal Contracting Unlocked: Navigating the GovCon Landscape." Arlington, VA

Sep 2026 **Morehouse College: MIEC Ascend National Cohort** Invited speaker. Atlanta, GA

Jul 2026 **2026 National HUBZone Conference** Plenary moderator, "Building for Scale: Innovative Growth & Funding Strategies." Chantilly, VA

Mar 2026 **TempNet Staffing Association Annual Conference** Panelist, "Fact vs. Fiction in Government Contracting." Arlington, VA

May 2025 **USHCC Energy Summit** Roundtable host, Supplier Marketplace. Santa Fe, NM

FAST FACTS

Every figure is dated. Please use these as written.

15 years in federal procurement AS OF NOV 2026

Florida Certified General Contractor (CGC1513832), held through Evankoff LLC, in business since 2007 AS OF NOV 2026

Won and self-performed federal construction contracts for the U.S. Air Force Reserve at Homestead ARB, the U.S. Army Corps of Engineers (including a $4.7 million job at Eglin AFB and McConnell AFB) and DHS / U.S. Coast Guard

Founded GovCon Giants in 2017

Daily government contracting podcast: 900+ episodes AS OF NOV 2026

YouTube: 57K+ subscribers AS OF NOV 2026

Podcast downloads: 282K+ AS OF MAR 2026

LinkedIn: 26K+ followers AS OF OCT 2026

Serves on three advisory boards alongside operators from MITRE, CIS, Idaho National Laboratory and USCENTCOM AS OF NOV 2026

Founder of Mindy, a federal contracting intelligence platform

Student award results are sourced to USASpending.gov and GovCon Giants records, and are examples rather than typical outcomes AS OF OCT 2026

CONTACT

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