FIRST CALL

DECEMBER 2025

PRESENTED BY DuraBante™

2025: A YEAR OF GROWTH AND ADVOCACY

This year, NVSBC served over 1,900 Veteran Owned Small Businesses and engaged more than 4,000 individual professionals across our programs and events. Through flagship initiatives like the VETS Conference, Veterans Access to Capital Symposium, and regional engagement events in eight major markets, we provided unparalleled networking, training, and mentorship opportunities. These efforts have delivered measurable impact:

- 57% of participating businesses increased revenues
- 38% secured at least one new federal contract
- 60% achieved new supplier diversity certifications
- 65% received technical assistance that strengthened compliance and competitiveness

Beyond numbers, these outcomes represent lives changed and businesses strengthened. Proof that Veteran entrepreneurs remain a vital force in America's industrial base.

Policy Milestones

2025 was also a pivotal year for federal procurement policy. The Federal Acquisition Regulation (FAR) modernization, the first major overhaul in four decades, began rolling out. These reforms aim to simplify processes, reduce administrative burdens, and improve transparency—changes that promise a more accessible contracting environment for small businesses.

NVSBC played an active role in shaping these reforms. Through direct engagement with lawmakers and agencies, we championed veteran priorities, including maintaining Veterans First Contracting Program protections and expanding set-aside opportunities. Our support for legislation such as the Acquisition Reform and Consolidation for Accountability (ARCA) Act underscores our commitment to improving efficiency and accountability within the Department of Veterans Affairs, the largest source of Veteran Owned Small Business contracts.

Challenges Ahead

While progress is real, challenges remain. Competition for federal contracts is intensifying, and compliance requirements continue to evolve. The FAR changes demand

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that businesses stay informed and agile. Cybersecurity mandates, supply chain risk management, and sustainability standards are becoming baseline expectations for contractors. For many, these requirements can feel daunting.

THE YEAR AHEAD

Looking forward, NVSBC will focus on three priorities to help our members thrive:

Education and Capability Building

We will expand training through training academies, fellowship cohorts, and virtual resources to ensure members understand new FAR provisions, cybersecurity compliance, and emerging acquisition trends.

Advocacy for Inclusion

As procurement reforms advance, NVSBC will continue to press for Veteran-specific considerations—set-asides, subcontracting goals, and streamlined certification processes—so that Veteran Owned Businesses remain competitive and visible.

Access to Financial Resources and Partnerships

Building on the success of our Access to Capital Symposium, now formally known as Finance Symposium, we will deepen relationships with financial institutions, federal agencies, and prime contractors to unlock growth opportunities for Veteran businesses.

Closing Thoughts

Veteran entrepreneurs have always embodied resilience and leadership. In 2026, those qualities will be more important than ever. NVSBC stands ready to guide, advocate, and empower our community through this period of transformation. Together, we will ensure that Veteran Owned Businesses not only adapt but lead in shaping the future of federal contracting.

Thank you for your trust and engagement throughout 2025. Here's to a new year of opportunity and impact.

Scott Jensen
Chief Executive Officer
National Veteran Small Business Coalition

View this podcast episode with Danny Li and Retired Colonel Scott Jensen as he shares his journey from Marine to entrepreneur, highlighting the mission of the National Veteran Small Business Coalition. He emphasizes financial literacy, mentorship, and long-term vision as key tools for veterans building civilian careers. Listen to the podcast episode *here.*

Listen to the Podcast!

Welcome New & Renewed Member Organizations

New Members

Beacon Point Associates, LLC
Civexa Corporation
Focus Consulting Firm
MAJJI Solutions LLC
Patriot Insights LLC
Pens and Crafts LLC
PERSCOM LLC
Savannah River Nuclear Solutions
TECHFORGE Solutions
Titan Freight Solutions
Top Shot Commercial Kitchen Repair
Trek For Vets Coffee
Utah Veteran Business Resource Center / SLCC Foundation
W.B.F Construction Inc
Wolters Grace Construction

Renewed Members

AdGrid USA, LLC
Amtrin Corporation
BAE Systems
Bino Construction
Business Research Services, Inc - Set Aside Alert
Capital i
Corporate Cleaning Group East Tampa
Crescent Global Integrated Solutions, LLC
David T. Scott & Associates, LLC
DGA Medical
Dobbs Defense Solutions, LLC
Dynamic Integrated Services, LLC
Edson Advisors, LLC
Enhanced Veteran Solutions, Inc
FP&C Consulting
GrayLineX LLC
Gritter Francona
HigherEchelon, Inc
Innovative Technology
Enterprise Strategic Solutions (iTESS), LLC
Iron Mike Construction, LLC
ISI Professional Services (Interior Systems)
Leading Solutions, LLC
Network Designs, Inc
PenBay Technology Group LLC
PingWind Inc
Premier Consultants International, Inc
Primordial Ventures LLC
RightDirection Technology Solutions LLC
Rockhead Consulting LLC
RSM Federal
ScaVet Technologies LLC
South Jersey Heating and Cooling
Technology Science Corporation
Thomas & Moore Strategic Ventures

The National Veteran Small Business Coalition (NVSBC) offers 7 types of organization membership that support our mission and serve our constituents. If you have any questions about membership, please contact members@nvsbc.org. Click on the "Join NVSBC Today" button below and begin receiving access to the benefits of NVSBC membership.

- **Representation** as part of the coalition through our advocacy work & legislative agenda
- **Exclusive access for members only**
  - Strategy & Legislative Newsletters
  - Tailored Presentations & Training Sessions from past and current Engagement events + Training Academies
- **Discounted pricing** for **ALL** individuals within your organization's membership at NVSBC Training, Engagement/Networking, and Advocacy events including our DC Metro Engagement Dinners, Annual Awards Gala, and VETS Conference
  - VETS Conference: $200 discount per person
  - Engagement Meetings: $20 discount per person, per event
  - Awards Gala: $25 discount per person
- **Access to VetFedConnect Directory**, providing access to thousands of contacts within the GovCon ecosystem
- **Early access**
  - Priority access to resources and information when available
- **Voting privileges** for membership by-laws, board membership, and more
- **Exclusive Partner Deals & Discounts**

Join NVSBC Today!

Awards Gala 2025 Highlights

NVSBC celebrated its 4th Annual Veteran Small Business Advocate Awards on 6 November 2025! Huge thanks to our emcee, Kevin FitzPatrick, and congratulations to this year's inspiring winners. Check out the awardees at the link here.

Engagement Meetings

NVSBC hosted its Hampton Roads Engagement Lunch on 13 November 2025. Our guest panelists, "The Collective", consisted of Michael Harris, President, PERSCOM LLC, Arizone H. Brown, CEO/President, ASJ-Solutions, Maria Herbert, CEO/President, MCH Consulting Services, LLC, Joe Lee, CEO, JLGOV LLC, Tim Goodrich, President, Timitron Corporation. They presented, "From Contacts to Contracts: Building Winning Strategies Through Partnerships"

Calls to Action

December 2025

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

Wed | Dec 3 | 4:00 PM – 8:30 PM ET

PHILADELPHIA ENGAGEMENT DINNER

Thr | Dec 4 | 5:30 PM – 8:30 PM ET

SAN DIEGO ENGAGEMENT DINNER

Wed | Dec 10 | 5:30 PM – 8:30 PM PT

SAN ANTONIO ENGAGEMENT DINNER

Wed | Dec 17 | 5:30 PM – 8:30 PM CT

TAMPA ENGAGEMENT DINNER

Wed | Dec 17 | 5:30 PM – 8:30 PM ET

January 2026

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

Wed | Jan 14 | 4:00 PM – 8:30 PM ET

HUNTSVILLE ENGAGEMENT LUNCH

Wed | Jan 28 | 11:00 AM – 2:00 PM CT

Communities of Interest

November/December Events Calendar

DECEMBER 2025

M	T	W	R	F	S	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24		26	27	28
29	30	31				

Please note: December 17 has two engagement meetings

NOVEMBER 2025

M	T	W	R	F	S	S
				2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
	20	21	22	23	24	25
26	27	28	29	30	31	

Engagement Events | Virtual Training | Conferences | Special Events | Federal Holidays

Click on Event Dates to Link to Online Information.

Closing Out the Fiscal Year

As the calendar year draws to a close, federal contractors face a unique opportunity to pause, reflect, and prepare. December isn't just about wrapping up projects – it's about ensuring compliance, strengthening relationships, and positioning your business for the surge of solicitations in Q1. Whether you're a seasoned GovCon professional or a small business navigating your first federal award, taking a structured approach now can set the stage for success in the new year.

🎯 **Practical Guidance: Closing Out the Fiscal Year**

As 2025 winds down, federal contractors face a critical window to ensure compliance, strengthen positioning, and prepare for the opportunities that January and Q1 will bring. Here's a practical guide to help you finish strong and start the new year ready for success.

☑️ End-of-Year Compliance Checklist

- Review contract deliverables: Confirm all milestones are documented, invoiced, and accepted by contracting officers.
- Audit subcontractor performance: Ensure all partners have met obligations and reporting requirements.
- Update SAM.gov registration: Verify your entity registration, NAICS codes, and small business certifications are current.
- Check cybersecurity compliance: Reassess adherence to CMMC/NIST standards, especially if working with DoD.
- Finalize financial reporting: Align invoices, indirect cost rates, and accounting records with FAR requirements.

🗓️ Preparing for January Solicitations & Q1 Opportunities

- Monitor agency forecasts for updated procurement forecasts.
- Refresh capability statements: Tailor messaging to highlight recent wins, past performance, and niche expertise.
- Engage with contracting officers: Reach out before the holiday lull to confirm upcoming opportunities.
- Line up teaming partners: Identify gaps in your offerings.
- Plan proposal resources: Assign capture teams and schedule bid/no-bid reviews.

🏆 Best Practices for Wrapping Up Deliverables & Positioning for New Awards

- Close projects with excellence: Submit final reports that emphasize outcomes, innovation, and mission impact.
- Request CPARS evaluations: Positive past performance ratings are critical for competitiveness in 2026.
- Document lessons learned: Capture insights from this year's contracts to refine processes and training.
- Highlight community impact: Showcase how your work supports small businesses, and federal missions.

By taking time now to review compliance, finalize deliverables, and prepare for upcoming solicitations, contractors can enter the new year with confidence and momentum. The end of the calendar year isn't just about closing the books—it's about positioning your business for growth, strengthening your reputation with federal partners, and ensuring you're ready to seize new opportunities in Q1.

As the year draws to a close, I send my heartfelt wishes for a joyful holiday season filled with light, laughter, and cherished traditions. May your days be wrapped in the warmth of family and friends, and may the Spirit of the season bring peace, renewal, and celebration.

Marie Myszkier is the Director of Training at NVSBC

SDVOSB Survival Guide: 7 Market Challenges You Must Tackle Now

The Market Is Changing….Are You Ready?

Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) are facing unprecedented challenges in today's economy. From rising costs to compliance hurdles, staying competitive requires more than determination, it demands a clear strategy.

Here are the top challenges SDVOSBs must overcome:

- Inflation & Economic Uncertainty – Operating costs are climbing, squeezing margins.
- Supply Chain Disruptions – Delays and shortages impact delivery and customer trust.
- Talent Acquisition – Competing with big corporations for skilled workers is tough.
- Regulatory Complexity – Federal contracting rules and verification processes are overwhelming.
- Access to Capital – Financing remains a barrier to growth and technology adoption.
- Digital Transformation – Falling behind on AI and automation means losing bids.
- Cybersecurity Risks – Small businesses are prime targets for attacks.

Your Next Move?

Don't let these challenges stall your mission. Schedule your 2026 consultation today and position your SDVOSB for success.

- Learn how to secure more federal contracts
- Streamline compliance and verification
- Leverage AI and automation for a competitive edge

Sign up now at nvsbc.org/consultations

Your service built your business. Now let strategy secure your success.

John Cochran is the Consulting Manager at NVSBC

Supporting Veteran Small Business Success: Giving Tuesday & Year-End Opportunities

As we enter the season of generosity, Giving Tuesday and year-end giving offer powerful opportunities to directly support the growth and success of VOSBs across the federal marketplace. For us at NVSBC, this time of year is more than a fundraising moment – it's a chance to strengthen the foundation of training, advocacy, and community that empowers more than 10,000 Veteran small business professionals every year.

Even for certified VOSBs, navigating the complex federal contracting environment can be daunting, and let's face it, sometimes incredibly frustrating. My colleagues, and the programs they support are uniquely positioned meet these challenges head-on, providing accessible training, high-impact networking, and a unified voice championing accessibility to meaningful contracting opportunities. Donor support is what makes that possible by fueling programs that demystify the acquisition process, brings together industry and government leaders, and ensures Veteran entrepreneurs have a seat at the decision-making table.

This Giving Tuesday, supporters helped advance our essential work, and we're deeply grateful to those who contributed. But the impact doesn't end there. As we approach year's end, there is still meaningful work to be done and continued opportunities to invest in NVSBC to further propel the success of the Veteran small business ecosystem.

Every contribution – large or small – helps expand training cohorts, grow online learning resources, increase access to networking events, and support NVSBC's national advocacy efforts. Your generosity ensures that Veteran small business professionals have the tools, knowledge, and connections they need to compete for and win government contracts.

As you consider your year-end giving, we invite you to *partner with NVSBC*. Together, we can continue shaping opportunity, strengthening community, and driving meaningful impact for those who have served.

Wishing you all a wonderful and safe holiday season and looking forward to hitting the ground running with you in 2026!

Adelaide Kahn is the Development Director at NVSBC

Other Events

December 2025 Partnership Deals

NVSBC member organizations can take advantage of benefits where NVSBC has created partnerships that bring value to your business. If you would like NVSBC to consider a partnership with your business, please contact members@nvsbc.org with respective details.

Featured Partner Deal

EXCLUSIVE NVSBC PARTNER DEALS – JUST FOR MEMBERS!

Access special discounts and offerings with our NVSBC Partner Deals, available only to NVSBC member organizations and their teams. These Partner Deals feature essential products and services tailored specifically to support your business growth and success.

Are you a NVSBC Member organization wanting to offer special discounts or offerings on your products or services to fellow members? If so, contact: Janelle Askew at janelle.askew@nvsbc.org

NVSBC Members: Log into VetFedConnect now to see the exclusive offerings available to you.

Your NVSBC membership is your key to these exclusive benefits and offerings.

Federal Procurement Events

Grow your business through events provided by agencies within the Federal government including outreach, matchmaking, networking, training, and additional activities. If you have a Federal Procurement Event you'd like NVSBC to consider adding to this page, please contact members@nvsbc.org with respective details.

Enter Federal Procurement Events

DuraBante™

Who We Are

At DuraBante LLC, we empower today's workforce to tackle tomorrow's challenges.

Our expertise spans compliance, training, risk, and change management, driven by a commitment to automation, efficiency, and continuous improvement. Recently, we partnered with an AI innovator to deliver strategic, AI-enabled solutions tailored to our clients' evolving needs.

What We Do

- Risk Management & Business Continuity
- Training, Design, Development, & Instruction
- Cybersecurity Compliance Consulting
- Optimizing Processes Through Automation & AI

DuraBante.com

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Capability Statement

Member Spotlight

NVSBC Members, share your recent govcon successes with us! We want to celebrate your achievements from the past 6 months, such as awards, public recognition, new contracts, mentor-protégé relationships, new hires (especially veterans), or acquisitions. Complete this form to let us know about your triumphs at the link here. Your successes inspire our community, and we're excited to highlight them!

Celebrate YOUR Success Form

Registration Now Open!

Registration is now open and Sponsorships are available at all price points for the Finance Symposium, an annual event hosted by NVSBC that is focused entirely on building capital for small business professional. This event will be hosted by the National Veteran Small Business Coalition (NVSBC). Join us at the Finance Symposium Wednesday, February 25, 2026.

Learn from finance subject matter experts as they share insights for military veteran GovCon professionals at all stages of the company's life cycle. Whether you are looking for information on start up capital, steady-state capital, growth capital, or transition capital, you'll find answers at this event and have the opportunity to network with our experts who can share their own personal experiences.

Held at the Fuse Center at the George Mason University Arlington Campus, attendees will experience a mix of general session panels and subject-specific breakout sessions. Participating exhibitors and sponsors will be available to answer questions and provide feedback to businesses of all sizes. Breakfast and lunch will be served, and our day will conclude with a networking reception where attendees can connect with each other and subject matter experts to further expand on the discussions held throughout the day.

Register and sponsor today at the *link* here or below.

Finance Symposium

NVSBC Board of Directors

Meet Your Board of Directors

The NVSBC Board of Directors upholds their duties of care, loyalty, and obedience, leveraging their collective knowledge, expertise, and wisdom to actively support the organization's mission and values with dedicated commitment and principled leadership.

When attending NVSBC events, don't miss the opportunity to connect with our board members. They are not only leaders in the field but also incredible resources for insight and inspiration. Be sure to introduce yourself, ask questions, and tap into their wealth of experience. The wisdom they share could spark new ideas and open doors for both your personal growth and your organization's success.

To learn more about our Board of Directors & Honorary Committee Members, visit the link here.

Robert Betters
President

Phillip (Phil) Panzarella
Vice President

Robert Santmyer
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Tim Ross

Scott Thompson

Dr. Robin Desmore, PhD

Akinwande Oshodi

Brad Reaves

Jason Windsor

Kamar Perkins

Board of Director Spotlight: Erica Dobbs

Q: If you're a business owner, please tell us about your business (name, services, NAICS code, and one accomplishment that you're proud of).

A: I am the President and Chief Executive Officer of Dobbs Defense Solutions, an enterprise cybersecurity and technology services firm. We are SBA certified as a Service Disabled Veteran Owned Small Business, Woman Owned Small Business, and Historically Underutilized Business Zone small business, and we are also an SBA 8(a) certified firm. Our core capabilities include cybersecurity, program and project management, IT infrastructure, business intelligence, and advanced audiovisual and unified communications support.

Our primary NAICS code is 541519 and we also perform work under 541330, 541512, 541513, and 541611. One accomplishment that I am especially proud of is being named to the 2025 Vet100 list by Inc. Magazine and the Institute for Veterans and Military Families. This recognition places us among the top performing veteran owned companies in the country and highlights our growth, discipline, and ability to scale while staying rooted in our mission.

Q: What's your best advice for today's business owners?

A: Remain a learner. Veterans come into entrepreneurship with leadership that most people will never experience. But becoming a CEO requires you to stay curious, stay trainable, and seek guidance from people who have already succeeded. Do not delegate the responsibility of learning your business. Learn the numbers, learn the systems, and learn from mentors and partners who can help you grow. When you commit to continual learning, you turn leadership into longevity and experience into impact.

Q: Why did you join the NVSBC Board of Directors

A: I joined the NVSBC Board to give back to the veteran business community that has supported my own path. NVSBC is one of the strongest national advocates for veteran entrepreneurs, leading efforts to expand access, opportunity, and visibility across the federal marketplace. Serving on the Board allows me to contribute to that mission, elevate veteran owned businesses, and strengthen a community that is essential to our collective success.

Erica Dobbs is President and CEO of Dobbs Defense Solutions and is a NVSBC Board of Directors