



**NATIONAL VETERAN
SMALL BUSINESS
COALITION**

PRESENTED BY

FIRST CALL

MARCH 2026

NEWSLETTER

Veteran, Owner, Advocate: A Salute to Women Veterans

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As a woman veteran, small business owner, and advocate, what I have learned is the importance of celebrating and recognizing courage, resilience, and leadership. For women veterans, the path has rarely been conventional. We have led in environments where we were underestimated. We have carried responsibility in complex missions and delivered results under pressure. That experience does not end when the uniform comes off – it evolves into decisive, mission-driven business leadership.

Within the Veteran and Government Contracting community, women veteran entrepreneurs are building companies rooted in discipline, integrity, and service. As the industry continues to evolve through consolidation, emerging technologies, tighter compliance requirements, and increasing competition, SD/VOSB firms must be intentional about growth. Opportunity demands strategic positioning, strong past performance, financial readiness, and deliberate partnership development. Eligibility alone is not a strategy.

This environment requires preparation, visibility, and collaboration.

Women veterans bring uncommon strength to this space. We know what it means to stand firm in rooms where our voices were once scarce. We understand perseverance when the mission is difficult. We have balanced service, family, sacrifice,



and ambition—often at the same time. Those experiences shape leaders who are steady, strategic, and deeply committed.

Your military service was proof of capability. Your business leadership is proof of vision.

In a marketplace that can feel complex and competitive, remember this: you are not stepping into unfamiliar territory—you are building on a foundation already forged in discipline and purpose. The same resilience that carried you through service now fuels innovation, growth, and impact.

This Women’s Month, lead confidently, build intentionally, and continue transforming the veteran business community.

Dr. Robin Desmore, PhD is CEO & Founder of [Avant-Garde Concepts LLC](#), and is a NVSBC board member

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

[329 Consulting, LLC](#)
[Battelle](#)
[Brute, LLC](#)
[Clearwaters Industry Solutions, LLC](#)
[Coast Professional, Inc](#)
[Cogito Innovations, LLC](#)
[Columbus Electric](#)
[Defense Cybersecurity Group, Inc](#)
[GenTech Associates, Inc](#)
[Global Dynamic Consulting LLC](#)
Joerns Healthcare, LLC
[Mayhew Technology Solutions, LLC](#)
Miniera, LLC

[Murray Security Services](#)
[OneGlobe, LLC](#)
Prime Agility, LLC
[RAS ENTERPRISES, LLC](#)
[Reyburn Engineering, Inc](#)
[ROGER Bank](#)
[SkyHawk Survey Solutions](#)
[Tactegra, LLC](#)
[Veteran Connections](#)
[Veteran Engineering and Technology](#)
[Watermark Risk Management International, LLC](#)
[Wernol, LLC](#)



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.



Renewed Members

2ndWave LLC
3500 Square, LLC
4th Sector
ADA Technologies, Inc.
Alvarez LLC
Aprio
Aptive Resources
Artemis ARC
Asymmetric Solutions (ASUSA,PRO)
ATEK Distribution LLC
B. Frank Joy, LLC
BES Solutions, Inc.
BizLia, Inc.
Bluejacket Industries Materials
BSquare-Consulting LLC
Business Management Research Associates, Inc.
Centuria Corporation
CKC Data Solutions
CohnReznick
Computer Evidence Specialists LLC
Courageous Leadership Alliance
Cyber Defense Technologies LLC
Deltex
Divray Koves
Dommes Consulting, Inc.
Dynamic Service Integration Corp
eConverge
Fairfax County Economic Development Authority (FCEDA)
GCS Geospatial
GStek, Inc.
HeiTech Services LLC
Incerta Strategy Partners, LLC
InovaGov
Jetco Solutions
KASTELLUM Group, LLC
King Consulting Engineering
LCC3 CONSTRUCTION SERVICES, INC.

Mabbett & Associates Inc.
Mijan Construction
NATIONAL CONSULTING PARTNERS, LLC
NewTHINK Solutions
OneZero Solutions
Paragon Technology Group, Inc.
Paratus Solutions LLC
PARATUSEC LLC
Peraton
PSR Associates, Inc.
Renaissance Global Services, LLC
Republic Capital Access
Rikka Law PLLC
Rising Star Resoruce Development Corp.
SIERRA7
SOS International
SRL Total Source LLC
Starks & Hayes Consultants LLC
Symmacore
Syngentic
TFN Lending
The 1803 Group, LLC
The Arcanum Group, Inc
Trabus Technologies
TRISTAR, Inc
Valiant-X Enterprise Corporation
Veterans Affairs Law, P.A.
Veterans Impact Technologies LLC
Veterans4You
Walsh Service Solutions
Waterfront Training Solutions

Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted its Hampton Roads Engagement Dinner, presented by [J.P. Morgan](#) on 4 February 2026. Our guest speaker was Brad Reaves, Government Contracts Attorney, [Reaves GovCon Group](#).



NVSBC hosted its DC Metro Engagement Dinner on 11 February 2026. Our guest speaker was Laura Stanton, Deputy Commissioner for the [Federal Acquisition Service](#) and our Training Academy was conducted by Nick Kalathas, Division Director, [QT2F2BA, Office of Acquisition Operations](#).



Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted its *Colorado Springs Engagement Dinner* on 11 February 2026, presented by [PilierroMazza](#). Our guest speaker was [Anatalia Macik, Founder & CEO, Kanda Consulting, Inc.](#)



NVSBC hosted its *Dayton Engagement Breakfast* on 18 February 2026. Our guest speaker [Tom Prokop, Managing Director, Kraken Federal](#) and our spotlight was [Val Beerbower, Goldman Sachs 10,000 Small Business Program Manager](#) and [Joe DiFalco, Founder of LEAD Products, LLC](#).



Around the NVSBC (cont.)

VETS First Voices



Check out this latest episode of the VA OSD BU, “VETS FIRST VOICES: SDVOSB/VOSB Success Stories” Podcast with [Chanel Bankston-Carter](#), Executive Director of OSD BU, who sat down with [Scott Jensen](#), CEO of the National Veteran Small Business Coalition/NVSBC Education Foundation (NVSBC/NVSBC-EF).

As a nonprofit organization, the NVSBC is dedicated to advocating for Veteran-owned small businesses in the federal marketplace while providing training, education, and engagement programs that help SD/VOSBs succeed as government contractors. Learn more about our advocacy efforts at the link here <https://lnkd.in/gd8qTh8w>

Listen to this inspiring conversation that highlights the power of servant leadership, community impact, and the entrepreneurial spirit that continues to drive our nation’s Veterans.

https://lnkd.in/gW_kYxQg



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Matthew Gillman
Partner

Michael Bagley
Partner

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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



Calls to Action

March 2026

HUNTSVILLE ENGAGEMENT LUNCH

TUE | MAR 10 | 11:00 AM – 2:00 PM CT

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | MAR 11 | 4:00 PM – 8:30 PM ET

TAMPA ENGAGEMENT DINNER

WED | MAR 25 | 5:30 PM – 8:30 PM ET

ADVANCING PARTNERSHIPS: NAVIGATING VA ACQUISITION & SMALL BUSINESS OPPORTUNITIES

TUE | MAR 24 | 11:30 AM – 5:30 PM ET

April 2026

SAN DIEGO ENGAGEMENT DINNER

WED | APR 1 | 5:30 PM – 8:30 PM PT

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | APR 8 | 4:00 PM – 8:30 PM ET

PHILADELPHIA ENGAGEMENT DINNER

WED | APR 15 | 5:30 PM – 8:30 PM ET

HAMPTON ROADS ENGAGEMENT LUNCH

WED | APR 29 | 11:00 AM TO 2:00 PM ET

SAN ANTONIO ENGAGEMENT DINNER

WED | APR 29 | 5:30 PM – 8:30 PM CT



Communities of Interest

Around the NVSBC (cont.)

March/April Events Calendar

MARCH 2026

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	25	26	27	28	29
30	31					

APRIL 2026

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	25	26
27	28	29	30	31		
Please note: April 29th has two engagement meetings						

Engagement Events
 Virtual Training
 Conferences
 Special Events
 Federal Holidays

Click on Event Dates to Link to Online Information.

Virtual Training

NVSBC's Virtual Training (formerly known as Charlie Mike Training Series) features training from policy experts, government representatives, prime contractors, and contracting educators to bring you the latest GovCon information to help the VOSB and SDVOSB community grow their businesses.

Subscribe to our YouTube channel and catch up on Virtual Trainings and get ready for new episodes at the link here: https://www.youtube.com/channel/UC3nC8XF_2DgCwp91vo9ECEQ/videos

Join Us as a Presenter in NVSBC's Virtual Training Series

NVSBC is seeking passionate, knowledgeable presenters who want to pour into the veteran and small business community. Our Virtual Training Series brings together entrepreneurs, contracting professionals, and federal partners for practical, accessible learning that helps businesses grow and thrive.

As a presenter, you'll have the opportunity to share your expertise, highlight best practices, and offer guidance that can make a real difference for those navigating the federal marketplace. Whether you're an agency leader, a large prime, or an experienced small business professional, your voice can help shape the next generation of GovCon success stories.

We provide full support with scheduling, promotion, and session facilitation, allowing you to focus on delivering meaningful, high-value content.

If you wish to contribute your expertise, submit your information at the link [here](#).

VIRTUAL TRAINING

Presented By:



NATIONAL VETERAN
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Sponsored by:

BAE SYSTEMS

Development Dispatch

Support the Work of the NVSBC

SUPPORT OUR WORK

WITH YOUR DONATION

Empower Veteran Owned Small Businesses in the federal contracting ecosystem to succeed by providing training, engagement, and advocacy at all stages of a company's lifecycle.



National Veteran
Small Business
Coalition



DONATE



SPONSOR



- ◆ Expand our reach to Veteran communities
- ◆ Enhance our virtual training platforms
- ◆ Increase one-on-one mentorship opportunities
- ◆ Develop new matched-networking events nationwide
- ◆ Create sustainable growth for Veteran owned businesses

The NVSBC-EF offers an opportunity to ensure Veteran Owned Small Businesses have enhanced access to opportunities enabling them to start, operate, sustain, and compete to serve federal agencies and other government contractors.

“At NVSBC, we’re committed to providing the critical support Veteran Owned Small Businesses need to thrive. Whether it’s accessing capital, training staff, or scaling operations, we’re working tirelessly to protect and promote the interests of VOSBs. Together, let’s continue building a future that honors the service and sacrifices of our nation’s veterans, while paving the way for even greater business achievements.” – Robert Betters, President, NVSBC Board of Directors

Help support our work at the link here: [Donate to the NVSBC](#).

Featured Partner Deals

March 2026 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.

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!**

CONGRATULATIONS!!!



The NVSBC would like to recognize and celebrate your GovCon success!

Advancing Partnerships: Navigating VA Acquisition & Small Business Opportunities



**Advancing Partnerships:
Navigating VA Acquisition &
Small Business Opportunities**

VA | U.S. Department of Veterans Affairs

PRESENTED BY:
ORANGE SLICES

March 24th, 2026
11:30 AM - 5:30 PM EDT

Virtual

Designed for federal contractors, small business leaders, teaming partners, capture professionals, BD, and program leaders working with or pursuing VA.

This event delivers a comprehensive, mission-focused overview of the Department of Veterans Affairs (VA) acquisition landscape, **aligned to Mission 2026 priorities**. Designed for industry partners, small businesses, and veteran-owned firms, the program provides direct **insight into VA's enterprise acquisition strategy, modernization roadmap, and near- and mid-term procurement opportunities**.

The event opens with welcome remarks and a strategic **fireside chat** featuring Phillip Christy, the VA Chief Acquisition Officer, highlighting enterprise vision, budget drivers, major programs, contracting strategy, and small business and supplier diversity priorities. This sets the context for a series of targeted panels focused on how industry can effectively engage across VA acquisition organizations.

Three in-depth panels follow, covering:

- **Understanding VA Acquisition Organization and Mission 2026 (TAC/NAC/SAC)**
- **OSDBU - VA OSDBU 2026 & Beyond: Expanding Small Business Impact on VA Procurement**
- **Understanding the Implementation and Impacts of the Revolutionary FAR Overhaul (RFO) on VA Acquisition**

Each panel includes structured overviews, practical guidance on working with acquisition teams, and live Q&A to enable direct interaction with VA leaders. The afternoon features **three rounds of interactive breakout sessions**, allowing participants to **move freely** among rooms and **engage directly** with acquisition offices, program teams, and major program initiatives. These sessions are designed to support deeper conversations, relationship-building, and targeted alignment between VA needs and industry capabilities.

This online event is specifically designed for federal contractors, small business leaders, teaming partners, capture professionals, BD, and program leaders working with or pursuing VA.

Register at the link here: [Advancing Partnerships: Navigating VA](#)

Upcoming Events

Three Months Away From VETS26!



This IS the must attend conference for small business professionals if your growth plan is federal, commercial, or both; you'll want to attend the conference in its entirety to make this investment one of the best ones you've made for yourself and business thus far!

By attending the VETS26 Conference, you'll experience ways to...

Accelerate your business growth, **gain insider access** to real acquisition intelligence and learn **actionable govcon strategies, tips, and insights** from industry SMEs, Federal Agencies representatives, and dynamic speakers and panelists bringing their best to you to help you grow your business!

Take advantage of the complete full VETS26 experience!

- ☆ **Monday:** 6 pre-conference sessions.
- ☆ **Tuesday/Wednesday:** 2 days packed with 60+ training sessions, non-stop networking, 2 hours of one-on-one match making, and an exhibit hall packed with action!
- ☆ **Thursday:** Master Class Sessions taught by industry leading experts!

Register today and plan to join us on **June 1st-4th, 2026** at the Hyatt Regency New Orleans in New Orleans, LA at the VETS26 Conference, which is NVSBC's premier annual event focused entirely on **GROWING YOUR BUSINESS!**

Sponsor and Exhibit at VETS26! Your sponsorship helps to provide training, advocacy, and opportunities that help these Veteran-owned businesses thrive in federal contracting! Exhibiting at VETS26 puts your organization in front of hundreds of small business professionals, federal agencies, prime contractors, and key service providers who are actively seeking partners, solutions, and resources.

Visit the [VETS26 website](https://www.vets26.com).

Upcoming Events (cont)

Bring Your A-Game



One exclusive course. One powerful mission. One tournament that sells out every year.

Mark your calendar for Monday, August 17, 2026, when the NVSBC Educational Foundation Charity Golf Tournament returns to the Army-Navy Country Club in Arlington, Virginia. For leaders across government contracting, this isn't just another charity outing—it's a can't-miss event where relationships are built; partnerships begin, and the mission of supporting veteran small businesses moves forward.

For those outside the DC area, this tournament is worth the trip. The Army-Navy Country Club, in Arlington, VA is one of the region's most exclusive courses—typically accessible only to members and their guests. Once a year, NVSBC opens the doors to an exceptional day of golf, networking, and purpose-driven connection in the heart of the federal marketplace.

What sets this event apart isn't just the immaculate fairways, or the 8:45 a.m. shotgun start—it's the caliber of the crowd. Executives, program leaders, small business owners, and industry partners gather for authentic conversations that happen naturally between tee shots and around the greens. It's GovCon at its best: relaxed, relationship-driven, and productive.

And yes—it sells out every year. Sponsorships are the surest way to secure your foursome and maximize your visibility among decision-makers, while directly supporting NVSBC's educational programming for veteran small businesses in the federal marketplace.

If you're going to travel for a tournament this year, make it count. Bring your A-game—and we'll see you on the course.

Learn more at [NVSBC.org/events/nvsbc-ef-charity-golf-tournament/](https://nvsbc.org/events/nvsbc-ef-charity-golf-tournament/)

NVSBC Educational Fund Charity Golf Tournament

Monday, August 17, 2026

Army-Navy Country Club | Arlington, VA

8:45 a.m. Shotgun Start

Mark these dates:

- ★ Sponsorships open: March 5
- ★ Player registration opens: April 1

Registration includes 18 holes, shared cart, breakfast, on-course refreshments, and networking lunch.

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
Treasurer



Neeraja Lingam
Secretary



William J. Belknap, Sr.



Norris Middleton



Nancy A. Langer



Erica Dobbs



Irene Vaishvila Glaeser



Tim Ross



Scott Thompson



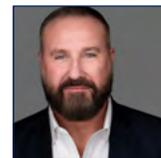
Dr. Robin Desmore, PhD



Akinwande Oshodi



Brad Reaves



Jason Windsor



Kamar Perkins

Neeraja Lingam: Founder & CEO of 1DigitalSpace



1) What's your best advice for today's business owners?

Start with a clear sense of purpose. When you understand the value your company delivers and the problem you solve, decisions around strategy, hiring, and execution become far more focused. Clarity aligns your team and strengthens decision-making, especially in uncertain times.

Build consistent operating discipline. Simple, repeatable routines, weekly leadership check-ins, quarterly planning, and regular customer conversations, create accountability and keep you connected to what matters most: delivering value. These habits help you adapt quickly and stay grounded in your mission.

Culture is equally essential. It's shaped by daily actions, not slogans. Leaders set the tone through how they show up, handle pressure, and

treat people. When teams trust their leaders and feel supported, they perform at a higher level and care deeply about the mission.

Finally, invest in your own growth and well-being. Building a company is demanding and deeply rewarding. Stay resilient, keep learning, and take care of yourself. Strong companies are built by strong, self-aware leaders.

2) Share a favorite quote that has impacted your life or business.

A quote that has stayed with me is Satya Nadella's: "Empathy makes you a better innovator." During my time at IndraSoft, empathy wasn't a formal strategy, but it became one of our greatest strengths. Listening to customers, understanding employees, and genuinely caring about their success, built trust and long-term relationships. Innovation is ultimately about understanding human needs. Empathy strengthens teams, improves decision-making, and reminds us that businesses are built by people, not just processes.

3) Why did you join the NVSBC Board of Directors?

I joined the NVSBC Board to help strengthen the ecosystem supporting veteran-owned small businesses. The federal contracting journey is complex, and many veteran founders benefit from mentorship and community. After Co-founding, growing and scaling IndraSoft to a midsize business with revenues over \$100 million in 17 years and having a successful exit to a large systems integrator, I felt a responsibility to give back. Through my work at 1DigitalSpace, I advise growing companies, and serving on the NVSBC Board allows me to extend that impact; supporting veteran entrepreneurs, shaping strategy, and helping build the next generation of mission-driven businesses.

March Momentum: Positioning for the Next Wave

March is where preparation turns into progress. Even with continued uncertainty in Washington—funding delays, acquisition backlogs, and shifting priorities—this is also the season when disciplined businesses gain ground. Veteran-owned firms aren't defined by perfect conditions; we're defined by focus, resilience, and execution.

We're also watching meaningful modernization across federal acquisition policy, including the ongoing evolution of "Small Business" rules and how agencies apply them in real time. The direction of travel is clear: expectations are rising, competition remains strong, and those who stay ready will move first when the market accelerates.

Here are three practical ways to build March momentum:

1. Re-check your capture plan. Confirm funding status, refresh stakeholder maps, and tighten win themes so you're aligned to current agency realities.
2. Strengthen partnerships. Use this period to deepen relationships with contracting teams, primes, and teammates—reliability now builds trust later.
3. Stay engaged and visible. Read industry updates, participate in NVSBC programming, and share feedback. Engagement is how we shape outcomes.

The federal marketplace remains vast, and it remains committed to veteran entrepreneurship. Stay agile, deliver value, lead with solutions—and you'll be positioned to thrive.



CEO
NATIONAL VETERAN SMALL
BUSINESS COALITION