



NATIONAL VETERAN
SMALL BUSINESS
COALITION

FIRST CALL

JULY 2026

NEWSLETTER

PRESENTED BY

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Creating the Tomorrow You Dream of Today

Veteran entrepreneurs possess many of the traits required for success long before they launch a business. We have a vision that carries us through both good times and difficult seasons. We operate with integrity, persist when others quit, and bring passion to everything we do. We understand the value of strong VIPs—mentors, partners, and trusted advisors who help us navigate challenges and seize opportunities.

Perhaps most importantly, veterans have grit. That intangible quality—the determination to push forward despite obstacles—is often the difference between success and failure. It is one of the greatest strengths our community brings to the business world.

Yet there is one area where many veteran business owners struggle: networking. Selling yourself and your company can feel uncomfortable, especially for those who were taught to let their actions speak louder than their words. The good news is that networking is a skill that can be learned. Practice talking about your mission, your capabilities, and the value you provide. The more you do it, the more natural it becomes.

Today's marketplace also requires us to market our businesses effectively. Use social media to tell your story. Create videos, write articles, attend conferences, and engage with industry partners. Visibility creates opportunity.



The bottom line is simple: when you build your business in service to others—your customers, your family, your team, and your country—the rewards extend far beyond financial success. The work becomes deeply meaningful and immensely gratifying.

You served this country, and now you are serving your family and your team. It's time to get out, build relationships, create opportunities, and create the tomorrow you dream of today.

Call to Action: Stay engaged with the veteran business community. Become a member of NVSBC, attend upcoming Engagement Breakfasts, Lunches, and Dinners, and join us at NVSBC's annual events to expand your network and grow your impact.

Author: Scott K. Thompson,
Founder & CEO of [DuraBante LLC](#)
and Vice President of the NVSBC
Board of Directors

Around the NVSBC

Welcome to Our New & Renewed Member Organizations

New Members

[Aenigma LLC](#)
[Allure Realty LLC](#)
[Ascend Healthcare Advisory, LLC](#)
[Atlas Geo Technologies](#)
[Cirrus Concept Consulting, LLC DBA Alto Health Care Staffing](#)
[Concourse Federal Group, LLC](#)
[E L Blake, Inc](#)
[EA & ASSOCIATES LLC](#)
[HamHed LLC](#)
[InsightShift, LLC](#)
[Ironsure Properties LLC](#)
[NomeRx, LLC](#)
[North Rock Consulting](#)
[PR Med Sales Solutions, LLC](#)
[Proximity Electronic Commerce](#)
[ROGER Bank](#)
[SR Calisti, Federal Contract Solutions](#)
[Veritas Capital Holdings LLC](#)
[Yellow Tub Creative 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.



Around the NVSBC (cont.)

Welcome to Our New & Renewed Member Organizations

Renewed Members

171Comply
Aalis Management Consulting
Amentum
Axios Investigations Firm, LLC
B3W Insights LLC dba B3W
Clearshot Manufacturing, LLC.
Cole Marie Austin LLC
Defutek Inc
DuraBante LLC
Emerald Technical Solutions LLC
Health Facility Solutions (HFS) Company
Heptagon Information Technology LLC

Integrated Systems Solutions – Dunn Loring, VA
iVisionX LLC
Oasys International, LLC
One Dynamic
PROMETHEUS INTELLIGENCE, INC
RoDa Business Solutions
Strategic All-Source Intelligence Agency
The Craddock Group, LLC
The Gatewood Group, LLC
Transformation Systems, Inc.
Veterans Enterprise Technology Solutions, Inc.
Virtual Health Informatics



The advertisement for SumX AI features a dark blue background. At the top is the SumX AI logo with the tagline 'TRANSFORM | SCALE | ACCELERATE' and the website 'www.sumxai.com'. Below the logo, the main headline reads 'REIMAGINE THE WAY YOU APPROACH PROJECT ACCOUNTING'. A sub-headline states 'Transform your back-office operations with SumX AI'. Six key benefits are listed with icons: 'User Friendly/Intuitive' (person icon), 'Flexible Contract Terms' (document icon), 'Comprehensive Features' (gears icon), 'Built for DCAA Compliance' (checkmark icon), 'Affordable Licensing' (dollar sign icon), and 'Fast Implementation' (clock icon). In the center is a laptop displaying the SumX AI software interface, which includes a sidebar menu, a donut chart, a bar chart, and various data tables. At the bottom, contact information is provided: a phone icon with '1-888-243-3603', a globe icon with 'www.sumxai.com', and an email icon with 'info@sumxai.com'.

Around the NVSBC (cont.)

Engagement Meetings

The NVSBC hosted its DC Metro Engagement Dinner & Training Academy on 16 June, presented by [J.P. Morgan](#). Our fireside chat featured **Scott Jensen**, CEO of NVSBC, and **The Honorable Dr. Kevin Rhodes**, Administrator, Office of Federal Procurement Policy, Office of Management and Budget, Executive Office of the President and our Training Academy Trainer was **Kean Reilly**, Senior Manager, Government Contracting, [CohnReznick](#).



The NVSBC hosted its Colorado Springs Engagement Breakfast on 24 June. Our guest speaker was [Chris White](#), Senior Attorney of Government Contracts and Regulations at [Clark Hill Law](#) and our Spotlight was [Lauren Shakes](#), Associate Director for the [Colorado SBDC](#) serving Pikes Peak Region.



Around the NVSBC (cont.)

ELECTRONIC COMMERCE FOR GOVERNMENT CONTRACTORS

★ SBA-CERTIFIED SDVOSB • We built this because we needed it too

**RECOMPETES
DON'T START ON SAM.
NEITHER
SHOULD YOU.**

By the time a contract hits SAM:

The incumbent is already known - Pricing is already set
Teams are already forming

We show you that — before it happens.

PROXITY IS A CONTRACTING INTELLIGENCE PLATFORM THAT SHOWS
**WHO'S WINNING, WHAT THEY'RE
WINNING, AND WHAT'S COMING NEXT.**

PROXITY ELECTRONIC COMMERCE

See what's **re bidding** in your
market right now →

Contracts nearing expiration - Dollars tied to these contracts
How many vendors your up against



Scan to try now.

No login. No setup.
Enter your cage code and see your
market instantly

Prefer a browser?
proximity-ec.com/TryUs.aspx

Want a 10 minute walkthrough?
Your real data • No generic slides

info@proximity-ec.com
757-502-8951 ext 106

Used by APEX Accelerators Nationwide

★ NVSBC dinner attendee? Mention it at booking for
a complimentary first month.

★ SBA-CERTIFIED SDVOSB • proximity-ec.com

Around the NVSBC (cont.)

Calls to Action

July 2026

**SAN ANTONIO ENGAGEMENT
DINNER**

WED | JUL 8 | 5:30 PM – 8:30 PM CT

TAMPA ENGAGEMENT DINNER

WED | JUL 15 | 5:30 PM – 8:30 PM ET

**PHILADELPHIA ENGAGEMENT
DINNER**

WED | JUL 15 | 5:30 PM – 8:30 PM ET

August 2026

DAYTON ENGAGEMENT LUNCH

THU | AUG 13 | 11:00 AM – 2:00 PM ET

CHARITY GOLF TOURNAMENT

MON | AUG 17 | 7:30 AM – 4:00 PM ET

**HAMPTON ROADS FINANCE
SEMINAR EVENT**

WED | AUG 26 | 11:00 AM – 2:30 PM ET



**Communities of
Interest**

Around the NVSBC (cont.)

July/August Events Calendar

JULY 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: July 15 has two engagement meetings						

AUGUST 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						

Engagement Events
Virtual Training
Conferences
Special Events
Federal Holidays

Click on Event Dates to Link to Online Information.

If you can dream it, we can protect it



Our team of GovCon experts will help you put the right employee benefits and risk mitigation strategy in place with the goal of keeping costs under control, so you can continue to grow and prosper in the GovCon ecosystem.

→ Insurance

Protect your business.

→ Benefits

Customized packages

→ Retirement Planning

Plan for tomorrow.

→ Risk Management

We'll manage your risk.



baldwin.com/govcon



The
**Baldwin
Group**

Protecting
the Possible®

Pipeline Development

Strategic pipeline development is quickly becoming one of the most important disciplines for small businesses competing in the Federal GovCon space.

As agencies sharpen their procurement forecasts and competition intensifies across set-aside categories, companies that invest in early, structured pipeline planning are consistently outperforming those that wait for RFPs to drop. A strong pipeline isn't just a list of opportunities—it's a forward-looking system that helps firms anticipate demand, shape requirements, and allocate resources with intention.

At its core, pipeline development is about shifting from reactive bidding to proactive engagement. Federal procurements follow predictable signals: forecasts, RFIs, sources sought notices, draft RFPs, industry days, and re-compete cycles. When businesses track these signals early, they gain months of lead time to build customer intimacy, strengthen past performance narratives, and form strategic teaming relationships. This early engagement often becomes the deciding factor in a competitive environment where agencies value readiness, responsiveness, and demonstrated understanding of mission needs.

A strategic pipeline also enforces discipline. Many small businesses struggle with "chasing everything," stretching capture and proposal teams thin across low-probability pursuits. Mature pipelines incorporate qualification criteria—agency fit, contract type, set-aside alignment,

competitive landscape—to ensure teams focus on opportunities that truly support growth. Weighted pipeline analysis further strengthens decision-making by helping leaders forecast revenue, understand resource demands, and prioritize high-value pursuits.

For Veteran-Owned, small, and emerging GovCon firms, pipeline development is especially powerful. It supports long-term planning across IDIQ vehicles, helps firms prepare for re-compete well before the RFP stage, and creates a structured rhythm for BD, capture, and proposal teams. Most importantly, it positions companies to shape opportunities rather than simply respond to them.

As we move into the next fiscal cycle, strategic pipeline development is no longer optional—it is a core capability for any business seeking sustainable growth in the federal market. By investing in early intelligence, disciplined qualifications, and proactive capture, GovCon firms can strengthen win rates, deepen agency relationships, and build a more resilient future.



**Marie Myszkier is a
Program Manager at NVSBC**

VETS27 Sponsorship Sales Open Late July

Following a record-breaking VETS26, this year's opportunities are bigger than ever.

VETS26 drew over 2,100 attendees, 90 sponsors, and more than 200 exhibitors. Networking and engagement remained robust between sessions, exhibitor booths saw steady traffic all day, and the deals and connections made on the floor are still playing out in the weeks since.

As one attendee put it, "VETS26 has continued the mission of the NVSBC to provide Veterans with high quality training, legislative updates, access to Government decision makers and amazing networking opportunities."

VETS27 sponsorship sales open later this month, with new ways to get in front of that audience. New this year, Titanium sponsors can claim exclusive placement across the Showcase Theater, Breakout Sessions, Registration, and the Mobile App, four standout opportunities alongside our full range of sponsorship levels, including Presenting and Leadership. We're also launching an exclusive

Badge Sponsorship, putting your brand on every attendee for the full event, and introducing a reservable podcast booth for sponsors who want to bring their own voice directly to the GovCon community. With New Orleans serving as our VETS home for the next two years, we're able to build a deeper, more innovative experience for sponsors, exhibitors, and attendees.

Last year's growth wasn't a fluke. It's what happens when Veteran-owned small businesses, agency partners, and industry leaders all show up in one place with real business to do. VETS27 is shaping up to be bigger still, and sponsors who lock in early get first pick of the spotlight!

Mark your calendars: **sales open late July**. Have questions, or want to be among the first to access sponsorship opportunities? Reach out to Adelaide Kahn at Adelaide.kahn@nvsbc.org



**Adelaide is the NVSBC
Chief Development &
Marketing Officer**

Featured Partner Deals

July 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!*

Upcoming Events (cont)

Still Time for Golf Sponsorship!



You may not be able to tee off with us in August, but your brand can still shine! Join us as a sponsor of the NVSBC Education Foundation Charity Golf Tournament and amplify your impact across the Veteran small business community.

★ Meet your marketing goals, increase brand visibility, and with select sponsorships, **secure your foursome** while supporting the mission of NVSBC.

Sponsorships are open at all price points for the NVSBC-EF Charity Golf Tournament on **17 August 2026!**

Check out our golf prospectus to learn more about these sponsorships:

- Golf Glove Sponsor w/foursome
- Lunch Sponsor w/foursome

- Skill Sponsor
- T Box Signage Sponsor (A must-have opportunity for small businesses looking to elevate their brand and expand their reach.)

There are only **two teams** left. Don't wait because they'll be gone soon!

Register your team today or choose a sponsorship that guarantees your foursome and we'll see you on the course in August!

📄🏌️ Register/Sponsor at the link here: [NVSBC-EF Charity Golf Tournament](https://www.nvsbc.org/charity-golf-tournament).

Upcoming Events (cont)

Nominations Open for the 2026 Awards Gala!



We're honoring excellence, celebrating impact, and advancing Veteran entrepreneurship at the NVSBC Veteran Small Business Advocate Awards Gala, presented by J.P. Morgan, on **15 October 2026 at The Army Museum, 1775 Liberty Dr., Fort Belvoir, VA.**

Mark your calendars, register and join us for an unforgettable evening recognizing the leaders, advocates, and changemakers within our GovCon community.

Nominate a deserving individual or organization for their outstanding contributions to the GovCon community.

NVSBC presents five distinguished award categories, recognizing more than 50 exceptional honorees annually. Each award celebrates leadership, innovation, and commitment to strengthening opportunities for Veteran-Owned Small Businesses (VOSBs) and Service-Disabled Veteran-Owned Small Businesses (SDVOSBs).

Nominations will be accepted July 1, 2026 – September 1, 2026.

Nominate, register, and sponsor at the link [here](#) or at the button below!

NVSBC Board of Directors

Welcome, New NVSBC Board of Directors.

Please join in with us as we celebrate our newly elected Board members, Isaias "Cy" Alba, IV, Melinda Pitchford, Edward Syms and Calvin J Mitchell Jr. and congratulations to Scott K. Thompson on becoming the NVSBC Board Vice President, which terms began on 1 July 2026.



NATIONAL VETERAN SMALL BUSINESS COALITION

The National Veteran Small Business Coalition (NVSBC) is pleased to welcome its newly elected Board of Directors as we begin a new term of leadership and growth within our Coalition.

Newly Elected Board Members



Isaias "Cy" Alba, IV



Melinda Pitchford



Edward Syms



Calvin J. Mitchell, Jr.

Current Board Officers



Robert Betters
President



Scott Thompson
Vice President



Robert Santmyer
Treasurer



Neeraja Lingam
Secretary

NVSBC Ambassadors

NVSBC Ambassadors: Bridging Communities and Empowering Veteran-Owned Businesses.

Colorado Springs, CO

Charles Hargett, Blake Schwank

Dayton, OH

Richard Green, Bob Fudge

Huntsville, AL

Kimberly Hunter, Jerome Weston

San Antonio, TX

Robert Garcia, Irasema Harley Garcia

Philadelphia, PA

Hank Gillen, TBD

DC Metro Area

Mark Jones, Robert Hamlett

Tampa, FL

Natasha Velez, TBD

Hampton Roads, VA

Elgear "EG" Primus, Katina Adams, Ron Verostek, Arizone Hollis-Brown, John Lipscomb, Kary Jubilee

AMBASSADORS

NVSBC NATIONAL VETERAN SMALL BUSINESS COALITION

Our Ambassadors give their time, talent and treasure to support the mission of NVSBC, while serving as Ambassadors at engagement events and in the communities supporting Veteran Owned small businesses in the federal contracting ecosystem.

NVSBC Ambassadors serve as the vital communication link between our members, supporters, friends, and prospects in their respective markets. They help coordinate outreach efforts and promote NVSBC membership and programs.

An Ambassadors' presence is particularly valuable in areas where NVSBC seeks to expand its reach to Veteran Owned small businesses, Primes, Federal Agencies, Non-profits, and Service Providers across the nine Communities of Interest we serve.

Meet our NVSBC Ambassadors serving in your community:

Colorado Springs: [Charlie Hargett](#) and [Blake Schenck](#)

Dayton: [Bob Fudge](#) and [Richard Green](#)

DC Metro: [Mark Jones](#) and [Robert Hamlett](#)

Hampton Roads: [EG Primus](#), [Katina Adams](#), [Kary Jubilee](#), [Ron Verostek](#), [Arizone Hollis Brown](#), [John Lipscomb](#)

Huntsville: [Jerome Weston](#) and [Kimberly Hunter](#)

Philadelphia: [Hank Gillen](#)

San Antonio: [Robert](#) & [Irasema Harley Garcia](#)

San Diego: To Be Announced

Tampa: [Natasha Velez](#)

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



Scott Thompson
Vice President



Robert Santmyer
Treasurer



Neeraja Lingam
Secretary



Phillip (Phil) Panzarella



Nancy A. Langer



Irene Vaishvila Glaeser



Tim Ross



Dr. Robin Desmore, PhD



Akinwande Oshodi



Brad Reaves



Jason Windsor



isaias "Cy" Alba, IV



Melinda Pitchford



Edward Syms



Calvin J. Mitchell, Jr.

Turning Momentum into Results

As we move into the second half of 2026, I find myself reflecting on both the opportunities before us and the responsibility we share in helping veteran-owned businesses succeed.

The federal contracting environment continues to evolve at a rapid pace. Budgets shift, priorities change, technologies advance, and agencies seek new ways to accomplish their missions. While change can create uncertainty, it also creates opportunities for those organizations that remain informed, engaged, and prepared.

Throughout my career, I have found that success rarely belongs to those who simply react to change. It belongs to those who anticipate it, adapt to it, and position themselves to capitalize on it.

That mindset is central to NVSBC's mission.

Every day, our team works to strengthen the veteran business community through advocacy, education, networking, and professional development. We are committed to helping veteran-owned businesses navigate an increasingly competitive marketplace while ensuring that the voice of our community remains strong and influential in conversations that shape federal procurement policy.

We continue to expand the ways we support our members and partners. Through our Consulting Program, we help organizations better understand the federal marketplace, improve strategic positioning, and identify pathways for growth. Through the Fellowship Program, we are investing in the development of future leaders who will contribute to the long-term success of the veteran business ecosystem. Through our year-round training events, webinars, and networking opportunities, we create forums where ideas are exchanged, relationships are built, and opportunities emerge.

But programs and services are only part of the equation.

The true strength of our community has always been its people.

Veteran entrepreneurs understand commitment. They understand resilience. They understand how to accomplish a mission despite obstacles and uncertainty. Those qualities continue to distinguish veteran-owned businesses and make them valued partners across government and industry.

As we move deeper into the year, I encourage each of you to think strategically about where you want your business to be six months from now, one year from now, and beyond. Invest in relationships. Strengthen your capabilities. Seek opportunities to learn and grow. Most importantly, remain engaged with the broader veteran business community.

No organization succeeds alone.



Turning Momentum into Results

The most successful businesses are often those that recognize the value of collaboration, mentorship, and shared knowledge. When one veteran-owned business succeeds, it creates opportunities for others. When our community grows stronger, we all benefit.

At NVSBC, we remain focused on building that stronger community and ensuring veteran-owned businesses have the resources, connections, and advocacy necessary to thrive.

Thank you for your continued support of our mission and for the leadership you demonstrate every day. Together, we are advancing opportunities, strengthening businesses, and building the future of veteran entrepreneurship.

The opportunities ahead are significant. Let's continue to move forward with purpose, confidence, and commitment to excellence.

VETERANS MEAN BUSINESS



A handwritten signature in black ink, appearing to read "Scott J. [unclear]".

CEO, NVSBC