



NATIONAL VETERAN
SMALL BUSINESS
COALITION

FIRST CALL

AUGUST 2026

NEWSLETTER

PRESENTED BY

IN THIS ISSUE

Around the NVSBC

Welcome to Our New & Renewed Member Organizations.....	2
National HUBZone Conference.....	5
2026 GAUGE Report	7
CMMC RFI: Ed Tuorinsky's Call to Action.....	8
Calls to Action.....	9
August/September Events Calendar	10

Training Corner

Don't Lose Momentum... ..	11
---------------------------	----

Featured Partner Deals

August 2026 Partnership Deals ..	12
Featured Partner Deal.....	12
Federal Procurement Events.....	12

Other Events

Member Spotlight.....	13
-----------------------	----

Upcoming Events

ACT NOW! Nominations Closing on September 1st!.....	14
VETS27 Sponsorships Open!.....	15
Meet Your Board of Directors.....	16

NVSBC Board of Directors Spotlight

Melinda Pitchford: Chief Strategy Officer, LOGC2, Inc., DBA Connected Logistics	17
---	----

CEO Corner

From Opportunity to Execution... ..	18
-------------------------------------	----

A Message from Robert Betters, President NVSBC Board of Directors

As Service-Disabled Veteran-Owned Small Business owners, we have earned something rare — the right to stand in two worlds. We know the discipline of service and the drive of entrepreneurship. We have answered our nation's call once before, and now we are answering it again — this time in the marketplace.

That spirit was on full display at VETS 26, and it was brought into even sharper focus for me personally. While I was unable to attend this year, I had the profound honor of standing on the ground at Normandy, France, for the 82nd anniversary of D-Day. On June 6th, 1944, young men from the 82nd and 101st Airborne Divisions — and countless others — jumped out of aircraft into darkness over that soil to secure freedom for the world. Standing there, I was reminded of something I believe deeply: freedom is never free, and neither is success.

That truth applies directly to us as veteran entrepreneurs. The men who fought at Normandy didn't wait for someone else to act. They answered the call. They engaged — fully, unconditionally, and without hesitation.

That is the spirit I'm asking each of you to bring to your business journey and to this coalition. Membership in NVSBC isn't just a title — it's a commitment to engage. To show up. To share your experience, your networks, and your voice on behalf of every veteran entrepreneur who comes after you.



We have an obligation — not just an opportunity — to build something worthy of their sacrifice. Economic freedom, independence, the right to build something of your own — that is exactly what those men fought for. Don't take it lightly. Honor it by doing the work.

Join us. Get involved. Become a member of NVSBC, attend our upcoming events, and bring another veteran entrepreneur into the fold.

Together, we build a legacy worthy of those who came before us.

Author: Robert Betters is the President/CEO of RBCI and President of the NVSBC Board of Directors

Around the NVSBC

Welcome to Our New & Renewed Member Organizations

New Members

[Bayak Security LLC](#)

[BC2Online LLC](#)

[Blue Prairie Synergy Solutions, LLC](#)

[Collaborative Shared Technologies LLC](#)

[ESSR Consulting](#)

[FountainAvenue Strategies](#)

[GoBeze Data Strategies LLC](#)

[Green Zone Capital Advisors](#)

[Iberia Advisory, LLC](#)

[Rohan Strategic Group](#)

[Saltline Foundry LLC](#)

[Superior Skilled Trades, LLC](#)

[The HABITS Group LLC](#)

[The Spaulding Group, Inc., d/b/a TSG](#)

[Total Product Management, Ltd.](#)



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

3C Industrial, LLC	Nationwide IT Services, Inc.
ALD & Associates LLC	sbLiftoff LLC
Alliance for Energy Innovation, LLC /National Laboratory of the Rockies (NLR)	South River Federal Solutions LLC
Avant-Garde Concepts LLC	Stockdale Industries
Capital Bank, NA	SWP Systems LLC
Conscious Colorado Collective	T & T Materials
Credence Validation Group	Texas Veteran Security LLC
FusionICS, LLC	Tucker-Reeves Associates, LLC
IronArch Technology	Valor Technologies
Mil-Spec Safety & Security	ValorTech.AI LLC
	VOIICE Solutions

Around the NVSBC (cont.)

Engagement Meetings

The NVSBC hosted its Tampa Engagement Dinner on 15 July 2026. We thank our Exhibit Sponsor, [Avant-Garde Concepts LLC](#). Our Training Academy was conducted by Rich Earnest, Managing Partner, [Earnest Consulting Group](#). Our Spotlight was CSM (ret.) Richard Rick Merritt, and our guest speaker was Paul Ward, Deputy Director of [OSBP at USSOCOM](#).



The NVSBC hosted its San Antonio Engagement Dinner on 8 July 2026. Our guest speaker was Sheena Parker, [GovCon NOW](#) Founder and our Spotlight, Dr. Zach Johnson, CEO of [The H.A.B.I.T.S Group](#).



Around the NVSBC (cont.)

Engagement Meetings

The NVSBC hosted its Philadelphia Engagement Dinner, presented by [AEONRG](#) on 15 July 2026. Our guest speaker was Paul Hawkins, Partner, [Gentry Locke](#) and our Spotlight was Dr. Stephannie L. Addo-Zuniga, Principal Owner at [ACJ Luxury Maintenance LLC](#).



National HUBZone Conference

The NVSBC proudly exhibited at the National HUBZone Conference this past July in Chantilly, VA. Our Program Manager, Small Business Professional Certification, Angela Lee, represented NVSBC for this two day conference. Pictured with Angela is Department of Energy, OSDBU Director, Charlie Smith and Earl Morgan, Owner of Asinto Photography.



Around the NVSBC (cont.)

Congressional Breakfast

We hosted our first-ever **Congressional Breakfast** on 16 July, a member-exclusive event that brought dozens of Veteran small business owners face-to-face with members of Congress, their staff, and the professional staff of the House Committee on Small Business. Attendees shared their business successes, their challenges, and NVSBC's advocacy priorities directly with the people shaping policy.



NVSBC Members, be sure to log into your VetFedConnect account to read the July 2026 Strategy & Legislative Newsletter to learn more about our Inaugural Congressional Breakfast!

The 10th edition of the GAUGE Report by CohnReznick is here! The GAUGE Report is your annual industry roadmap of benchmarks and trends. The 2026 GAUGE Report helps build government contractors into 2027 and beyond.

Around the NVSBC (cont.)

CMMC RFI: Ed Tuorinsky's Call to Action

The 13 July 2026 memorandum from the Department of War (DoW) Chief Information Officer (CIO), [Subject: Implementing Department of War Chief Information Officer's Suspension of the Advancement to Cybersecurity Maturity Model Certification \(CMMC\) Phase 2 Requirements](#) has generated considerable interest in the Defense Industrial Base (DIB). As a Veteran Small Business owner and leader, I see this as an important opportunity for us to help shape the future of this program. In short, the memorandum suspends CMMC Phase 2 requirements pending a 60-day review and limits program offices and requiring activities to CMMC Level 1 (Self) or Level 2 (Self) assessments in procurement requests and requirements documents.

However, the memorandum also states that the cybersecurity requirements outlined in DFARS 252.204-7012, Safeguarding Covered Defense Information and Cyber Incident Reporting, remain in effect. However, DFARS 252.204-7012, Safeguarding Covered Defense Information and Cyber Incident Reporting, remains in effect. This provides an acquisition path based on self-assessment without removing the requirement to implement NIST SP 800-171 Rev. 2.

The CMMC program was created to validate that members of the DIB were meeting those cybersecurity requirements. Those of us who have implemented NIST SP 800-171, submitted self-assessments, or completed third-party assessments can speak from experience about what it takes to build, assess, and maintain a compliant environment. We know which parts of the process strengthened security, and which created cost or duplication without adding the same level of value. That experience gives us a credible voice in helping the DoW preserve accountability while improving the program.

The DoW has released a [Request for Information titled Reforming CMMC and Reducing Compliance Burden for the Defense Industrial Base \(DIB\)](#), Notice ID DoDCIOReformingCMMCforDIB001. **This is our opportunity to help shape what comes next.** Small businesses that have implemented NIST SP 800-171, submitted self-assessments, or completed third-party assessments should share their experiences. What worked? What created unnecessary cost or duplication? Which assessment practices provided real security value? How can the DoW maintain confidence in contractor cybersecurity while making the process more practical and affordable?

This is not the time to simply say that CMMC costs too much. It is the time to provide constructive, experience-based solutions. Too often, the loudest organizations shape the conversation while small businesses go unheard. We have an opportunity to change that. As Veteran business leaders, we know how to meet a standard, maintain it, and lead from the front. We should use this RFI to tell the DoW how it can protect the mission, support small-business participation, and direct more resources toward maintaining secure environments. This is our chance to have our voices heard.

[Submit your comments to the RFI!](#)

The perspective and commentary shared in this article are exclusively those of this NVSBC partner authoring the content. These views do not necessarily reflect the official stance or beliefs of NVSBC. The information included is informed by recent news and updates regarding the suspension of CMMC Phase II by the Department of War.



Ed Tuorinsky
CEO/President, [DTS](#)

Around the NVSBC (cont.)

Calls to Action

August 2026

SAN DIEGO ENGAGEMENT DINNER

WED | AUG 12 | 5:30 PM – 8:30 PM PT

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

September 2026

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | SEP 9 | 4:00 PM – 8:30 PM ET

SAN ANTONIO ENGAGEMENT DINNER

WED | SEP 23 | 5:30 PM – 8:30 PM CT

HUNTSVILLE ENGAGEMENT DINNER

WED | SEP 30 | 5:30 PM – 8:30 PM CT

Connect with the NVSBC Ambassadors in our nine Communities of Interests at the next upcoming NVSBC Engagement Event

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

San Diego, CA

Adam Milliren, TBD

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.

Around the NVSBC (cont.)

August/September Events Calendar

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						

SEPTEMBER 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				

 Engagement Events
  Virtual Training
  Conferences
  Special Events
  Federal Holidays

Click on Event Dates to Link to Online Information.

Don't Lose Momentum...

VETS26 is over, but the real opportunity begins now. Most SDVOSBs lose momentum by treating conferences as networking events instead of pipeline-building events.

Your next 90 days should focus on three priorities: Relationships, Revenue, and Relevance.

1. Convert Contacts into Opportunities

Send personalized follow-up emails or LinkedIn messages to every meaningful contact. Do not simply say "nice meeting you." Reference the specific conversation, identify how your capability solves a problem, and request a follow-up call. Categorize contacts as:

- Agency buyers/end users
- Prime contractors
- Fellow SDVOSBs
- Resource partners
- Focus most heavily on agencies and primes.

2. Build a Pursuit Pipeline

Review every agency and company you met and answer:

- What contracts do they currently hold?
- What recompetes are coming?
- Where does my capability fit?
- Create a target list of your Top 10 opportunities and pursue them aggressively. Relationships only matter when attached to a contract opportunity.

3. Strengthen Strategic Partnerships

The fastest growth path for many SDVOSBs is subcontracting. Identify 3-5 prime contractors that can use your expertise and position yourself as a teaming partner. Schedule capability briefings and explore mentor-protégé opportunities.

4. Increase Market Visibility

Post consistently on LinkedIn about:

- Insights from VETS26
- Industry trends
- Government contracting knowledge
- Success stories and lessons learned
- People award contracts to firms they know, trust, and remember.

5. Develop a 12-Month Growth Plan

Ask yourself:

- Which agencies are my primary targets?
- What revenue goal am I pursuing?
- What contract vehicles do I need?
- What strategic relationships will help me scale?
- Bottom Line

Your goal is not to collect business cards. Your goal is to transform conference conversations into capability briefings, capability briefings into teaming relationships, and teaming relationships into contract awards. Measure success not by who you met at VETS26, but by how many opportunities entered your pipeline because you were there.



**John Cochran is a
Program Manager at NVSBC**

Featured Partner Deals

August 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 DEAL – JUST FOR MEMBERS!



Proximity Government Contracting Intelligence

Proximity helps government contractors identify where agencies are spending, who is winning, and which contracts may be coming back out for bid. NVSBC members receive **25% off Proximity's government contracting intelligence service**, with no long-term contract required.

With Proximity, members can:

- Research agencies, incumbents, competitors, and award history
- Track contracts expected to recompile over the next five years
- Find federal, DoD, state, and local opportunities
- Identify prime contractors and potential teaming partners
- Access agency contacts and market intelligence
- Research NSNs, pricing history, forecasts, drawings, and DoD requirements

Interested in partnering with this organization? Learn more about Proximity and how they can support you and your business at the [link here](#).

NVSBC Members: Login to your [VetFedConnect](#) account to see the exclusive deal offered to you by Proximity.

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

ACT NOW! Nominations Closing on September 1st!

Award Nomination Description & Criteria

Note: All awards are for Federal Fiscal Year 2025 (10/1/2024 through 9/30/2025).

*All Nominees agree to register for the awards gala and be present to receive the award.

Award Recognizes	Award	Criteria
Federal Agency and Large Primes	Champions Award	▶ Hall of Fame: Met SDVOSB/VOSB goal for 5 consecutive years ▶ Champions: Met SDVOSB/VOSB goal for previous fiscal year ▶ Rising Stars: Increased SDVOSB/VOSB contract dollar spend for previous fiscal year *Goals: SD/VOSB set-aside goal is 3% - 5%
Individual	Veteran Small Business Advocate of the Year	▶ Advocacy successes for pro-veteran policies. ▶ Advancing and improving contracting opportunities for SD/VOSBs. ▶ Increasing contracts awarded to SD/VOSB's within their agency/organization, if applicable.
Veteran Business Owner	Mansfield Award	▶ Owns and operates a successful small business. ▶ Provides employment opportunities to Veterans. ▶ Demonstrates sustained achievement and the ability to make tough choices. ▶ Demonstrates substantial and continuous support to the Veteran community. ▶ NVSBC organization membership in good standing.
Veteran Small Business Owner	Small Business of the Year	▶ Financial performance (YOY growth) ▶ Employee growth and retention ▶ Veteran employee growth and retention ▶ Staff investment / training initiatives ▶ Community Involvement ▶ Customer service and satisfaction
Individual	Small Business Employee of the Year	▶ Length of service ▶ Accomplishments (at work, outside of work) ▶ Sustained demonstration of leadership ▶ Service to SD/VOSB community

Now is the time to nominate! Help us recognize the Federal Agencies, GovCon Primes, Veterans, Veteran-Owned Businesses, and the dedicated employees who fuel the success of our Veteran small business community.

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.

Your Sponsorship Matters:

If your organization is looking to elevate its presence in the GovCon space, sponsoring the NVSBC Awards Gala is a powerful way to showcase your commitment while supporting nonprofit programming that advances Veteran entrepreneurship.

Access all the details you need to register, submit nominations, and explore sponsorship opportunities for the NVSBC Awards at the link here:

[2026 NVSBC Veterans Small Business Advocate Awards Gala](#)

Upcoming Events (cont)

VETS27 Sponsorships Open!



Sponsorships are now open for NVSBC's premier annual conference for Veteran-owned and other small businesses in the federal contracting (GovCon) space. This year, we're offering sponsorship opportunities designed to meet all your needs, from supporting the conference to attending and fully engaging in the VETS27 experience.

Join us again in the Big Easy, New Orleans, LA, 18-21 May 2027 for the VETS27 Conference! The VETS27 Conference is the cornerstone event in the federal government contracting industry, offering unparalleled opportunities for visibility and engagement.

As a sponsor, you can:

Promote your organization to key federal contracting decision-makers

Support training, networking, and advocacy for Veteran and GovCon professionals

Reach your target audience while fueling nonprofit programming and Veteran-Owned business success

Don't miss this opportunity to highlight your organization and support the Veteran small business community. Act now to ensure your presence at this impactful event! Everything and everyone you need to Grow Your Business will be at the Conference.

Secure your sponsorship at the [link here](https://www.nvsbc.org/vets27).

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.

NVSBC Board of Directors Spotlight

Melinda Pitchford: Chief Strategy Officer, LOGC2, Inc., DBA Connected Logistics



For Melinda Pitchford, supporting veterans has always been more than a career—it is a personal mission inspired by family. Although she is not a veteran herself, both of her grandfathers served during World War II and profoundly shaped her life. One was an Army tank driver who was wounded during the Battle of the Bulge, while the other served in the Navy and returned home with what was then called “shell shock,” now recognized as PTSD. Watching the Department of Veterans Affairs provide care and support to both men inspired Melinda’s lifelong commitment to improving the lives of veterans.

That passion led her to become involved with the National World War II Memorial project in Washington, D.C., where she attended the memorial’s dedication as a VIP alongside her grandfather. The experience was unforgettable, including the opportunity to sit next to General Colin Powell and meet distinguished guests such as Tom

Hanks, Senator Bob Dole, and President Bill Clinton.

Professionally, Melinda believes the Golden Rule – *“Do unto others as you would have them do unto you”* – has shaped her leadership style and helped foster meaningful relationships across government and industry. It is also the foundation of the monthly VA Networking Happy Hour she co-hosts with Eric Gonzales, bringing together professionals committed to serving the veteran community.

Melinda serves as Chief Strategy Officer for LOGC2, Inc. (dba Connected Logistics), a mature SDVOSB. The company has strategically pursued and been awarded premier contract vehicles, including Army ITES-3S, GSA OASIS+ and POLARIS SDVOSB, NASA SEWP VI, and VA T4NG2 and SPRUCE. With more than 40% of its workforce having served in the military, Connected Logistics brings firsthand operational experience and an unwavering commitment to delivering innovative solutions that support our client’s missions and those who have served our nation.

From Opportunity to Execution

As we enter the final months of summer, many organizations find themselves evaluating the progress they've made and the objectives they hope to achieve before year-end. This is an important time to move beyond planning and focus on execution.

The opportunities available to veteran-owned businesses remain significant, but opportunities alone do not create success. Success comes from preparation, persistence, and the ability to consistently execute a clear strategy. While the federal marketplace continues to evolve, organizations that stay informed, remain adaptable, and continue investing in relationships will be best positioned to grow.

Over the past several months, we have seen the power of engagement across our community. Through conferences, training programs, advocacy initiatives, and networking opportunities, veteran entrepreneurs have demonstrated once again the resilience, innovation, and commitment that distinguish our community. Those connections and conversations are valuable, but their true impact is realized only when they are transformed into action.

As business leaders, now is an ideal time to ask a few important questions:

- What relationships should you strengthen?
- What capabilities should you develop?
- What market opportunities should you pursue?
- What actions will move your organization closer to its goals before the end of the year?

The organizations that achieve sustainable growth are often those that remain focused on continuous improvement. They invest in their people, seek new knowledge, embrace innovation, and never stop preparing for what comes next.

At NVSBC, we remain committed to supporting that journey. Through advocacy, education, consulting, fellowships, and year-round engagement opportunities, we continue working to ensure veteran-owned businesses have the resources, connections, and voice they need to compete and succeed. This commitment reflects the organization's ongoing focus on strengthening the veteran business community and helping members navigate an increasingly competitive environment.

As we look toward the remainder of 2026, I encourage each of you to remain engaged, stay focused on your mission, and continue investing in the relationships and capabilities that will drive future success. The strongest communities are built through collaboration, shared knowledge, and a commitment to helping one another succeed.

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



Scott S. Jensen
CEO
NVSBC and NVSBC-EF

VETERANS MEAN BUSINESS