



NATIONAL VETERAN
SMALL BUSINESS
COALITION

FIRST CALL

OCTOBER 2026

NEWSLETTER

PRESENTED BY



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A Changing Federal Market: How Veteran-Owned Businesses Can Compete

Federal acquisition is entering a period of real change. For veteran-owned small businesses, the change brings risk but also meaningful opportunity for firms that engage early, understand how agencies are buying, and execute with discipline. Across government, leaders are focused on efficiency, cost control, accountability, and better use of taxpayer dollars. GSA is playing a larger role in purchasing common goods and services, seeking to reduce duplicative buying and use the federal government's collective purchasing power. Agencies are also looking closely at fixed-price arrangements when requirements can be clearly defined.

For Service-Disabled Veteran-Owned Small Businesses, the implications are mixed. Larger, centralized buying strategies can favor established contract holders and well-resourced prime contractors. Fixed-price work requires firms to have a firm grasp of labor rates, indirect costs, scope boundaries, and delivery risks. A small business that underprices work or accepts unclear requirements can quickly turn a win into an expensive problem.



Author: Calvin J Mitchell Jr
NVSBC Board Member,
Senior Director, Acquisition
Strategy & Engagement
[GDIT](#)

Still, these conditions create an opening for prepared companies.

- First, follow the demand. Review where your target agencies are using GSA vehicles, governmentwide acquisition contracts, and other preferred channels. If your firm lacks access, determine whether a new vehicle, a strategic teaming relationship, or a subcontracting role can create a practical path in.

Continued on next page

A Changing Federal Market (cont)

- Second, treat operational discipline as a business-development advantage. Build credible cost estimates, define deliverables precisely, and show customers how you will manage performance. On fixed-price work, confidence in delivery can distinguish a capable small business from one that simply offers a low price.
- Finally, engage before the solicitation is released. Too many firms wait for the RFP, when the requirement, contract type, and evaluation approach may already be largely decided. Sources-sought notices, requests

for information, and industry days give businesses the chance to educate program offices, validate their capabilities, and influence acquisition planning.

Veteran-owned firms bring mission focus, leadership, and resilience to the federal marketplace. The next step is straightforward: identify three upcoming sources-sought notices in your market and submit responses that demonstrate not only what you do, but how you reduce risk and deliver.

Around the NVSBC

Welcome to Our New Member Organizations

New Members

[0369 Security Solutions Services, LLC](#)

[Aspire Systems & Consulting, LLC](#)

[Audioshield LLC](#)

[Avail Consulting, LLC](#)

[BANCAR SERVICES GROUP dba BANCAR MOBILITY](#)

[Blacktip Solutions, Inc](#)

[Born Beautiful, LLC dba Brown Suga Wellness](#)

[BridgeCross LLC](#)

[Dominguez Design-Build, Inc](#)

[Dyson Laboratories LLC](#)

[Eagle Strategies Worldwide LLC](#)

[FG Management Group](#)

[Fluid Controls & Components Inc. DBA Dupill Group](#)

[ForgePoint Dynamics Inc](#)

[Hill Creek Precision Works, Hill Creek Logistics](#)

[KAI IT Solutions](#)

[Kenvoran Group LLC](#)

[Low Voltage Specialties](#)

[MidBridge Project Controls LLC](#)

[Muntu Consulting LLC](#)

[Nexsys LLC](#)

[Pettit Enterprise LLC](#)

[Powder River Industries](#)

[Promoting Health, LLC](#)

[Rafael Systems Global Sustainment \(RSGS\), LLC](#)

[Red Line Safety, Inc](#)

[Security 1st Consulting, LLC](#)

[STARTEL 2. LLC](#)

[Timitron Corporation](#)

[Trevia Consulting](#)

[Valor Ventures Consulting LLC](#)

[Veteran Medical Supply Group, 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.

Join NVSBC Today!

Around the NVSBC (cont.)

Welcome Back to Our Renewed Member Organizations

Renewed Members

Academy Medical
Alphacat Consulting, LLC
AmeriTech Contracting
Awen Solutions Group
AWJ USA
Bridge R Solutions LLC
Bridges Home Health Care/Landmark Integrated Health Services
Capture 411, LLC
DigiFlight, Inc.
Equipment Oahu LLC
IntellecTechs, Inc.
JBD Works Inc.
Lockheed Martin Corporation
Myles Consulting Group (MCG) LLC
PilieroMazza PLLC
Progsit LLC
Savannah River Nuclear Solutions
SHINE Systems
Tangent Technologies, LLC
Technology Science Corporation
TERRESTRIS, LLC
THE CALDWELL GROUP, LLC
The Dodd Rodgers Team at Morgan Stanley Private Wealth Management
United States Postal Service
Viewpoint LLC
Visentric LLC
W2 Consulting Corporation

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**

**Renew Your NVSBC
Membership Today!**

Around the NVSBC (cont.)

Engagement Meetings

The NVSBC hosted its **DC Metro Engagement Dinner & Training Academy** on 9 September 2026. We thank our **Bar Sponsor, The Baldwin Group**, for their support. The Training Academy featured **Sara Mayes, Advisor, GovCon Center of Excellence, The Baldwin Group**, and **Ryan Reiskin**, Partner, GovCon Center of Excellence, The Baldwin Group. Our NASA Spotlight featured guest speakers **Andre Sheppard, Agency Deputy Competition Advocate/OP Industry Liaison**, and **Chris Hall, NASA Program Manager**.



The NVSBC hosted its **San Antonio Engagement Dinner on 23 September 2026**. We thank our Exhibit Sponsor, **Goldman Sachs 10,000 Small Businesses**, for their support. Our featured speaker was **Akiesha Foster**, who led a discussion on how companies select and utilize contract vehicles to win. Attendees had the opportunity to learn more about navigating contract vehicles while connecting with fellow Veteran entrepreneurs, GovCon professionals, and small business leaders.



Around the NVSBC (cont.)

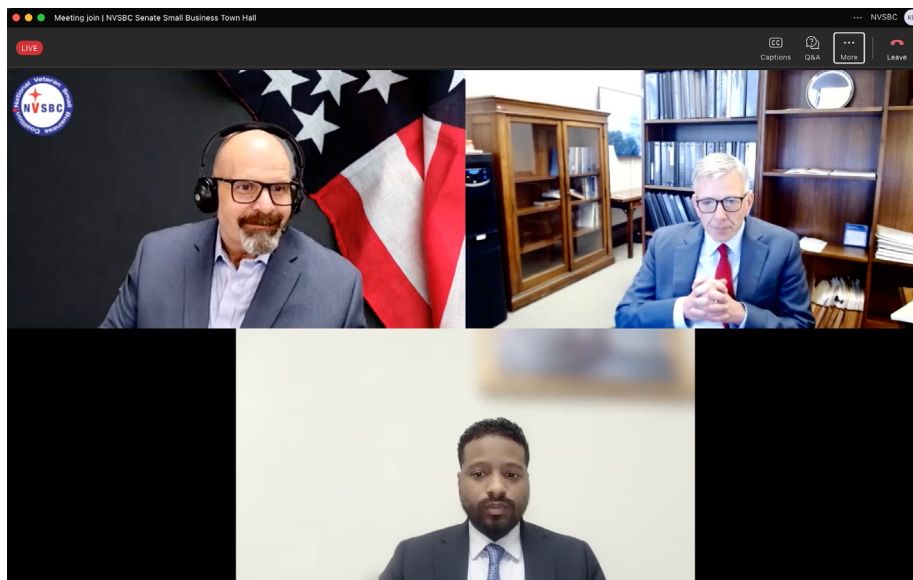
Engagement Meetings (cont)

The NVSBC hosted its **Huntsville Engagement Dinner on 30 September 2026**. We thank our Bar Sponsor, [The Baldwin Group](#), for their support, including a complimentary drink ticket for attendees. The evening featured a panel discussion on **"Buying a GovCon Company/Selling Your GovCon: Veteran Tips on Win,"** with [Jonathan Mayhall](#), [Mark Underhill](#), and [Sharon Heaton](#). Our Veteran Spotlight featured [Tony Taylor](#), CEO of [Tek Five](#).



Virtual Senate Town Hall

The NVSBC hosted a **Senate Small Business & Entrepreneurship Committee Town Hall on 29 September 2026**. The members-only virtual event featured [Sean Moore](#), **Staff Director at U.S. Senate Committee on Small Business & Entrepreneurship**, and [DeMarcus Walker](#), **Legislative Assistant, U.S. Senate Committee on Small Business & Entrepreneurship Minority Staff**, providing NVSBC members with an opportunity to hear directly from Senate committee staff and discuss issues affecting Veteran-owned and small businesses.



A Call to Action: Do Not Sit On The Sidelines



Author: Robert Santmyer, NVSBC Board Treasurer; CEO/President, PenBay Technology Group LLC, a SDVOSB

The SBA proposed small business size standard changes are significant and unprecedented. Are you paying attention to what it means to your business? What are you going to do about it?

If you didn't provide your feedback through the Federal Register by September 21, 2026, it's not too late – it's been extended to November 20, 2026. Deliver your message directly to SBA and communicate with your congressional representatives.

While I support giving small businesses room to grow, SBA's proposed size standards represent an extraordinary expansion that could fundamentally change the competitive landscape for the businesses these programs were created to support. My mantra is **Growth Without Dilution. Innovation Without Exclusion.**

Consider computer systems design and related services under NAICS 5415. SBA proposes replacing existing \$34 million and \$37 million size standards with a \$531 million threshold – an increase of up to 15.6 times. A \$5 to \$10 million company will be competing for small-business opportunities against firms more than 50 times its size.

For SDVOSBs, the concern is practical: larger competitors (re)entering small-business markets bring deeper financial resources, broader past performance, and substantial capture and proposal teams. Raising size thresholds does not automatically confer SDVOSB eligibility, but it can reshape the markets in which we compete.

The consequences could extend beyond lost contracts. Smaller veteran-owned firms could face fewer subcontracting opportunities, while new veteran entrepreneurs encounter greater difficulty winning their first award. Government risks losing independent suppliers and innovative solutions.

Every SDVOSB should engage now. Review the proposals, submit substantive comments to SBA with regards to Dockets [SBA-2026-0199](#) and [SBA-2026-0265](#), and contact your congressional representatives. Explain how these changes would affect your employees, customers, and ability to compete.

Ask SBA for industry-specific analysis, phased increases, and meaningful protections for smaller firms and new entrants.

Our voices must help shape the outcome.

Around the NVSBC (cont.)

Calls to Action

October 2026

VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA

THU | OCT 15 | 5:30 PM – 8:30 PM ET

TAMPA ENGAGEMENT DINNER

THR | OCT 22 | 5:30 PM – 8:30 PM ET

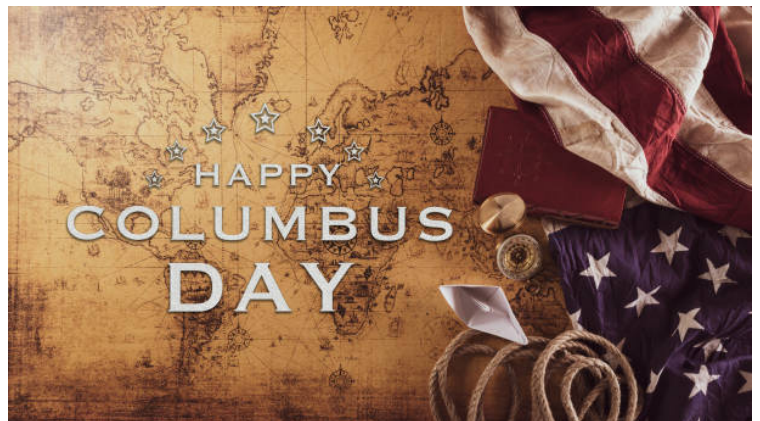
November 2026

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | Nov 18 | 4:00 PM – 8:30 PM ET

DAYTON ENGAGEMENT DINNER

WED | Nov 18 | 5:30 PM – 8:30 PM ET



Around the NVSBC (cont.)

October/November Events Calendar

OCTOBER 2026

M	T	W	R	F	S	S
			1	2	3	4
5	6	7	8	9	10	11
		14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

NOVEMBER 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		27	28	29
30						

 Engagement Events
  Virtual Training
  Conferences
  Special Events
  Federal Holidays

Click on Event Dates to Link to Online Information.

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

San Diego, CA

Adam Milliren Bonita Hilliard

Philadelphia, PA

Hank Gillen TBD

DC Metro Area

Mark Jones Robert Hamlett

Tampa, FL

Natasha Velez Matt Kodad

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 Ambassador's 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](#), and [John Lipscomb](#)

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

Philadelphia: [Hank Gillen](#)

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

San Diego: [Adam Milliren](#) and [Bonita Hilliard](#)

Tampa: [Natasha Velez](#) and [Matt Kodad](#)

The Oldest Tool on Main Street Just Became Essential; Credit Retreats. Seller Financing Advances



Author: Patrick Flood, CEO,
[Owners In Honor®](#)

Bottom line: the day you sell your business will be one of the largest financial events of your life, and whether it goes well is decided years before you ever reach the closing table.

Here's what's happening on Main Street right

now. Credit has tightened. Profitable companies with qualified buyers are getting sent back by lenders who suddenly want more seasoning, more cash down, more cushion. The business didn't get worse; the money got more expensive and more cautious, almost overnight. For an owner who assumed the bank would simply be there when it came time to sell, that's a hard surprise.

The good news is that there's a proven tool for exactly this moment, and it's one of the oldest in the book: seller financing. When an owner carries part of the purchase price, a deal that credit alone can't close still gets done — and the seller sends the most honest signal there is that the business will

keep producing after the keys change hands. Done right, it earns a better price and a better buyer.

But the tool only works if you've done the work. The hardest truth in this business is that the number the market will pay and the number you need to retire are often two very different figures. That gap is real, and it takes three to five years to close: not three to five weeks. The owners who close it aren't lucky. They start early, build deliberately, and put the right people around the table before the clock runs out: the CPA, the planner, the broker.

You already know how this works. In uniform, you never walked into anything that mattered without a plan, a rehearsal, and the right people in the right roles. Your exit deserves the same discipline.

That's the heart of When Credit Retreats, from Owners In Honor's Notes from the Operator Underground. Read the full piece, and follow Owners In Honor on our website, [Owners In Honor®](#) and on [LinkedIn](#).

Your legacy is worth the plan.

Sponsors



Apply now for Goldman Sachs 10,000 Small Businesses.

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Goldman Sachs 10,000 Small Businesses is a no-cost, 12-week business education program designed to help small business owners gain practical skills and access capital. For more than 15 years, our training program has helped entrepreneurs across the country grow their businesses and create jobs.



Learn more and apply at GS.com/10KSB
Contact us at 10ksb@icic.org



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NAICS: 541611, 541618, 541690, 541990



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Upcoming Events

Celebrating the Champions of Veteran Small Business



2026

Veteran Small Business Advocate Awards Gala

Honoring Excellence, Celebrating Impact, and Advancing Veteran Entrepreneurship!

Presented by: J.P.Morgan

CONGRATULATIONS TO ALL OF OUR FINALISTS!

Thursday, October 15th, 2026 | 5:30 PM to 8:30 PM | The Army Museum



The [NVSBC Veteran Small Business Advocate Awards Gala](#) is almost here! Join us **October 15 at The Army Museum in Fort Belvoir, VA**, for an evening dedicated to recognizing the individuals and organizations making a lasting impact on the Veteran small business community. [Congratulations to all of this year's finalists](#) across the Champion of Veteran Enterprise, Veteran Small Business Advocate of the Year, Gordon H. Mansfield Veteran Small Business, Small Business of the Year, and Small Business Employee of the Year awards. From federal agencies and large prime contractors to Veteran entrepreneurs,

employees, and advocates, these honorees represent the leadership, service, and commitment that help Veteran-owned businesses thrive. We'll also be joined by **Kevin FitzPatrick of The Baldwin Group** as our Master of Ceremonies. Don't miss this opportunity to celebrate their accomplishments, connect with fellow leaders, and find out who takes home this year's awards. [Register today](#) and join us for a night of recognition, celebration, and connection!

**Register for the
NVSBC Awards Gala**

Upcoming Events (cont)

Mark Your Calendars for VETS27!



The image contains two promotional graphics for the VETS27 Conference. The top graphic is a horizontal banner with an orange-to-white gradient. On the left, it says 'New Orleans May 18-21, 2027' and features the NVSBC logo. On the right, it says 'VETS27 CONFERENCE' with a star icon. The bottom graphic is a vertical poster with a dark blue background and a white dotted pattern on the left and right edges. It features the text 'SPONSOR & EXHIBIT AT VETS27' in large white and orange letters. Below this, there are four icons with corresponding text: an eye for 'INCREASE BRAND VISIBILITY', two people for 'CONNECT WITH GOVCON LEADERS', a handshake for 'DEMONSTRATE YOUR SUPPORT', and a bar chart for 'INVEST IN VETERAN SMALL BUSINESSES'. At the bottom, a white pill-shaped button contains the text 'SPONSORSHIPS AND EXHIBIT BOOTHS AVAILABLE', and below that, the text 'CONNECT | SHOWCASE | NETWORK | GROW' is displayed.

New Orleans
May 18-21, 2027

NVSBC

VETS27
CONFERENCE

SPONSOR & EXHIBIT
AT VETS27

INCREASE
BRAND VISIBILITY

CONNECT WITH
GOVCON LEADERS

DEMONSTRATE
YOUR SUPPORT

INVEST IN VETERAN
SMALL BUSINESSES

SPONSORSHIPS AND EXHIBIT BOOTHS AVAILABLE

CONNECT | SHOWCASE | NETWORK | GROW

The [NVSBC VETS Conference](#) returns to **New Orleans, May 18–21, 2027**, bringing together Veteran entrepreneurs, federal agencies, prime contractors, and small business leaders from across the GovCon community. Following the tremendous success of VETS26, which welcomed more than 2,000 participants, **VETS27** is your opportunity to connect with decision-makers, showcase your organization, and build relationships that can move your business forward. [Sponsorships and exhibit booths](#) are now **available**, with a range of opportunities designed to help

organizations increase visibility, engage with attendees, and make meaningful connections throughout the conference. Whether you're looking to put your brand in front of the Veteran small business community, showcase your capabilities, or strengthen your presence in the federal marketplace, VETS27 offers a platform to do it. Mark your calendars and secure your sponsorship or exhibit booth early – spaces are limited!

VETS27

Upcoming Events (cont)

Save the Date: 2027 NVSBC-EF Finance Symposium



Join NVSBC on **February 17, 2027**, at **the Fuse Center at George Mason University's Arlington Campus** for the [2027 NVSBC-EF Finance Symposium](#), presented by **Navy Federal Business Solutions**. This event will bring together Veteran entrepreneurs and financial professionals for practical conversations around capital, financial readiness, growth, and building stronger businesses. We're also calling on **finance, accounting, lending, investment, and business professionals** to [share their expertise as presenters](#). We're looking for engaging, actionable sessions that provide Veteran small

business owners with practical tools, frameworks, case studies, and insights they can put to work. **The Call for Presentations is open through November 11, 2026.** There are also opportunities for organizations to support the event through sponsorships, helping connect your brand with Veteran entrepreneurs and the professionals who support their financial success. Save the date, [submit your presentation, and consider becoming a Finance Symposium sponsor!](#)

Finance Symposium

NVSBC Fellowship Program Launches Class of 26–27 Marking a New Chapter for Veteran Small Business Leadership

The National Veteran Small Business Coalition (NVSBC) has officially launched the Fellowship Program Class of 26–27, ushering in a new cohort of emerging and established leaders committed to strengthening the federal marketplace and expanding opportunities for veteran owned small businesses nationwide. This year's class reflects the program's continued evolution: deeper agency engagement, expanded curriculum pathways, and a growing alumni network that is shaping the future of GovCon through mentorship, collaboration, and mission driven impact.

A Program Built for Transformation

The NVSBC Fellowship Program remains one of the most comprehensive professional development experiences available to veteran entrepreneurs and small business leaders. Designed to accelerate growth, sharpen federal acquisition fluency, and cultivate long-term strategic relationships, the Fellowship blends structured learning with hands-on engagement across federal agencies, primes, and industry partners.

The Class of 26–27 will participate in a 9-month-long experience that includes:

- **Master and Deep Dive Classes** with GovCon SMEs, Federal Agencies and Prime Contractors.
- **GovCon Strategy Courses** focused on market positioning, NAICS alignment, pricing, and capture.
- **Mentorship from Senior Fellows**, who bring decades of contracting experience and real-world insight.
- **Community-Building Events**, which strengthen the veteran small business ecosystem and expand networks.
- **Applied Learning Projects** that translate classroom knowledge into actionable business outcomes.

Senior Fellows: The Backbone of the Program

The Senior Fellow cadre continues to be a defining strength of the Fellowship. These seasoned leaders serve as mentors, advisors, and strategic guides, helping Fellows navigate the complexities of federal contracting while modeling the collaborative spirit that drives the NVSBC mission. Their involvement ensures that each Fellow receives personalized support tailored to their business goals, growth stage, and federal market trajectory.

A Cohort Reflecting Drive, and Mission Alignment

The Class of 26–27 represents a wide range of industries, capabilities, and geographic regions; from emerging startups to mature firms scaling into new federal sectors. What unites them is a shared commitment to service, innovation, and strengthening the veteran-owned business community.

This year's cohort demonstrates:

- Increased representation across high-growth sectors such as aerospace, construction, IT, manufacturing, and professional services
- A blend of first-time federal entrants and experienced contractors seeking expansion.
- A growing interest in cross-agency collaboration and multi-sector contracting strategies.

Strengthening the Veteran Small Business Ecosystem

The launch of the Class of 26–27 reinforces NVSBC's role as the premier advocate and educator for veteran-owned businesses in the federal marketplace. As the program expands, its impact continues to ripple outward; shaping policy conversations, strengthening supplier pipelines, and equipping veteran entrepreneurs with the tools needed to compete and win.

The Fellowship Program is more than a learning experience; it is a community. With each new class, the network grows stronger, more connected, and more influential in driving meaningful change across the federal contracting landscape.

Looking Ahead

As the Class of 26–27 begins its journey, NVSBC celebrates not only the Fellows and Senior Fellows who make the program exceptional, but also the broader community of partners, agencies, and supporters who champion veteran entrepreneurship. The year ahead promises growth, collaboration, and measurable impact all rooted in the shared mission of empowering veteran-owned small businesses to thrive.

Marie Myszkier,
NVSBC Program Manager



Featured Partner Deals

October 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 Deals

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.



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PROXITY



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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](#)

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



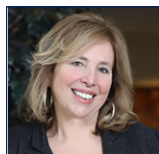
Robert Santmyer
Treasurer



Neeraja Lingam
Secretary



Phillip (Phil) Panzarella



Nancy A. Langer



Irene Vaishvila Glaeser



Tim Ross



Dr. Robin Desmore, PhD



Akinwande Oshodi



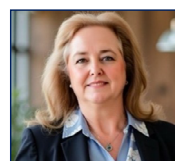
Brad Reaves



Jason Windsor



isaias "Cy" Alba, IV



Melinda Pitchford



Edward Syms



Calvin J. Mitchell, Jr.

Finishing the Year with Purpose

As we enter the final quarter of calendar year 2026, this is a natural time to reflect on the progress we have made and focus on the work still ahead. October begins a critical period for many businesses. Plans become priorities, opportunities move closer to decision, and organizations begin positioning themselves for success in the coming year.

For veteran-owned businesses, this moment brings both opportunity and responsibility. The federal marketplace continues to evolve as budgets shift, priorities change, technologies advance, and agencies seek effective ways to accomplish their missions. Change can create uncertainty, but it also creates opportunity for organizations that remain informed, engaged, agile, and prepared.

The businesses that finish the year strongest are rarely those that simply react to circumstances. They are the ones that maintain discipline, anticipate change, and continue investing in relationships and capabilities even when an immediate opportunity is not visible. Long-term success is built through consistent execution, strategic thinking, and a commitment to delivering value.

I encourage every business leader to use this month to evaluate both progress and priorities. Revisit your pipeline and confirm that your assumptions still align with current agency realities. Strengthen relationships with customers, contracting professionals, primes, and teammates. Invest in your people, sharpen your capabilities, and make sure your organization is prepared for the opportunities you expect in the months ahead.

Equally important, remain visible and connected. No organization succeeds alone. Collaboration, mentorship, and shared knowledge strengthen individual businesses and the entire veteran business community. When one veteran-owned business succeeds, it creates momentum and opportunity for others.

At NVSBC, our focus remains clear. We will continue advocating for veteran-owned businesses, expanding education and professional development, fostering meaningful connections, and ensuring that our community has a strong voice in the federal marketplace. Your engagement makes that mission stronger.

As we move through this quarter, stay focused, stay engaged, and remain confident about the future. Finish the year with discipline and purpose, then carry that momentum into what comes next.



Scott S. Jensen
Chief Executive Officer
NVSBC and NVSBC-EF

VETERANS MEAN BUSINESS