NATIONAL VETERAN SMALL BUSINESS COALITION

FIRST CALL

NOVEMBER 2026 – SPECIAL EDITION

PRESENTED BY DuraBante™

IN THIS ISSUE

SBP Spotlight

A Standard for Small Business Government Contracting Is on the Horizon 2

What Will It Take to Excel in GovCon? 3

Fellowship Program

Fellows Build the Foundation for Federal Readiness 6

Fellowship Program Sponsors 8

Around the NVSBC

Meet Our New Member Organizations! . 9

Welcome Back, Member Organizations! 10

Engagement Meetings 11

2026 NVBDC Conference 12

Calls to Action 13

November/December Events Calendar 14

NVSBC Ambassadors

Connecting Communities, Empowering Veterans 15

Training Corner

Compete, Grow, And Win Amidst SBA's Proposed Size Standards Shift 16

SBA Small Business Standard

Compete, Grow, And Win Amidst SBA's Proposed Size Standards Shift 17

Member Spotlight

HeiTech Services, LLC 18

Sponsors

DOW Lynx 19

Awards Gala

Celebrating the Winners of the 2026 NVSBC Awards Gala 20

Upcoming Events

Mark Your Calendars for the Finance Symposium & VETS27! 22

Featured Partner Deals

November 2026 Partnership Deals 23

NVSBC Board of Directors

Meet Your Board of Directors 24

Building a Standard of Excellence for Government Contracting

The National Veteran Small Business Coalition Education Foundation (NVSBC-EF) is advancing an ambitious vision: establish a recognized standard of excellence for small business professionals working in government contracting.

The Small Business Professional (SBP) Certification Program™ turns that vision into reality. At its foundation is a practitioner-validated Body of Knowledge (BoK) that defines the knowledge and competencies professionals need to effectively operate, compete, and perform in the federal marketplace.

Government contracting requires knowledge across many interconnected disciplines, yet that knowledge is often learned in pieces. The SBP Certification Program connects 25 critical functional areas into one comprehensive framework, helping participants see the bigger picture and make more informed decisions across the government contracting lifecycle.

The SBP Certification Program creates a common baseline of competency across the profession, helping organizations identify individuals who understand the broader federal marketplace, not just one area of it, and can apply consistent practices.

The SBP Certification Program measures competency against a rigorous standard developed and continuously refined by practitioners with real-world government contracting experience.

The program has already reached major milestones. NVSBC has developed a 25-course, self-paced online curriculum, engaged instructional designers and subject matter experts to contribute real-world expertise, and incorporated peer review and competency validation into the development process.

Last month, the SBP Certification Program™ launched its pilot with NVSBC-EF Fellows.

This is bigger than a new training program. The long-term vision is to strengthen consistency, credibility, and professionalism across the small business GovCon ecosystem through a common standard that evolves alongside the federal marketplace.

The SBP Certification Program™ is helping define what professional excellence looks like in small business government contracting and creating a credible way to demonstrate it.

Author: *Angela Lee*
NVSBC Program Manager

AN EARLY LOOK

A Standard for Small Business Government Contracting Is on the Horizon



Small Business Professional (SBP) Certification Program™

The NVSBC Education Foundation is developing the **SBP Certification Program™**, designed to recognize the knowledge, judgment, and capabilities that drive success in government contracting.

The federal contracting landscape is evolving, and the professionals who help small businesses navigate it need more than familiarity with the process.

Get an early look at the expertise, standards, and industry perspectives shaping this new credential.

Learn More

WHAT'S AHEAD

- Built around **25 essential functional areas** of GovCon
- Shaped by voices from **government, military service, and business leadership**
- Designed to be completed **virtually, at your own pace**
- Measured against **practitioner-validated standards**

Program to launch publicly soon!

What Will It Take to Excel in GovCon?

From market entry and procurement readiness to strategic partnerships, compliance, contract performance, and business transitions, success in government contracting requires a broad and evolving skill set.

The upcoming SBP Certification Program™ is being built around 25 essential functional areas, with an emphasis on not just what professionals know, but how they apply that knowledge in practice.



25
ESSENTIAL FUNCTIONAL AREAS

- Market Entry
- Procurement Readiness
- Strategic Partnerships
- Compliance
- Contract Performance
- Business Transitions

and more

A LOOK AT HOW IT WILL WORK

Participants will learn virtually and at their own pace through practical, real-world content, then complete interactive assignments and assessments that put their knowledge into practice. Along the way, they will work toward a practitioner-validated credential and series of digital badges, delivered on a platform that is regularly updated to keep pace with the GovCon landscape.

FOLLOW THE DEVELOPMENT OF THE SBP CERTIFICATION PROGRAM™

Want to be one of the first to earn NVSBC's new SBP Certification?
Join the interest list to hear about the upcoming program, meet the experts behind it, and receive updates as more details are announced.

Questions? Contact Angela Lee at angela.lee@nvsbc.org.

Join the Interest List

Meet the Experts

Shaping the Future of GovCon

SPECIAL EDITION

The SBP Certification Program™ is being shaped by professionals who have worked across government, military service, contracting, and business leadership. Get to know some of the experienced voices helping define the knowledge and practical skills that matter in today's GovCon environment.



LEN RANN

SVP–Area Manager, Commercial Banking, First Citizens Bank

With more than 25 years in financial institutions, Len brings a banker's perspective on the strategy and financial structure behind business growth. At First Citizens Bank, a top-20 U.S. bank with more than $220 billion in assets, he leads a team of commercial bankers. He previously spent six years guiding global expansion and growth strategy for a mid-size international company. An Air Force veteran with a JD from Cleveland-Marshall College of Law and an MBA from John Carroll University, he offers insight into what it takes to finance and scale a business with confidence.



SCOTT CALISTI

Founder & Principal, Federal Contract Solutions

Over 38 years of military, civil service, and executive leadership, including five years in the Senior Executive Service, Scott directed contract policy supporting 38,000 contracting officers and more than $400 billion in annual obligations, and served as the top civilian executive for Air Force Contracting. A 2024 Presidential Rank Award recipient, he brings an insider's view of how the government buys.



SHEENA PARKER

Founder and CEO, 4SYT Industries

A retired U.S. Army Signal Warrant Officer, Sheena brings the perspective of a founder who built a government contracting firm from the ground up. Her company, 4SYT Industries, is a certified woman- and Veteran-owned firm that provides facility support services to federal, local, and corporate clients. Through her education platform, GovConNOW, she teaches her three-tier contractor methodology at universities including Syracuse and Texas A&M and through the SBA. Named the 2025 NaVOBA Woman Veteran Business of the Year, she offers insight into what it takes to break into government contracting and grow.



SARA HUGHES

Instructional Designer

As a military veteran and franchise co-owner, Sara is helping shape the program around the way professionals actually learn. She knows the realities of business ownership and career transition firsthand, and she specializes in turning complex material into practical and accessible lessons professionals can apply right away.

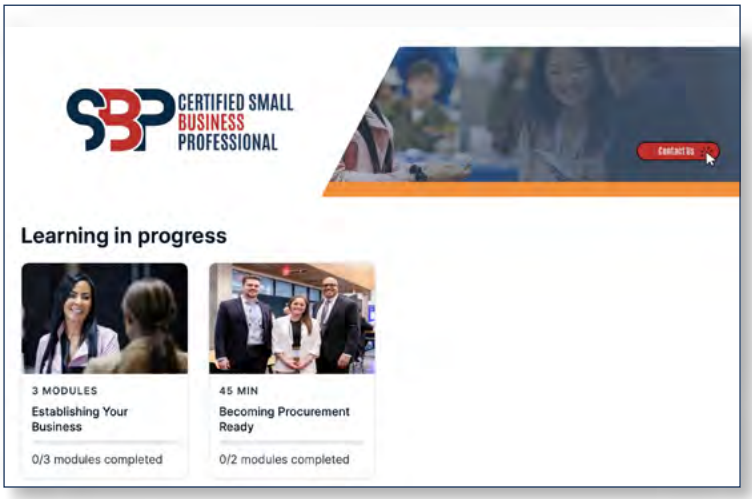
These are just a few of the perspectives helping shape what's next for GovCon professional development. Learn more about who else is involved in bringing real-world expertise to the Program curriculum!

A Sneak Peek Inside the SBP Learning Platform

The SBP Certification Program™ is taking shape on a learning platform built for busy professionals. Here's an early look at what participants can expect.

Your Learning Dashboard

Pick up right where you left off. Every course, along with your progress through each module, lives in one place, so learning fits around your schedule.



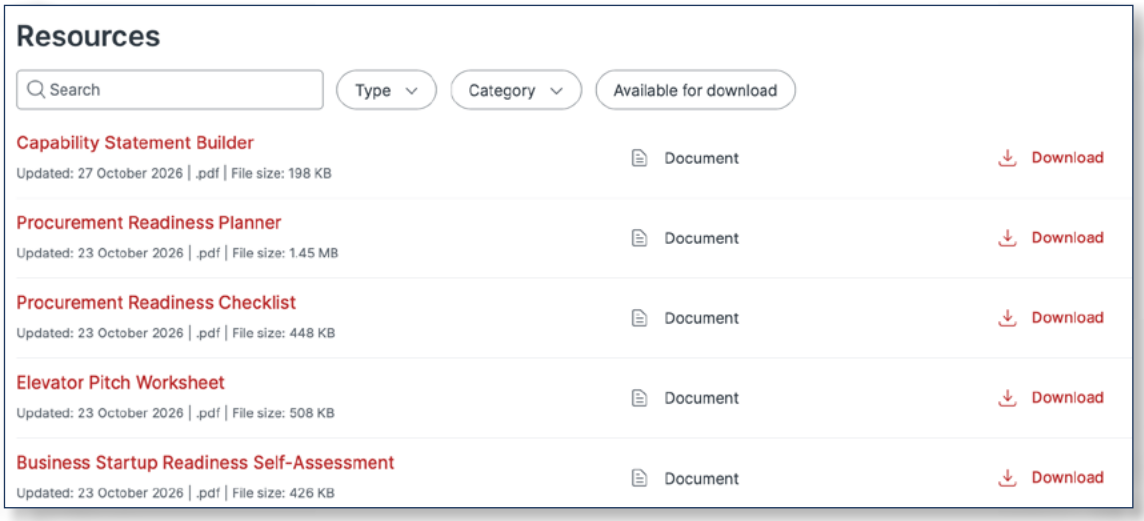
Real-World Scenarios

Work through realistic business situations that mirror the decisions small businesses face as they grow in the federal market.



Ready-to-Use Tools

Download practical resources like a Capability Statement Builder, Procurement Readiness Checklist, and Elevator Pitch Worksheet.



BE AMONG THE FIRST INSIDE

Join the interest list for updates as the SBP Certification Program™ gets closer to launch.

Join the Interest List

FELLOWSHIP PROGRAM UPDATE

Fellows Build the Foundation for Federal Readiness

Six weeks in, 55 veteran business owners across five industry cohorts are sharpening the fundamentals that win – and keep – federal work.

55	5	9
VETERAN-OWNED BUSINESSES	INDUSTRY COHORTS	MASTER CLASSES & DEEP DIVES TO DATE

Since kicking off in September, the NVSBC Fellowship Program's Class of 2026–27 has moved quickly into the program's first phase: four months of Federal GovCon business-readiness and procurement-readiness training designed to put a solid foundation under every company before industry-focused coursework begins in January. This year's program is supported in part by a Veteran entrepreneurship training grant from the U.S. Small Business Administration.

The class opened on September 16 with a Master Class led by NVSBC CEO Scott Jensen and Isaias "Cy" Alba, Partner at PilieroMazza. Jensen described a federal market that is "not disappearing, but resetting," shaped by four forces: the push for efficiency and speed, consolidation onto contract vehicles, artificial intelligence, and the enduring advantage of a sound business. Fellows also unpacked SBA's proposed size-standard changes—and were encouraged to submit public comments—along with the difference between appropriations, obligations, and expenditures. Alba followed with how size changes play out across prime contracts, subcontracts, and recertification.

On September 30, Chris White and Brig. Gen. (Ret.) Ron Sullivan of Clark Hill led a Deep Dive on facility security clearances, covering the National Industrial Security Program, how to secure sponsorship (often through a prime), foreign ownership, control, and influence (FOCI) mitigation, and Foreign Corrupt Practices Act compliance. Their practical warning: errors in sponsor paperwork can send an application back to square one.

The October 14 Master Class turned to business development and pipeline management with Alisha Mitten of Mitten Systems, NVSBC founding leader Scott Semple, and John Manolios of PenBay Technology Group. Fellows worked through staged gate reviews, opportunity qualification, bid/no-bid decisions, leveraging teaming partners in capture, and the discipline of a weekly pipeline review run as rigorously as the books.

Most recently, on October 20, brand strategist Ed Farley, Partner at Newport LLC, led a Deep Dive on brand positioning and storytelling. His core message: brand isn't marketing—it's what your reputation is worth. He urged Fellows to treat CPARS narratives and debriefs as an after-action review of their reputation.

Up next, Fellows will launch the Small Business Professional (SBP) Certification Program™, connect at engagement dinners, and at the 2027 Finance Symposium, and head into industry sector breakouts from January through May—culminating in graduation at the VETS Conference, May 18–21, 2027.

SBA
U.S. Small Business Administration

"By pairing specialized training with practical business support, our grant funding will position veteran entrepreneurs to become essential suppliers across industry and agriculture."

— SBA Administrator Kelly Loeffler

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA.

Fellowship Program *(cont)*

Meet the Class of 2026-27



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Professional Services (19): Victor Velez, Lori Tompos, Dr. Adrine Adams, Alex Borisov, Judy Chmelik, Brian Connors, Trevor Ellis, Pierre Holland, Matthew Johnson, Daisy Jones-Brown, Cedran Kirksey, Matt Kodad, Brett Lincoln, Renée Rowe, Doug Rubinchak, Marek Rudak, William "Bill" Scroggins, Burnett Sheppard, Richard Telp

Construction (14): William Wirtz, Craig Stevens, Scott Seigel, Oscar Saucedo, Shawn Dominguez, Robert Garcia, Michael Kiewski, Richard Lane, Charles Mobley, Vincent Robinson, Brian Scavetta, Charles (Chuck) Rich, Steve Ritchie, William "Billy" O'Neil

Information Technology (9): Mayviel Bontuyan, Yolanda Clarke, Chris Coughlan, Julie Hoyte, John Maschek, Annette Melcher, Matthew Okerson, Ronell Wilder, Jason Windsor

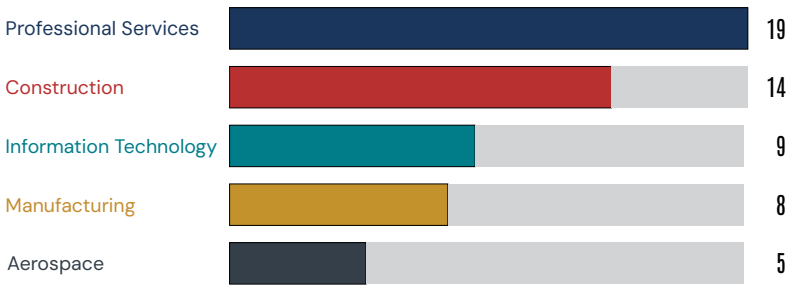
Manufacturing (8): Scott Holman, David A. Haupt, Sean Dickman, Chad Dupill, Robert Blackthorn, Otis McGregor, Robert Pettit, Shanthan Toodi

Aerospace (5): Keenan Ward, Abe Dorph, Calvin England, Darius Porter, Barry Preece

UP NEXT FOR THE FELLOWS

- Become the first to take part in the pilot launch of the Small Business Professional (SBP) Certification Program™
- Connect at upcoming Engagement Dinners across the country
- Participate in the Finance Symposium
- Head into industry sector breakouts, January through May
- Graduate at the VETS Conference, May 18-21, 2027

FELLOWS BY INDUSTRY



Fellowship Program Sponsors

Thank You to Our Sponsors

The Fellowship is offered at no cost to Fellows thanks to the generous support of our sponsors. When you see their teams at NVSBC events, please give them a warm thank you – without them, this program would not be possible.

- **Presenting Sponsor**

- **Sustaining Sponsor**

- **Cohort Sponsors**

Around the NVSBC

Meet Our New Member Organizations!

Forged Technologies LLC
Fulmen Solutions
Green Cell Consulting
GxP Partners, LLC
Modern Psychologist Network LLC
Modtech Solutions, LLC
Monteverde Engineering & Design Studio
Novisal LLC
Oplign
TekStripes LLC
Tysons Realty Inc
Vulcan Fire Protection Services



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!

Welcome Back, Member Organizations!

1 DigitalSpace, LLC
Ark Cyber Consultants
BAE Systems
BAFO Services LLC
Battelle
HELM Innovations, LLC
Robert Langham, LLC
TSC Enterprise, LLC
Victory Contracting, 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.

- **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

Engagement Meetings

The NVSBC hosted its Philadelphia Engagement Dinner on 7 October 2026. Our Success Spotlight featured Timour Triplett, Chief Executive Officer, Patriot Holdings International. Our guest speaker, Tom Prokop, Managing Director, Kraken Federal, presented "Winning Contracts Doesn't Scale a Business. Systems Do." We also thank our NVSBC Philadelphia Ambassador, Hank Gillen, for his support of the Philadelphia GovCon community.





The NVSBC hosted its Colorado Springs Engagement Dinner on 7 October 2026. Our Spotlight featured Randy Fransua, Socioeconomic Program & Development Manager, National Laboratory of the Rockies (NLR). Our guest speakers, Blake Schwank, CEO & C|CISO, CCS IT Pros / Colorado Computer Support, and Dr. Mike Crandall, CEO, Digital Beachhead, Inc., presented "CMMC Phase II is paused. Cybersecurity compliance is not." We also thank our NVSBC Ambassadors, Blake Schwank and Charles Hargett, for their support of the Colorado Springs GovCon community.





Around the NVSBC *(cont.)*

Engagement Meetings

The NVSBC hosted its Tampa Engagement Dinner on 22 October 2026. Our Spotlight featured **Brian Poff**, Government Business Advisor, **Proxity Electronic Commerce LLC**. Our guest speaker, **Sara Mayes**, Advisor, GovCon Center of Excellence, **The Baldwin Group**, presented "Turning Benefits into a Competitive Advantage." We also thank our NVSBC Tampa Ambassadors, **Matt Kodad** and **Natasha Velez, CECM, CF APMP**, for their support of the Tampa GovCon community.





2026 NVBDC Conference

NVSBC was proud to be represented by Scott Jensen, Adelaide Kahn, Zack Armstrong, and Tampa Ambassador Matt Kodad at the 2026 NVBDC National Veteran Business Matchmaking Conference, Mission: Possible, where Scott spoke. This conference brings together corporations, government agencies, resource partners, and NVBDC-certified suppliers to create meaningful connections, drive business opportunities, and turn mission-ready capability into measurable impact.





Calls to Action

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





December 2026

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

Wed | Dec 2 | 4:00 PM – 8:30 PM ET

SAN DIEGO ENGAGEMENT DINNER

Wed | Dec 2 | 5:30 PM – 8:30 PM PT

HUNTSVILLE ENGAGEMENT DINNER

Tue | Dec 8 | 5:30 PM – 8:30 PM CT

HAMPTON ROADS ENGAGEMENT LUNCH

Wed | Dec 9 | 11:00 AM – 2:00 PM ET

SAN ANTONIO ENGAGEMENT DINNER

Wed | Dec 16 | 5:30 PM – 8:30 PM CT

TAMPA ENGAGEMENT DINNER

Wed | Dec 16 | 5:30 PM – 8:30 PM ET



November/December Events Calendar

NOVEMBER 2026

M	T	W	R	F	S	S
						1
2	3	4	5	6	7	8
9			12	13	14	15
16	17	18	19	20	21	22
23	24	25		27	28	29
30						

Please note: **November 18th** has two engagement meetings.

DECEMBER 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		26	27
28	29	30	31			

Please note: **December 2nd and 16th** have two engagement meetings.

Engagement Events Virtual Training Conferences Special Events Federal Holidays

Click on Event Dates to Link to Online Information.

NVSBC Ambassadors

Connecting Communities, Empowering Veterans



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: Charles Hargett and Blake Schwank

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

Compete, Grow, And Win Amidst SBA's Proposed Size Standards Shift

Small but Mighty

Business Owner: I do not like the fact that larger companies are playing in the same sandbox as my very small company and having to compete against them.

What can I do differently?

Consultant: I understand your concern. A company can be "small" under SBA rules and still be **far larger, better funded, and more experienced** than a very small business. A small-business set-aside is not always an equal playing field; it simply excludes large businesses.

The good news is that you do **not** need to try to beat those firms by being bigger. Your advantage is being **more focused, faster, and easier to buy from**.

1. **Compete in a narrower lane**
   Avoid bidding every general "small-business" opportunity in your NAICS code. Look for work where your company has a specific advantage:
   - A specialized service or product
   - Local presence or quick response
   - Deep knowledge of the customer's mission
   - A niche certification, license, clearance, or capability
   - A simpler, lower-risk scope that big firms may overlook

Instead of saying, "We do IT services" or "We do consulting," make your position more specific: **"We provide rapid, on-site cybersecurity support for small municipal agencies,"** as an example. That makes the comparison against a much larger (small) business less direct.

2. **Pursue certifications that create a smallercompetitive pool**
   If you qualify, SBA socioeconomic programs can restrict competition beyond the broad small business category. The key programs are:
   - **8(a)** — for eligible socially and economically disadvantaged owners; offers business development help and access to set-aside and sole-source opportunities.
   - **HUBZone** — for eligible firms located in historically underutilized business zones.
   - **Women-Owned Small Business (WOSB/ EDWOSB)**— if majority owned and controlled by eligible women.
   - **Service-Disabled Veteran-Owned Small Business (SDVOSB)** , if applicable.

For contracts exceeding the Simplified Acquisition Threshold (SAT), agencies must consider these socioeconomic programs before using a general small-business set-aside. That can materially reduce the number of competitors.

3. **Become known by specific contracting offices before the bid**
   Many very small companies wait until the solicitation posts. By then, the requirements may already be shaped around incumbents or larger competitors.

Instead:

1. Identify 3–5 agencies, installations, or offices that regularly purchase what you sell.
2. Study their prior awards: who won, contract size, NAICS, pricing approach, and expiration dates.
3. Contact the agency's small-business specialist and program office, not merely procurement, to introduce your capability.
4. Respond to sources-sought notices and RFIs with a concise, credible capability statement.

This matters because contracting officers use market research to decide whether work can be reserved for small businesses or a particular socioeconomic category. The FAR's "rule of two" generally supports a set-aside when the agency reasonably expects offers from at least two capable small businesses at fair-market prices.

4. **Target smaller contracts and simplified buys**
   The government's current guidance says purchases from **$15,000 through $350,000** are automatically and exclusively set aside for small businesses, subject to applicable rules. These

Continued on next page

Compete, Grow, And Win Amidst SBA's Proposed Size Standards Shift

opportunities can be especially practical for a very small company because they often involve less proposal burden, shorter sales cycles, and fewer well-resourced competitors.

Do not dismiss a $25,000–$150,000 purchase. Several successful smaller awards can become the past performance that helps you win the larger work later.

5. **Lead with low risk, not low price**
Larger "small" companies often win because buyers believe they are safer. Make your proposal feel safer:
   - Give a named project lead, not a generic corporate team.
   - Show exactly how you will start in the first 30 days.
   - Provide relevant past performance, even if commercial, local, nonprofit, or subcontract work.
   - Include realistic milestones, communication cadence, and issue-escalation procedures.
   - Be clear about capacity and do not overpromise.

Your message should be: **"You will get senior-level attention, quick decisions, and direct accountability."**

6. **Team strategically instead of trying to do everything alone**
You can subcontract to an established contractor, join a team, or explore SBA's or NVSBC's **Mentor-Protégé Program** if you are pursuing federal work. A properly structured mentor-protégé joint venture can combine your small-business eligibility with the mentor's experience, resources, and past performance, while allowing the joint venture to pursue set-asides for which you qualify.
This can be a strong strategy when you have an important capability but need help with scale, compliance, bonding, proposals, cash flow, or contract administration.

7. **Build a subcontracting strategy**
If the contracts you want are too large to win as a prime today, sell to the prime contractors. Large-prime contracts over **$900,000 for non-construction work**, or **$2 million for construction**, generally require a small-business subcontracting plan when capable small businesses are available. Approach primes with a precise offer:
   - What task can you own?
   - Why are you less expensive, faster, or more qualified?
   - What NAICS and certification status apply?
   - What past performance proves you can deliver?

What I would do differently in the next 90 days

1. **Choose one narrow offer** you can deliver exceptionally well.
2. **Check every certification** for which you may qualify.
3. Create a one-page capability statement focused on outcomes, not a list of everything you can do.
4. Select **three target agencies** or customers and research their last 12–24 months of awards.
5. Pursue 5–10 smaller opportunities that match your niche rather than 50 broad opportunities.
6. Identify 10 larger primes already serving those agencies and offer to fill a defined gap on their teams.
7. Track every bid loss: Was it price, past performance, required credentials, staffing, or relationships? Then fix one gap at a time.

The practical mindset shift is this: **do not compete as "a small company." Compete as the best company for a very specific problem.** That is how a very small firm can beat a company with more people and more money.



John Cochran,
NVSBC Program Manager

Member Spotlight

HeiTech Services, LLC

The National Veteran Small Business Coalition (NVSBC) is proud to celebrate member HeiTech Services, LLC and U.S. Army Veteran Brandon Muniz, recently featured by the National Center for the Middle Market.

A Legacy of Service

For 26 years, HeiTech has helped federal agencies put into action the programs that support critical government missions. The SDVOSB was founded by Heidi Wolfangel Gerding, a service-disabled veteran and pioneering U.S. Naval Academy graduate. Its name reflects its values: "Hei" stands for honor, excellence, and innovation.

Carrying the Mission Forward

When Brandon acquired HeiTech in February 2025, he carried that legacy forward. Since then, the company has seen rapid growth. It has added significant new work with the FDIC and the Bureau of Labor Statistics, alongside its long-standing support for the FDA, the Department of Labor, NOAA, and the Defense Health Agency.

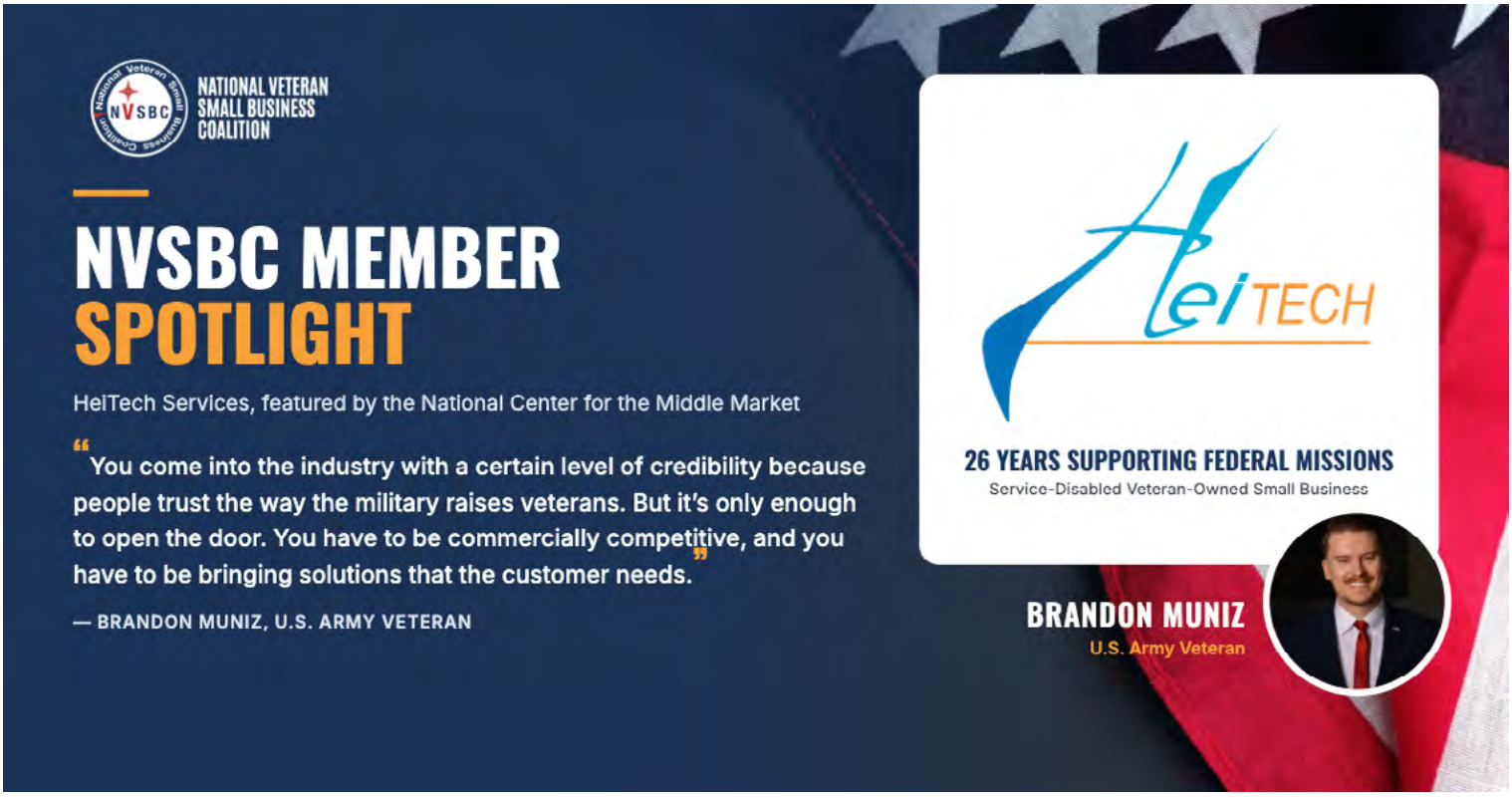
Why Succession Planning Matters

HeiTech's story shows why succession planning matters for business owners in the GovCon space. As Brandon puts it:

"You come into the industry with a certain level of credibility because people trust the way the military raises veterans. But it's only enough to open the door. You have to be commercially competitive, and you have to be bringing solutions that the customer needs."

Congratulations to Brandon and the entire HeiTech team.

Read the full case study: https://lnkd.in/epUq6apR



U.S. Department of War

LYNX™

REGISTER AT LYNXCONNECT.IO

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TURN READINESS INTO ACTION & CAPABILITIES INTO MISSION IMPACT

WHAT IS LYNX?

LYNX is an all-in-one platform that connects businesses of all sizes—whether experienced government contractors or new to working with the Department of War—with the tools, insights and opportunities to navigate the defense marketplace, build strategic partnerships and deliver capabilities to the mission.

YOUR DEFENSE MARKETPLACE ADVANTAGE

LYNX provides free access to powerful tools, connections and insights to help you compete, grow and pursue new opportunities.

> If you're serious about government contracting, LYNX is a tool you need in your arsenal.
>
> — **Contracting Command**

> LYNX turns readiness into action.
>
> — **Hon. Michael Cadenazzi**
> Assistant Secretary of War for Industrial Base Policy

REGISTER AT:
LYNXCONNECT.IO

ATTEND A LYNX DEMO AT:
BUSINESS.DEFENSE.GOV/TRAINING

Celebrating the Winners of the 2026 NVSBC Awards Gala

On October 15, members, partners, and friends of the National Veteran Small Business Coalition gathered at the National Museum of the United States Army for the 2026 NVSBC Awards Gala presented by J.P. Morgan. It was an evening to recognize the leaders, advocates, and organizations making a lasting impact on the Veteran small business community.

Each year, the Gala honors people, companies, and federal agencies who go beyond the expected to open doors for Veteran-owned businesses. That includes the federal officials who champion them, the primes who partner with them, and the employees and companies who show what Veteran entrepreneurship can achieve. This year's honorees carry that tradition forward.





Congratulations to the 2026 Awardees

Gordon H. Mansfield Veteran Small Business Award

Ed Tuorinsky, DTS

Veteran Small Business Advocate of the Year: Federal

Reggie Mitchell, U.S. Environmental Protection Agency (EPA)

Veteran Small Business Advocate of the Year: Large Prime

Lisa Tanner, Savannah River Nuclear Solutions

Veteran Small Business Advocate of the Year: Service Provider

Rich Earnest, Earnest Consulting Group

Small Business Employee of the Year

Eric P. Strauss, Connected Logistics

Small Business of the Year

Walsh Service Solutions, represented by L. Richard Walsh

Honoring Our Finalists

We also congratulate this year's finalists. Their leadership, dedication, and commitment make a difference for the Veteran business community every day. Being recognized among such an outstanding group is an achievement worth celebrating.

Continued on next page

Awards Gala


Community Leadership
Community Leadership






Bosnia-Herzegovina
NATIONAL MUSEUM






Bosnia-Herzegovina
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Upcoming Events

Mark Your Calendars for the Finance Symposium & VETS27!



Last Call: Present at the 2027 NVSBC-EF Finance Symposium

Time is running out to share your expertise at the 2027 NVSBC-EF Finance Symposium, presented by Navy Federal Business Solutions. The Call for Presentations closes Wednesday, November 11, 2026.

On February 17, 2027, Veteran entrepreneurs and financial professionals will gather at The Fuse at Mason Square, George Mason University's Arlington campus. The day is built around practical conversations on capital, financial readiness, and growth. We're calling on finance, accounting, lending, investment, and business professionals to lead engaging, actionable sessions across three tracks:

- Financial Readiness & Capital Access
- Growth, Scale & Operational Excellence
- Strategic Growth, M&A & Wealth Creation

We're looking for sessions that give Veteran small business owners practical tools, frameworks, case studies, and insights they can put to work. Submit your presentation by November 11.

Organizations can also support the event and connect with Veteran entrepreneurs and the professionals who support their financial success by becoming a Finance Symposium sponsor.

Finance Symposium



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

Featured Partner Deals

November 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.

EXCLUSIVE NVSBC PARTNER DEALS - JUST FOR MEMBERS!

Fellow NVSBC member Waterfront Training Solutions (WTS) is offering NVSBC members exclusive

savings on the upcoming Advanced in AI Audit™ (AAIA™) course.

Use code **AAIA100** for an additional $100 off the early enrollment price—a total savings of $400.

Learn more and register: As AI adoption accelerates, audit and assurance professionals need to be prepared to evaluate AI systems, assess controls and governance, and navigate emerging risks and regulatory

expectations.

WTS's live, expert-led online course, **November 16–20, 2026**, helps experienced professionals build that expertise while preparing for the ISACA AAIA™ credential.

Register today!



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.



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