

2023

ANNUAL REPORT



VETERANS MEAN BUSINESS



A MESSAGE FROM OUR EXECUTIVE DIRECTOR

As we reflect on the past year, it is with immense pride and satisfaction that we announce the remarkable achievements and advancement made by the National Veteran Small Business Coalition (NVSBC) and the NVSBC Education Foundation (NVSBC-EF). With unwavering focus and disciplined execution, we have not only engaged tens of thousands of GovCon professionals but have also extended our reach to support thousands of organizations (small, mid-size, and large) across various sectors.

Our nationally recognized non-profit organizations have become synonymous with unmatched opportunities for the growth of veteran-owned small businesses. In 2023, we expanded our footprint to five markets, and we are poised to deliver our impactful programming in ten markets by 2024. We stand as a beacon of consistent, diverse, and meaningful support for both new and existing veteran entrepreneurs.

The past year has been marked by numerous successes that underscore our pivotal position in the GovCon ecosystem. Significant investments from the JPMorgan Chase Foundation and JPMorgan Chase & Co. along with recognition as the Veteran Service Organization of the Year by the Northern Virginia Chamber of Commerce, is a testament to our commitment, impact, and relevance in the GovCon ecosystem.

Our events have consistently attracted widespread participation, with sold-out gatherings including our VETS23 Conference, Awards Gala, and Charity Golf

Tournament. These events not only signify our growing influence but also serve as indicators of an organization that is thriving, succeeding, and gaining external recognition.

In line with our commitment to professionalization, we have bolstered our operations with the addition of several key staff members and operational support. Furthermore, the increase in membership and numerous advocacy accomplishments including **the expansion of the SD/VOSB Set Aside Goal from 3% to 5%** underscore our dedication to fostering inclusivity and diversity within the federal procurement landscape.

Looking ahead, we remain steadfast in our mission to foster connections, spur growth, provide access, and wield influence within the SD/VOSB community. Through networking events, training programs, consultations, and advocacy activities, we continue to empower small businesses, equipping them with the tools and opportunities needed to thrive in the federal marketplace.

IMPACT

- ▶ **GROUNDBREAKING**
Legislative accomplishments
- ▶ **10,000+**
GovCon professionals served
- ▶ **43** Events & trainings

OVERVIEW

MISSION

Provide nationally recognized Training, Networking, and Advocacy for Veteran small business entrepreneurs in the federal market to ensure they are Procurement Ready and have enhanced access to opportunities to start, operate, and grow competitive and strong businesses serving Federal agencies and other government contractors.

VISION

Lead and promote the growth, strength, and success of Veteran owned small businesses in the federal marketplace, resulting in federal policies and practices that prioritize Veteran owned business opportunities and reestablish and maintain veteran business opportunities for federal acquisitions consistent with all other protected classes.



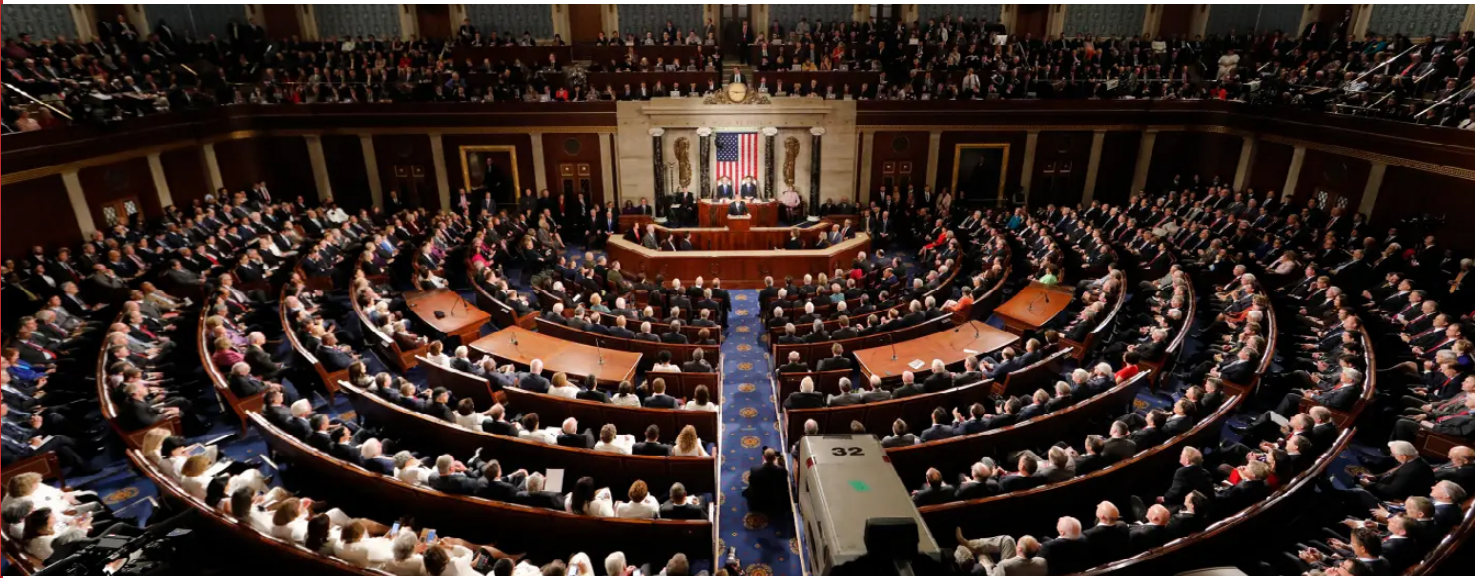
WHAT WE DO

We **PROMOTE** policies and acquisition strategies that further the participation of veteran owned small businesses in federal contracting and subcontracting opportunities.

We **CONNECT** veteran entrepreneurs with the business opportunities they need to succeed in the complex federal marketplace.

We **DEVELOP** the knowledge base and skills veteran business owners need to function as successful federal contractors and subcontractors.

ADVOCACY



In 2023, the NVSBC and Van Scoyoc Associates teamed up to participate in more than 217 meetings with federal procurement and congressional representatives. These engagements were not only to advocate for our legislative policy but to truly act and make positive legislative changes possible on behalf of our coalition and 47,000 veteran small business GovCon's throughout our country. Our Executive Director routinely engages as a member of the Interagency Task Force on Veterans Business Development (IATF) and is represented on the Advisory Committee on Veterans Business Affairs (ACVABA).

IMPACT

- ▶ **174** Federal procurement meetings
- ▶ **43** Congressional meetings

LEGISLATIVE ACCOMPLISHMENTS

- ▶ **3% - 5%** SDVOSB set aside increase
- ▶ **VETERAN CERTIFICATION** now required at all 24 federal agencies that participate in the SBA set aside program
- ▶ **SELF-CERTIFICATION** for Veteran prime contracts ended 12/31/2023
- ▶ **SELF-CERTIFICATION** for Veteran sub-contracts ends 10/1/2024

VETS23 CONFERENCE

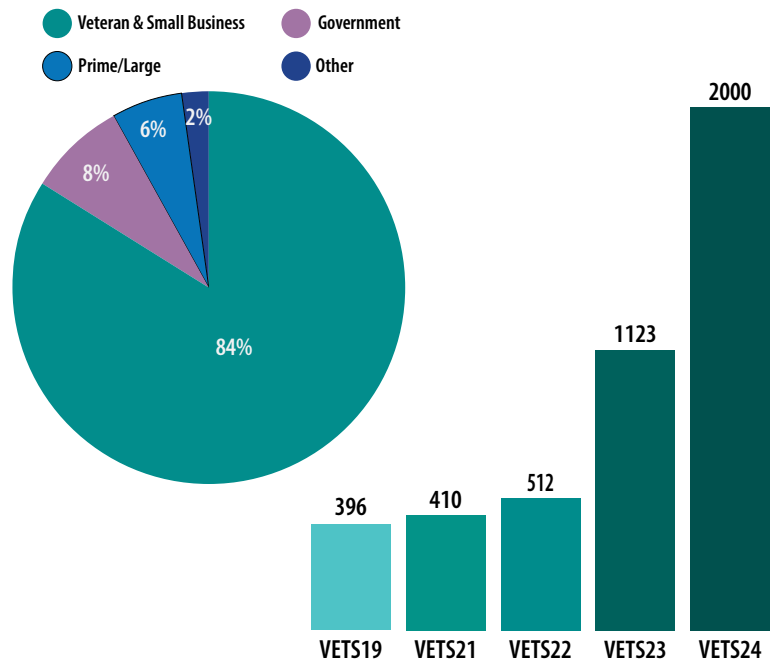


The Nation's Leading VSO-Sponsored Training, Networking, and Advocacy Event for Small Businesses Serving as Federal Contractors.

The annual VETS Conference has grown to become the leading in-person event for the entire Veteran Small Business Community: Federal Agency leaders, Large GovCon leaders, SD/VOSB leaders, and leading vendors. SD/VOSB attendees rate the VETS conference as their #1 business development event of the year producing millions of dollars in new bids, new awards, and new hires for Veteran small businesses. Agency and industry representatives acclaim the annual VETS conference as a top source for new Veteran small business connections leading to small business set-aside goal attainment.

IMPACT

- ▶ **3** Day conference
- ▶ **1,121** Participants
- ▶ **400+** On waitlist
- ▶ **100+** Procurement decision makers
- ▶ **116** Vendors
- ▶ **40** Breakout sessions
- ▶ **16** Federal agencies represented
- ▶ **25** Large GovCon primes represented



ENGAGEMENT EVENTS

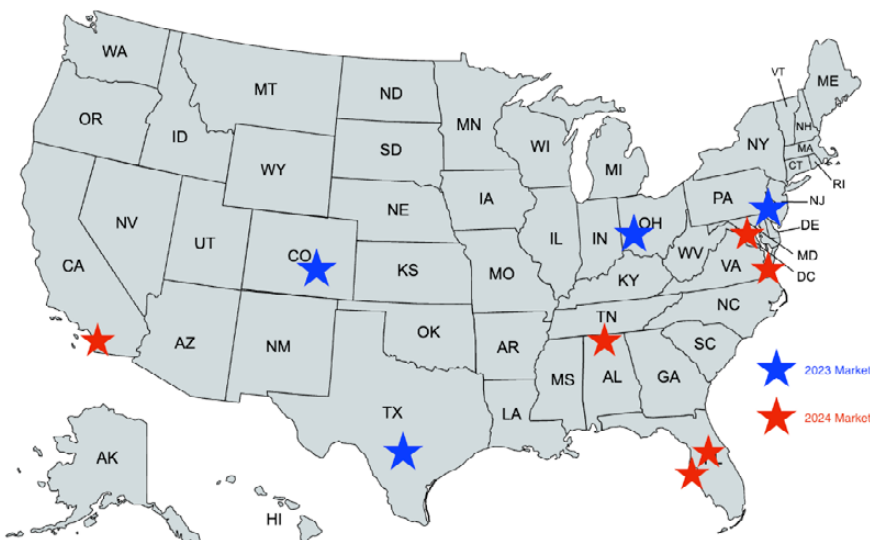


In collaboration with our partners and sponsors, we offered 18 engagement breakfasts, lunches, dinners and GovCon training to 5 communities across the country in 2023 with four additional markets planned in 2024.

The NVSBC-EF works with local leaders and community partners to bring together the GovCon ecosystem for networking, insights and best practice sharing from subject matter experts including experienced industry leaders, federal officials, large primes, and SD/VOSB success spotlights. In 2023, we hosted events with our non-profit partners Florida Association of Veteran-Owned Businesses (FAVOB) and VIB Network and had sponsors including; JPMorgan Chase & Co., Burke & Herbert Bank, Huntington Ingalls Industries (HII), Fairfax County Economic Development Authority (FCEDA), sbLiftOff, Reaves GovCon Group, and GovForce.

GOVCON MARKETS

- ★ Washington, DC
- ★ Huntsville, AL
- ★ Hampton Roads, VA
- ★ Tampa, FL
- ★ San Diego, CA



IMPACT

- ▶ **2,002** Engagements
- ▶ **18** Engagement events
- ▶ **47** Subject matter expert speakers
- ▶ **5** Markets
- ▶ **4** Success spotlights

VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA



Recognizing Federal Agencies and GovCon Primes that Fuel Veteran Small Business in America

The NVSBC Veteran Small Business Advocate Awards Gala recognized Federal Agencies and GovCon Primes that fuel Veteran Small Business in America. For over a decade the National Veteran Small Business Coalition (NVSBC) has recognized leadership in achieving Federal contracting goals with Veteran entrepreneurs. These awards recognize both Federal agency and large government prime contractors for their efforts to meet and exceed contracting goals. Additionally, these awards recognize individual veterans, veteran owned small businesses, and employees of veteran owned businesses.

CHAMPIONS AWARDS

- ▶ **26** Primes
- ▶ **19** Federal agencies

Veteran Small Business Advocate of the Year Awards:

Federal Agency

Phil Christy – Department of Veterans Affairs

Large Prime

Katina Adams – HII

Service Provider

Josh Frank & Michael LeJeune – RSM Federal

Gordon H. Mansfield Veteran Small Business Award

Phil Panzarella – Panzarella Consulting LLC

Small Business Employee of the Year

John Manolios – PenBay Technology Group LLC

Small Business of the Year

Goldschmitt and Associates



VETFEDCONSULT



Consultation



National Veteran
Small Business
Coalition

VetFedConsult Supported by:
JPMORGAN CHASE & CO.



The NVSBC-EF has provided consultations (GovCon best practices, referrals, and more) to member organizations to support their business growth and development to increase federal marketplace success since 2022.

VetFedConsult, our new and formal program launched in 2023 provides consultation for veteran small business government contract professionals from all stages of success (emerging, small, and mid-size) as part of a generous grant from JPMorgan Chase & Co.

IMPACT

- ▶ **81** Consultations
- ▶ **FORMALIZED** Program

CONSULTATIONS ARE:

- ▶ **FREE, VIRTUAL,** and Provided by trained experts in GovCon
- ▶ **PROVIDED TO ALL GOVCON** Professionals (owner, operations, business development, and more)
- ▶ **BACKED BY THE NVSBC** Network of distinguished subject matter experts
- ▶ **45** Minutes with Q&A
- ▶ **FOLLOW-UPS** with GovCon resources, referrals, and more



CHARLIE MIKE TRAINING



Hosted on the NVSBC-EF YouTube channel, recorded training sessions are free and provided by trained experts in Government Contracting and backed by the NVSBC-EF networking of distinguished subject matter experts.

These sessions are focused to support GovCon businesses at all stages of the company's life cycle (Emerging, Small, Mid-Size, Large) and GovCon professionals at various stages (Owners, Operations, Business Development, Marketing, and More).

Tracks include:

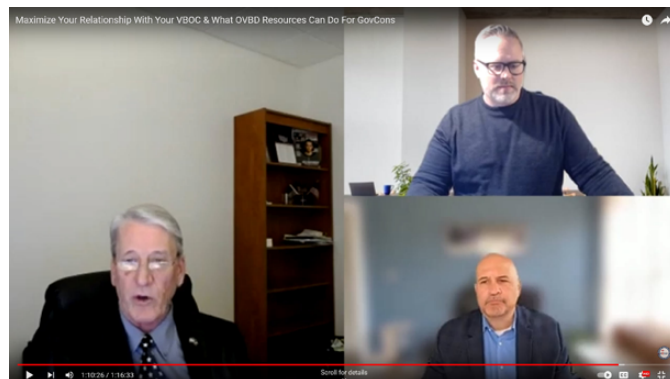
- ★ Business Planning, Operations, & Leadership
- ★ Prime Contractor Opportunities & Education
- ★ Federal Agency

IMPACT

- ▶ **2,621** Engagements
- ▶ **90+** Total training sessions
- ▶ **13** Virtual trainings added in 2023
- ▶ **32** Functional areas of content connected to the NVSBC Body of Knowledge (BoK)



Charlie Mike 2023 with Gloria Larkin, President & CEO, TargetGov



Charlie Mike 2023 with Don Miller, Director, Senior Business Counselor, VBOC and Mark Williams, Boots to Business Program Manager, OVBD

FIRST CALL NEWSLETTER

NVSBC-EF's First Call newsletter delivers Veteran-focused small business information and so much more. This newsletter is coauthored by recognized leaders in the SD/VOSB community and provides timely updates, content, and storytelling from thought leaders that share unique perspectives, insights, and best practices including updates and information such as:

- ★ Coalition celebrations
- ★ NVSBC-EF Calendar of events
- ★ Partnership deals
- ★ Federal procurement events
- ★ New and renewed member organizations

IMPACT

- ▶ **50,000+** GovCon audience
- ▶ **39%** Average open rate
- ▶ **12** Issues per year

Business Leadership: Government

Resources to Help You Better Understand Government Shutdown

Business Leadership: Federal Contracting

This is How to Write a Winning Past Performance (continued)

Business Leadership: Federal Contracting

Business Leadership: Past Performance

Around NVSBC

Calls to Action (continued)

ChallengeHER

Around NVSBC

Welcome New & Renewed Member Organizations

New Members

Renewed Members

VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA

November 14, 2023 | 6:30PM - 8:30PM

Recognizing Federal Agencies and GovCon Primes that Fuel Veteran Small Business in America



OCTOBER 2023

FIRST CALL



SAVE THE DATE for the NVSBC VETS24 CONFERENCE!!!




Be a Part of the Conversation at the VETS24 Conference, the leading federal government contracting event focused entirely on GROWING YOUR BUSINESS! The VETS24 Conference brings together Federal Procurement Decision Makers + Large Prime Contractors + Procurement-Ready Small Business Leaders for 3 days of non-stop Networking, Training, and Teaming! 60+ content-rich training sessions, 150+ Vendors & Teaming Partners on the industry's largest Exhibit Hall! Everything and everyone you need to Grow Your Business will be at the VETS24 Conference at the beautiful Rosen Centre in Orlando, Florida, May 20-23, 2024! Save the date and make your plans to Sponsor, Exhibit, and Attend the VETS24 Conference!

QUICK RECAP: Our VETS23 Conference was a tremendous success by any measure:

- ★ 1,123 Attendees – the largest & first SOLD OUT event ever hosted by NVSBC!
- ★ 104 Exhibitors – largest exhibitor showcase in NVSBC history!

★ 98 Speakers provided 6 General Sessions and 40 Breakouts

★ 14 Federal agencies represented including VA, SBA, GSA, HHS, DoEnergy, DHS

★ And the Survey Results tell us that the VETS23 Conference delivered real value for our attendees!

Most importantly the VETS23 Conference fulfilled our NVSBC slogan: **VETERANS MEAN BUSINESS!** We created a unique and collaborative Networking & Training experience resulting in hundreds of new connections, new teaming agreements, new proposal submissions, and new revenue sources for our attendees. And our vendor-sponsors report many qualified business leads and new clients. The VETS23 Conference exceeded all expectations!

WHAT'S NEXT? An even bigger and better VETS24 Conference! Our plans will take next year's event to new levels including:

- ★ Great new event venue – the Rosen Centre in Orlando – a top (4+ star) rated conference facility & hotel all in 1 building!
- ★ 50,000 SqFt Exhibit Hall – almost 3 times the space as VETS23!
- ★ Larger attendance – up to twice the size of the VETS23 Conference!
- ★ More agency & large GovCon engagement opportunities!
- ★ More new business opportunities!

Be Part of the Conversation! We're Talking About Your Business!

Attend the VETS24 Conference

Co-authored by Scott Semple is Senior Director of National Events, NVSBC and Elissa Miller is Program & Technology Advisor, NVSBC

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STRATEGY & LEGISLATIVE NEWSLETTER

Our Strategy & Legislative newsletter is sent exclusively to GovCon professionals that are official member organizations with the NVSBC.

This award-winning source of Federal Insights provided by NVSBC and Van Scoyoc Associates for Veteran Small Business GovCons is distributed every third Thursday and provides potential impacts on legislation and a detailed review on the following:

- ★ NVSBC Legislative Priorities
- ★ Updates on Legislative Activity
- ★ Calendar of Congressional Events
- ★ Legislative Focus Areas

DECEMBER 2023
Strategy & Legislative Newsletter
 Burke & Herbert Bank
 At Your Service Since 1852[®]

2023 Legislative Roundup

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2021 MARCOM GOLD WINNER



Van Scoyoc Associates Left to Right: Lauren Bresette, Jennifer Cave, Mike Shupp, & Buzz Hawley

IMPACT

- ▶ 12 Issues per year
- ▶ **AWARD WINNING** Publication



National Veteran Small Business Coalition

SCHOLARSHIP



Roslyn Davis
RoDa Business Solutions LLC



Edmund Sowah
Ed & Leute LLC



Cheryl Ford, DrPH
ATHOS1 LLC



Akinwande Oshodi
The Avery Group LLC



Ashley Gorbulja
GuideOn™ Education Consulting LLC

Since 2007, the NVSBC-EF has offered Scholarships to support and open doors to newly established veteran business owners who focus as federal contractors or subcontractors. Scholarship recipients are provided unique and valuable opportunities to support their business growth and professional development.

NVSBC-EF Scholarships bring together a diverse cohort of veteran business owners who aim to receive training, networking access, and grow their emerging business by participating in NVSBC'-EFs programs throughout the year both in-person and virtually.

Our 2023 scholarship recipients were sponsored by AEONRG and RSM Federal.

Former Scholarship Recipients have:

- ★ Become NVSBC Board Members
- ★ Led a Business worth \$20M
- ★ Led VA Innovation Competition
- ★ Moderated Panels at Major Conferences
- ★ Continued to Serve & Support NVSBC Programs



IMPACT

- ▶ **5** Scholarships awarded in 2023
- ▶ **30+** Scholarships awarded since 2007



**National Veteran
Small Business
Coalition**

CHARITY GOLF TOURNAMENT



The Charity Golf Tournament that Supports Veteran Small Businesses in the Federal Marketplace

NVSBC Member Organizations & GovCon supporters joined forces to golf at the beautiful Army Navy Country Club on August 14th to support their favorite Charity – the NVSBC Education Foundation! More than 144 golfers participated supported by 14 volunteers and staff. We also introduced our first ever silent auction in 2023 that helped raise an additional \$4,520.



IMPACT

- ▶ **\$130,000+** Raised from tournament
- ▶ **\$4,500** Raised from silent auction
- ▶ **83** Silent auction bids
- ▶ **45** Silent auction items
- ▶ **31** Sponsors
- ▶ **144** Golfers
- ▶ **36** Teams
- ▶ **14** Volunteers



VetFedAcademy provides in-person training from industry & policy experts, government representatives, and contracting educators. These hour long trainings frequently precede our engagement events and are focused to support GovCon businesses at all stages of the company's life cycle (Emerging, Small, Mid-Size, Large) and GovCon professionals at various stages (Owners, Operations, Business Development, Marketing, and More).

IMPACT

- ▶ **954** Engagements
- ▶ **10** Trainings



VETSETA

IMPACT

- ▶ **810** Engagements
- ▶ **2** Partner organizations
- ▶ **9** Subject matter expert speakers
- ▶ **5** Sponsors



NVSBC-EF and sbLiftOff planned the 2nd Veteran Entrepreneurship Through Acquisition (VetsETA'23) symposium to bridge America's Veterans to small business ownership in 2023 building on the success of the symposium in 2021.

Hundreds of veterans from across the country seeking business leadership and their supporters -- capital providers, lawyers, M&A professionals, accountants, business schools, and supporters of veteran ETA participated.

Subject matter expert speakers and successful veteran sellers and buyers shared lessons learned, available financing sources, the challenges of accessing capital, and policy plans to boost capital access.

Topics Included:

- ★ Keynote & Success Spotlight
- ★ Funding Your Acquisition
- ★ How to Find a Strong Acquisition Target
- ★ Policy Update
- ★ Do You Fund Your Search
- ★ Diligence & Negotiation



COMMUNITY NAVIGATOR



As part of the Small Business Administration (SBA) Community Navigator Pilot Program (CNPP), the NVSBC partnered with the Institute of Veterans & Military Families (IVMF) from November 2021 through November 2023 to support veteran entrepreneurs and improve access to resources through training, GovCon consultations, and networking events.

Several thousand engagements across two conferences, one symposium, more than seventy trainings, and over one hundred consultations were conducted by NVSBC since November 2021 through this program. As a result of this partnership and the Community Navigator grant, NVSBC was able to reach new heights through our programs and better support the GovCon professionals that we serve.



U.S. Small Business
Administration



TESTIMONIALS

William Hippen

Hired Guns Inc

Service Disabled Veteran Owned Small Business

I've been trying to put together my business, Hired Guns Incorporated, a sand blasting and painting contractor, since 2019. I go to all of the different organization events, but the NVSBC has been the best connection out of all events that I've attended. It's the sponsors and speakers that NVSBC brings in; it's been the most valuable support out of all of them. In six weeks, I was able to connect with speakers and their respective offices and staff (SBA's Larry Stubblefield, Deputy Associate Administrator, Office of Government Contracting and Business Development, Katherine Branch, SBA & Brad Reaves, Reaves GovCon Group) whom NVSBC brought into these networking events, and they helped me to obtain my Mentor-Protégé certification from start to finish, once submitted. They helped me gather and complete the correct paperwork needed to be certified.

Roslyn Davis

RoDa Business Solutions

Service Disabled Veteran Owned Small Business

NVSBC is an outstanding organization to be associated with. Great ROI.



Eric Wright, PhD

Vets2PM

Service Disabled Veteran Owned Small Business

I agreed to participate in NVSBC's Success Spotlight segment during the Tampa, FL networking dinner because participation in NVSBC has been beneficial to my organization. The contacts and relationships I have made and formed through NVSBC membership has yielded several qualitative and quantitative benefits, returning 10X my annual membership investment.

Akinwande Oshodi

The Avery Group

Service Disabled Veteran Owned Small Business

The NVSBC scholarship offered an unparalleled opportunity to elevate my brand within the Veteran Business Community while receiving vital support for my business ventures within the Department of Veterans Affairs. Since becoming an NVSBC Scholar, our firm secured its first prime contract with the VA, fostering valuable partnerships and access to multi-billion dollar contracting vehicles. Furthermore, the mentorship provided by a seasoned founder has been invaluable in guiding my firm toward both short and long-term success. Being connected to NVSBC, I've gained a broader perspective on the potential of Veteran-owned businesses and the significant value they bring to the industrial base.



FINANCE

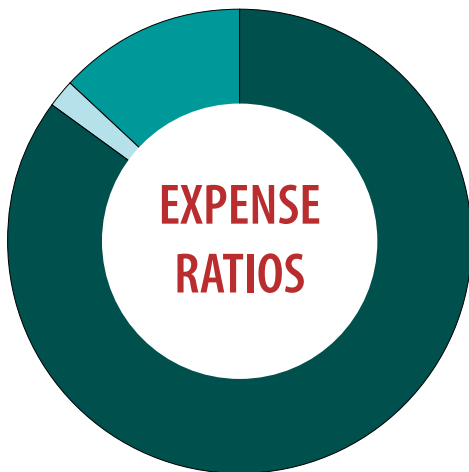


Platinum
Transparency
2023

Candid.



This financial picture combines both organizational entities – NVSBC (501c6) & the NVSBC Education Foundation (501c3). Our organization has been recognized with the platinum seal of transparency by Candid (formerly GuideStar) along with investing in ourselves through modern software tools such as RAMP that help us take accountability for the operating efficiency of the organization. We are grateful for the foundations, corporate support, sponsors, and member organizations whose financial contributions allowed us to meet and exceed our programmatic goals for the year and ensure we entered 2024 on a very solid financial footing.



- 85% PROGRAMS
- 13% GENERAL & ADMINISTRATIVE
- 2% FUNDRAISING

IMPACT

- ▶ **\$2.8** Million total revenue and support
- ▶ **\$2.3** Million total operating expenses

BOARD OF DIRECTORS



From left to right, Norris Middleton, Marc Goldschmitt, Robert Santmyer, Al Sowers, Irene Glaeser, Scott Jensen, Scott Thompson, Robert Betters, Nancy Langer, Antonio Moscatelli, Cynthia Miracle, Phil Panzarella, William Dunn, Ed Tuorinsky, Erica Dobbs, Karen Brazell. Missing from photo: Bill Belknap, Neeraja Lingam

EDWARD TUORINSKY — *President* | Managing Principal, DTS

ROBERT BETTERS — *Vice President* | President & CEO, RB Consulting, Inc

WILLIAM DUNN — *Secretary* | President, Strategic Resilience Group, LLC

NORRIS MIDDLETON — *Treasurer* | President & COO, Management Support Technology, Inc

MARC GOLDSCHMITT — President & CEO, Goldschmitt and Associates

WILLIAM J. BELKNAP, SR. — President, AEONRG, LLC

CYNTHIA MIRACLE — Founder & Chief Strategy Officer, MIRACORP, Inc

ANTONIO MOSCATELLI — CEO, Associated Veterans

NANCY A. LANGER — Co-Founder & President, sbLiftOff

PHILLIP (PHIL) PANZARELLA — Founder & CEO, Panzarella Consulting, LLC

AL SOWERS — CEO, OneZero

ERICA DOBBS — CEO, Dobbs Defense Solutions

SCOTT THOMPSON — CEO, DuraBante

IRENE VAISHVILA GLAESER — CEO, Spahr Solutions Group

KAREN L. BRAZELL — Vice President, SAIC

NEERAJA LINGAM — Founding Member, 1DigitalSpace, LLC

ROBERT SANTMYER — President & CEO, PenBay Technology Group, LLC

PARTNERS & SPONSORS

We form strategic alliances with our partners and participants to assist the veteran-owned small business community and are incredibly grateful to our more than 156 financial supporters (small businesses, corporations, foundations, and individuals) and the Federal Agencies that participate in our programs. Our work to serve GovCon professionals at all stages of growth would not be possible without your financial contributions and engagement. Thank you!

VISIONARY | \$100K+

- ★ JPMorgan Chase & Co.

LEADERSHIP | \$25K+

- ★ Bank of America
- ★ BDR Solutions LLC
- ★ David T. Scott & Associates (DTS)
- ★ DecisionPoint Corporation
- ★ NaVOBA
- ★ NewTHINK Solutions
- ★ PenBay Technology Group
- ★ RB Consulting, Inc (RBCI)
- ★ RSM Federal
- ★ RTX

STRATEGIC | \$10K+

- ★ Amazon Business
- ★ Aya Healthcare
- ★ BAE Systems
- ★ Booz Allen Hamilton
- ★ Burke & Herbert Bank
- ★ Goldschmitt and Associates LLC
- ★ GovCIO
- ★ GovPort
- ★ GovTech
- ★ HigherEchelon, Inc.
- ★ Iron Bow Technologies
- ★ Issio Solutions Inc.
- ★ Northrop Grumman
- ★ OneZero Solutions
- ★ Optum Serve
- ★ Pathfinder
- ★ PingWind
- ★ sbLiftOff
- ★ VSINGH CPA
- ★ VECTOR Industry Group
- ★ VETS2 Industry Group

SUSTAINING | \$5K+

- ★ AEONRG LLC
- ★ Aptive Resources
- ★ Ball Aerospace
- ★ Cathexis
- ★ Dynamic Integrated Services, LLC (DIS)
- ★ Eleven09, LLC
- ★ Fairfax County Economic Development Authority (FCEDA)
- ★ General Dynamics Information Technology (GDIT)
- ★ GovSpend

SUSTAINING | \$5K+ (cont)

- ★ HeiTech Services, Inc.
- ★ Hill
- ★ iBility
- ★ Lingam Foundation
- ★ Live Oak Bank
- ★ Management Support Technology Inc. (MSTI)
- ★ McKellar Corporation
- ★ MicroTech
- ★ MIRACORP
- ★ Morgan Stanley
- ★ MVB Bank
- ★ Octo
- ★ Parsons
- ★ Piliero Mazza
- ★ PROCAS
- ★ rockITdata
- ★ RQ Construction
- ★ SAIC
- ★ Scale Facilitation
- ★ SDV Office Systems
- ★ ServiceNow
- ★ TEVET
- ★ TISTA Science & Technology Corporation
- ★ UiPath Inc.
- ★ USAA Small Business Insurance
- ★ Van Scoyoc & Associates
- ★ VistraCorp

SUPPORTING | \$1K+

- ★ 3 Reasons Consulting
- ★ Airborne Data Imagining Group
- ★ Alvarez LLC
- ★ Artificial Sky
- ★ Associated Veterans
- ★ Aurelian Group LLC
- ★ BIT Solutions LLC
- ★ Bloodstone Division LLC
- ★ Capital One
- ★ Centeva
- ★ Clark Hill PLC
- ★ Clear Global Solutions
- ★ Convergeone Government Solutions LLC
- ★ Cordia Partners
- ★ Deloitte Consulting LLP
- ★ Document Storage Systems (DSS) Inc.
- ★ DuraBante
- ★ Echo Five Group
- ★ Embark Business Solutions

SUPPORTING | \$1K+ (cont)

- ★ ESA South Inc.
- ★ Federal Contracts Corp
- ★ Freedom Bank of Virginia
- ★ Gate Way Solutions, LLC.
- ★ Geo-Med, LLC
- ★ GovContractPros
- ★ Greenberg Traurig
- ★ Hang 4 U LLC
- ★ IMSM
- ★ Intrepid Global Solutions
- ★ IonQ
- ★ ISI Professional Services
- ★ IT Veterans, LLC
- ★ IV Consulting Group, LLC
- ★ J&B Hartigan, Inc.
- ★ Jaguar Defense
- ★ JODER Communications
- ★ Kepler Research
- ★ Left Brain Professionals
- ★ Lencore
- ★ Lockheed Martin Corporation
- ★ Loyal Source Government Services
- ★ M&T Bank
- ★ Magellan Solutions USA Inc.
- ★ National Veteran Institute for Procurement (VIP)
- ★ Nationwide IT Services, Inc.
- ★ Navy Office of Small Business Programs
- ★ NeoSystems
- ★ Northern Virginia Science Center
- ★ OPSPro
- ★ Panzarella Consulting LLC
- ★ Parrot Surety Services
- ★ Peraton
- ★ ProteQ
- ★ Reaves GovCon Group
- ★ Rockhead Consulting LLC
- ★ Rolle IT
- ★ SAG Corporation
- ★ San Dow Construction
- ★ Spartan Shield Solutions LLC
- ★ Strategic Resilience Group LLC
- ★ TargetGov
- ★ The Capital Group
- ★ The Davinci Company, LLC
- ★ The Janz Corporation
- ★ ThinkForm Architects
- ★ Total Orbit Inc
- ★ Trusted Internet
- ★ Unanet

- ★ Valiant-X
- ★ Vaultes
- ★ VetAble Technologies LLC
- ★ Veteran Technology Partners LLC
- ★ VETS2PM
- ★ Villa Tech
- ★ Wendroff & Associates
- ★ XcelHR

FEDERAL PARTICIPANTS

- ★ Defense Logistics Agency (DLA)
- ★ Department of Agriculture (USDA)
- ★ Department of Commerce (DOC)
- ★ Department of Defense (DoD)
- ★ Department of Education (ED)
- ★ Department of Energy (DOE)
- ★ Department of Health and Human Services (HHS)
- ★ Department of Homeland Security (DHS)
- ★ Department of Housing & Urban Development (HUD)
- ★ Department of Labor (DOL)
- ★ Department of State (DOS)
- ★ Department of the Interior (DOI)
- ★ Department of the Treasury (TREAS)
- ★ Department of Transportation (DOT)
- ★ Department of Veterans Affairs (VA)
- ★ General Services Administration (GSA)
- ★ Minority Business Development Agency (MBDA)
- ★ Missile Defense Agency, Office of Small Business Programs
- ★ National Science Foundation (NSF)
- ★ Navy Office of Small Business Programs
- ★ Nuclear Regulatory Commission (NRC)
- ★ Office of Personnel Management (OPM)
- ★ Small Business Administration (SBA)
- ★ Social Security Administration (SSA)
- ★ Veterans Health Administration (VHA)



VETERANS MEAN BUSINESS



**National Veteran
Small Business
Coalition**