



2022 ANNUAL Report

Veterans Mean Business



A MESSAGE FROM OUR EXECUTIVE DIRECTOR

VETERANS MEAN BUSINESS, at NVSBC this is not just a catchy phrase - these three powerful words embody our values, our purpose, and our focus. Veterans are trained leaders, and NVSBC leads Veterans to greater success as business entrepreneurs. Our NVSBC 2022 Annual Report provides a snapshot of our events, programs, and activities with Veterans who – after serving in uniform - choose to continue to serve our nation as federal contractors.

The narrative of NVSBC starts with our supporters and partners who provide us the ability to create programs that contribute to Veteran entrepreneur success. Our story continues in the thousands of small group and large event engagements that provide a spark of insight or a moment of fortification to Veteran entrepreneurs who are growing their over fifty thousand Service Disabled Veteran and Veteran Owned firms into thriving small business GovCons. But perhaps the story of the Veteran small business GovCon community is best told through results:

- ★ SD/VOSB firms competed for, were awarded, and delivered over \$90 billion in federal contracts during the past year
- ★ SD/VOSB firms offer fulfilling careers to over 5 million employees – and their families - serving to fulfill federal agency missions
- ★ Veteran entrepreneurs hire Veterans at 3 times the rate of non-Veteran business owners

NVSBC serves as a business accelerator and a force multiplier for Veteran entrepreneurs. We pinpoint the greatest challenges that Veteran entrepreneurs encounter and craft point-of-impact training to eliminate obstacles to success. Through local and national events, we bring together the entire GovCon ecosystem - Federal agency acquisition leadership, large GovCon prime industry leaders, and Veteran GovCon entrepreneurs to share ideas and envision opportunities for next generation citizen services. And through our Congressional advocacy initiatives NVSBC continues to be recognized as the leading voice of the federal Veteran small business community.

This Annual Report reflects our commitment to our constituency through narratives of our organization's most successful initiatives along with financial transparency to ensure continued confidence in our leadership and our vision. As we launch a new year of services in 2023 we encourage you to reflect on our successes, contribute to our future, and join forces with NVSBC to provide even more opportunities for our nation's Veteran small business GovCon entrepreneurs.

MISSION

NVSBC is a nationally recognized non-profit organization that provides 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, sustain, and grow competitive and strong businesses serving Federal agencies and other government contractors.



VISION

By 2024, as the nationally recognized Veteran small business organization in the United States, NVSBC leads and promotes 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.



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“Since VETS22, VALTEQ has been overwhelmed with the amount of opportunities it has in its pipeline. Current contracts have increased by 50%, active proposals are very promising – high win rates, and we recently opened a new line of business becoming an authorized distributor of specialized cables to the U.S. Navy!”

**-Jason Valdes
VALTEQ**

PROGRAMS OVERVIEW

NVSBC offers more than 14 programs and activities to serve our growing coalition and the GovCon ecosystem with meaningful Training, Networking, and Advocacy support. This year we enhanced our existing programs and offered additional activities to address the needs of new and existing GovCon’s.

In 2022, we engaged tens of thousands of professionals that lead or support thousands of organizations by way of NVSBC programs and activities. NVSBC offers consistent, diverse, and meaningful support from GovCon subject matter experts for new and existing veteran entrepreneurs.

We made significant investments in ourselves both from a technology and a human resource perspective to support our program depth and offerings. Our member organizations routinely share that after engaging with NVSBC programming, they gain knowledge and make new contacts that enhance their business practices and maximize their chances to sustain and gain new federal business.



IMPACT

NETWORKING DINNERS

7 Networking Dinners
2167 Engagements

IN-PERSON TRAININGS

11 In-Person Trainings
1500+ Engagements

VIRTUAL TRAININGS

30 Virtual Trainings
2193 Engagements

MATCHMAKING EVENTS

2 Matchmaking Events
1243 Engagements

CONFERENCE

1 Conferences (3 days)
512 Participants

SPONSORS

120 Sponsors
\$1.2M Revenue



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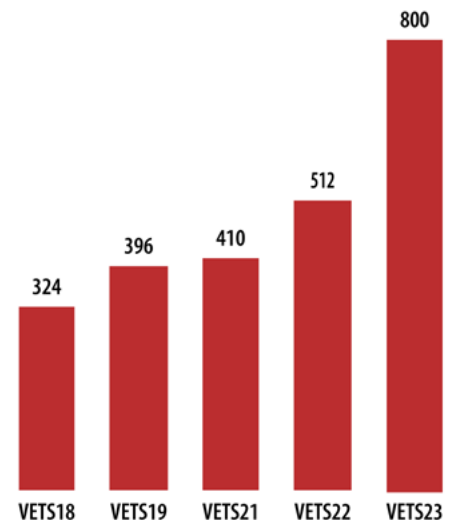
“There are hundreds of conferences every year for Veteran government contractors. However, VETS is the only conference where you see maximum participation by the VA, GSA, and dozens of other federal agencies and military commands. Every time we’ve attended we’ve had ample opportunity to talk with government buyers and decision makers. When my company is planning our annual conference strategy, we know that attending VETS has the largest return on investment.”

-Joshua Frank
Managing Partner
RSM Federal



VETS22 CONFERENCE

NVSBC’s VETS Conference is our premier annual event and the largest Veteran small business procurement event of its kind being held in-person each year. The VETS22 Conference, May 17-22, 2022 enabled 512 attendees to engage in business networking between procurement-ready small business suppliers and buyers from both Federal agencies and large GovCon prime contractors. Set in a 3-day training environment in Orlando, the annual VETS Conference facilitates open dialog and idea sharing between Procurement Decision Makers (PDMs) and small business owners representing SD/VOSB, WOSB, HUBZone, and SDB firms. Small business leaders attend to connect with agency PDMs from federal agencies including VA, GSA, SBA, HHS, DoE, DoD, along with over 25 large GovCon primes. Large GovCons come to connect with small business primes on every major GWAC and IDIQ vehicle. And federal agency representatives attend to share their acquisition insights and share details of their agency’s pipeline opportunities for small business prime contractors.





DC NETWORKING DINNERS

With over a decade of history, the NVSBC DC Networking Dinner program brings together a unique combination of small and large businesses, service providers, federal government leaders, and representatives from Congress - all focused on the success of Veteran owned small business in the federal marketplace. Our monthly DC Networking Dinners, which were suspended for two years due to covid, rebounded strongly during 2022 with attendance of 150 to 200 each month. Keynote dinner speakers included federal agency senior executives from VA, GSA, SBA, and DoD as well as industry experts on current federal acquisition trends and forecasts.

7

MONTHLY DINNERS

150+

ATTENDEES/DINNER

2ND

WEDNESDAY OF MONTH

VETFEDACADEMY

Each month prior to our DC monthly dinner program NVSBC has presented in-depth training on topics of critical importance to Veteran small business entrepreneurs at every stage of growth. Originally called the NVSBC Boot Camp Training program, these hands-on workshops taught by domain experts have been rebranded as our VetFedAcademy program. Topics range from agency acquisition pipeline updates to detailed presentations on high-impact issues including Veteran certification moving to SBA. These 1 hour training (4-5pm ET) events focus on skills for Veteran small businesses to become and remain procurement ready. The interactive in-person delivery style promotes engagement and ample opportunity for Q&A with GovCon industry experts.



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AWARDS GALA

For over a decade NVSBC has recognized leadership in achieving Federal contracting goals with Veteran entrepreneurs through the NVSBC Champion Awards Program. These awards were given on 9/13/22 at our Annual NVSBC Veteran GovCon Awards Gala to recognize both Federal agency and large government prime contractors for their efforts to meet and exceed contracting goals. The annual NVSBC Awards Gala demonstrates the commitment to partnership between federal agencies, large GovCon prime contractors, and Veteran small business GovCon community.



Gordon H. Mansfield Veteran Small Business Award
Bob Santmyer, PenBay Technology Group

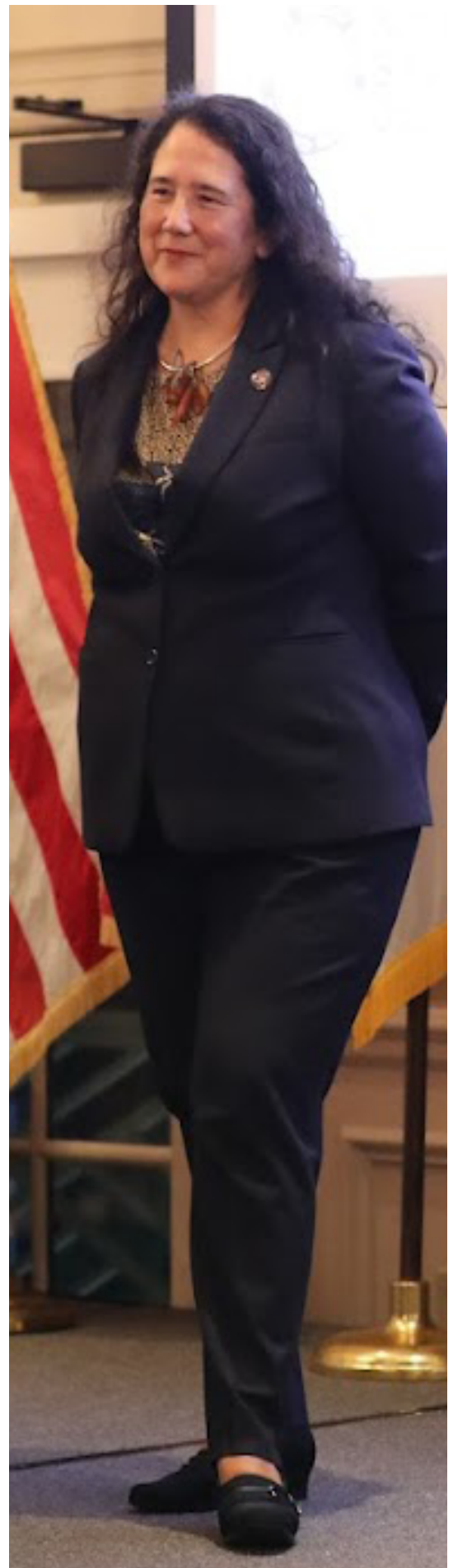
Veteran Small Business Advocate of the Year - Prime
Rita Brooks, SAIC

Veteran Small Business Advocate of the Year - Federal Agency
Larry Stubblefield, Small Business Administration

Champions Awards

20
PRIMES

19
FEDERAL AGENCIES



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CHARLIE MIKE TRAINING

NVSBC hosted 30 virtual trainings, from policy experts, government representatives, and contracting educators throughout 2022. We increased access to our trainings by sharing them on our NVSBC YouTube Channel to support the GovCon community. Training topics ranged from Business Operations, Planning, Leadership, and Development. Our Training Series continues to evolve to address the needs of new and existing GovCon's and were poised to bring additional enhancements to our training platform and delivery. We are incredibly grateful to all of our participants and the subject matter experts that share their knowledge to support SD/VOSB professionals as they seek to understand the complexities and changes that come in the federal marketplace.

BAE Systems is proud to sponsor The Charlie Mike Training Series. The content is relevant and informative for veteran owned small businesses. Charlie Mike features excellent speakers with keen knowledge of GOVCON. Make the investment of time, dial in for Charlie Mike!"

Diane Dempsey
Director, Small Business Programs
 BAE Systems, Inc.

1500+

TOTAL ENGAGEMENTS

30

TRAININGS

34

SUBJECT MATTER EXPERTS



**CHARLIE
 MIKE '22**



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FIRST CALL NEWSLETTER

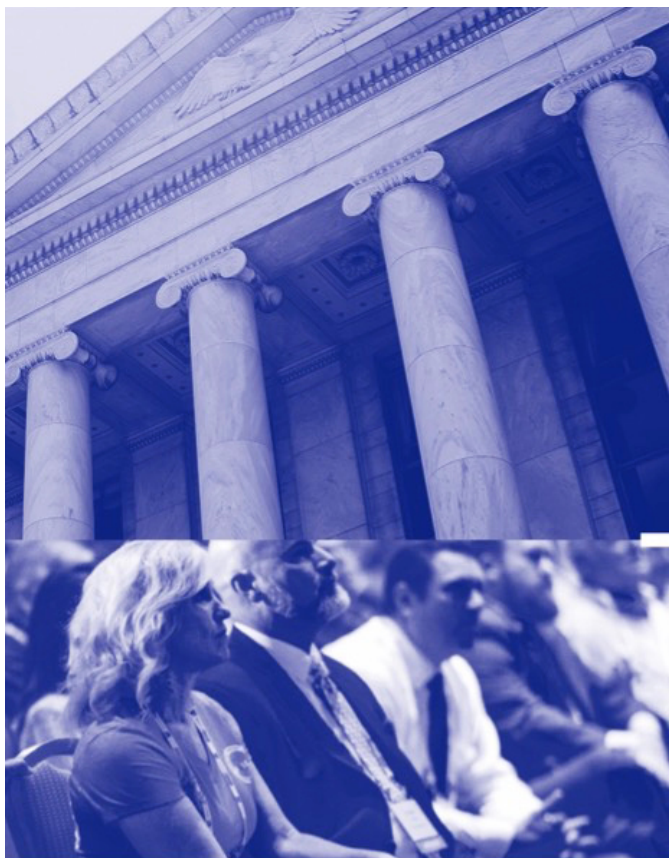
Our award-winning source of Federal Insights for Veteran Small Business GovCons. This publication is distributed mid-month to provide updates on NVSBC legislative initiatives on behalf of Veteran small businesses.

Each monthly edition provide a detailed review of the current legislative actions, our insights on the potential impacts of this legislation on Veteran small businesses serving as federal contractors, and our federal advocacy activities.



47,000+
REACH

15,000+
OPENS



STRATEGY & LEGISLATIVE NEWSLETTER

Our award-winning source of Federal Insights for Veteran Small Business GovCons. This publication is distributed mid-month to more than 47,000 to provide updates on NVSBC legislative initiatives on behalf of Veteran small businesses.

Each monthly edition provided a detailed review of the current legislative actions, our insights on the potential impacts of this legislation on Veteran small businesses serving as federal contractors, and our federal advocacy activities.



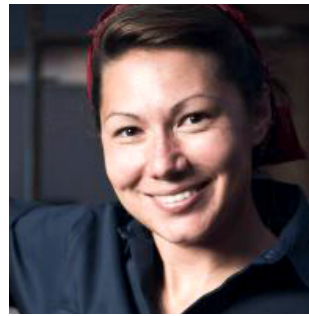
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SCHOLARSHIP PROGRAM

Four service-disabled veteran owned small business owners were welcomed to NVSBC with open arms, a yearlong membership to NVSBC, and free admission & travel to the VETS22 Conference where they were recognized and ensued to make their impact. They participated and contributed to NVSBC programs throughout the year. Since 2007, the NVSBC Scholarship Program has supported and opened doors to newly established veteran business owners who focus as federal contractors or subcontractors.

"It was an honor being a VETS22 Scholarship Awardee last year. NVSBC is a stellar organization! They have demonstrated, time and again, a genuine drive to supporting SDVOSB businesses like mine. They equip you with tons of resources and opportunities to learn and grow, no matter what stage your company is in. The events they organize are also unbelievable! Their senior members show a real interest in trying to help, not like in other industry groups where you hear a lot of lip service. I'm very appreciative of the member community!"

-Jason Valdes
VALTEQ



Carla Stephany
Riveter Construction



Jason Valdes
VALTEQ LLC



Sven Kummelt
se7en Government Solutions
and Consulting



Jason Wadsworth
Veterans Alliance Partners

4

SCHOLARSHIP RECIPIENTS IN 2022

25+

SCHOLARSHIP RECIPIENTS SINCE '07

Former Scholarship Recipients have:

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



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CHARITY GOLF FUNDRAISER

In late August, NVSBC Member Organizations & GovCon supporters joined forces to golf at the beautiful Army Navy Country Club to support their favorite Charity – the NVSBC Education Foundation! More than 130 golfers participated supported by 14 volunteers and staff. Thank you to our generous NVSBC Education Foundation Charity Golf Tournament and Networking Lunch Sponsors!

\$73,000+
RAISED

130+
GOLFERS

35
FOURSOMES

14
VOLUNTEERS

18
SPONSORS

VetsETA

NVSBC 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 will participate. The committee for VetsETA'23 has commitments for speakers from successful veteran sellers and buyers and ETA professionals where they'll share lessons learned, available financing sources, the challenges of accessing capital, and policy plans to boost capital access.



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ADVOCACY

Our Executive Director, Scott Jensen, was formally appointed by the SBA Administrator as a member of the Interagency Task Force on Veterans Business Development (IATF). Additionally, NVSBC is also represented on the Advisory Committee On Veterans Business Affairs (ACVABA). NVSBC partners with Van Scoyoc and Associates to support our coalition advocacy efforts and routinely participates in committee meetings to advocate for SD/VOSB business.

20+

INDUSTRY BRIEFINGS

COMMUNITY NAVIGATOR PILOT PROGRAM

The SBA Community Navigator Pilot Program (CNPP) is designed to reduce barriers for underrepresented and underserved entrepreneurs and improve access to programs and resources they need to recover, grow, or start businesses. Spoke organizations like NVSBC partner with the Institute of Veterans & Military Families to support veterans with training, capital readiness federal contracting and networking. Through the CNPP, NVSBC has provided numerous trainings and 50+ counseling sessions since joining in 2022.



"I very much relied on NVSBC to take the lead on multiple advocacy conversations. NVSBC got involved and helped set up lines of communication – not just with senior leadership but with congressional subcommittees. NVSBC advocacy helped my business."

- Bob Santmyer
Owner, PenBay Media



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VETFEDCONNECT

In 2022, NVSBC invested in key infrastructure (VetFedConnect) to professionalize our member experience and more effectively communicate our events, resources, and opportunities to more than 47,000 in the GovCon community. We launched VetFedConnect in May 2022 to enhance access to critical information & resources and provide our members an ability to access and communicate with critical contacts to grow and sustain their business.

VetFedConnect is a single interface for SD/VOSB's, Federal Agencies, and Large Government Primes to access information, connect, identify partners, communicate with prospective vendors, access training, provide input to influence Federal policy, conduct market research, share information, and more.

VETFEDMATCH

VetFedMatch is NVSBC's flavor of matchmaking. NVSBC's VetFedMatch program creates the conditions with federal prime contractors and SD/VOSB businesses to learn more about each other's respective subcontracting needs and business capabilities with the intention to create a partnership.

In 2022, our VetFedMatch Pilot Program in partnership with Lockheed Martin Corporation (LMCO) offered more than 47,000 SDVOSB/VOSB's an opportunity to provide their capabilities to procurement decision makers across five LMCO business areas for subcontract opportunities. More than thirty businesses matched the capabilities and participated in matchmaking.

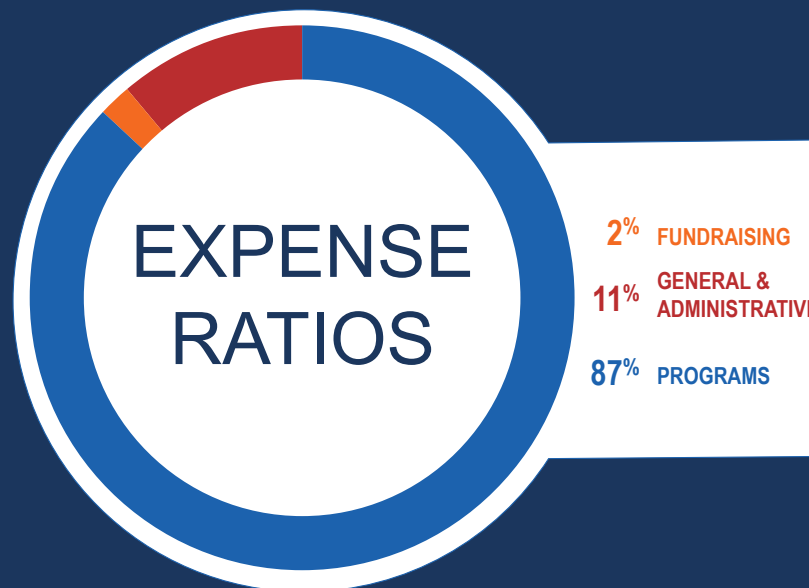


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FINANCE

\$1.2 MILLION
2022 TOTAL REVENUE & SUPPORT

\$1.2 MILLION
2022 OPERATING EXPENSES



This financial picture combines both organizational entities – NVSBC & The NVSBC Education Foundation. At a challenging time for nonprofits due to multiple years of pandemic impact, NVSBC proudly experienced significant financial growth that allowed us to maximize our program support minimizing the potential impacts of the pandemic. We made significant investments in ourselves both from a technology and a human resource perspective to pave the path for our current and future growth. We are grateful for the many donors, funders, and members whose financial contributions allowed us to meet and exceed our programmatic goals for 2022 and ensure we entered 2023 on a very solid financial footing for future mission execution.





From left to right, Ed Tuorinsky, Robert Betters, Al Sowers, Antonio Moscatelli, Cynthia Miracle, Marc Goldschmitt, Nancy Langer, Scott Jensen, Phil Panzarella. Missing from photo: Norris Middleton, William Belknap, Scott Thompson.

BOARD OF DIRECTORS

EDWARD TUORINSKY — *President* | Managing Principal, DTS

CYNTHIA MIRACLE — *Vice President* | President & CEO, MIRACORP

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

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

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

ROBERT BETTERS — President and CEO of RB Consulting, Inc

NANCY A. LANGER — Co-founder, sbLiftOff

MARC GOLDSCHMITT — Goldschmitt and Associates, LLC

ANTONIO MOSCATELLI — CEO of Associated Veterans

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

AL SOWERS — Founder, President, and CEO of OneZero

SCOTT THOMPSON — Founder, President, and CEO of DuraBante LLC

OUR PARTNERS & SPONSORS

We cannot begin to express how critical our partner's financial support is to our Training, Networking, and Advocacy mission and the thousands of veteran-owned small businesses impacted each year. In 2022, the NVSBC received contributions from more than 120 individuals, corporations, foundations, and the government. As a non-profit organization that advances veteran-owned small business efforts, the NVSBC forms strategic alliances with our partners to assist the veteran-owned small business community. We are incredibly grateful to our financial supporters who believe in our mission and demonstrate their generosity and trust in the coalition. Thank you!

VISIONARY (\$25K+)

- ★ Baker Botts
- ★ Community Navigator Pilot Program (Small Business Administration)
- ★ David T. Scott & Associates (DTS)
- ★ Fairfax County ARPA
- ★ JPMorgan Chase & Co.
- ★ MIRACORP
- ★ NewTHINK Solutions
- ★ RB Consulting, Inc (RBCI)
- ★ RSM Federal
- ★ USAA Small Business Insurance

STRATEGIC (\$10K+)

- ★ Associated Veterans
- ★ BAE Systems
- ★ Booz Allen Hamilton
- ★ Document Storage Systems (DSS) Inc. / SBG / King Street Partners
- ★ Management Support Technology Inc. (MSTI)
- ★ Northrop Grumman
- ★ PenBay Technology Group
- ★ Philips NA
- ★ Raytheon
- ★ sbLiftOff

SUSTAINING (\$5K+)

- ★ AccountingDepartment.com
- ★ Boeing
- ★ The Brydon Group
- ★ C3 Integrated Solutions
- ★ Crescent Cities Charities
- ★ General Dynamics Information Technology (GDIT)
- ★ GovTech
- ★ GRF CPA's & Advisors
- ★ IBM
- ★ ManTech
- ★ NaVOBA
- ★ OneZero Solutions
- ★ PingWind
- ★ Pinnacle Financial Partners
- ★ SAIC
- ★ Spahr Solutions Group
- ★ Van Scoyoc & Associates

SUPPORTING (\$1K+)

- ★ 3 Reasons Consulting
- ★ Action Capital Corporation
- ★ AECOM
- ★ AEONRG LLC
- ★ Amentum
- ★ Ball Aerospace
- ★ BH Benefits
- ★ Blake Willson Group
- ★ CACI International Inc.
- ★ The Capital Group
- ★ Capital One
- ★ Central Research Inc.
- ★ Crowe
- ★ Dead Calm Seas
- ★ Drexel Hamilton
- ★ DuraBante
- ★ Dynamic Integrated Services, LLC

SUPPORTING (\$1K+)cont.

- ★ First Bank of the Lake
- ★ GenTech Associates
- ★ Goldschmitt and Associates
- ★ GovContractPros
- ★ Hruckus
- ★ IMSM
- ★ Institute of Veterans & Military Families (IVMF)
- ★ JODER Communications
- ★ KBR
- ★ Kedrion Biopharma, Inc.
- ★ L3Harris Technologies, inc.
- ★ Live Oak Bank
- ★ Lockheed Martin Corporation
- ★ M&T Bank
- ★ Morris, Manning, & Martin, LLP
- ★ Newport News Shipbuilding
- ★ Panzarella Consulting LLC
- ★ Parrot Surety Services
- ★ Parsons
- ★ RQ Construction
- ★ Sandy Spring Bank
- ★ Set Aside Alert
- ★ Shimmick Construction Company Inc.
- ★ Spearpoint Logistics
- ★ Startte
- ★ Strategic Resilience Group LLC
- ★ TargetGov
- ★ Teaming Pro
- ★ TEVET
- ★ Trusted Internet
- ★ Wendroff & Associates
- ★ Wood



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