



FIRST CALL

APRIL 2026

NEWSLETTER

IN THIS ISSUE

Around the NVSBC

Welcome New & Renewed Member Organizations.....	2
Avant Garde.....	4

Thought Article

Veteran-Owned Businesses Don't Need More Visibility—They Need Strategic Positioning.....	5
Calls to Action.....	6
April/May Events Calendar	7

NVSBC Training Corner

NVSBC's Fellowship Program: Expanding Opportunity, Deepening Impact, and Preparing the Next Generation of GovCon Leaders	8
--	---

Development Dispatch

VETS26 Momentum Builds as Sponsorships and Booths Near Sellout.....	9
---	---

Featured Partner Deals

April 2026 Partnership Deals	10
Featured Partner Deal.....	10
Federal Procurement Events.....	10

Other Events

Member Spotlight.....	11
-----------------------	----

Upcoming Events

60 Days until the VETS26 Conference, where Veterans Command Tomorrow!	12
Golfer Registration Open—Secure Your Spot Before We Sell Out	13

NVSBC Board of Directors

Meet Your Board of Directors.....	14
-----------------------------------	----

NVSBC Board of Director's Spotlight

Jason Windsor: Founder, Belli	15
-------------------------------------	----

CEO Corner

From Readiness to Results.....	16
--------------------------------	----

Why SD/VOSBs Must Stay Current with Federal Acquisition Regulation Changes

For SD/VOSBs, success in the federal marketplace depends not only on capability and past performance but also on staying informed about changes to the Federal Acquisition Regulation (FAR), especially with the current Revolutionary FAR (RFO) updates.

Regulatory updates often include changes to eligibility requirements, contracting procedures, compliance obligations, and reporting standards. For SD/VOSBs, these changes may affect certification rules, set-aside opportunities, subcontracting requirements, or evaluation criteria used in source selections. Failing to stay informed can lead to missed opportunities, compliance risks, or even disqualification from certain contracting programs.

Staying current also allows SD/VOSBs to maintain a competitive advantage. Businesses that monitor FAR updates can adjust their proposal strategies, internal policies, and compliance processes ahead of competitors who may be slower to adapt. This proactive approach can improve proposal quality, strengthen audit readiness, and demonstrate professionalism to contracting officers.

Additionally, many FAR changes originate from broader policy shifts aimed at increasing small business participation or strengthening oversight. SD/VOSBs that follow these developments can better understand the government's evolving priorities and align their services accordingly.

Effective strategies for staying informed include subscribing



to acquisition policy updates, monitoring Federal Register notices, participating in procurement training, and maintaining relationships with APEX Accelerators or industry associations, such as NVSBC.

In a highly regulated environment like federal contracting, knowledge is not just helpful – it is essential. By consistently tracking FAR updates, SD/VOSBs can remain compliant, competitive, and well-positioned to take advantage of new contracting opportunities.

By being a member of NVSBC and attending events – DC Metro Dinners, Communities of Interest/Regional Meetings and NVSBC Conferences such as the upcoming VETS26, you have access to professionals that help you stay abreast of changes to the FAR. Attend events. Ask questions. Get answers. Make connections. Succeed!

Robert Santmyer is CEO of PenBay Technology Group, and serves as treasurer on the NVSBC board

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

[Alarine](#)
AnchorPoint Solutions, LLC
[BAA Consulting, LLC](#)
BEAT AI
[BlueCord Opps LLC](#)
[Coastal Guardian Solutions](#)
[Digital Beachhead](#)
[E&R Business Consulting](#)
[Federal Sherpa, LLC](#)
[G4 Services, Inc.](#)
[Georgia-Lina EMS](#)
[Jewel Sanitary Napkins, LLC](#)
[Keating Energy and Facility Advisors, LLC](#)
[Keta Technologies, LLC](#)
[L A Battle Enterprises, LLC](#)
[MERCY RAINE, LLC](#)
[NVS Strategic Solutions](#)
[The Packer Group LLC](#)
[Patricio Systems](#)
[Patrioptix LLC](#)
[Platinum Business Services LLC](#)
[Saint Joseph's University](#)
[Strategic Acquisition Solutions, LLC](#)
[Superior Energy Concepts](#)
[TM3 Solutions, Inc](#)
[TMG The Moore Group, Inc](#)
TransUnion
[Veteran Technology Leaders, LLC](#)
[Veteran Services Company of Florida, LLC](#)
[Warhawk Group Security](#)

Renewed Members

3 Reasons Consulting, LLC
Acu-Elligent
Allied Technologies and Consulting
Alpha Six Analytics
Aquia, Inc
ARGO Cyber Systems, LLC
Avening Management and Technical Services, LLC
Bell Consulting Group, LLC
BellHan Solutions, LLC
CCS IT Pros
Central Research, Inc
Clark Hill, PLC
Concourse Federal Group
Coreonyx Government Solutions, LLC
Crossroads Talent Solutions
CyberLinx Solutions, LLC
Defense Integration Solutions, LLC
DeGraft Systems
DeltaStrac LLC
Drexel Hamilton
Drummond Carpenter, PLLC
E&G Electrical Innovations
Empowered to Prosper Consulting Services, LLC
Entero Emergency Management Consulting, INC (DBA Entero Solutions)
Ethan Solutions, Inc
First Nation Group
FogHill, Inc
Gaither Wren Consulting
Glory to the Lord Investments, Inc (dba Supply Chain Management)
Guideon Education Consulting, LLC
HCG Consulting Solutions
IMBServ
JEMNI, Inc
Kaleidoscope Affect, LLC
Kayak Cyber Government Solutions, LLC
Keystone Benefit Group
Kinas Solutions, Inc
Kingdom Technology Partners
Konvivial, LLC
LaunchTech, LLC
Lawrence & Odom, LLP
LMR Technical Group
MARK-VII ENTERPRISES, Inc
MAVericks Construction
Mills Marine & Ship Repair, LLC
Mind Computing
Mission Dynamic, LLC
momentUS Solutions, LLC
Moore United Construction, Inc
Movement Rx
Navigation Workplace Solutions
Operation Hired
Parsons
Patriot Engineering Company
Patriot MRO Solutions
Posterity Group, LLC
Premier Enterprise Solutions, LLC
Pricus Marine, LLC
Quecon, Inc
Reaves GovCon Group
RJS HR Tech Enterprises Inc (dba The NOLA Group)
RozTech Solution, LLC
SAIC
Santa Fe Power Solutions, Inc (dba Santa Fe Professional Solutions)
Seventh Sense Consulting, LLC
Sorrel Associates
Spahr Solutions Group
Spencer Technology Solutions, LLC
TechnoTraining, Inc
Telecommunications Technical Services
Tenacity Solutions, LLC
Tetra Fields, LLC
The Avery Group, LLC
Total Cyber Solutions, LLC
Truesdell Ventures, LLC
Trust Consulting Services, Inc
US Label & Ribbon GP (dba US Materials Group)
VE Technologies, Inc
Veterans Trading
VPD Government Solutions
Weeghman & Brigg, LLC
Windsor 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.



Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted its Tampa Engagement Dinner on 25 March 2026. Our guest speaker was **Natasha Velez, CECM, CF APMP, CEO & President of NVS Strategic Solutions** and our spotlight was **Atkins Riddick, Founder, Bull Fat LLC**



NVSBC hosted its DC Metro Engagement Dinner on 11 March 2026 presented by **JPMorgan**. Our guest panelist team consisted of **Shannon Jackson, HHS OSDBU** and the **HHS Team**.



Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted its Huntsville Engagement Lunch event on 10 March 2026. Our guest speaker was Scott Semple, Founder & Managing Partner of [NewTHINK Solutions](#) and our spotlight was Michael Schaefer, MBA, PMP, CGO of [OBXtek, Inc.](#)



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Veteran-Owned Businesses Don't Need More Visibility— They Need Strategic Positioning

Across GovCon, veteran-owned businesses often ask the same question: How do we stand out in a crowded market? The answer is rarely “do more marketing.” The answer is to position your expertise where trust is built and buying decisions are influenced.

The most successful veteran-owned firms understand that growth comes from credibility before capability statements. Your SDVOSB or VOSB status may open the first conversation, but your messaging must quickly answer what matters most to agencies and teaming partners: Why you? Why now? Why are you the low-risk, high-value choice?

That starts with disciplined brand alignment. Your website, proposal messaging, LinkedIn presence, conference strategy, and capability statements should all reinforce the same story, your differentiators, your outcomes, and your ability to execute in mission-critical environments.

Just as important, veteran-owned firms must market through education and insight. The companies winning today are the ones sharing lessons learned, operational strategies, risk perspectives, and real-world results that help clients and partners think differently. In GovCon, thought leadership creates trust long before the RFP drops.

For coalition members looking to grow, the opportunity is clear: stop treating marketing as a support function and start using it as a growth engine that strengthens partnerships, accelerates the pipeline, and positions your firm for long-term wins.

GovCon leaders: take a hard look at your current market presence. Is your brand simply visible, or is it actively shaping opportunity? The veteran-owned firms that lead tomorrow are building that position today.



*Joe Alvarez is the
Director of Client Engagement
[DuraBante LLC](#)*

Calls to Action

April 2026

PHILADELPHIA ENGAGEMENT DINNER

WED | APR 15 | 5:30 PM – 8:30 PM ET

HAMPTON ROADS ENGAGEMENT LUNCH

WED | APR 29 | 11:00 AM TO 2:00 PM ET

SAN ANTONIO ENGAGEMENT DINNER

WED | APR 29 | 5:30 PM – 8:30 PM CT

May 2026

HUNTSVILLE ENGAGEMENT BREAKFAST

WED | MAY 6 | 8:30 AM – 11:30 AM CT

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | MAY 13 | 4:00 PM – 8:30 PM ET

DAYTON ENGAGEMENT DINNER

WED | MAY 13 | 5:30 PM – 8:30 PM ET



Communities of Interest

Around the NVSBC (cont.)

April/May Events Calendar

APRIL 2026

M	T	W	R	F	S	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			
Please note: April 29th has two engagement meetings						

MAY 2026

M	T	W	R	F	S	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31
Please note: May 13th has two engagement meetings						

- Engagement Events
- Virtual Training
- Conferences
- Special Events
- Federal Holidays

Click on Event Dates to Link to Online Information.

NVSBC's Fellowship Program: Expanding Opportunity, Deepening Impact, and Preparing the Next Generation of GovCon Leaders

The National Veteran Small Business Coalition (NVSBC) continues to elevate the federal small business ecosystem through its flagship Fellowship Program—a premier national initiative designed to accelerate the readiness, competitiveness, and long-term success of Veteran-Owned Small Businesses (VOSBs), Service-Disabled Veteran-Owned Small Businesses (SDVOSBs), and small business professionals seeking to grow within the federal marketplace.

As the federal contracting landscape evolves, so too does the Fellowship Program. In 2026, NVSBC is launching a strategic restructuring that aligns the Fellowship with five critical industry sectors driving federal mission needs: Aerospace, Construction, Information Technology, Manufacturing, and Professional Services. This evolution ensures that Fellows receive targeted, sector-specific insights while still benefiting from the program's proven national curriculum and community-centered approach.

APPLICATIONS OPEN MAY 1, 2026

NVSBC invites veteran and small business CEO's from across the country to apply for the next Fellowship Cohort Class of 26–27. Whether you are new to federal contracting or ready to scale, the Fellowship Program provides the structure, expertise, and community needed to accelerate your journey.

Applications for the next Fellowship Cohort will officially open via the NVSBC website [Fellowship Program | NVSBC](#) on May 1, 2026.

ADVANCING VETERAN AND SMALL BUSINESS SUCCESS: INSIDE NVSBC'S VIRTUAL TRAINING PROGRAM

The National Veteran Small Business Coalition (NVSBC) continues to strengthen the federal contracting ecosystem through its dynamic Virtual Training Program—a national platform designed to equip Veteran-Owned Small Businesses (VOSBs), Service-Disabled Veteran-Owned Small Businesses (SDVOSBs), and small business professionals with the knowledge, confidence, and connections needed to compete and win in the federal marketplace.

Built on NVSBC's long-standing commitment to education, advocacy, and community, the Virtual Training Program delivers high-impact instruction from seasoned experts across government, industry, and the small business community. Each session is crafted to demystify federal procurement, illuminate agency priorities, and provide actionable strategies that help businesses grow.

CALL FOR SUBJECT MATTER EXPERTS: SHARE YOUR EXPERTISE, SHAPE THE FUTURE

NVSBC is actively seeking Subject Matter Experts (SMEs) to serve as presenters in the Virtual Training Program. This is an opportunity to contribute to a national mission while elevating your own visibility and impact.

If you have insights that can help small businesses navigate and succeed in the federal marketplace, we want to hear from you. Reach out via our website: [Virtual Training](#)



**Marie Myszkier is
a NVSBC Program
Director**

VETS26 Momentum Builds as Sponsorships and Booths Near Sellout



A promotional banner for the VETS26 Conference. The background is a dark, atmospheric image of a city skyline at night, likely New Orleans. The text is overlaid in white and gold. At the top, it says 'REGISTER • SPONSOR • EXHIBIT' in large white letters. Below that, on the left, is a gold-bordered box containing 'VETS 26' in white with a star, and 'CONFERENCE' below it. To the right of this box, 'New Orleans' is written in a gold cursive font. Further right, 'June 1-4, 2026' is written in white. In the bottom right corner, there are two logos: one for 'HOSTED BY' NVSBC (National Veteran Small Business Coalition) and another for 'PRESENTED BY' J.P. Morgan.

Greetings, and happy Spring! A quick note: you'll be hearing from me every other month in the Dispatch going forward, so I'll make it count.

As hard as it is to believe, we are **fewer than two months out from VETS26**, and the momentum is undeniable. Our team is deep in the weeds reviewing speaking proposals, locking in government agency participants, coordinating vendors, approving signage, and, closest to my heart, selling out sponsorships and exhibit booths. As of this writing, fewer than **20 regular exhibit booths remain**, and we're sold out of more than 60% of our sponsorship offerings, with several remaining categories nearly gone.

VETS26 has always delivered, as the networking, educational programming, and engagement opportunities across government agencies, large primes, small businesses, and service providers speak for themselves. But this year we're raising the bar. A new host venue gives us the space to go bigger: we're bringing in high-caliber subject matter experts, forging first-time partnerships, and launching dedicated tracks on commercial growth, all designed to deliver greater value to every attendee, exhibitor, and sponsor in the room.

The conference sells itself. The question is whether your organization will have a seat at the table. With inventory this tight, the window to secure your spot is closing fast! **Reach out today**, at Adelaide.kahn@nvsbc.org, as I'd love to help you find the right fit before the opportunity passes. Learn what opportunities are still available for sponsorship [here](#), and exhibit booth offerings [here](#).

Featured Partner Deals

April 2026 Partnership Deals

NVSBC member organizations can take advantage of benefits where NVSBC has created partnerships that bring value to your business. If you would like NVSBC to consider a partnership with your business, please contact members@nvsbc.org with respective details.

Featured Partner Deal

EXCLUSIVE NVSBC PARTNER 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.

Federal Procurement Events

Grow your business through events provided by agencies within the Federal government including outreach, matchmaking, networking, training, and additional activities. If you have a Federal Procurement Event you'd like NVSBC to consider adding to this page, please contact members@nvsbc.org with respective details.

Member Spotlight

NVSBC Members, share your recent govcon successes with us! We want to celebrate your achievements from the past 6 months, such as awards, public recognition, new contracts, mentor-protégé relationships, new hires (especially veterans), or acquisitions.

**Complete this form to let us know about your triumphs at the [link here](#).
Your successes inspire our community, and we're excited to highlight them!**

CONGRATULATIONS!!!



The NVSBC would like to recognize and celebrate your GovCon success!

Upcoming Events

60 Days until the VETS26 Conference, where Veterans Command Tomorrow!



This year IS different as we are incorporating a broader **commercial focus for pipeline diversification**, bringing new **voices, partners, and pathways**, alongside federal contracting.

Here's what's waiting for you at VETS26:

- 4 Preconference Workshops
- 36 Business Opportunity Sessions
- Matched Networking
- Showcase Theater Presentations
- 6 Master Class Half Day Workshops to close out the week

Each session is led by dynamic panelists, industry SMEs, and federal agency representatives and the small business professionals sitting beside you may share insights that spark your next big move.

We're also excited to share that, in addition to our continued collaboration with The Department of Veterans Affairs, multiple federal agencies have already committed their involvement in VETS26.

Confirmed agency participation includes:

- The Department of War (DOW)
- The Department of Health and Human Services (HHS)
- The National Aeronautics and Space Administration (NASA)
- The Small Business Administration (SBA)
- The General Services Administration (GSA)
- The Department of Energy (DOE)
- The Department of Interior
- U.S. Postal Service

Make the MOST of your conference experience by arriving on Day 1 for Pre-Conference Workshops and stay through Day 4 for Master Class sessions.

Check out the agenda, [download your VETS26 Conference planner](#), and register, exhibit and sponsor at VETS26!

Join us on **June 1st -4th, 2026** at the Hyatt Regency New Orleans in New Orleans, LA at the VETS26 Conference, which is NVSBC's premier annual event focused entirely on GROWING YOUR BUSINESS!

Upcoming Events (cont)

Golfer Registration Open—Secure Your Spot Before We Sell Out



Golfer registration is now open for the NVSBC Education Foundation Charity Golf Tournament, taking place Monday, August 17, at the Army-Navy Country Club in Arlington, VA.

Each year, this event draws professionals from across the industry for a day of networking, competition, and fun—and it sells out quickly. Players can register as individuals or as part of a foursome, but early registration is strongly encouraged as team spots are limited.

Want to guarantee your place on the course? **Sponsorship is the best way to do it.**

A limited number of sponsorships are still available, and many include golfer registrations—making them the only way to lock in a team as demand increases. In addition to securing your spot, sponsorships offer valuable exposure and directly support NVSBC’s educational initiatives.

Don’t wait—this tournament fills up fast every year.

[Register now](#)

[Explore remaining sponsorship opportunities](#)

Join us for one of the most anticipated golf events of the year. Find all details at nvsbc.org/events/nvsbc-ef-charity-golf-tournament.



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



Phillip (Phil) Panzarella
Vice President



Robert Santmyer
Treasurer



Neeraja Lingam
Secretary



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Norris Middleton



Nancy A. Langer



Erica Dobbs



Irene Vaishvila Glaeser



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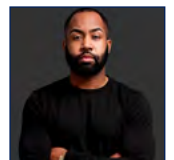
Akinwande Oshodi



Brad Reaves



Jason Windsor



Kamar Perkins

Jason Windsor: Founder, Belli



Q: If you're a business owner, please tell us about your business (name, services, NAICS code, and one accomplishment that you're proud of):

My business is Belli, LLC, a Service-Disabled Veteran-Owned Small Business specializing in strategic Health IT modernization, clinical transformation, and program execution. We operate at the intersection of mission, medicine, and modernization, delivering end-to-end Health IT solutions through Fractional CMIO leadership and strategic technology partnerships. With decades of experience across military medicine and federal healthcare, Belli aligns clinical insight with modern infrastructure to improve usability, compliance, and performance.

Primary NAICS Code: 541611 | Website: www.bellipro.com

Q: Tell us about your journey in government contracting - what inspired you to enter into government contracting?

My journey into government contracting grew naturally from more than 30 years in military service and federal healthcare leadership. As an Army Nurse specialist and senior Health IT executive, I saw how mission-aligned technology and strong acquisition practices directly impact care for Service Members, Veterans, and their Families. Roles such as CMIO, senior acquisition executive, trauma coordinator, and Presidential Nurse showed me the complexity of federal health systems and the need for partners who understand both clinical operations and policy. After retiring, I wanted to continue serving by helping agencies modernize Health IT. Founding Belli allowed me to apply decades of clinical, operational, and acquisition experience with purpose and integrity.

Share a favorite quote that has impacted your life or business?

"Pull the string and it will follow you wherever you wish. Push the string and go nowhere." -- Dwight D. Eisenhower

This quote has sustained me and shaped my leadership style throughout my military and corporate career. To me it visually simplifies how being a team player and "pulling" from the front instead of "pushing" from the rear creates an atmosphere of camaraderie and trust knowing that we are all working together.

From Readiness to Results

April is when preparation begins to pay off in the federal marketplace. Budgets firm up, acquisition teams regain momentum, and opportunities that have been on hold start to move. For veteran owned businesses, this is the moment when discipline and readiness turn into results.

The first quarter tested patience. Delayed awards, shifting priorities, and continued uncertainty required firms to stay focused and adaptable. Those efforts matter—because spring rewards the businesses that stayed engaged rather than waiting for perfect conditions.

Now is the time to move deliberately.

Start by **re-engaging your pipeline**. Reconfirm funding, refresh stakeholder maps, and revisit win strategies to ensure they align with current agency priorities. Assumptions made earlier in the year may no longer hold, and small adjustments now can have an outsized impact later.

Next, **strengthen relationships**. Contracting officers, program managers, primes, and teammates are recalibrating their plans. A timely check in or solution oriented conversation builds trust and positions your firm as a reliable partner when decisions are made.

Equally important, **stay visible and connected**. Engagement is how businesses shape outcomes. Participate in briefings, attend events, share insights, and remain active within the veteran business community. At NVSBC, we remain focused on advocacy, education, and connections that help veteran entrepreneurs compete and grow—and your involvement strengthens that mission.

Success in the federal market has never depended on ideal timing. It depends on preparation, execution, and delivering value consistently.

Spring is here. The market is moving. Stay focused, stay engaged, and lead with solutions.



VETERANS MEAN BUSINESS

A handwritten signature in black ink, appearing to read 'Scott J. ...'.

CEO

NATIONAL VETERAN SMALL
BUSINESS COALITION