



FIRST CALL

FEBRUARY 2026

NEWSLETTER

PRESENTED BY

NVSBC – THE MODEL OF GROWTH AND SUCCESS SUPPORTING VETERANS

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This article briefly discusses my perception of the evolution of NVSBC's commitment in providing dedicated support for both current and prospective members. NVSBC members often introduce me and our company, Management Support Technology, Inc. (MSTI), as the **first company** to join the Coalition when it was formed over ten years ago. That decision has resulted in multiple benefits to MSTI as well as many other Veteran-owned companies over the years.

As the only current Board Member that also served on the original Board, I recognize impressive changes in two major areas. **Programs and Events**, in my opinion, are the two areas where our Coalition has developed the most impressive benefits for the entire Veteran Community

Programs – This area has evolved from a limited number of offerings to a suite of programs specifically designed to help VOSBs and SDVOSBs succeed in the federal marketplace. Key offerings include:

- **Training Academy** – In-person instruction from industry experts, government officials, and contracting educators.
- **Consultations** – Free one-on-one business



development consultations from seasoned federal contracting consultants.

- **Matched Networking** – Virtual networking platform connecting prime contractors with veteran-owned businesses.
- **Fellowship Program** – A nine-month intensive cohort experience aimed at strengthening regional veteran business ecosystems.

Specific details are highlighted – nvsbc.org/programs

Events – NVSBC-sponsored events have evolved from one annual event to a wide range of national and regional events designed to help veteran-owned small businesses grow in the FedCon space:

Continued on next page

Lead Article (cont)

NVSBC – THE MODEL OF GROWTH AND SUCCESS SUPPORTING VETERANS (cont)

- **Engagement Events Across Multiple Cities**
 - Lunches, dinners, and training sessions with networking, and presentations by industry leaders, federal officials, and prime contractors.
- **National Events**, including the annual multi-day VETS Conference and the Awards Gala, recognizing federal agencies and prime contractors supporting veteran owned small businesses.
- **Regional Engagement Events** – In locations such as Colorado Springs, Dayton, Hampton Roads, Huntsville, San Diego, and Tampa,

Specific details are highlighted – nvsbc.org/events

NVSBC delivers exceptional value to Veteran Owned Small Businesses and small business professionals. The call to action here is easy and the return on your investment is immediate and meaningful: Stay

connected to NVSBC, become a Member TODAY, and be a part of an organization whose mission is to Empower Veteran Owned Small Businesses in the Federal Contracting ecosystem to succeed by providing training, engagement, and advocacy at all stages of a company's lifecycle.

Scott Jensen, Zack Armstrong and the highly efficient professional NVSBC Staff have achieved major accomplishments and will continue to take NVSBC to new Service levels for the Veteran Community.

Norris Middleton is the President & CEO of MSTI



REGISTRATION FOR VETS26 IS OPEN AND SPONSORSHIPS AND EXHIBIT BOOTHS ARE AVAILABLE NOW!

Dynamic speakers and panelists who can help small businesses grow their business are invited to submit proposals by **27 February**.

Visit the VETS26 website.

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

Aneservices, Inc.	Fox-ESA JV, LLC
Big Ferd LLC	Genesis 360, LLC
Binara Strategic Resources LLC	InSync Consulting Services, Inc.
Brainstorm Technologies	iVisionTec, LLC
C Infinity Solutions	Key to Victory Strategies, LLC
Compliant Tek LLC	Lambert Financial
CoreTetra Consulting	LBL Strategies
Delta Saber Inc.	Semper Sozo Inc.
Diverse Solutions Group	Technical Assent
EMN Construction, LLC	The G2 Consulting Group
Evanhoe & Associates, Inc.	VETURON LLC
Federal Business Solutions LLC	
dba Lightning Dome Protectors	



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.



Renewed Members

1TechJV, LLC	Logos BZ LLC
42 United Government Services, LLC	Management Support Technology Inc. (MSTI)
Acquisition Experts, LLC	Marieke Consulting, Inc.
AECOM	MIG GOV LLC
ANI Defense Services	MIRACORP, Inc
BackOfficeVets	MTCG
Bancroft Capital	NATIONAL CONSULTING PARTNERS, LLC
Black Fox	Nbits Analytics
Blackberg Group	NetCentric Alliance LLC
Blue Phoenix	NorthStar Consulting Group
CACI International Inc	OpenVu
Caladwiche Consulting	Patrick Miller Construction, Inc.
CGH Global, LLC	Patriot Strategies, LLC
Cherry Bekaert	Prometheus Federal Services
Civility Management Solutions	QED Enterprises, Inc.
Code of Support Foundation	Redwolf Consulting Partners LLC
Connected Logistics	SAG Corporation
CriticalWave Energy Solutions	Solvet Services
Cruzer LLC	Spartan Shield Solutions
Cuna Supply LLC	Strategic Resilience Group LLC
Dean& Associates LLC	Summit Strategy
Document Storage Systems (DSS), Inc	Technical & Project Engineering, LLC (TAPE)
DuraBante LLC	TEVET, LLC
Dynamic Government Resources, LLC	The Charles Stark Draper Laboratory, Inc.
Eleven09, LLC	The Joachim Group
Engineering Services Network, Inc	The Silverback Troop, LLC
Farfield Systems Inc	TJFACT, LLC
Fluor	TTG Solutions Inc.
Fully Promoted Bethesda	VENTUS Solutions
Grace & Associates LLC	Veterans Management Services, Inc
Holocom Inc.	Victor12, Inc.
Hous4gens LLC	Walker Training and Consulting
HS Financial Group, LLC	Warrior Solutions LLC
IQ Sig LLC	Z-TECH Solutions, LLC
JBN Corporation	
JDM Associates	
KCL Engineering LLC	
Krilla Kaleiwahea Native Hawaiian Organization	
KSA Integration	

Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted its DC Metro Engagement Dinner, presented by [PilieroMazza, PLLC](#) and our Training Academy, sponsored by [AEONRG, LLC](#) with Trainer, [Clairesse Jackson](#), Small Business Program Manager, [Mission Technologies](#), a division of HII on 14. January 2026. Our panelist speakers were [Scott Semple](#), Founder, Managing Partner, [NewTHINK Solutions](#), [Isaias "Cy" Alba, IV](#), Partner, [PilieroMazza](#), and [Robert Burton](#), Partner, [Crowell & Moring LLP](#)



2026 GAUGE REPORT SURVEY

For a decade, Unanet and CohnReznick have partnered with GovCon leaders like you to deliver one of the industry's most trusted benchmarking studies.

As CohnReznick prepares the 2026 GAUGE Report, we invite you to add your voice and help shape insights across key areas, including compliance, accounting, utilization, growth, and efficiency. Your anonymous responses—collected by an independent research firm, Carbon Design—help GovCons of all sizes evaluate performance and plan with confidence.

[Take the survey.](#)

Around the NVSBC (cont.)

Calls to Action

February 2026

HAMPTON ROADS ENGAGEMENT LUNCH

WED | FEB 4 | 11:00 AM – 2:00 PM ET

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | FEB 11 | 4:00 PM – 8:30 PM ET

COLORADO SPRINGS ENGAGEMENT DINNER

WED | FEB 11 | 4:30 PM – 7:30 PM MT

DAYTON ENGAGEMENT BREAKFAST

WED | FEB 18 | 8:00 TO 10:30 AM ET

FINANCE SYMPOSIUM

WED | FEB 25 | 8:30 AM – 3:30 PM ET

March 2026

HUNTSVILLE ENGAGEMENT LUNCH

TUE | MAR 10 | 11:00 AM – 2:00 PM CT

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | MAR 11 | 4:00 PM – 8:30 PM ET

TAMPA ENGAGEMENT DINNER

WED | MAR 25 | 5:30 PM – 8:30 PM ET

Communities of Interest



Around the NVSBC (cont.)

February/March Events Calendar

FEBRUARY 2026

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

MARCH 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					



Engagement Events



Virtual Training



Conferences



Special Events



Federal Holidays

Click on Event Dates to Link to Online Information.

NVSBC Training Corner

The 8(a) Landscape SDVOSBs Must Know in 2026

The federal contracting environment has shifted dramatically, and the SBA's 8(a) Program is undergoing the most intense scrutiny in its history. Federal News Network reports the program is "in a fight for its life" as lawsuits, congressional pressure, and executive branch actions converge.

A major driver of this shift is **the removal of the racial presumption of social disadvantage**, following a federal court ruling in *Ultima Services Corp. v. USDA*, which forced SBA to require all current 8(a) firms who relied on the presumption to reestablish eligibility through personal narratives. By January 2026, SBA formally adopted a **race neutral standard**, declaring the presumption unconstitutional and shifting eligibility to individualized assessments.

At the same time, SBA launched unprecedented oversight. In December 2025, SBA ordered all 4,300 8(a) firms to submit three years of financial records. More than 1,000 firms failed to comply, resulting in immediate suspension. Nearly 25% of the program, representing more than five billion dollars in federal payments since 2021. A DOJ investigation also uncovered a \$550M fraud scheme, triggering a multi agency, 15 year audit of 8(a) contracts.

Regulatory changes are also reshaping opportunities. A 2025 FAR update allows agencies to move follow on work out of the 8(a) Program and into SDVOSB, HUBZone, or WOSB set asides **without SBA approval**, expanding competitive access for SDVOSBs. Meanwhile,

the Department of Defense is reviewing all 8(a) and small business awards over \$20M for mission criticality, pricing, and pass through risks, with the possibility of cancellations or reassignments.

Politically, the SBA reduced the federal Small Disadvantaged Business goal from 15% back to 5%, and admitted only 65 new 8(a) firms last year compared to more than 2,200 under the previous administration. Senior officials have also publicly criticized the 8(a) program as discriminatory, signaling further tightening.

What this means for SDVOSBs:

Because 8(a) pathways are contracting, heavily scrutinized, and in some cases paused or reassigned, SDVOSBs now have an expanded opening. More follow on work can shift from 8(a) to SDVOSB set asides, more competed opportunities are emerging, and agencies are actively looking for "lower risk" socioeconomic categories.

This is a moment for SDVOSBs to **lean in, position strategically, and capture contracts being redistributed across the federal landscape.**

Your Next Step

Strengthen your federal strategy, build a compliant posture, and capture reallocated opportunities.

Book a consultation with the NVSBC team today:

<https://nvsbc.org/programs/consultations/>



John Cochran is the Consulting Manager at NVSBC

When Support Becomes Strategy

If you've been following my monthly dispatches, you may have noticed a pattern: highlighting sponsorship opportunities, demonstrating funding needs, and thanking our supporters. It might seem cyclical (perhaps even redundant) but these efforts are critical to sustaining the work we do every day. They ensure we can deliver high-quality programming to small business professionals while maintaining the agility to provide resources that are relevant, timely, and tailored to your evolving needs.

The start of this year has been anything but dull. Between changes to the 8(a) program, freezing temperatures across much of the country (except, apparently, my hometown of Los Angeles, which is enjoying a heat wave), and a narrowly averted government shutdown, the landscape has shifted rapidly. I'm mindful that during times like these, many of you need to reprioritize to ensure your business's viability and sustainability, and therefore I don't take lightly the decision to ask for your support.

That said, every sponsorship opportunity we offer is designed with mutual benefit in mind. When you partner with us, you're not just supporting our mission, you're increasing your visibility, forging new connections, and advancing your business interests within a community of engaged peers and decision-makers. With every event, outreach effort, and engagement we create, we ask ourselves: *How can we give the most back?*

Much like you, we're prepared to pivot, welcome feedback (even criticism!), and develop new opportunities that resonate. Our commitment is to ensure that your investment, whether financial, participatory, or both, delivers real value while

helping us continue to serve the small business community with excellence.

Thank you for being part of this journey. Your partnership makes all the difference. If you're interested in seeing how to further your engagement, you're welcome to view our 2026 Sponsorship Packet [here](#).

Featured Partner Deals

February 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!***

Other Events (cont)

2026 Finance Symposium!



The banner features a red background with a white triangle on the left. Inside the triangle, the text "Finance Symposium" is written in a large, bold, white sans-serif font. Below this, "The Fuse at Mason Square" is in a smaller white font, followed by "HOSTED BY" and the NVSBC logo. The logo is circular with a blue border containing the text "National Veteran Small Business Coalition" and "NVSBC" in the center. To the right of the triangle, the date "February 25, 2026" and time "8:30 AM – 3:30 PM" are listed in white. Below the date, the theme "Simplifying Finance for Small Business Professionals" is written in a white serif font. On the right side of the banner, there is a photograph of several men in suits shaking hands at a networking event.

If you're looking for strategies to stay financially resilient, protect and grow your wealth, and strengthen your business in today's market, the **2026 Finance Symposium** is the place to be.

Our lineup of financial SMEs will deliver high-impact insights through Master Classes, Fireside Chats, and Panels, with topics including:

- Staying Financially Resilient in Challenging Times
- Planning Your Exit Strategy and Adjusting Along the Way
- Protecting and Growing Wealth with Smart Insurance Planning
- Mastering Accounting & Tax Planning Like a Pro

You'll also gain expert guidance on capital readiness, financial planning, and long-term growth strategies + plus much more.

Hosted by the National Veteran Small Business Coalition (NVSBC), join us **Wednesday, February 25, 2026, at the Fuse Center, George Mason University Arlington Campus.**

Sponsorship opportunities are still available, and

Matched Networking is filling quickly and designed **exclusively for SD/VOSB professionals** seeking meaningful connections with Finance Service Providers and subject matter experts in the financial sector.

This is an **in-person-only event**. Register or sponsor using the buttons below.



Other Events (cont)

NVSBC Golf Tournament Returns August 17, 2026



Get ready to mark your calendar—the NVSBC Education Foundation Charity Golf Tournament is back on **Monday, August 17, 2026**, at the Army-Navy Country Club in Arlington, VA.

This annual favorite brings together leaders from across government and contracting for a full day on the greens in support of education and opportunity.

Year after year, this tournament has sold out—often well ahead of schedule—making early planning essential. Sponsorship opportunities open on March 2, with multiple levels offering premium visibility, networking, and guaranteed golf spots. It's one of the most effective ways to support the mission while gaining exposure among key decision-makers.

Player registration opens April 1, and golfers can once again expect a top-tier experience. Participants will enjoy 18 holes of golf with a shared cart, breakfast, on-course beverages and snacks, a buffet lunch, sponsored gifts, and a few exciting surprises along the way.

Visit the event [website](#) for details and updates—we look forward to seeing you on the course.

2026 Charity Golf
Tournament Website

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



William J. Belknap, Sr.



Norris Middleton



Nancy A. Langer



Erica Dobbs



Irene Vaishvila Glaeser



Tim Ross



Scott Thompson



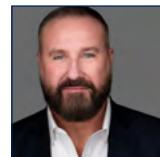
Dr. Robin Desmore, PhD



Akinwande Oshodi



Brad Reaves



Jason Windsor



Kamar Perkins

NVSBC Board of Director's Spotlight

Kamar Perkins: Founder & President, Protech Consulting Group



Q: Why did you join the NVSBC Board of Directors?

A: I joined the NVSBC Board because I believe veteran owned businesses deserve more than access. They deserve advocacy, strategy, and a real seat at the table. NVSBC plays a critical role in bridging the gap between veteran entrepreneurs and decision-makers, and I wanted to contribute my experience in governance, federal contracting, and business growth to help strengthen that mission.

Q: Tell us about your journey in government contracting. What inspired you to enter the space?

A: My journey into government contracting was driven by service continuity. After my military career, I saw firsthand how disconnected innovation and execution could be inside federal systems. I founded

Protech Consulting Group to help agencies modernize responsibly while creating pathways for veteran-owned firms to compete, scale, and deliver real mission impact.

Q: Based on your experience, what are the biggest opportunities and challenges for veteran-owned businesses today?

A: The biggest opportunity is alignment with long-term agency modernization priorities like cybersecurity, data, and digital transformation. The biggest challenge is sustainability. Too many veteran-owned firms chase one-off wins instead of building repeatable pipelines, strong teaming strategies, and operational maturity. The firms that invest early in credibility, partnerships, and compliance will be the ones that last.

Ready for Spring: Steady Progress, Stronger Together

February is often when planning turns into execution—and this year, that transition comes with the lingering impacts of a federal shutdown. Backlogs, delayed awards, and shifting priorities are real. But veteran-owned firms have never been defined by perfect conditions; we're defined by how we respond.

Use this month to control what you can. Re-check your pipeline and revalidate every opportunity: confirm funding status, refresh your capture plan, and tighten your pricing assumptions. Protect cash, communicate with your team, and keep proposals moving where possible. Invest in readiness: update capability statements, ensure reps/certs are current, and document past performance wins while they're fresh. Strengthen relationships, too—reach out to contracting offices, primes, and teammates with a simple question: "How can we help you succeed when the lights come back on?"

Most importantly, stay connected to the community. NVSBC will continue to share timely updates, advocacy priorities, and practical resources through FirstCall, briefings, and events. The federal marketplace remains vast, and it remains committed to veteran entrepreneurs.

If you stay agile, deliver value, and lead with solutions, you'll be positioned to move quickly when activity accelerates. Let's keep building—together.

— Scott Jensen, CEO, NVSBC



Scott Jensen
CEO, NVSBC