



FIRST CALL

JANUARY 2026

NEWSLETTER

PRESENTED BY

Acceptance, Commitment, and Action: Your Path to Success in '26

IN THIS ISSUE

Around the NVSBC

Welcome New & Renewed Member Organizations.....	3
Calls to Action.....	7
January/February Events Calendar	8

NVSBC Training Corner

NVSBC Launches Expanded Finance Symposium for 2026, Marking a New Era in Capital Readiness.....	9
Finance Fundamentals for Federal Contracts:	11
What Every Business Owner Must Know.....	11

Development Dispatch

Building Bridges: Celebrating Our Fellowship Program Sponsors.....	12
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Featured Partner Deals

January 2026 Partnership Deals ...	13
Federal Procurement Events.....	13

Featured Thought Leadership

Resilience Is the New Differentiator: How Small Veteran-Owned Businesses Compete with Big Primes	14
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Other Events

Member Spotlight.....	15
Lou Lowenkron Commitment to Veterans Excellence Award	16
Only 48 days left until the 2026 Finance Symposium!.....	17
NVSBC in the Community	18
NVSBC Board of Directors	
Meet Your Board of Directors.....	19

My wife is a psychologist. While that likely tells you more about me than it does about her —my poor attempt at humor—I share this because I've benefitted immensely from her guidance and discipline. Over the years, insights from her profession have shaped how I lead and serve as a parent and partner, in my community, and through NVSBC. One psychological theory that resonates with me is Acceptance and Commitment Therapy (ACT). While you can Google or ask AI for details, here's why it matters for you as part of the small business community in 2026.

ACT emphasizes several powerful ideas and ultimately aims to build psychological flexibility, allowing people to thrive under stress.

- Changing your relationship with thoughts and feelings—accepting unwanted thoughts and feelings as natural responses to uncertainty rather than resisting or trying to control them.
- Cognitive diffusion – learning to see thoughts as words/images, not absolute truths, loosening their power.



- Committed action—setting goals and taking concrete steps guided by your values, even when discomfort arises.

Sound familiar? It's exactly what many successful entrepreneurs do every day. Small Business leadership & Government contracting can be frustrating and invoke paralyzing anxiety, leading to delayed action. But accepting the stress and anxiety brought on by the current marketplace will allow you to commit to action by reconnecting with your core values and organizations' mission and letting them guide your actions. Even when the process feels overly burdensome, keep submitting proposals, networking, seeking mentorship, and refining your business plan regardless of

Continued on next page

Lead Article (cont)

Acceptance, Commitment, and Action: Your Path to Success in '26 (cont)

temporary setbacks. Values-driven action builds resilience, and resilience is how you win.

At NVSBC, we serve tens of thousands of small business professionals across all stages of growth. Through regional events, consultations, the Fellowship Program, and more, we listen, learn, and guide. We provide resources, best practices, and referrals to help you solve your next challenge and move forward with confidence.

Acceptance and commitment aren't just therapy concepts—they're the keys to taking action & thriving in 2026. Join NVSBC in 2026 as you invest in yourself and your business!

- Register for our Finance Symposium (2/25/26)
- Register for VETS26 (6/1/25 – 6/4/26), the premier small business conference.

- Join NVSBC Membership for exclusive resources and advocacy.
- Engage in Programs and Consultations that position you for success.
- Register for Regional Events in 9 markets across the country to build and support your community and learn best practices to succeed.
- Support Our Work to strengthen the voice of veteran-owned businesses nationwide.

Zack Armstrong
Chief Operating Officer
National Veteran Small Business Coalition



Attend the **Finance Symposium**

The Fuse at Mason Square
Arlington, VA

HOSTED BY

NVSBC

February 25, 2026

*Simplifying Finance for
Small Business Professionals*

NVSBC.org/events

QR code

A photograph of several men in suits networking at a conference.



VETS 26
CONFERENCE

Save the Date

New Orleans

June 1-4, 2026

HOSTED BY

NVSBC

PRESENTED BY

J.P. Morgan

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

Bennett Global Strategies	Grid Square Holdings LLC
Bravia Services	Intelic Global
BrennSys Technology LLC (BrennSys)	MARRS Group LLC
DAR Partners LLC	Thanh Huu Nguyen LLC
DRI, Inc.	VSS Logistics
Force Protect Security Consultants	



Renewed Members

A2E Digital Solutions LLC	Outreach Centers
Advanced Program Analytics, LLC	Panzarella Consulting LLC
AEONRG, LLC	Parrot Surety Services LLC
Agile Vector, LLC	Pathfinder Consultants, LLC
ANASEC, Inc.	Potomac Bank, Inc. (Bank of Charles Town)
Anderson Engineering of Minnesota, LLC	Privateer It LLC
C&W Consulting LLC	Proxity-EC
Concurrent Technologies Corporation	Saisho LLC
Corps Medical Supply	SDV Office Systems, LLC
DAE Management Services LLC	SECPRO, LLC
Deborgem Enterprises	Shellback Construction, LLC
EGA Associates, LLC	SHEPRA, Inc.
Fluet	Special Investigations Limited Company
Fulcrum Enterprises, LLC	SteerBridge
Gsec LLC	SVT Solutions Inc DBA Procurity. AI
I-2-I Solutions, Inc.	T12 Technologies, LLC
InterFuze Corporation	TRIDENT 11, LLC
ITL Solutions LLC	VBOC Pathway Lending
Korvi LLC	VBOC University of Texas Rio Grande Valley
LaikenBruce LLC -	VSINGH CPA LLC
M&T Bank	Wander Staffing
Minerva 6 Group	WPT Corporation
MSG Industries LLC	
New Mexico Veterans Business	

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 DC Metro Engagement Dinner, presented by RBCI & Training Academy with Trainer, Chanel Bankston-Carter, Acting Executive Director of VA OSDBU & VA OSDBU Team on 3 December 2025. Our Guest speaker panelists were Phillip Christy, Chief Acquisition Officer, VA, Chris Parker, Deputy Chief Acquisition Officer, VA and Joseph P. Maletta, Acting Executive Director, VA.



NVSBC hosted its Philadelphia Engagement Dinner, presented by J.P. Morgan on 4 December 2025. Our Guest speaker was David A. Africano, Information Systems Security Manager, DTS.



Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted its San Antonio Engagement Dinner, presented by J.P. Morgan on 17 December 2025. Our Guest speaker was Rich Earnest, Partner, Earnest Consulting Group.



NVSBC hosted its Tampa Engagement Dinner, on 17 December 2025. Our Guest speaker was Justin Cole, MBA, Operations & Strategy Executive (VA) & University of Tampa.



Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted its San Diego Engagement Dinner, presented by Bank of America on 10 December 2025. Our Guest speaker was Michael LeJeune, Partner, RSM.



Around the NVSBC (cont.)

Calls to Action

January 2026

DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | JAN 14 | 4:00 PM – 8:30 PM ET

HUNTSVILLE ENGAGEMENT LUNCH

WED | JAN 28 | 11:00 AM – 2:00 PM CT



THE TIME IS ALWAYS
RIGHT
TO DO WHAT IS
RIGHT
Martin Luther King Jr.

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 AM – 10:30 AM ET

FINANCE SYMPOSIUM

WED | FEB 25 | 8:30 AM – 3:30 PM ET

Communities of Interest



Around the NVSBC (cont.)

January/February Events Calendar

JANUARY 2026

M	T	W	R	F	S	S
				2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
	20	21	22	23	24	25
26	27	28	29	30	31	

FEBRUARY 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
Please note: February 11 has two engagement meetings						

 Engagement Events
  Virtual Training
  Conferences
  Special Events
  Federal Holidays

Click on Event Dates to Link to Online Information.

NVSBC Launches Expanded Finance Symposium for 2026, Marking a New Era in Capital Readiness

The National Veteran Small Business Coalition (NVSBC) is kicking off the new year with a major evolution in its financial education programming: the inaugural NVSBC Finance Symposium, a broadened, comprehensive successor to the 2025 Veterans Access to Capital Symposium. The shift reflects the rapidly changing financial landscape facing business owners as they navigate both federal contracting and commercial growth opportunities.

A Broader Mandate for a More Complex Market

While the 2025 Veterans Access to Capital Symposium focused on helping veteran entrepreneurs understand traditional financing—loans, lines of credit, and SBA-backed instruments—the 2026 Finance Symposium widens the aperture significantly. This year's event brings together lenders, private equity leaders, and financial strategists to address the full spectrum of capital challenges facing GovCon firms.

The expanded agenda reflects a key reality: businesses are increasingly operating in hybrid markets where federal contracting, commercial innovation, and private investment intersect. The new symposium is designed to meet that moment.

From "Access to Capital" to "Financial Strategy"

The 2025 event centered on one core question: How do veteran entrepreneurs secure the capital they need to start or grow their businesses?

The 2026 symposium asks a more strategic one: How do business owners build resilient, long-term financial architectures that support scaling, compliance, and competitiveness in federal markets? Key differences include:

New Tracks for a New Era

The 2026 symposium introduces several new content tracks designed to meet the needs of the GovCon business ecosystem. Below are a few highlights:

- GovCon Financial Readiness: Staying financially resilient in challenging times; Coordinating personal & business finances without confusion; How to build your dream advisory team.
- Investment & Growth Capital: Know when it's time to ask for capital; Exploring private equity, venture capital, and strategic investment.
- Acquisition & Exit Planning: Buy a business: entrepreneurship through acquisition; Plan your exit strategy and adjust along the way.
- Accounting & Tax Planning: Master accounting and tax planning like a pro.

A More Interactive, Hands-On Format

Unlike the 2025 symposium, which leaned heavily on panel discussions, the 2026 Finance Symposium incorporates:

- Financial how-to's for participating businesses
- Master classes, Fireside chats, and Panel discussions
- Matched networking sessions connecting firms with lenders and financial & GovCon professionals

This shift toward applied learning mirrors the needs expressed by NVSBC members, many of whom are seeking not just information but actionable guidance. The Finance Symposium is designed to ensure entrepreneurs are not just accessing capital but using it strategically to compete and thrive.

Continued on next page

NVSBC Launches Expanded Finance Symposium for 2026, Marking a New Era in Capital Readiness (cont)

A Strengthened Platform for GovCon Entrepreneurs

The 2026 Finance Symposium represents more than a rebranding effort; it signifies a substantive shift in how support is delivered to the nation's GovCon business sector.

By transitioning from a capital-access event to a comprehensive financial strategy symposium, NVSBC is affirming a broader and more strategic commitment: to equip entrepreneurs with the analytical frameworks, financial tools, and high-value relationships necessary to build sustainable, scalable enterprises within an increasingly competitive federal marketplace.

*Marie Myszkier
is the Director of
Training at NVSBC*



Finance Fundamentals for Federal Contracts: What Every Business Owner Must Know

Securing a federal contract is a major opportunity, but financial readiness is non-negotiable. Start with **strategic planning and budgeting** that accounts for long payment cycles under the **Prompt Payment Act**, which generally allows 30 days for invoice settlement. Build cash flow models that anticipate delays and consider financing options like progress or performance-based payments to maintain liquidity throughout the project.

Pricing is equally critical. Under **FAR Part 15**, contracting officers must determine prices to be "fair and reasonable," often requiring detailed cost analysis if competition or commercial pricing data is insufficient. For awards above **\$2.5 million**, certified cost or pricing data may be mandatory, so document your estimating methods and maintain transparency. Align your accounting system with **GAAP** and, when applicable, **Cost Accounting Standards (CAS)**, ensuring segregation of direct and indirect costs and readiness for audits under **SF 1408**.

Finally, compliance extends beyond invoicing. Use platforms like **PIEE/WAWF** for accurate electronic submissions and prepare for Incurred Cost Submissions within six months of fiscal year-end. Explore tax advantages such as the **R&D credit**, which now



*John Cochran is the
Consulting Manager at
NVSBC*

requires project-level detail, and implement robust risk management tied to **FAR Part 46** quality standards. In short, financial readiness, budget discipline, compliant pricing, system adequacy, and proactive tax planning, is the cornerstone of success in the federal marketplace.

Join Us at the Finance Symposium

Ready to take your financial strategy to the next level? Don't miss the **NVSBC Finance Symposium in February 2026**, where industry experts and government leaders share insights on budgeting, compliance, pricing, and risk management for federal contractors. This event is your opportunity to network, learn best practices, and position your business for success in the government marketplace.

Register now at nvsbc.org/events/finance-symposium.



Development Dispatch

Building Bridges: Celebrating Our Fellowship Program Sponsors

The NVSBC Fellowship Program represents more than training. It's about building lasting connections that transform veteran small business owners into confident, capable competitors in the federal marketplace. This nine-month intensive journey pairs emerging VOSBs and SDVOSBs with established GovCon leaders, creating regional ecosystems of support that extend far beyond program completion.

We're honored to recognize the sponsors whose commitment makes this transformative program possible.

Boeing serves as our Presenting Sponsor, demonstrating exceptional leadership in advancing veteran entrepreneurship. Their support enables us to expand our reach across nine regional locations, ensuring that veteran business owners facing barriers to federal contracting have access to the mentorship and resources they need to succeed.

Our Regional Sponsors – PilieroMazza PLLC, M&T Bank, Bank of America, and 1DigitalSpace LLC – each play a vital role in strengthening local veteran business communities. Their investment allows us to deliver both in-person and virtual experiences that bring Senior Fellows and Fellows together, fostering the personal connections that make our program uniquely effective.

Through this partnership, we're able to provide a tailored curriculum covering procurement strategy,

business readiness, and financial management – essential knowledge delivered through the authentic guidance of those who've navigated these waters successfully. Senior Fellows, drawn from our network of accomplished VOSB and SDVOSB owners and GovCon experts, share not just their expertise but their personal experiences, challenges, and hard-won insights.

For Fellows, many with established businesses but limited federal contracting experience, this program opens doors that might otherwise remain closed. The relationships built here create support networks that persist long after the program concludes, knitting together a stronger, more resilient veteran business community nationwide.

To Boeing, PilieroMazza, Bank of America, 1DigitalSpace, and M&T Bank: your sponsorship doesn't just fund a program, it invests in the futures of veteran entrepreneurs and strengthens the entire federal marketplace. Thank you for believing in this mission and standing with those who have served. For those interested in sponsoring a Fellowship Cohort, please feel free to contact me directly at Adelaide. kahn@nvsbc.org.



BOEING



Featured Partner Deals

January 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.

Featured Thought Leadership

Resilience Is the New Differentiator: How Small Veteran-Owned Businesses Compete with Big Primes

Small businesses often assume resilience is something only large primes can afford. They picture teams of planners, thick binders, and expensive consultants. In reality, resilience has become one of the most practical competitive advantages a veteran-owned small business can develop.

In today's federal contracting environment, buyers don't just evaluate capability, they evaluate reliability. When disruption hits, contracting officers and primes want to know one thing: **Can this company still deliver?**

That's where resilience becomes a differentiator.

Since COVID, we've been operating in a near-constant state of disruption, without the recovery pauses we once relied on. Events that used to feel like "black swans" now arrive back-to-back, compounding rather than resolving. The "new normal" has federal agencies and primes operating amid workforce volatility, cyber and physical disruptions, supply-chain instability, and increased scrutiny on contractor performance.

While compliance frameworks like CMMC, NIST, and ISO are important, they don't answer the operational question agencies care about most: **What happens if something goes wrong tomorrow?**

Big primes often answer that with scale. Small businesses must answer it with **discipline**.

Veteran-owned small businesses don't need 200-page plans or full-time resilience staff. They need the basics done well:

- A short list of critical business functions
- Clear downtime and recovery thresholds
- Simple continuity strategies tied to real operations
- An incident response structure that reflects how the company actually works

In teaming arrangements, this matters. Primes want subcontractors who won't disappear when pressure mounts. Resilient enterprises build trust, and trust wins work.

Veterans understand readiness instinctively. We don't plan because we expect failure. We plan because outcomes depend on it.

Resilience isn't just about anticipating disruption. It's about building the capacity to withstand it and emerge stronger because of it.

As small veteran-owned businesses compete with big primes, resilience isn't merely a cost to absorb. In today's environment, resilience is the new differentiator and the force multiplier that levels the playing field.



Amy E. Bennett
VP, Business Resilience
DuraBante

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)

Lou Lowenkron Commitment to Veterans Excellence Award

The National Veteran Small Business Coalition has been awarded the 2025 **Lou Lowenkron Commitment to Veterans Excellence Award** by the [Dixon Center for Military and Veterans Services!](#)

This award recognizes NVSBC's national leadership and sustained impact in supporting veteran entrepreneurs and their families.

The award was presented during the Dixon Center's annual Center for Military and Veterans Services Holiday Reception and Awards Ceremony, held at Civic Hall in New York City and attended by more than 100 guests, veterans, and community leaders. The honor was accepted on behalf of NVSBC by **Scott Jensen**, CEO of NVSBC and a retired United States Marine Corps Colonel.

Read more about this wonderful honor and its history at the link here: [NVSBC Receives Commitment to Veterans Excellence Award](#)



Other Events (cont)

Only 48 days left until the 2026 Finance Symposium!



The banner for the Finance Symposium is red with white text. It features the title "Finance Symposium" in large letters, the location "The Fuse at Mason Square", the date "February 25, 2026 8:30 AM – 3:30 PM", and the host "HOSTED BY NVSBC". The NVSBC logo is circular with the text "National Veteran Small Business Coalition" around the perimeter and "NVSBC" in the center. Below the banner, the theme "Simplifying Finance for Small Business Professionals" is written in a serif font. To the right of the banner, there is a photograph of several men in suits shaking hands at a networking event.

Join us on Wednesday, February 25, 2026, at Fuse Center, George Mason University Arlington Campus for this event focused entirely on building capital for small business professionals.

This will be a day of empowering and supporting small business professionals who are looking to strengthen their financial strategy, position their business for greater success, and gain knowledge for the year ahead.

By attending the Finance Symposium, you can expect:

- Three high-impact breakout sessions delivering practical, actionable financial insights to small business professionals
- Expert-led discussions on capital readiness, financial planning, and long-term growth strategies for wealth management + MORE!
- Connect through Matched Networking with Finance Service Providers and SMEs for registered participants only (spots are limited!)

Sponsorships are also available at all price points and will help you reach your target audience of small business professionals!

Register + Sponsor today at the link [here](#).



Other Events (cont)

NVSBC in the Community

Text: Our dedicated NVSBC San Antonio Ambassadors, Robert Garcia and Irasema Harley Garcia, whose ongoing community engagement helps us reach and support small business professionals throughout the region. NVSBC exhibited at the Bexar County Business Conference on 10 December.



NVSBC was out and about at the USO Mid-Atlantic before the Washington Commanders took on the Philadelphia Eagles in a rousing game on 20 December! We look forward to continuing to work with the USO and the Commanders organization to strengthen opportunities for Veteran Owned Small Businesses!



NVSBC Board of Directors

Meet Your Board of Directors

The NVSBC Board of Directors upholds their duties of care, loyalty, and obedience, leveraging their collective knowledge, expertise, and wisdom to actively support the organization's mission and values with dedicated commitment and principled leadership.

When attending NVSBC events, don't miss the opportunity to connect with our board members. They are not only leaders in the field but also incredible resources for insight and inspiration. Be sure to introduce yourself, ask questions, and tap into their wealth of experience. The wisdom they share could spark new ideas and open doors for both your personal growth and your organization's success.

To learn more about our Board of Directors & Honorary Committee Members, visit the link [here](#).



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Vice President



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Secretary



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Norris Middleton



Nancy A. Langer



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Tim Ross



Scott Thompson



Dr. Robin Desmore, PhD



Akinwande Oshodi



Brad Reaves



Jason Windsor



Kamar Perkins