



National Veteran
Small Business
Coalition

Annual Report 2024



VETERANS MEAN BUSINESS

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NVSBC CEO Scott Jensen (left) and President of the Board of Directors Rob Betters (right) present Marc Goldschmitt (center), Founder, CEO, and President of Goldschmitt & Associates, with the 2024 Gordon H. Mansfield Veterans Small Business Award.

A MESSAGE FROM OUR CEO

Scott Jensen



One of the key attributes of a strong organization is the ability to pivot fluidly when times demand it. To do that successfully, however, requires an outstanding team and a clear mission. At the National Veteran Small Business Coalition, we have both.

NVSBC is comprised of a seasoned, professional staff and an actively engaged board – a collection of individuals who themselves are recognized across our industry as accomplished leaders and experts in their respective fields. As a team, they demonstrate daily their dedication and commitment to our mission as they concept, produce, and deliver innovative programs and events for our members.

In 2024, we continued to leverage that human capital, our greatest asset, to increase both the quality and quantity of services we provide to our members. Not only did our VETS24 Conference draw over 1,700 attendees, but we hosted 31 Engagement Events, a brand-new Veterans Access to Capital Symposium, and two sell-out events with both our Charity Golf Tournament and our Awards Gala.

The scope of our mission extends well beyond what we are capable of accomplishing with just our own internal resources. Each year we expand the roster of strategic partners who embrace and support NVSBC through financial resources, strategic planning, and collaboration in the many events we host across the country. We were grateful to count JPMorganChase as a truly invaluable supporter this year, as well as RBCI, Bank of America, PenBay Technology Group, SAIC, and many more.

Since our founding, the mission of NVSBC has been to serve our nation’s Veterans. Business ownership and growth is a challenge in any environment, and as we enter a season of unprecedented change in the federal marketplace, NVSBC has been thrust to the forefront of leadership, providing a voice of advocacy, guidance, and hope. Our members are strong, resilient, and like us, deeply committed to the success of our nation.

Board of Directors



Robert Betters
President



Phillip Panzarella
Vice President



Robert Santmyer
Treasurer



Neeraja Lingam
Secretary



William J. Belknap, Sr



Morris Middleton



Nancy A. Langer



Al Sowers



Erica Dobbs



Irene Vaishvila Glaeser



Venus Quates



Tim Ross



Scott Thompson



Dr. Robin Desmore, PhD



Akinwande Oshodi

Honorary Committee

Ambassador Lincoln Bloomfield Jr., Ret
Bob Eisiminger
Dawn Halfaker
Dr. Linda Singh, MG, USA Ret
GEN John Campbell, USA Ret
GEN Robert Brown, USA Ret

Janice Haith
LTG Joe Martz–USA Ret
LTG Todd Semonite, USA Ret
MajGen Cornell A. Wilson, Jr., USMCR, Ret
MG John Thomas, USA Ret
Tommy Moreno

MISSION VISION VALUES

MISSION



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.

VISION



A leading advocate and resource for Veteran-owned Small Businesses in the U.S., ensuring they are significant partners in federal contracting and principal contributor to a strong national industrial base.

VALUES



Support and Empowerment: Dedicated to supporting, empowering, and providing resources for Veteran small business owners to succeed in the federal market.

Ethics and Integrity: Upholding strong ethical principles, values, and the highest standards of fairness in all activities and interactions.

Respect and Inclusion: Valuing and respecting differences, promoting equal opportunities, and seeking to understand others' perspectives.

Veteran Advocacy: Gathering Insights, acting as knowledge brokers, and advocating for policies that prioritize and support Veteran-owned businesses in federal procurement.

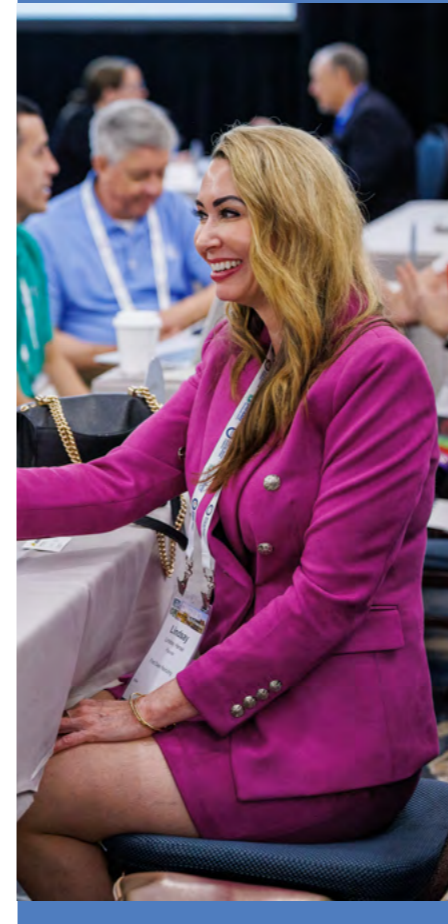
Engagement and Collaboration: Collaborating with partners, stakeholders, and the community to achieve common goals, fostering a strong network of Veteran entrepreneurs and small businesses.

WHAT WE DO: AT A GLANCE

Promote



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



Connect



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



Develop



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



9 GovCon Markets

4 Quarterly Events

31 Regional Events

45

Events and Trainings

52,000+

GovCon Professionals Served

LEGISLATIVE ACCOMPLISHMENTS

Turning Advocacy Into Action

In 2024, the NVSBC and Van Scoyoc Associates conducted over 90 meetings with federal procurement officials and congressional representatives. These engagements went beyond traditional advocacy — they were purposeful efforts to drive meaningful legislative change on behalf of our coalition and the 52,000 Veteran-owned small business government contractors we serve nationwide. Our CEO also maintains an active presence on two key federal bodies: the Interagency Task Force on Veterans Business Development (IATF) and the Advisory Committee on Veterans Business Affairs (ACVBA).

Fundamental Reforms - At a Glance

1. SDVOSB Set-Asides increased from 3% to 5%
2. SDVOSB self-certification eliminated
3. Advocated for legislation to expand SDVOSB program eligibility to include surviving children
4. Strengthened Executive Agency Relations through communications with GSA SBA, and VA leadership
5. Urged House and Senate Small Business Committee leadership to address legislative priorities in alignment with Veteran Small Business Community
6. NVSBC recognized as Trusted Resource on Capitol Hill for VOSB & SDVOSB interests



46

Federal Engagements

46

Congressional Engagements

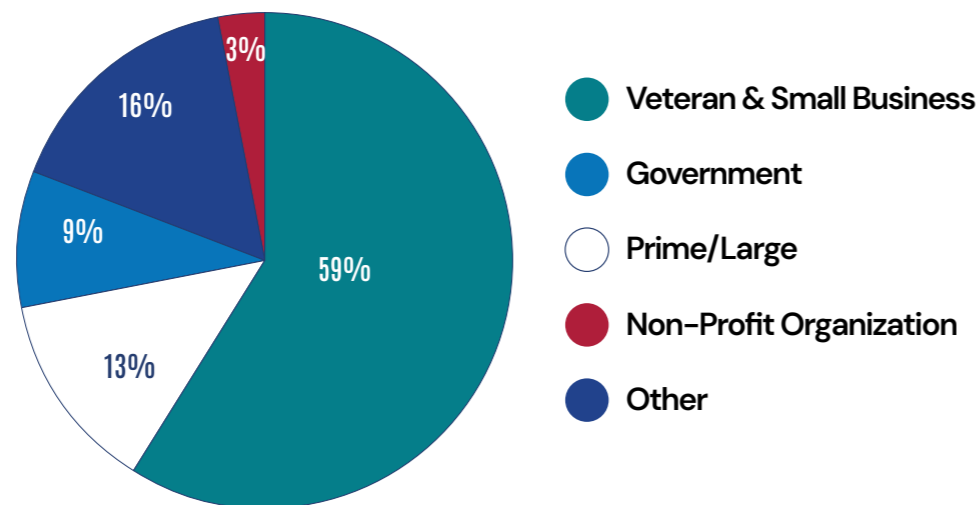
VETS24 CONFERENCE

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



The annual VETS Conference has established itself as the premier gathering for the entire Veteran Small Business Community, bringing together Federal Agency leaders, large GovCon executives, SD/VOSB leaders, and top vendors under one roof. Attendees consistently rank it as their number one business development event of the year — and for good reason. The conference generates millions of dollars in new bids, contract awards, and job opportunities for Veteran-owned small businesses. Federal agencies and industry partners alike recognize the VETS Conference as an invaluable resource for forging new Veteran small business connections that directly contribute to small business set-aside goal achievement.

VETS Participants Profile



VETERAN ACCESS TO CAPITAL SYMPOSIUM

Fueling Military GovCon Professionals at all Stages of Business Growth with Affordable, Accessible Capital



Recognizing that access to capital is fundamental to business success, the NVSBC established an annual symposium designed to help Veteran-owned businesses understand the strategies and processes for securing and effectively leveraging business funding. The event has featured a dynamic mix of general session panels and subject-specific breakout sessions, with participating exhibitors and sponsors on hand to answer questions and offer personalized feedback to businesses of all sizes. Attendees enjoyed breakfast and lunch throughout the day, culminating in a networking reception where participants were able to connect with peers and subject matter experts to deepen the conversations sparked during the sessions. Virtual attendees were provided with full access to all main stage presentations and their own dedicated breakout sessions, along with opportunities to engage and submit questions to subject matter experts throughout the day.



ENGAGEMENT EVENTS

*Connecting Veterans, Strengthening Communities,
Advancing GovCon*

In 2024, the NVSBC and its partners and sponsors delivered 31 engagement events — including breakfasts, lunches, dinners, and GovCon training sessions — across 9 communities nationwide, including 4 new markets introduced this year. We continue to collaborate with local leaders and community partners to unite the GovCon ecosystem, creating meaningful opportunities for networking, knowledge sharing, and peer learning. Each event has featured insights from a diverse range of subject matter experts, including seasoned industry leaders, federal officials, large prime contractors, and inspiring SD/VOSB success stories.

Locations



2,399

Engagements

44

SME
Speakers

9

Markets

11

Success
Spotlights

31

Event
Engagements

CHARITY GOLF TOURNAMENT

The NVSBC-EF Charity Golf Tournament Supports Veteran Small Businesses in the Federal Marketplace



Our annual Charity Golf Tournament unites the GovCon community in support of Veteran small businesses competing in the federal marketplace. A perennial sell-out, this event draws golfers from leading businesses and agencies across the industry, all gathered in support of the NVSBC Education Foundation, a 501(c)(3) nonprofit. Beyond the fundraising, the tournament has become one of the industry's most anticipated days for connection and camaraderie. Held at the prestigious Army Navy Country Club, this anchor event delivers an unforgettable experience while directly fueling the programs that open doors for Veteran entrepreneurs.



AWARDS GALA

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



Veteran Small Businesses Advocate of the Year Awards

Federal Agency — Strategic Acquisition Center, U.S. Department of Veterans Affairs

Large Prime — SAIC

Service Provider — Red Team Consulting

Gordon H. Mansfield Veteran Small Business Award

Marc Goldschmitt — Goldschmitt & Associates

Small Business Employee of the Year

Brian Fletcher — TEVET

Small Business of the Year

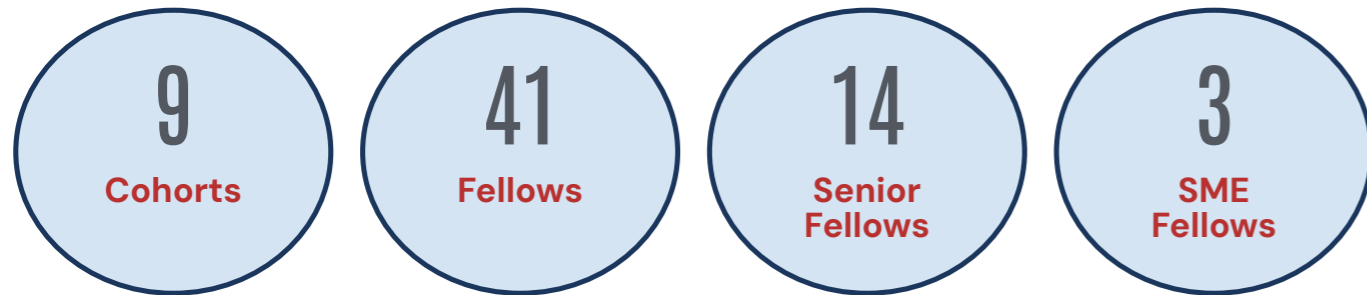
Dobbs Defense Solutions



MENTOR-COHORT PROGRAM



Designed to broaden community engagement and knit regional Veteran business owner ecosystems together with the aid and involvement of large government prime contractors, federal agencies, and trustworthy service providers.



- ◆ **9-Month Intensive Program** ~8 Fellow per Cohort (~50 Fellow/year)
- ◆ **Geographically focused** local cohorts
- ◆ **Tailored curriculum** that focuses on procurement, business readiness, and finance
- ◆ **Support those who experience barriers** to entry into the government contracting space
- ◆ **Provides in-person and virtual training** and engagement activities that nurture and advance this healthy business ecosystem
- ◆ **Provides a scholarship** (entry & travel) for Fellows to attend VETS Conference
- ◆ **Provides a membership** to NVSBC for Fellows

"This experience went beyond mentorship – It connected us with a supportive community of Veteran-Owned Small Businesses, large government contractors, and federal agencies, all committed to helping us collectively succeed in the federal marketplace.

The combination of practical, targeted training in procurement, business readiness, and finance, along with the guidance of experienced mentors equipped us to tackle real-world challenges with confidence. We've grown, not just in knowledge, but in resilience and connections that will support us well into the future."

Mark Jones
Founder/CEO | Konvivial



VETFEDCONSULT



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

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

Nuts & Bolts of Our Consultations Are...

- 45 Minutes of Q&A
- Backed by the NVSBC network of distinguished subject matter experts
- Provided to all GovCon professionals (owner, operations, business development, and more)
- Free, virtual, and provided by trained experts in GovCon
- Follow-ups with GovCon resources, referrals, and more

PARTNERS & SPONSORS

Powered by Partners, Driven by Purpose



The generosity of our foundations, corporate partners, sponsors, and member organizations made everything in these pages possible. Their investment in our mission empowered us to exceed our programmatic goals in 2024 — and to enter the new year on strong financial footing, ready for what comes next.

Visionary (\$100,000+)

JPMorganChase

Leadership (\$50,000+)

PenBay Technology Group LLC
RB Consulting, Inc.

Champion (\$25,000+)

Amazon Business
Bank of America
BDR Solutions LLC
DTS
Goldschmitt & Associates LLC
SAIC
VCH Partners, LLC

Sustaining (\$10,000+)

Avant-Garde Concepts LLC
Burke & Herbert Bank
C1 Government Solutions
ConvergeOne Government Solutions LLC
Dell Technologies
GovPort
Lingam Foundation
LMI
Management Support Technology Inc. (MSTI)
Northrup Grumman
Pathfinder
PingWind
RTX
The Baldwin Group
VETS2 Industry Group
Walmart Business

Supporter (\$5,000+)

AEONRG
Aprio
BAE Systems
Booz Allen Hamilton
DuraBante
Echo Five Group
FEWL
Florida Apex Accelerator
General Dynamics Information Technology
HeiTech Services, Inc.
IBM
LaunchTech
Parrot Surety Services
Parsons
Peraton
PilieroMazza PLLC
Prometheus Federal Services
rockITdata
sbLiftOff
SDV Office Systems
The National Veteran-Owned Business Association
Tria Federal
Van Scoyoc & Associates
VECTOR Industry Group
Veterans Management Services, Inc.
VSINGH CPA

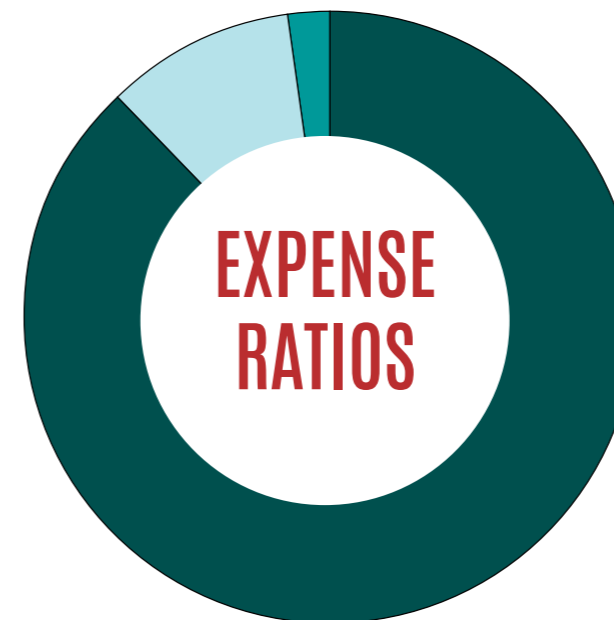
JPMorganChase



2024 FINANCIALS

Committed to Transparency

This financial summary reflects the combined performance of both organizational entities — the NVSBC (501(c)(6)) and the NVSBC Education Foundation (501(c)(3)). Our commitment to accountability is recognized at the highest level: we are proud recipients of the Platinum Seal of Transparency from Candid (formerly GuideStar).



- 88% PROGRAMS
- 10% GENERAL & ADMINISTRATIVE
- 2% FUNDRAISING

Platinum
Transparency
2024

Candid.

NVSBC STAFF

Meet the Team Behind the Mission



Staff

Scott S. Jensen, CEO

Zack Armstrong, COO

Janelle Askew, Engagement Director

Marie Myszkier, Training Director

John Cochran, Consultation Manager

Josh Pearl, Engagement Manager

Coalition Support

Susan Arceneaux, Bookkeeper

Elizabeth Fields, Development

Rebecca Kane, Event Coordinator

Alisha Mitten, Technology Advisor

Josette Oder Moynihan, Special Event Coordinator

Bill & Char Rinderknecht, Graphic Design & Content Creation

Scott Semple, Event Leadership

Bruce Snyder, Marketing

Sara Stehle, Event Logistics



VETERANS MEAN BUSINESS

