

North Carolina Military Business Center



ABOUT US

The North Carolina Military Business Center (NCMBC) is a business development organization and a collaboration between North Carolina businesses and the North Carolina Community College System.

MISSION

To leverage military and other federal business opportunities to expand the economy, grow jobs and improve quality of life in North Carolina.

GOALS

- Increase federal revenues for North Carolina businesses
- Introduce advanced technologies to federal agencies
- Engage in the recruitment of defense businesses
- Support the integration of transitioning military & family members into the state workforce

OPERATIONS

- Business development
- Advanced technology transition
- MatchForce and technology systems
- Market intelligence and pre-positioning
- Training, education & strategic industry events

STRATEGIC INDUSTRIES

- Ground vehicles & robotics
- Medical, biomedical & biodefense
- Aerospace, manned & unmanned systems
- Installation energy, environmental & construction
- Cyber security, software and advanced IT systems

OUTCOMES

Total Federal Contract Wins:	3,039
Contract Wins, Min Value:	\$9.8 billion
Contract Wins, Max Value:	\$94.4 billion
Tax Revenues Generated, Min Value:	\$411.5 million
Return on Investment in NCMBC:	29:1

HEADQUARTERS

Scott Dorney, Executive Director

910-678-0190, dorneys@ncmbc.us

Courtney Smedick, Marketing, Events, Government Relations

910-678-0193, courtney@ncmbc.us

Lauren Bogert, Database Management Technician

910-678-0191, bogertl@ncmbc.us

Cherie Daniels, Procurement Analyst, danielsc@ncmbc.us

Tim Malone, Software and Applications Developer

910-678-0049, malonet@ncmbc.us

STRATEGIC INDUSTRY CONSULTANTS

Sue Kranes, Construction, kraness@ncmbc.us

Mickey Finn, Technology, finnm@ncmbc.us

Greg Bean, Infrastructure, beang@ncmbc.us

Mary Beth Fennell, Aerospace, fennellm@ncmbc.us

Randy Chandler, Subsistence, chandlerr@ncmbc.us

BUSINESS DEVELOPMENT TEAM

Fran Perez-Wilhite, Charlotte

704-806-6858, perezf@ncmbc.us

Rick Gilmore, Greensboro

336-334-4822, ext 62002, gilmorer@ncmbc.us

Joe Tew, Fayetteville/Sandhills

910-678-0192, tewj@ncmbc.us

LaNell Grissom, Fayetteville/Clinton

910-678-0194, grissoml@ncmbc.us

Denny Lewis, Raleigh/Durham, DEFTECH office

703-217-3127, lewisd@ncmbc.us

Boyce Haywood, Goldsboro

919-739-6943, haywoodb@ncmbc.us

Darleen Stein, Elizabeth City

252-207-5246, steind@ncmbc.us

Greg Sabin, Havelock/New Bern

910-578-2626, sabing@ncmbc.us

Paulanne Page, Jacksonville

910-330-8560, pagep@ncmbc.us