

# 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:	2,817
Contract Wins, Min Value:	\$8.2 billion
Contract Wins, Max Value:	\$30.9 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](mailto:dorneys@ncmbc.us)

**Courtney Smedick**, Marketing, Events, Government Relations

910-678-0193, [courtney@ncmbc.us](mailto:courtney@ncmbc.us)

**Lauren Bogert**, Database Management Technician

910-678-0191, [bogertl@ncmbc.us](mailto:bogertl@ncmbc.us)

**Cherie Daniels**, Procurement Analyst, [danielsc@ncmbc.us](mailto:danielsc@ncmbc.us)

**Tim Malone**, Software and Applications Developer

910-678-0049, [malonet@ncmbc.us](mailto:malonet@ncmbc.us)

## STRATEGIC INDUSTRY CONSULTANTS

**Sue Kranes**, Construction, [kraness@ncmbc.us](mailto:kraness@ncmbc.us)

**Mickey Finn**, Technology, [finnm@ncmbc.us](mailto:finnm@ncmbc.us)

**Greg Bean**, Infrastructure, [beang@ncmbc.us](mailto:beang@ncmbc.us)

**Mary Beth Fennell**, Aerospace, [fennellm@ncmbc.us](mailto:fennellm@ncmbc.us)

**Randy Chandler**, Subsistence, [chandlerr@ncmbc.us](mailto:chandlerr@ncmbc.us)

**Jennifer Willson**, Future Opportunities, [willsonj@ncmbc.us](mailto:willsonj@ncmbc.us)

## BUSINESS DEVELOPMENT TEAM

**Fran Perez-Wilhite**, Charlotte

704-806-6858, [perezf@ncmbc.us](mailto:perezf@ncmbc.us)

**Rick Gilmore**, Greensboro

336-334-4822, ext 62002, [gilmorer@ncmbc.us](mailto:gilmorer@ncmbc.us)

**Joe Tew**, Fayetteville/Sandhills

910-678-0192, [tewj@ncmbc.us](mailto:tewj@ncmbc.us)

**LaNell Grissom**, Fayetteville/Clinton

910-678-0194, [grissoml@ncmbc.us](mailto:grissoml@ncmbc.us)

**Denny Lewis**, Raleigh/Durham, DEFTECH office

703-217-3127, [lewisd@ncmbc.us](mailto:lewisd@ncmbc.us)

**Boyce Haywood**, Goldsboro

919-739-6943, [haywoodb@ncmbc.us](mailto:haywoodb@ncmbc.us)

**Darleen Stein**, Elizabeth City

252-207-5246, [steind@ncmbc.us](mailto:steind@ncmbc.us)

**Greg Sabin**, Havelock/New Bern

910-578-2626, [sabing@ncmbc.us](mailto:sabing@ncmbc.us)

**Paulanne Page**, Jacksonville

910-330-8560, [pagep@ncmbc.us](mailto:pagep@ncmbc.us)