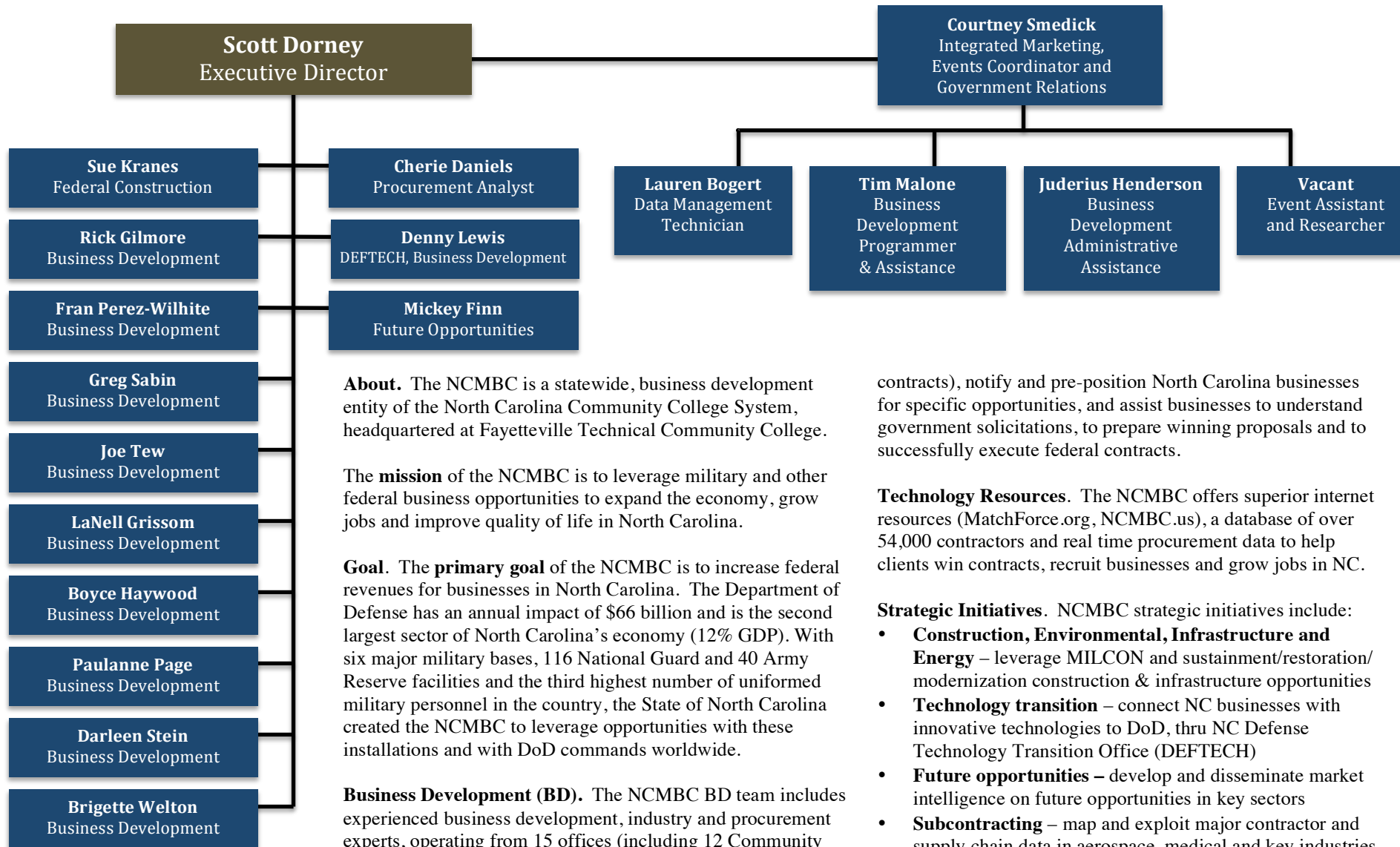




NORTH CAROLINA MILITARY BUSINESS CENTER ORGANIZATIONAL CHART



About. The NCMBC is a statewide, business development entity of the North Carolina Community College System, headquartered at Fayetteville Technical Community College.

The **mission** of the NCMBC is to leverage military and other federal business opportunities to expand the economy, grow jobs and improve quality of life in North Carolina.

Goal. The **primary goal** of the NCMBC is to increase federal revenues for businesses in North Carolina. The Department of Defense has an annual impact of \$66 billion and is the second largest sector of North Carolina’s economy (12% GDP). With six major military bases, 116 National Guard and 40 Army Reserve facilities and the third highest number of uniformed military personnel in the country, the State of North Carolina created the NCMBC to leverage opportunities with these installations and with DoD commands worldwide.

Business Development (BD). The NCMBC BD team includes experienced business development, industry and procurement experts, operating from 15 offices (including 12 Community Colleges) across the state. These team members identify the most lucrative federal contract opportunities (prime and sub-

contracts), notify and pre-position North Carolina businesses for specific opportunities, and assist businesses to understand government solicitations, to prepare winning proposals and to successfully execute federal contracts.

Technology Resources. The NCMBC offers superior internet resources (MatchForce.org, NCMBC.us), a database of over 54,000 contractors and real time procurement data to help clients win contracts, recruit businesses and grow jobs in NC.

- Strategic Initiatives.** NCMBC strategic initiatives include:
- **Construction, Environmental, Infrastructure and Energy** – leverage MILCON and sustainment/restoration/modernization construction & infrastructure opportunities
 - **Technology transition** – connect NC businesses with innovative technologies to DoD, thru NC Defense Technology Transition Office (DEFTECH)
 - **Future opportunities** – develop and disseminate market intelligence on future opportunities in key sectors
 - **Subcontracting** – map and exploit major contractor and supply chain data in aerospace, medical and key industries
 - **Events and networking** – strategic events to connect NC businesses with federal buyers in targeted industries