ABOUT US
The North Carolina Military Business Center (NCMBC) is a statewide business development and technology transition entity of the State of North Carolina, embedded in the State’s community colleges.

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
• Medical, biomedical & biodefense
• Subsistence, retail and troop feeding
• Aerospace, manned & unmanned systems
• Installation energy, environmental & construction
• Cybersecurity, software and advanced IT systems

OUTCOMES
Total Federal Contract Wins: 4,711
Contract Wins, Min Value: $17.18 billion
Tax Revenues Generated, Min Value: $645.0 million
Return on Investment in NCMBC: 32:1

HEADQUARTERS
Scott Dorney, Executive Director, scott@ncmbc.us
Courtney Smedick, Director of Operations, courtney@ncmbc.us
Tim Malone, Data Management, malonet@ncmbc.us
Teresa Earl, Admin/Logistics, earlt@ncmbc.us
Rachel Rocker, Research Analyst, rockerr@ncmbc.us

BUSINESS DEVELOPMENT TEAM
Lee Moritz, Hickory, moritzl@ncmbc.us
Fran Perez-Wilhite, Charlotte, perezf@ncmbc.us
Joe Tew, Hendersonsville/Asheville, tewj@ncmbc.us
Rick Gilmore, Greensboro, gilmorer@ncmbc.us
Heather Port, Fayetteville, porth@ncmbc.us
Bill Simons, Goldsboro, simonsw@ncmbc.us
Vacant, Raleigh/Durham
TJ Gilroy, Raleigh/Durham, gilroyt@ncmbc.us
Darleen Stein, Elizabeth City, steind@ncmbc.us
Erin Ananian-Gentile, Havelock/New Bern, erin@ncmbc.us
Vacant, Wilmington
Donna Walton, Jacksonville, waltond@ncmbc.us
Randy Chandler, Morehead City, chandlerr@ncmbc.us
Diane Cherry, Raleigh, cherryd@ncmbc.us

DEFENSE TECHNOLOGY OFFICE
Denny Lewis, Director, lewisd@ncmbc.us
Bob Burton, Senior Manager, burtonr@ncmbc.us
Kim Kotlar, Cybersecurity, Government
Rob Robinson, Artificial Intelligence, robinsonr@ncmbc.us
James Hargrove, Industry Professional

STRATEGIC INDUSTRY CONSULTANTS
Sue Kranes, Infrastructure, kraness@ncmbc.us
Bernie Salter, Contracting Technical, salterb@ncmbc.us
JD Cassani, Textiles/Tactical Equipment, cassanij@ncmbc.us
Donna Warren, Contracting
Randy Chandler*, Subsistence, chandlerr@ncmbc.us
Diane Cherry*, Energy/Environmental, cherryd@ncmbc.us
*also serves as Business Development Professional

For a full list of contact information, visit: https://www.ncmbc.us/category/staff/