



Agriculture, Food & Beverage Quarterly Industry Forum

By: Trent Ensley, Reena Bhatia, Sherry Gaylor, Rick Gilmore

Industry focus: Agriculture, Food & Beverage

Date: July 29th, 2026

Agenda

- **Welcome & Overview**
- Highlights of Procurement Opportunities
- Business Spotlight: American Logistics Association, Steve Rossetti, President
- Government Spotlight: North Carolina Department of Agriculture and Consumer Services, Tim Ivey, Manager-Agribusiness and Economic Development
- Question & Answers
- Closing & Next Steps



Disclaimer

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Who We are

The NCMBC is a statewide business development and technology transition entity of the State of North Carolina, embedded in the state's community colleges and headquartered at Fayetteville Technical Community College. It is the only statewide, military-focused economic development organization in the U.S. and the only North Carolina entity solely dedicated to growing the defense economy through existing industry.

How NCMBC Can Help

- One-on-one business counseling
- Opportunity sourcing and daily email notifications
- Proposal development and solicitation interpretation
- Pre-award capture assistance and teaming support
- Federal agency market intelligence and acquisition forecasts
- Training events, webinars, and contracting workshops



Mission, Goals, and outcomes

Mission: To leverage military and federal business opportunities to expand the economy, grow jobs and improve quality of life

Goals and Operations:

1. Increase federal revenues for businesses
2. Support technology transition to federal agencies
3. Support integration of military into workforce
4. Support defense-related business recruitment



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Opportunity 1:FCI FT DIX, FY27 1ST QTR KOSHER FOOD

DEPARTMENT OF FEDERAL PRISON SYSTEM / BUREAU OF PRISONS

- *Pre-Solicitation #: Notice ID 15BFTD26Q00000011*
 - *Location: FCI FORT DIX*
 - *Contract Type: Solicitation*
 - *Set-Aside: Total Small Business Set-Aside (FAR 19.5)*
 - *NAICS: 311999 - All Other Miscellaneous Food Manufacturing*
 - *Response Due: Aug 09, 2026 11:59 PM EDT*
 - *Sam.gov link*
 - <https://sam.gov/workspace/contract/opp/9a318628868a49ac976cd07427aaf8dd/view>

NCMBC Guidance:

- Please read the entire solicitation, including all attachments, to ensure completion of all required representations, certifications, and submissions. Acknowledge all Solicitation amendments (SF-30) issued by the Government.
- The Government shall award these items by line item to the lowest responsive/responsible offeror.
- Follow the formats as specified in the solicitation.



Opportunity 2: PolyTray Entrée Items

DLA TROOP SUPPORT

- *Solicitation #: SPE3S1-26-R-0011*
- *Location: Contractor Location*
- *Contract Type: Solicitation*
- *Set-Aside: No Set aside used. Unrestricted for Full and Open competition*
- *NAICS: 311999 - All Other Miscellaneous Food Manufacturing*
- *Value Range: 5-Year Tiered Indefinite Delivery/ Indefinite Quantity Contract*
- *Response Due: Sep 21, 2026 3:00 PM EDT*
- *Sam.gov link*
- <https://sam.gov/workspace/contract/opp/a1fb998e6dc3430789d7420d99cb29ef/view>

NCMBC Guidance:

- DLA Troop Support intends to award a long term, indefinite quantity, firm fixed price with economic price adjustments contract(s) with the purpose to provide PolyTray Entrée Items to be used in the Unitized Group Ration - Heat & Serve Program and Unitized Group Ration - E Programs.
- This solicitation is hereby issued utilizing Low Price Technically Acceptable (LPTA) source selection procedures with HUBZone price evaluation preference.
- Potential for opportunities to be a supplier or subcontractor



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American Logistics Association

Presentation by Mr. Steve Rossetti



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- Business Spotlight: Blue Mountain Distributors, Gina Peoples, Business Development Manager
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NC Department of Agriculture

Tim Ivey, Manager-Agribusiness and Economic Development

Jenny Fulton Agribusiness Developers Piedmont/Charlotte Area



Agenda

- Welcome & Overview
- Highlights for several upcoming opportunities
- Business Spotlight: Blue Mountain Distributors, Gina Peoples, Co-Owner
- Featured Presentation: NC Department of Agriculture and Consumer Services - Sim McIver, Domestic Marketing Assistant Director
- **Question & Answers**
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Questions

Use the Q&A function or raise your hand to ask questions



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Upcoming Forums and Other Events

- Oct 29th- Quarterly Agriculture, Food and Beverage Industry Forum
- Medical, Biomedical & Biodefense: Support to the Warfighter & Veteran Symposium (September 23-24, Chapel Hill)
- Southeast Region Federal Construction, Infrastructure and Environmental Summit (April 20-22, 2027 Wilmington)

Visit [NCMBC.US](https://ncmbc.us) for more information
Stay connected via LinkedIn and the NCMBC Newsletter



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