**NORTH CAROLINA MILITARY BUSINESS CENTER**

**ABOUT.** The North Carolina Military Business Center (NCMBC) is the federal and defense business development and technology transition entity of the State of North Carolina.

The NCMBC, headquartered at Fayetteville Technical Community College serves businesses in 100 North Carolina counties from offices at community colleges statewide.

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. The NCMBC is a key component of the unique statewide innovation ecosystem and the best infrastructure in the country to help businesses start, leverage new markets and grow jobs. The only entity of its kind in the country and the premier resource to help existing businesses grow the defense economy, the NCMBC has assisted clients in winning at least 3,702 contracts valued at a minimum of $14.81 billion – producing over $587 million in State corporate income tax and employing over 493,000 North Carolinians.

### NCMBC Goals

1. Contracts: to increase federal revenues for North Carolina businesses
2. Employment: to support the integration of transitioning military, family members and veterans into the NC workforce
3. Recruitment: to support the recruitment of defense businesses to North Carolina
4. Technology Transition: to introduce North Carolina technologies to the DoD

*2005-2020 cumulative statistics

### CY2020 NCMBC Operational Statistics

- 5,502 contract opportunities managed, over 9.2 million connections to businesses
- 3,702 contract “wins” valued at $14.81 billion
- 154,359 contract opportunities managed on MatchForce.org, over 402 million connections to businesses
- 83 virtual briefings (COVID) with 102 government and partner briefers

### FY2020 Federal Spending in North Carolina

**Federal Agencies:**
- Increased $2.4 billion

**Department of Defense:**
- Increased $1.5 billion

**A STATEWIDE APPROACH TO SERVICE**

**BUSINESS DEVELOPMENT.** The NCMBC’s Business Development and Strategic Industry Teams include experienced business and federal contracting professionals operating from 13 community colleges across the state.

These professionals identify the most lucrative federal contract opportunities (prime and subcontracts), notify and pre-position firms for specific opportunities, and assist firms with federal solicitations, proposals and successful execution of federal contracts. Additionally, MatchForce.org automatically matches 23,000 NC businesses daily to all federal contract opportunities.

In 2020, NCMBC professionals focused on contract opportunities in targeted industry sectors - each with growing DoD demand and with significant business capacity in North Carolina - with a special emphasis on: construction & infrastructure; aerospace systems; medical, biomedical & biodefense; cybersecurity; energy & environmental; subsistence; and textiles & soldier systems.

**TECHNOLOGY TRANSITION.** The Defense Technology Transition (DEFTECH) Office transitions innovative technologies from industry and academia to DoD. DEFTECH is a unique element of the North Carolina Innovation Ecosystem (NCIE) that is unmatched anywhere in the United States.

Through education, outreach and liaison, DEFTECH enables the NCIE to address complex national security problems. DEFTECH scour the state for technologies with defense applications, shepherds innovators through federal processes, and connects innovators with urgent technology requirements from across DoD and the DHS. DEFTECH aligns innovators with the DoD Science and Technology Communities of Interest and bridges the gap between requirements and solutions for warfighters and first responders.

Both the BD Team and DEFTECH provide market intelligence, pre-positioning, opportunity notification, business counseling, teaming and joint-venture support and one-on-one assistance to help businesses navigate the federal acquisition system.
NCMBC Performance Outcomes (2005-2020)

ROI
- Total Federal Contract Wins by Assisted Businesses: 3,702
- Maximum Value of Contract Wins: $71.238 billion
- Corporate Income Tax on the Minimum Value: $587,373,017
- State Expenditures on NCMBC: $18,188,196.97
- Jobs, Employees Engaged on Contracts: over 493,733
- Return on State Investment in NCMBC: 32:1

ACTIONS
- Contracts Managed by BD Professionals: 36,617
- Contract Matches to Businesses by BD Professionals: 33,586,497
- Contracts Managed by MatchForce: 1,931,138
- Contract Matches to Businesses by MatchForce: 402,375,005

FY2020: What the Federal Government Buys in NC ($9.5B)

- **Products**: $3.5 billion
- **Construction**: $2.7 billion
- **Services**: $1.0 billion
- **Other**: $2.3 billion

FY2020: Where the Federal Government Buys in NC

Contact NCMBC/DEFTECH

North Carolina Military Business Center
PO Box 1748, Fayetteville, NC 28302
Toll Free: 877-245-5520
NCMBC.us * MatchForce.org * DEFTECH.nc.gov * CyberNC.us