

# 2023 Mission Report

## North Carolina Military Business Center



*Marines conduct simulated convoy operations at Camp Lejeune.*



[ncmbc.us](http://ncmbc.us) \* [deftech.nc.gov](http://deftech.nc.gov) \* [MatchForce.org](http://MatchForce.org) \* [cybernc.us](http://cybernc.us)



*Army paratroopers conduct airborne operations from a UH-60 Black Hawk helicopter at Fort Liberty.*

## NORTH CAROLINA MILITARY BUSINESS CENTER

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

### **NCMBC goals:**

- *Contracts:* to increase federal revenues for North Carolina businesses
- *Employment:* to support the integration of transitioning military, family members and veterans into the North Carolina workforce
- *Recruitment:* to support the recruitment of defense businesses to North Carolina
- *Transition Technology:* to introduce North Carolina technologies to the Department of Defense (DoD)

The DoD has an annual impact of \$79.7 billion and is the second largest sector of North Carolina's economy (12.8% of state GDP). With six major military bases, over 100 National Guard and Reserve facilities and the fourth highest number of uniformed military personnel in the country, the State of North Carolina created the NCMBC to leverage opportunities with these installations, DoD commands and federal agencies operating worldwide.

### **FY22 Federal Spending in North Carolina:**

- \$8.9 billion in federal prime contracts awarded to companies in 95 of 100 NC counties.
- \$5.5 billion in DoD prime contracts awarded to companies in 77 of 100 NC counties.
- Businesses in 40 counties performed over \$10 million in federal prime contracts.
- Businesses in 19 counties performed over \$50 million in federal prime contracts.
- Businesses statewide performed additional billions in sub- and supplier- contracts.



*An Airman and military working dog, Enoch, provide perimeter security during an exercise to provide agile combat employment using multi-functional airmen in an austere environment at Marine Corps Air Station Cherry Point.*

## A STATEWIDE APPROACH TO SERVICE

The NCMBC connects North Carolina firms to current government contracting opportunities in two ways – with a team of business development specialists across the state who also provide technical services, and electronically with MatchForce.org.

The NCMBC's Business Development (BD) and Strategic Industry Professional (SIP) teams includes 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 over 23,700 NC businesses daily to tens of thousands of federal contract opportunities every day.

In 2022, 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.

### **NCMBC Operational Statistics\***

- 52,683 contract opportunities managed by NCMBC BD professionals
- 5,171 contract awards to NCMBC-supported businesses
- \$17.55 billion in revenue generated by NCMBC-assisted contract awards

*\*January 1, 2005-September 1, 2023*





*Marines put out a controlled fuel burn during a training event at Marine Corps Air Station Cherry Point.*

## 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 scours the state for technologies with defense applications, shepherds innovators through federal processes, and connects innovators with urgent technology requirements from across DoD and the Department of Homeland Security. 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.

Like the NCMBC BD and SIP teams, DEFTECH provides 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.

### **CONNECTING BUSINESS AND MILITARY:**

*“DEFTECH is an invaluable partner to Army programs in the State of North Carolina. For ARO it has helped us connect with new industrial partners that provide solutions and new technologies for the Warfighter, local to North Carolina military installations. DEFTECH also has helped our programs reach out and communicate our research needs.”*

Dr. Stephen Lee, PhD  
Senior Scientist for Interdisciplinary Studies  
US Army Research Office (DEVCOM, ARL)



*Air Force Airmen secure an unarmed practice munition onto an F-15E Strike Eagle during a weapons standardization load evaluation at Seymour Johnson Air Force Base.*

## TECHNOLOGY RESOURCES

To successfully connect and assist North Carolina companies to compete for and win federal contracts, the NCMBC utilizes several technology resources including NCMBC.us, MatchForce.org, social media and an internal client management database maintained on a customized Salesforce platform.

**NCMBC.us.** Viewed by over 3,500 users each month, the NCMBC's website provides market intelligence, pre- and post-event information for statewide and local events, access to live and recorded webinars, support resources and technical contracting news for federal contractors.

**MatchForce.org.** MatchForce is the State of North Carolina's free, official federal contracting portal that automatically matches over 23,700 registered North Carolina businesses to thousands of federal contract opportunities every day. Using MatchForce ensures that a business will connect to every federal contract opportunity that matches its capabilities, while minimizing staff time to search federal websites for opportunities. Businesses have won over \$7.0 billion in contracts after matching through MatchForce.

**Social Media.** The NCMBC also leverages social media to include X (formerly Twitter) and a popular LinkedIn group widely read by federal contractors and contracting officers worldwide to inform, educate and engage businesses in the federal market.

**Market Intelligence.** NCMBC compiles data on future contract opportunities and all federal contractors and activities in North Carolina by county. This data is available to economic developers, members of the General Assembly and other State officials.





*Army parachute riggers conduct packing operations at Fort Liberty.*

## GROWING NC BUSINESSES: PARTNERSHIPS

Partnerships with other elements of North Carolina's business support infrastructure, including industry-related membership organizations and other state agencies are critical to the success of the NCMBC and North Carolina businesses in the federal market.

NCMBC partners include, but are not limited to:

- Associated Builders and Contractors of the Carolinas
- American Council of Engineering Companies
- Association of the United States Army
- Carolinas Associated General Contractors
- Defense Alliance of North Carolina
- Economic Development Partnership of North Carolina
- Government Contracting Assistance Program
- Institute for Defense and Business
- North Carolina Biotechnology Center
- North Carolina Clean Energy Technology Center
- North Carolina Community College System
- North Carolina Department of Commerce
- North Carolina Department of Military and Veteran Affairs
- North Carolina East Alliance
- North Carolina Institute of Minority Economic Development
- North Carolina Small Business Technology Development Center
- North Carolina State University (IES; Wilson College of Textiles, etc.)
- North Carolina Sustainable Energy Association
- North Carolina Technology Association
- Society of American Military Engineers
- Southern Textile Association
- US Small Business Administration
- and many more...



*US Coast Guard Rescue Swimmers train at US Coast Guard Base Elizabeth City.*

## CONNECTING BUSINESS & MILITARY: EVENTS

The NCMBC hosts several industry-related events annually to connect North Carolina businesses with federal and DoD agencies, academia, and industry leadership to include:

- Southeast Region Federal Construction, Infrastructure & Environmental Summit
- Federal and Defense Textile and Tactical Equipment Summit
- Medical, Biomedical & Biodefense: Support to the Warfighter Symposium
- Defense Technology Symposium

The NCMBC also hosts periodic industry-specific events focused on aerospace, manufacturing, subsistence, energy, ground vehicles and other specialties.

Participating federal and DoD offices and commands include, but are not limited to:

- |   |  |
|---|--|
| • Fort Liberty  | • General Services Administration                  |
| • Marine Corps Air Station Cherry Point                             | • National Institutes of Health                    |
| • Marine Corps Air Station New River                                | • Naval Facilities Engineering and Systems Command |
| • Seymour Johnson Air Force Base                                    | • US Army Corps of Engineers                       |
| • USMC Installations East/Camp Lejeune                              | • US Army Futures Command                          |
| • USCG Base Elizabeth City, Sector NC and Aviation Logistics Center | • US Army Materiel Command                         |
| • North Carolina National Guard                                     | • US Army Research Office                          |
| • Defense Logistics Agency, Troop Support                           | • US Department of Agriculture                     |
| • Defense Logistics Agency, Aerospace                               | • US Department of Health/Human Services           |
| • Defense Logistics Agency, Energy                                  | • US Department of Interior                        |
| • Defense Logistics Agency, Land/Maritime                           | • US Department of Veterans Affairs                |
| • Defense Commissary Agency   | • US Environmental Protection Agency               |
| • Defense Health Agency   | • US Special Operations Command                    |
| • Defense Innovation Unit   | • and many more...                                 |



# North Carolina Military Business Center Leadership Team



**Scott Dorney**  
Executive Director  
scott@ncmbc.us

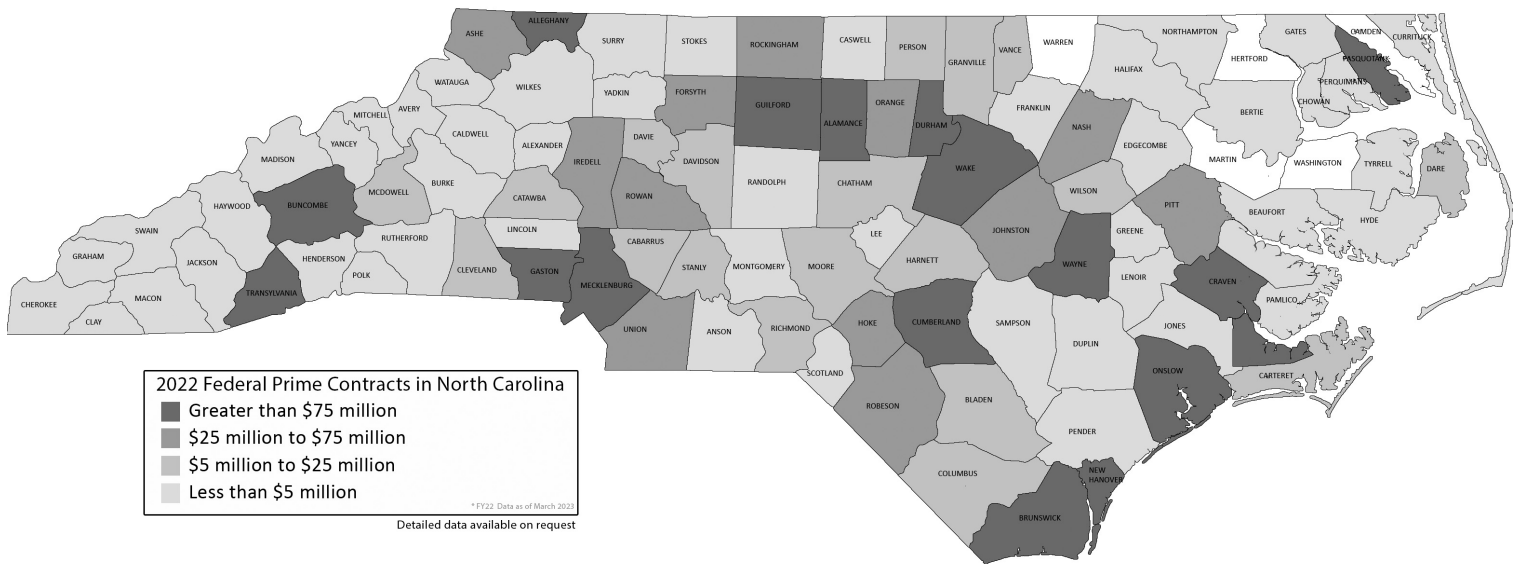


**Courtney Smedick**  
Director of Operations  
courtney@ncmbc.us



**Denny Lewis**  
DEFTECH Director  
lewisd@ncmbc.us

## FY22: Where the Federal Government Buys in North Carolina



ncmbc.us

\*

deftech.nc.gov