



# Agriculture, Food & Beverage Quarterly Industry Forum

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Date: 01/29/2026

# Agenda

- **Welcome & Overview**
- Highlights of upcoming opportunities
- Federal Food Initiatives Update
- Business Spotlight: Foster USA and Cosmic Eats
- Question & Answers
- Closing & Next Steps



# Disclaimer

The opinions expressed by participants in this meeting do not necessarily represent the official views or positions of the NC Military Business Center, the North Carolina Community College System, or the State of North Carolina. This meeting and its contents are provided for informational purposes only and do not constitute legal advice. The NC Military Business Center, the North Carolina Community College System, and the State of North Carolina assume no responsibility for any actions taken based on the information provided during this meeting.



# 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 via Matchforce.org
- Proposal development and solicitation interpretation
- Pre-award capture assistance and teaming support
- Federal agency market intelligence and acquisition forecasts
- Training events, webinars, and contraction 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: *Shelf Stocking, RSHA, and Custodial Services at the MacDill AFB*

## Agency – Project Name

- *Solicitation #: HQC00825RE010*
- *Location: Tampa, FL*
- *Contract Type: Service Contract*
- *Set-Aside: Total Small Business Set-Aside*
- *NAICS: 561990 All Other Support Services*
- *Value Range: \$16.5 million in average annual receipts*
- *Response Due: 12-30-2025*
- *Sam.gov link*  
<https://sam.gov/opp/6a72a4020d7a4b459d91f1d6a9b43f82/view>

## NCMBC Guidance:

- *Identify any previous or current contract awardees*
- *Participate in site visits if announced in the solicitation etc.*
- *Team as necessary*



# Opportunity 2: *Manual Price Shopping Services*

## Agency – Project Name

- *Solicitation #: HQC00526RE008*
- *Location: Various locations*
- *Contract Type: Sources Sought – Request For Information*
- *Set-Aside: N/A*
- *NAICS: 541910*
- *Value Range: \$22.5 million*
- *Response Due: 2/4/2026*
- *Sam.gov link*  
<https://sam.gov/workspace/contract/opp/d0c2be62c4ea4413a1ab06410080578a/view>

## NCMBC Guidance:

- *Identify any previous or current contract awardees*
- *Team as necessary*
- *Submit questions in a timely manner to obtain clarifications*



# Opportunity 3: *Nutrient Analysis Services*

## Agency – Project Name

- *Solicitation #: W911QY26NUTRIENTANALYSIS*
- *Location: N/A*
- *Contract Type: Sources Sought*
- *Set-Aside: N/A*
- *NAICS: 541715 - Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)*
- *Value Range: N/A*
- *Response Due: March 1, 2026*
- *Sam.gov link*  
<https://sam.gov/workspace/contract/opp/0caa280ea77f42699e5b4a7268e4aea6/view>

## NCMBC Guidance:

- *Team as necessary*
- *Submit questions in a timely manner to obtain clarifications*



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# Federal Food Initiatives Update

- 2026 NDAA prohibits DoD from transferring commissary management to private companies. Congressional concern that private firms cannot reliably deliver statutory average commissary savings (about 23.7%).
- Market 19 – Autonomous Dining Facility Pilot at Camp Walker South Korea. Robotic cooking system that supplements existing dining operations to improve consistency, efficiency, and around-the-clock meal availability while keeping human oversight and quality control.
- Army awarded a contract in August 2025 to Compass Group USA (located in Charlotte, NC) to create campus-style dining venues at five major Army posts.



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# Business Spotlight

**FOSTER**

## Foster USA

- Colfax, North Carolina
- Privately-held food supply chain distribution company founded in 1902. It began as a small fruit and vegetable business in Greensboro, North Carolina, and has grown over more than 120 years into a multi-state food supply and logistics provider
- Fresh produce distribution, cold-chain logistics and refrigerated freight transportation and storage, inventory and warehouse management, and value-added services — such as repacking, pallet building, and forecasting to help customers reduce waste and improve delivery reliability
- DLA Troop Support Subsistence contractor providing fresh fruits and vegetables to Camp Lejeune, Fort Bragg, Seymour Johnson Air Force Base, and USDA Schools and Tribal Reservations
- Keith Purvis, VP Value-Added Services



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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

- April 30, July 30, October 30, Virtual: Agriculture, Food & Beverage – Quarterly Industry Forum
- March 18-19 - Chapel Hill, NC: [Defense Industrial Sustainment for Combat Systems Summit](#)
- April 14-16, Wilmington, NC: [Southeast Region Federal Construction, Infrastructure and Environmental Summit](#)
- May 19-20, Raleigh, NC: [Federal and Defense Textile and Tactical Gear \(FEDTEX\) Summit](#)

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



# Contact the NC Military Business Center



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