



Infrastructure Quarterly Industry Forum

By: *Sue Kranes, Erin Ananian-Gentile, and Tim Malone*

Industry Focus: *Construction, Infrastructure, and Energy*

Date: *07/14/26*

Agenda

- **Welcome & Overview**
- Highlights of upcoming opportunities
- Featured Presentation: *David Fedroff USACE Norfolk District*
- Business Spotlight: *Bill Ryder T.A. Loving Company*
- 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: *Shaw AFB FY27 MACC*

USAF 20th Contracting Squadron – FY27 Multiple Award Construction Contract (MACC), a seven year Indefinite Delivery Indefinite Quantity (IDIQ) vehicle with task orders at Shaw Air Force Base, South Carolina

- *Solicitation #: FA480326B0006*
- *Location: Shaw AFB and associated sites, Sumter, SC*
- *Contract Type: IDIQ MACC, Presolicitation*
- *Set-Aside: Total Small Business (FAR 19.5)*
- *NAICS: 236220 / PSC: Z2JZ*
- *Value Range: Not yet published*
- *Response Due: 14 AUG 2026, 1:00pm EDT*
- <https://sam.gov/workspace/contract/opp/350ec74ca117404cb4e0c544a6d192af/view>

NCMBC Guidance:

- *Presolicitation only, no RFP, magnitude, or evaluation criteria released yet*
- *Total small business under NAICS 236220, PSC Z2JZ signals repair and alteration, expect vertical and MEP task orders base wide, excluding family housing*
- *Position now, contact Kishauna Goodman at 20 CONS, register in PIEE, and confirm SAM registration under 236220 before the solicitation drops*
- *Prior Shaw MACC seated six small business primes including two NC firms, expect Carolina competition and a strong teaming play*
- *Shaw has historically competed MACCs through sealed bidding, so build to win on price and clean responsiveness*



Opportunity 2: MATOC Request for Proposal Task Order - Child Development Center, Seymour Johnson AFB

Parent vehicle: USACE Savannah District unrestricted design build and general construction MATOC, base contracts W912HN-24-D-3001 through 3007

- *Ceiling: \$249M shared, firm fixed price*
- *Awardees: 7 primes, all large business*
- *Awarded: 08 JUL 2024*
- *Ordering Period: through 08 JUL 2029*
- *Set-Aside: None, full and open*
- *NAICS: 236220*
- *Scope: NC, SC, and GA military installations*

MATOC Awardees:

- *Balfour Beatty, Charlotte, NC*
- *Archer Western Federal JV, Chicago, IL*
- *BL Harbert International, Birmingham, AL*
- *RQ Construction, Carlsbad, CA*
- *Haskell Co, Jacksonville, FL*
- *Korte Construction, St Louis, MO*
- *Gilbane Federal, Concord, CA*
- *Pool reflects the JUL 2024 award, confirm current holders and any on ramps with the contracting officer before you invest proposal time*



Opportunity 3: *NAVFAC Barracks and CDC OTA*

NAVFAC – Special Notice of FY 2027 Industrialized Construction projects for barracks and child development centers via Other Transaction Authority (10 USC 2808a)

- *Solicitation #: None assigned, Special Notice*
- *Location: Four OTAs nationwide, OTA 2 is MCI East, 1.72M SF, 12 buildings*
- *Contract Type: Other Transaction Agreement*
- *Set-Aside: None stated*
- *NAICS / PSC: None assigned*
- *Value Range: Not published*
- *Published: 01 JUL 2026, inactive 01 OCT 2026*
- *POC: allison.b.silver.civ@us.navy.mil*

NCMBC Guidance:

- *Market survey only, this is not an RFP, RFQ, or IFB, and no award comes from it, but it names the projects NAVFAC intends to buy*
- ***NC holds nine of the twelve buildings in OTA 2 and 68 percent of its square footage, 1.18M SF and 1,962 rooms at Camp Lejeune, New River, and Cherry Point***
- *Projects must use advanced manufacturing or industrialized construction, volumetric modular, hybrid, or kit of parts, on a Modular Open Systems Approach architecture, all barracks built to 2+0 per FC 4-721-10N*
- *Davis Bacon, Buy American, and Miller Act still apply, prevailing wage and bonding do not go away under an OTA*
- *Follow on production can be awarded without further competition, so joining a team now is worth far more than waiting for the announcement*



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Featured Presentation

David Fedroff

Chief, IIES Branch

USACE Norfolk District



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Business Spotlight

T. A. Loving Company



- *Headquarters in Goldsboro, NC*
- *General contractor, construction manager, and design builder serving central and eastern North Carolina and the Southeast. Founded in 1925 and marking 100 years of continuous operation from the same city.*
- *Built the region's military footprint, awarded federal contracts in 1940 for Fort Bragg, MCAS Cherry Point, and Camp Lejeune*
- *Three delivery models under one roof, design build, general contracting, and construction management, across vertical and civil work*
- *Portfolio depth across healthcare, higher education, K-12, laboratories, bridges, and water and wastewater treatment plants*
- *Design build innovation recognized by ENR Best in the Southeast for five energy positive schools*
- *Self performed underground utility capability added through the 2023 acquisition of Pipeline Utilities, Inc.*
- *Public owners, fixed budgets, and unforgiving schedules reward institutional memory. The firm that built Cherry Point and Camp Lejeune in 1940 is still building across eastern North Carolina today, under the banner of safety, integrity, and client advocacy. For NC subcontractors and suppliers, that continuity makes T. A. Loving a durable teaming partner rather than a one project relationship.*

Bill Ryder, Business Development Manager, Civil

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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

- Infrastructure, Environmental and Energy (Oct 13)
- Agriculture, Food and Beverage (July 30; Oct 29)
- Defense Technologies & Innovation (Nov 12)
- Medical (Dec 10)
- Combat Systems (Sept 15; Dec 8)
- Textiles (Aug 19; Dec 2)
- Medical, Biomedical & Biodefense: Support to the Warfighter & Veteran Symposium (September 23-24, Chapel Hill)
- SE Infrastructure and Environmental Summit, Wilmington, NC 20-22 Apr 2027

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Contact the NC Military Business Center



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