



CONNECTING MILITARY AND BUSINESS

2025 Mission Report

North Carolina Military Business Center



Soldiers in a CH-47 simulate conducting an engagement lane using an M240B at Fort Bragg, North Carolina.

NCMBC.us

MatchForce.org

North Carolina Military Business Center

A Statewide Approach to Service

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 NC workforce
 - *Recruitment:* to support the recruitment of defense businesses to North Carolina
 - *Technology Transition:* 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.

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. Additionally, the NCMBC conducts several strategic initiatives including:

- Market intelligence – identifying future business opportunities in key sectors
- Pre-positioning and training – for future and current opportunities
- Current business development – connecting businesses to contract opportunities
- Solicitation and proposal support – assisting businesses to compete and win
- Training and resources – providing tools to overcome contracting obstacles
- Events and networking – focused on bringing business and government together



An F-15E Strike Eagle takes off from Seymour Johnson Air Force Base, North Carolina. The F-15E is a dual-role fighter designed to perform air-to-air and air-to-ground missions.

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 Regional Program Managers and Strategic Industry Professional 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 over 24,000 NC businesses to tens of thousands of federal contract opportunities every day.

In 2025, 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; medical, biomedical & biodefense; cybersecurity; energy & environmental; agriculture, food & beverage; textiles & soldier systems; and combat systems (aerospace, ground vehicles, armaments and maritime).

Strategic Industries

NCMBC targets high-potential industries to grow defense-related business in North Carolina

Advanced Materials & Manufacturing

Aerospace Systems

Agriculture, Food & Beverage

Construction & Infrastructure

Energy & Environmental

Ground Vehicles & Automotive

Innovation & Technology Transition

Maritime and Armaments

Medical & Human Performance

Textiles and Tactical Equipment

Training, Simulation and Human Factors

FY2024 Federal & DoD Prime Contracts in NC

\$8.5B

in federal prime contracts awarded to companies in 97 of 100 NC counties.

\$4.2B

in Department of Defense prime contracts awarded to companies in 81 of 100 NC counties.

39

Counties



with businesses that performed over \$10 million in federal prime contracts

18

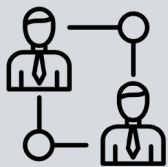
Counties



with businesses that performed over \$50 million in federal prime contracts

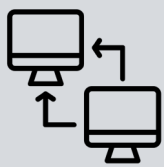
NCMBC Operational Statistics*

*January 1, 2005 - September 30, 2025



78,041

Opportunities Sourced by BD Team to Clients



2.59M

Opportunities Sourced by MatchForce to Clients



6,656

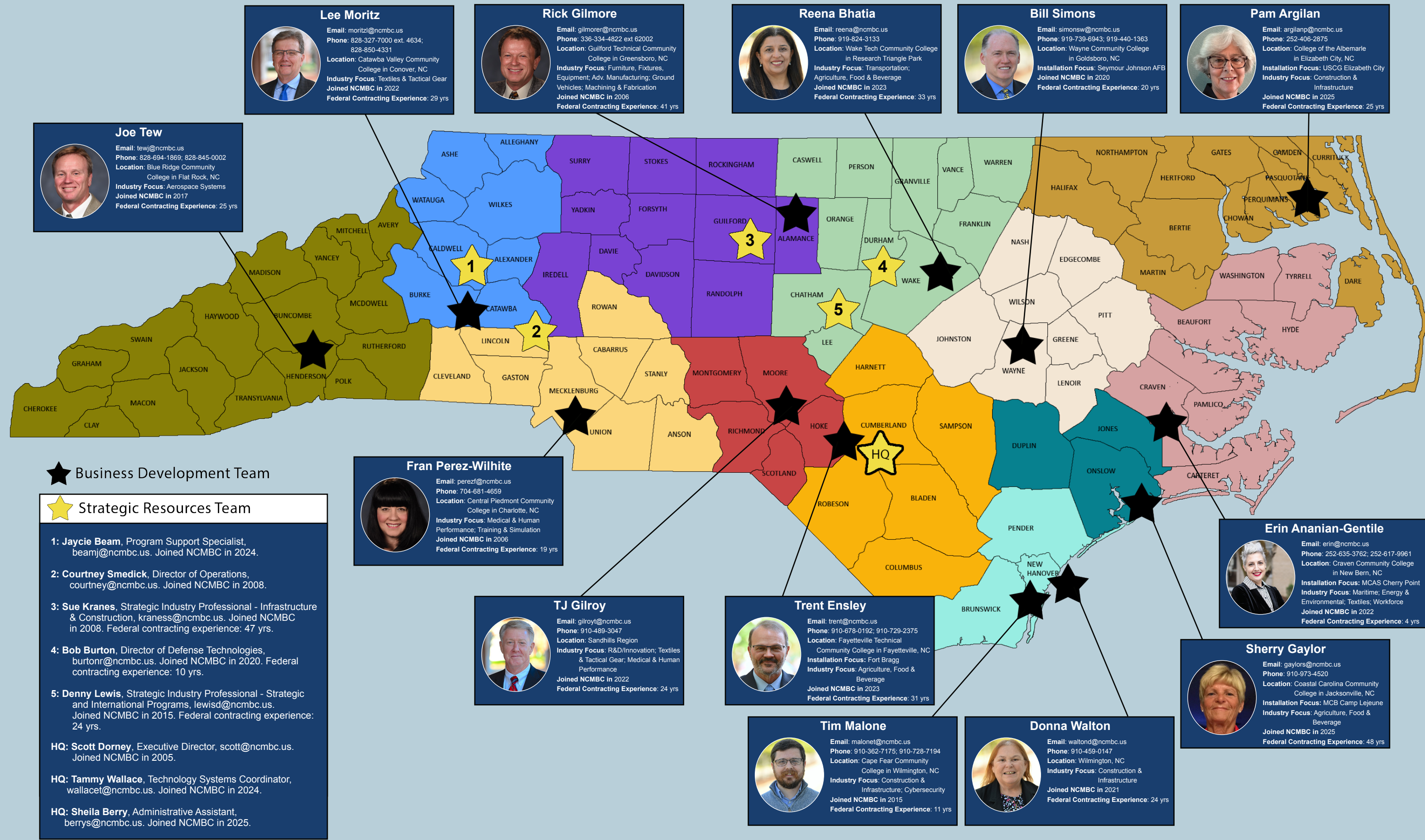
Assisted Client Contract Wins



\$18.20B

Assisted Client Contract Win Value

Serving North Carolina Statewide



Growing NC Business: Partnerships

Strong partnerships across North Carolina’s broader business support infrastructure—such as industry associations, chambers of commerce, economic development organizations, educational institutions, and State agencies—are essential to advancing the mission of the NCMBC. These collaborations enable greater alignment of resources, improved information sharing, and more coordinated outreach to businesses statewide. By working together, these partners help North Carolina companies better understand federal contracting opportunities, build capacity, and compete more effectively in the defense and federal marketplace. Ultimately, these relationships amplify the impact of the NCMBC and contribute directly to the growth and success of North Carolina businesses in the federal sector.

Industry partners include:

- Advanced Textile Association
- Associated Builders and Contractors of the Carolinas
- American Council of Engineering Companies
- Association of the United States Army
- Carolinas Associated General Contractors
- Institute for Defense and Business
- National Council of Textile Organizations
- North Carolina Clean Energy Technology Center
- North Carolina Institute of Minority Economic Development
- North Carolina Sustainable Energy Association
- North Carolina Veteran Business Association
- North Carolina World Trade Association
- SEAMS, Association and Voice of US Sewn Products Industry
- Society of American Military Engineers
- Southern Textile Association
- Warrior Protection & Readiness Coalition

State partners include:

- Economic Development Partnership of North Carolina
- North Carolina Biotechnology Center
- North Carolina Community College System
- North Carolina Department of Commerce
- North Carolina Department of Military and Veteran Affairs
- North Carolina State University (IES; Wilson College of Textiles, etc.)
- Northeastern Workforce Development Board (and other workforce boards)



A maritime enforcement specialist K-9 handler with the Coast Guard Maritime Security Response Team East, is hoisted into the air with his dog, at Coast Guard Air Station Elizabeth City in Elizabeth City, North Carolina. The K-9 unit conducted training with an MH-60 Jayhawk helicopter crew, which included several cable hoists from the ground to the door of the helicopter.

Contracting partners include:

- Fort Bragg Research Institute, a program of the Geneva Foundation
- Government Contracting Assistance Program
- Medical Technology Enterprise Consortium
- NC Small Business Center Network
- NC Small Business Technology Development Center
- US Small Business Administration

Connecting Military & Business: Events



2nd Assault Amphibious Battalion, 2nd MARDIV, observe Amphibious Combat Vehicles during Operator New Equipment Training on Marine Corps Base Camp Lejeune, North Carolina. OPNET is a specialized program focused on training 2nd AABn on the Amphibious Combat Vehicle to ensure safe and effective operation in any environment.

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

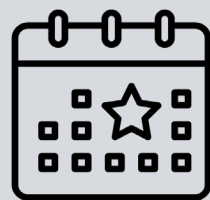
- Southeast Region Federal Construction, Infrastructure & Environmental Summit
- Federal and Defense Textile and Tactical Equipment Summit
- Medical, Biomedical & Biodefense: Support to the Warfighter and Veteran Symposium
- Defense Industrial Sustainment for Combat Systems Summit
- Federal Technology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

The NCMBC also hosts periodic industry-specific events focused on: aerospace; agriculture, food and beverage; maritime; energy; ground vehicles; and other specialties.

Participating federal and DoD offices and commands include:

- Fort Bragg
 - Marine Corps Air Station Cherry Point
 - Marine Corps Air Station New River
 - Seymour Johnson Air Force Base
 - Marine Corps Installations East/Camp Lejeune
 - USCG Base Elizabeth City, Sector NC and Aviation Logistics Center
 - North Carolina National Guard
 - Defense Advanced Research Projects Agency
 - Defense Logistics Agency Troop Support
 - Defense Logistics Agency Weapons Support (formerly Aviation & Land/Maritime)
 - Defense Logistics Agency, Energy
 - Defense Commissary Agency
 - Defense Health Agency
 - Defense Innovation Unit
 - General Services Administration
 - Military Ocean Terminal, Sunny Point
 - National Institutes of Health
- Naval Facilities Engineering Systems Command (MIDLANT, Southeast, Atlantic and Headquarters)
 - US Army Corps of Engineers (Baltimore, Norfolk, Wilmington, Charleston, Savannah, Jacksonville, Mobile and Caribbean Districts, and Headquarters)
 - US Army Futures Command
 - US Army Materiel Command
 - US Army Medical Logistics Command
 - US Army Research Office
 - US Department of Agriculture
 - US Department of Commerce
 - US Department of Health/Human Services
 - US Geological Survey
 - US Department of Interior
 - US Department of Transportation
 - US Department of Veterans Affairs
 - US Environmental Protection Agency
 - US Special Operations Command
 - and many more...

2025 NCMBC Event Statistics



17

In-Person Summits
& Seminars



3,650

Summit & Seminar
Attendance



60

Online Webinars



3,587

Webinar Attendance

2025 NCMBC Event Statistics



45

States Represented



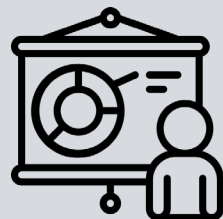
300+

Government Attendees



5

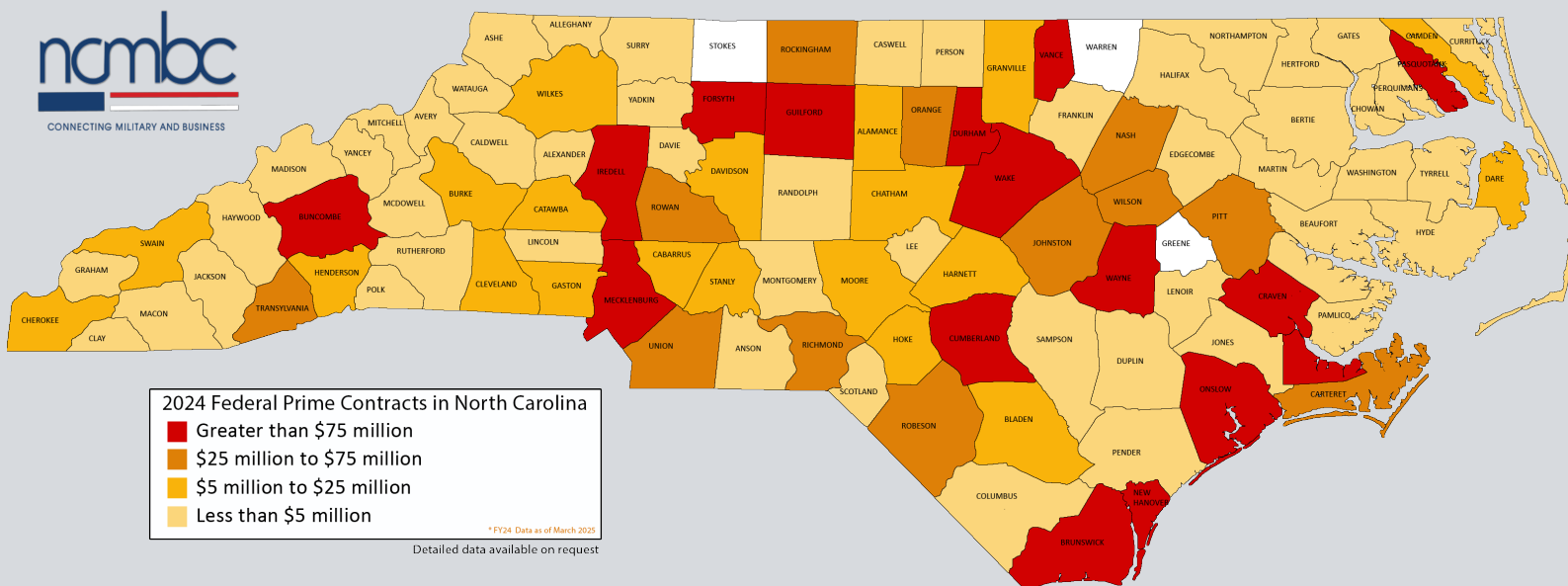
Countries in Attendance



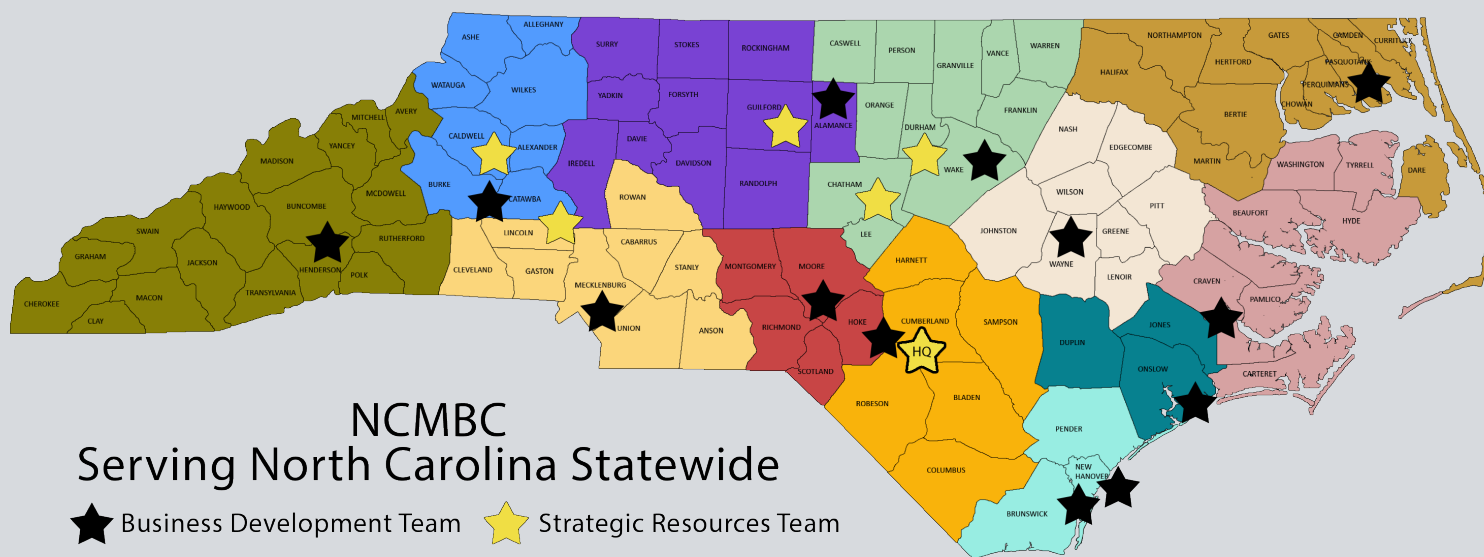
65+

Dual-Use Technology
Submissions

FY24: Where the Government Buys in NC



NCMBC: Where the NCMBC Serves in NC

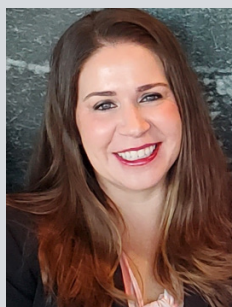


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