

# Intro to Federal Contracting and the NCMBC: A Resource for Businesses in Forsyth County

16 Dec 2025

Presented by:

Scott Dorney: [scott@ncmbc.us](mailto:scott@ncmbc.us)

Reena Bhatia: [reena@ncmbc.us](mailto:reena@ncmbc.us)

Rick Gilmore: [gilmorer@ncmbc.us](mailto:gilmorer@ncmbc.us)



CONNECTING MILITARY AND BUSINESS

[ncmbc.us](http://ncmbc.us)   [MatchForce.org](http://MatchForce.org)

# Agenda

- **Welcome**
- North Carolina federal market overview
- How the government acquires goods and services
- Getting started – and additional contracting training
- The NCMBC – a resource for you



# 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 assumes no responsibility for any actions taken based on the information provided during this meeting.



# Welcome

Each year, the government awards hundreds of billions of dollars in federal contracts to businesses like yours to meet the needs of the military and federal agencies. The government's goal is to award at a minimum **23 percent** of those contracts to small businesses.



# Welcome

To sell your products or services to the federal government, your business must meet specific requirements. Although the contracting process can seem complicated and overwhelming at first, the government provides information and tips to help you learn to compete, and the [State of North Carolina](#) provides extensive resources to assist you.



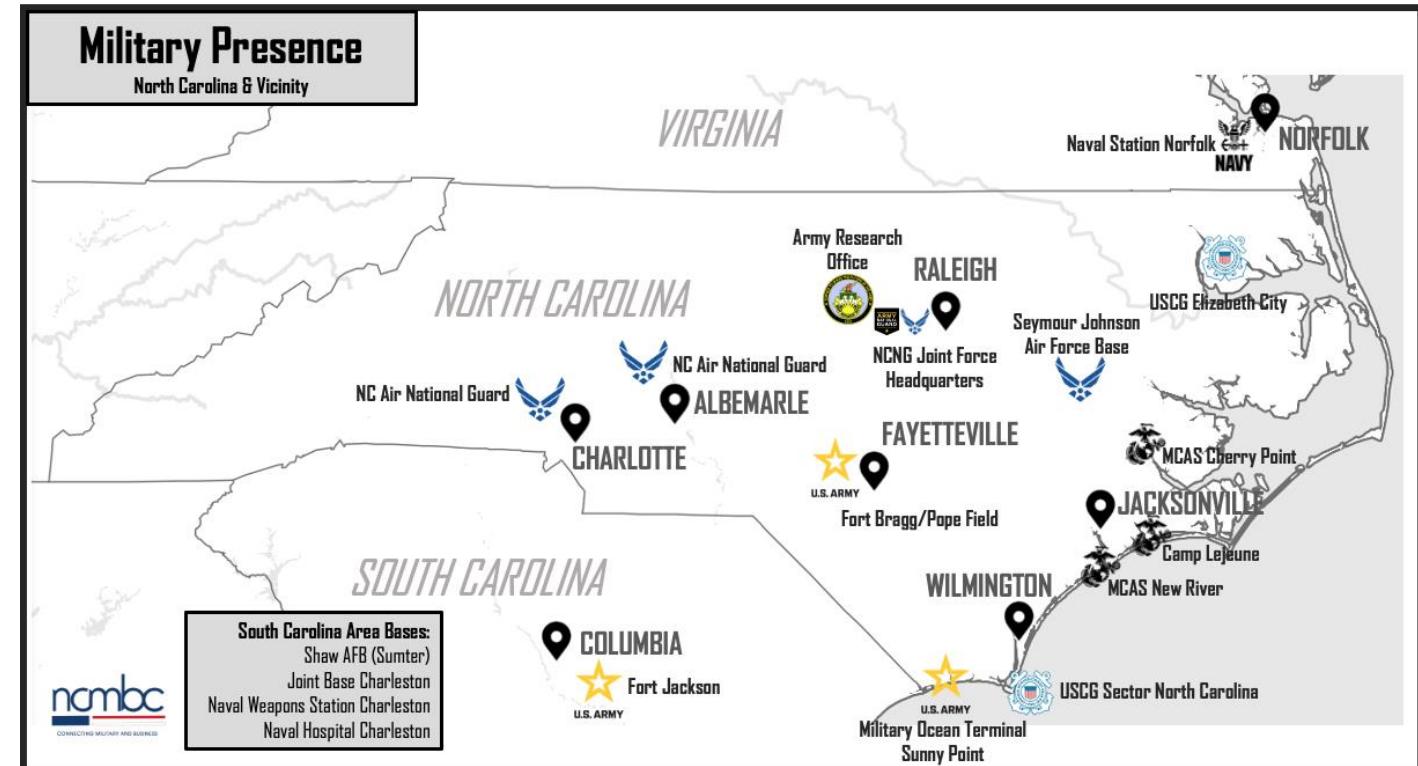
# Agenda

- **Welcome**
- **North Carolina federal market overview**
- How the government acquires goods and services
- Getting started – and additional contracting training
- The NCMBC – a resource for you



# Situation: Military Presence

- **4th highest military presence in US**
- 6 major installations (5 DoD/1 DHS)
- Over 100 National Guard & Reserve facilities
- 130,000 active, Guard and Reserve personnel
- 18,000 annual transitions



# Situation: Military Impact on NC Economy

Total Annual Impact: \$79.7 billion*	Gross State Product: 12.7%
Military/civilian payroll: \$19.2 billion	(Second largest sector of NC economy)
Over 653,000 jobs impacted	Personal income: \$49 billion
Federal contracts, FY24: \$8.551 billion**	DoD contracts, FY24: \$4.231 billion**
Subcontracts: additional billions	

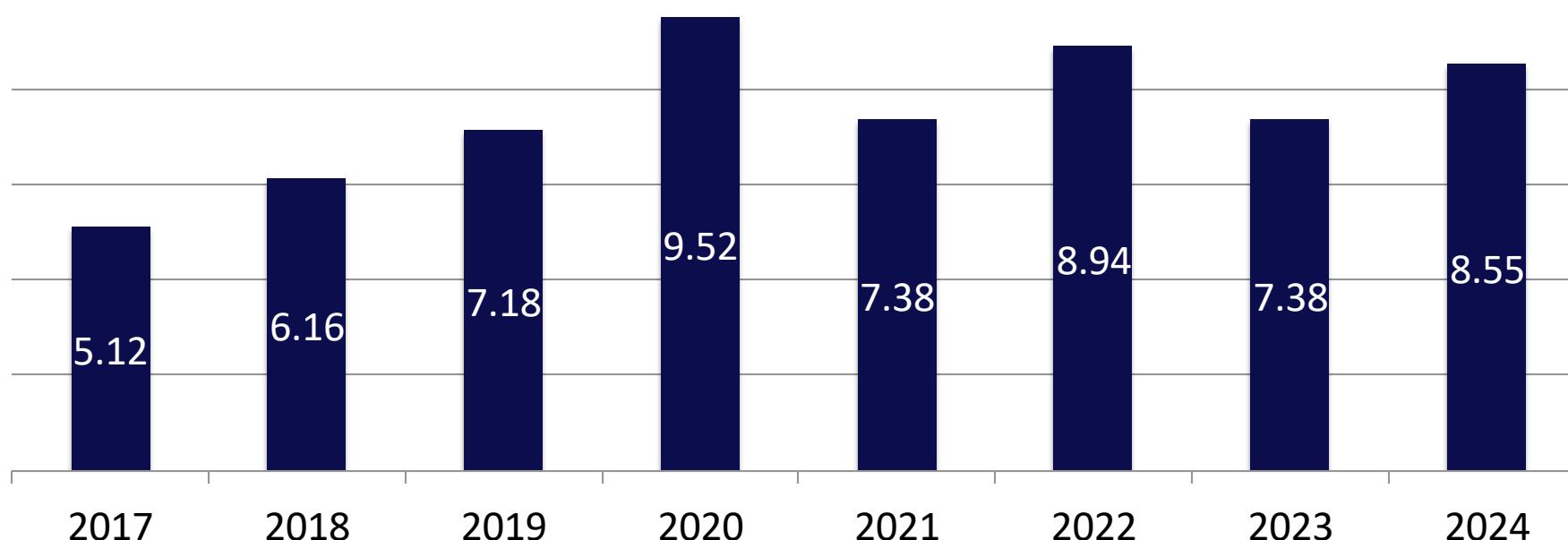
\* "The Economic Impact of the Military on North Carolina," NC Department of Commerce, 2022

\*\*Federal Procurement Data System

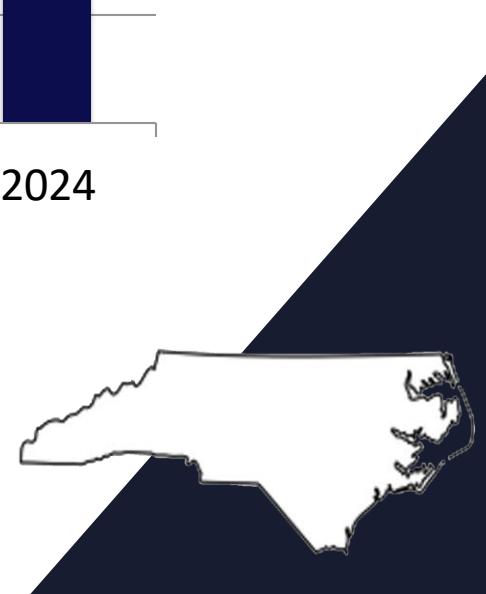


# Situation: Federal Procurement, FY2024

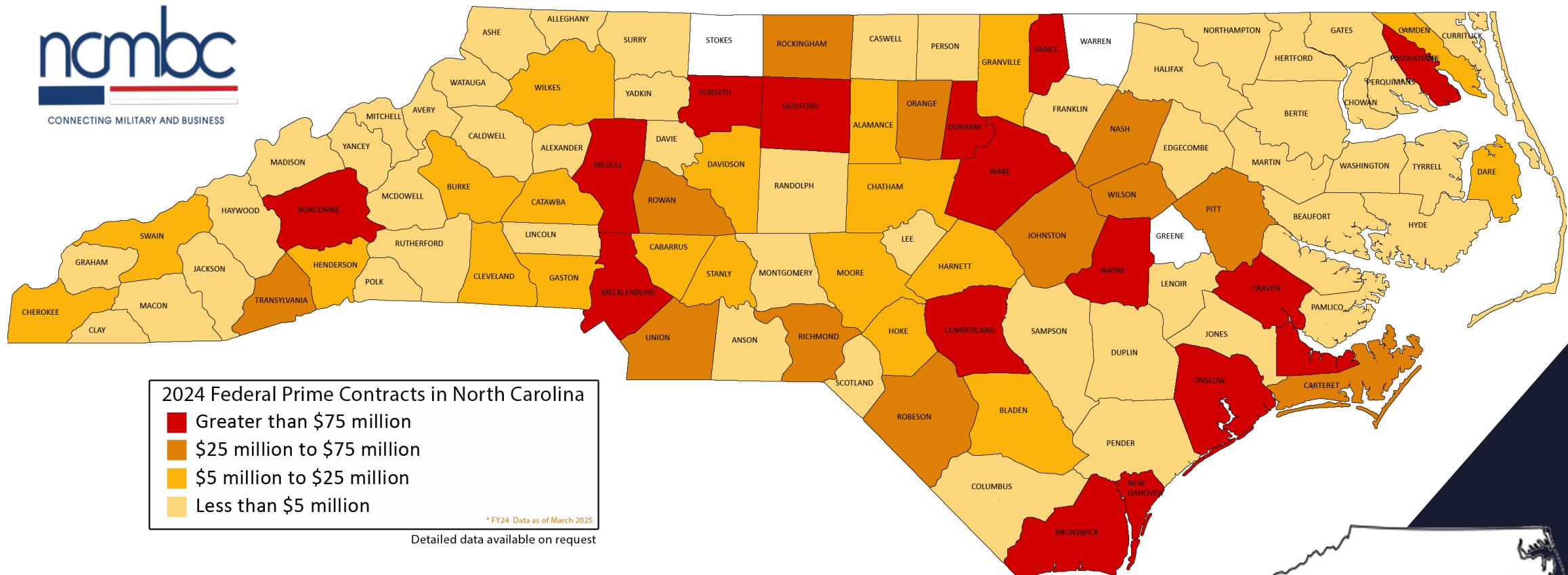
Prime contracts, Federal in NC: **\$8.55 billion (97 Counties)**



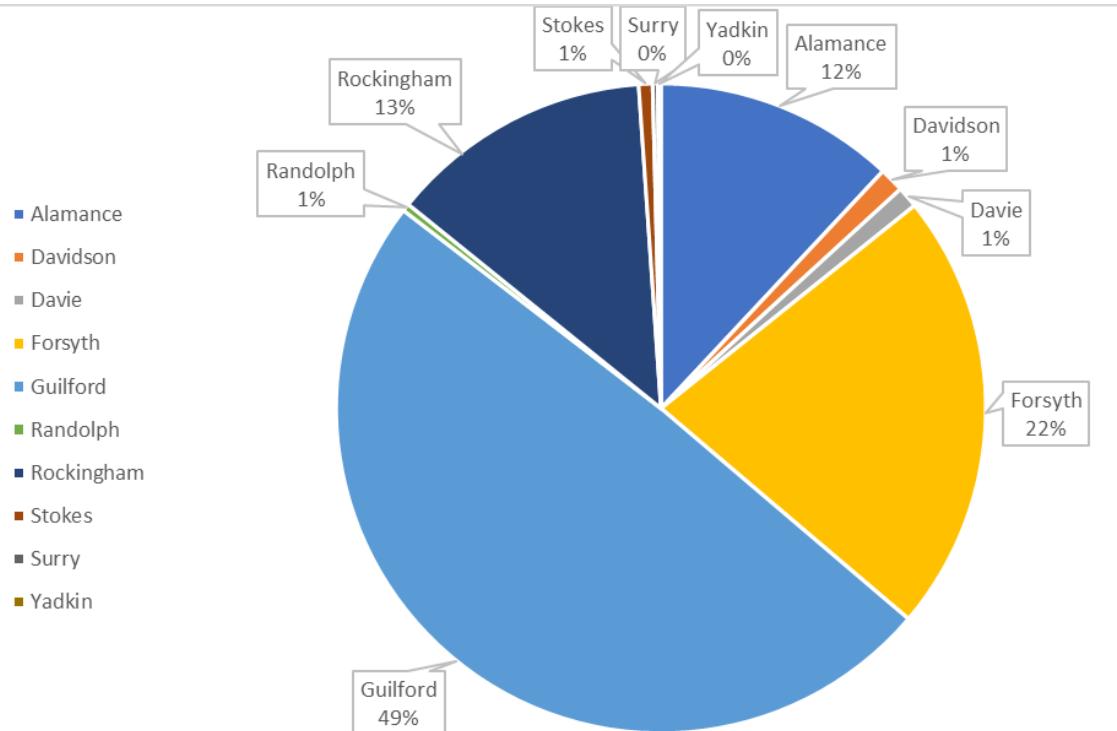
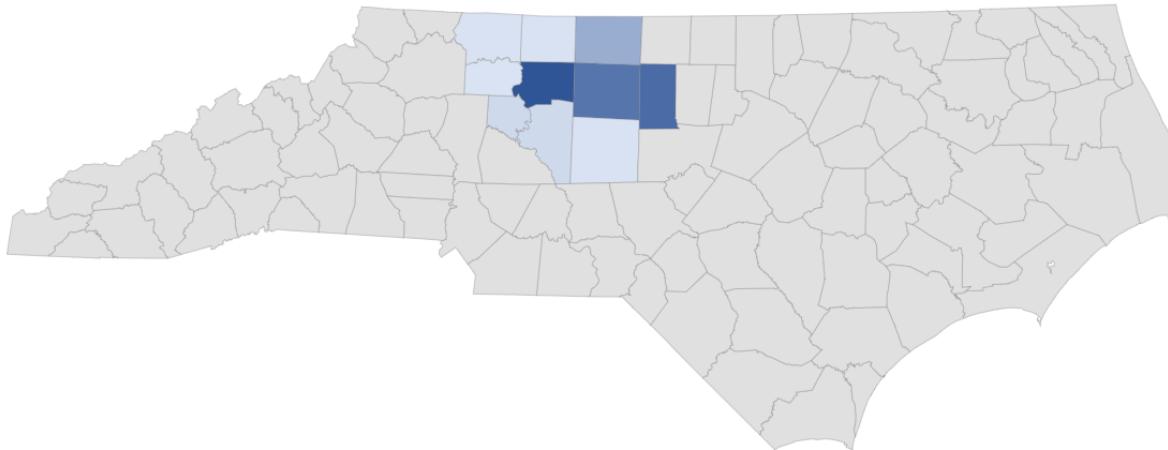
Prime contracts, DoD in NC: **\$4.23 billion (81 Counties)**



# Situation: Federal Procurement, FY2024

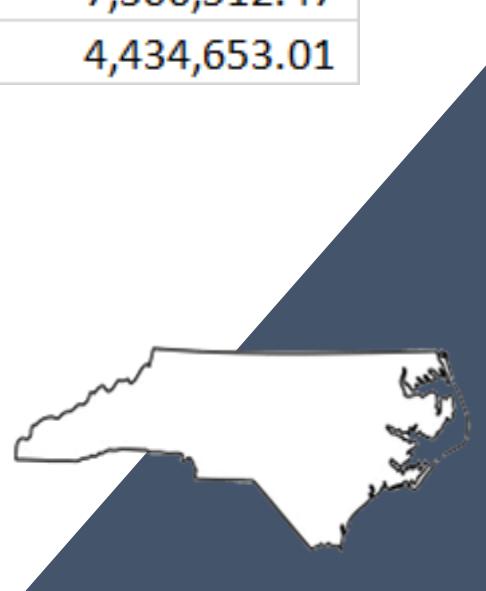


# Piedmont Triad Federal Contract Awards FY2020 to FY2024



Place of Performance (POP): \$2,878,490,066.68

Alamance	\$ 344,503,872.01
Davidson	\$ 35,475,723.98
Davie	\$ 30,551,572.40
Forsyth	\$ 631,909,703.11
Guilford	\$ 1,416,744,913.62
Randolph	\$ 10,838,229.26
Rockingham	\$ 376,788,619.85
Stokes	\$ 19,936,266.97
Surry	\$ 7,306,512.47
Yadkin	\$ 4,434,653.01



# Forsyth County Federal Contracting FY2024

FY2024 TOTAL DOLLARS	\$102,531,423
COUNTY RANK IN STATE	12
TOTAL CONTRACTORS	70

FISCAL YEAR	TOTAL DOLLARS
FY 2024	\$102,531,423
FY 2023	\$91,708,643
FY 2022	\$74,734,617
FY 2021	\$44,299,447
FY 2020	\$379,737,400

FY 2024 Top Contractors	Total Dollars
WINSTON-SALEM INDUSTRIES FOR BLIND	\$39,076,187
WAKE FOREST UNIVERSITY HEALTH SCIENCES	\$32,140,392
KING STREET TECHNOLOGY PARTNERS	\$19,514,210
ELEMANCE, LLC	\$3,157,374
COVILLE, INC	\$2,337,941
SOUTHERN FASTENERS & SUPPLY	\$1,448,427

# Agenda

- **Welcome**
- North Carolina federal market overview
- **How the government acquires goods and services**
- Getting started – and additional contracting training
- The NCMHC – a resource for you



# How the Government Acquires Goods and Services

## Prioritized Sources

- Agency inventories
- Other agency excess
- [Federal Prison Industries](#)
- [Ability One](#)
- Wholesale supply sources (Defense Logistics Agency, [DLA](#))
- General Services administration, mandatory, then optional federal supply schedules ([GSA](#))



# How the Government Acquires Goods and Services

## Prioritized Sources (cont'd)

- Commercial sources including:
  - Indefinite Delivery Indefinite Quantity contracts ([IDIQ](#))
  - Multiple Award Construction Contract ([MACC](#)) (construction)
  - Multiple Award Task Order Contract ([MATOC](#)) (construction)
  - Single Award Task Order Contract ([SATOC](#))
  - Sole Source Set Aside
  - Competitive acquisitions



# How the Government Acquires Goods and Services

## Non-Appropriated Funds

- Spent by MWR (Army), MCCS (Marines) to support troops
- No need to register anywhere (but you should)
- Rules and processes are simple
  - If <\$10,000, competition is not required
  - \$10,000 to \$150,000 must solicit two sources
  - Purchases >\$150,000 a minimum of three qualified sources.
- **Market your business directly to the buyers**



# How the Government Acquires Goods and Services

## Appropriated Funds

- Government seeks to give businesses a fair chance to compete
- Government may use “best value” - may not be lowest price
- Purchasing Laws are followed in accordance to:
  - [Code of Federal Regulation](#)
  - Federal Acquisition Regulation ([FAR](#))
  - Defense Federal Acquisition Regulation ([DFAR](#)), or...
  - Other Federal Agency Supplements to the FAR



# How the Government Acquires Goods and Services

## Appropriated Funds

- Threshold: Micro Purchases – Up to \$15,000
  - Buyer only has to solicit one source
  - Price must be reasonable
  - Usually paid by [Government Purchase Card \(GPC\)](#)
  - Many federal employees have GPC's and make small purchases everyday



# How the Government Acquires Goods and Services

## Appropriated Funds

- Threshold: Simplified Acquisition Threshold (SAT), up to \$350,000
  - Set-aside for small business (SB)
  - SB dealer/distributor may offer product of any size manufacturer
  - Handled by contracting officers
  - 3 quotes from vendors they know and locate
  - Award based on low best price/delivery requirements
  - May use "Best Value," not always the lowest price
  - Solicitations posted on [SAM.gov \(MatchForce!\)](http://SAM.gov (MatchForce!))

\* Exceptions to the limit exist for CONUS/OCONUS contingency operations, disaster prevention/response/recovery



# How the Government Acquires Goods and Services

## Appropriated Funds (above SAT threshold)

- Threshold: Purchases over \$350,000
  - Subject to other federal business development programs
  - Past Performance will be a factor in the decision process
  - May require a technical proposal
  - More formal process - **must follow instructions** in the Request for Quote (RFQ) or Request for Proposal (RFP)



# Federal Contacting - Business Development Programs

Federal Government has instituted **business development programs** to meet **national policy goals**

- Firms that qualify:
  - May receive contracts on a sole source basis
  - May only have to compete with similar firms
  - May get a price preference
  - Help the Government agency meet its goals
  - Help prime contractors meet their goals



# Federal Contacting - Business Development Programs

## **Business development programs and federal government goals:**

- Small Business Concerns - **23% of all contract value**, with subsets:
  - HUBZone Small Business Concerns - **3%**
  - Service-Disabled Veteran-Owned Small Businesses - **5%**
  - Small Disadvantaged Businesses - **10%**
  - Women-Owned Small Businesses - **5%**

Source: US SBA, Federal Contracting, Contracting assistance programs <https://www.sba.gov/federal-contracting/contracting-assistance-programs>, 30 NOV 2023



# Federal Contacting - Business Development Programs

## Small Business Concerns

- Firm must: be for-profit, independently operated, located in US, not “nationally dominant,” and meet size standards for “small”
  - Vary by North American Industry Classification System Code
  - May be based on # of employees, or average annual receipts over the last 3 complete fiscal years (or 5 years – optional to 1/6/2022)
  - Include the parent and/or affiliate companies
- Firm may be SB for one product/service, large for others



# Federal Contacting - Business Development Programs

## Subcontracting Opportunities

- Federal subcontracts = commercial contracts between two firms
- Subcontracting plan required for awards
  - Contract value exceeds \$900,000 (\$2.0 million for construction)
  - SBCs can execute at fair market value, without disrupting performance
- Large primes have goals for SBCs, HUBZone, SDVOSB, SDB, WOSBs
- May be the best market for new contractors, initially
- Access sub opportunities via NCMBC events,  
[www.ncmbc.us](http://www.ncmbc.us), [www.MatchForce.org](http://www.MatchForce.org), [SBA Subnet](http://SBA Subnet)



# Agenda

- Welcome
- North Carolina federal market overview
- How the government acquires goods and services
- **Getting started – and additional contracting training**
- The NCMBC – a resource for you



# Getting Started

## What you need to do:

- Follow the checklist on [www.ncmbc.us!](http://www.ncmbc.us)
- Become web-enabled to find contracts
- Learn the basic rules of contracting
- Learn who buys, who wins, and for how much (FPDS, etc.)
- Learn to describe your business and your products/services ([\*\*SBC\*\*](#), UEI, [\*\*NAICS\*\*](#), CAGE, and [\*\*PSC codes\*\*](#))
- Develop marketing materials and capabilities statements: in [\*\*“government speak”\*\*](#)
- Register: [www.MatchForce.org](http://www.MatchForce.org), [SAM.gov](http://SAM.gov)



# Getting Started

## What you need to do:

- Certify with the Small Business Administration for Contracting Programs
- **Monitor Opportunities:** SAM.gov, MatchForce.org, etc.
- Respond to opportunities, including Sources Sought and Requests for Information
- Network with prime contractors for subcontract opportunities
- Leverage resources – Join networks/connecting organizations, use NCMBC/SBTDC/SBA/SBC and **attend EVENTS!**



# Getting Started

## NCMBC Checklist:

“Getting Ready to Sell to  
the Federal Government”

On [www.ncmhc.us](http://www.ncmhc.us)

Under “Contracting”



### Getting Ready to Sell to the Federal Government

Created by the North Carolina Military Business Center

#### CHECKLIST

- ⇒ **SAM.gov.** Register to be a federal contractor.
  - Register your firm with the System for Award Management (SAM). It is a requirement that all contractors doing business with the Department of Defense be registered with SAM. Website: <https://sam.gov/content/home>
  - All entities wishing to do business with the federal government must have an Unique Entity Identifier (UEI).
  - The Commercial and Government Entity (CAGE) Code is a five-character ID number used extensively within the federal government. The CAGE code provides a standardized method of identifying a given facility at a specific location.
  - Identify your North American Industry Classification Code (NAICS) by running keyword searches on the US Census Bureau's NAICS System website: <https://www.census.gov/naics/>. You need the full 6-digit numbers.
    - Remember, you can have more than one code when you register in SAM.gov but will need to identify your primary NAICS code.
  - [Prepare for Entity Registration in SAM.gov](#)
- ⇒ **Register your business at MatchForce.org.** This is the State of North Carolina's free web-based database of firms who are seeking federal government prime contracts and subcontracts. Your firm will automatically match to contracting opportunities daily based on your NAICS codes. Website: [www.MatchForce.org](http://www.MatchForce.org).
- ⇒ **Determine if you qualify as a small business.** There is a separate size standard for each NAICS. Once you know your NAICS, visit the Small Business Administration's website: <https://www.sba.gov/federal-contracting/contracting-guide/size-standards> to look up the size standards for each NAICS code.
- ⇒ **Identify your Product Service Code(s) (PSCs)** by going to the [PSC Manual](#); selecting the link to download the “PSC April 2022.xlsx” spreadsheet and then doing a keyword search in column B of the spreadsheet. You may find it helpful to supplement your column B keyword search with columns E and F keyword searches. Alternatively, you can download the PSC Manual in PDF or Word formats if you prefer to search using the full manual.
- ⇒ **Small Business Administration and Contracting Assistance Programs.**
  - [Basic Requirements](#)
  - [How to Update Your SBA Profile](#)
  - **Veteran Assistance Programs:** Every year, the federal government awards a portion of contracting dollars specifically to businesses owned by veterans.
    - **Veteran-Owned Small Business Program:** not less than 51% of which is owned by one or more veterans (as defined at 38 U.S.C. 101(2)) or, in the case of a publicly owned business, not less than 51% of the stock of which is owned by

# Getting Started

## **Additional NCMBC Training for You :**

- Webinars (samples; see [ncmhc.us](http://ncmhc.us) for full list)
  - **Introduction to Federal Contracting** (4 FEB, 13 MAY, 12 AUG 2026)
  - Intro to Government Proposals (17 DEC 25, 4 MAR 26, 26 AUG 2026)
  - Effectively Present your Business to Government (11 FEB, 27 MAY, 19 AUG 2026)
  - Intro to Defense Logistics Agency and DIBBS (1 APR, 7 OCT 2026)
- Seminars: as scheduled by CCs, Chambers, etc.
- Counseling, one-on-one: schedule with NCMBC representative!



# Agenda

- Welcome
- North Carolina federal market overview
- How the government acquires goods and services
- Getting started – and additional contracting training
- **The NCMBC – a resource for you**



# 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
- Totally State-funded, the **NCMBC** is the [only statewide, military-focused economic development entity in the US](#), and the only NC entity solely focused on growing the defense economy through existing industry



# 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

**Outcomes:** Contracts (6,570), revenues (\$18.20 B), jobs!



# North Carolina Military Business Center

## Organizational Chart

### NCMBC Leadership Team

#### Contact Information:

<https://www.ncmbc.us/category/staff/>



Scott Dorney  
Executive Director



Courtney Smedick  
Director of Operations

### Headquarters Team



Tammy Wallace  
Technology Systems



Sheila Berry  
Admin & Logistics



Jaycie Beam  
Program Support

### Regional Program Management Team



Fran Perez-Wilhite  
Charlotte



Joe Tew  
Flat Rock



Rick Gilmore  
Greensboro



Trent Ensley  
Fayetteville



Reena Bhatia  
Raleigh



Bill Simons  
Goldsboro



Denny Lewis  
Strategic & International  
Programs



Sue Kraines  
Infrastructure



Bob Burton  
Director of Defense  
Technologies



Pam Argilan  
Elizabeth City



Erin Ananian-Gentile  
New Bern



Sherry Gaylor  
Jacksonville



Lee Moritz  
Hickory



Donna Walton  
Wilmington



Tim Malone  
Wilmington



TJ Gilroy  
Pinehurst

# Operations: Business Development

Operations at Colleges	Future Opportunities	Current Opportunities
Recruit to market	Identify, analyze	ID, analyze most lucrative
Engage in market	Connect to businesses	Connect to businesses
Training, webinars	Market intelligence	Solicitation support
Counseling, 1-on-1	Pre-positioning	Proposal support
Events, statewide	Teaming, subcontracting	Contract execution

CY2005-CY2025

Opps Distributed: 78,041

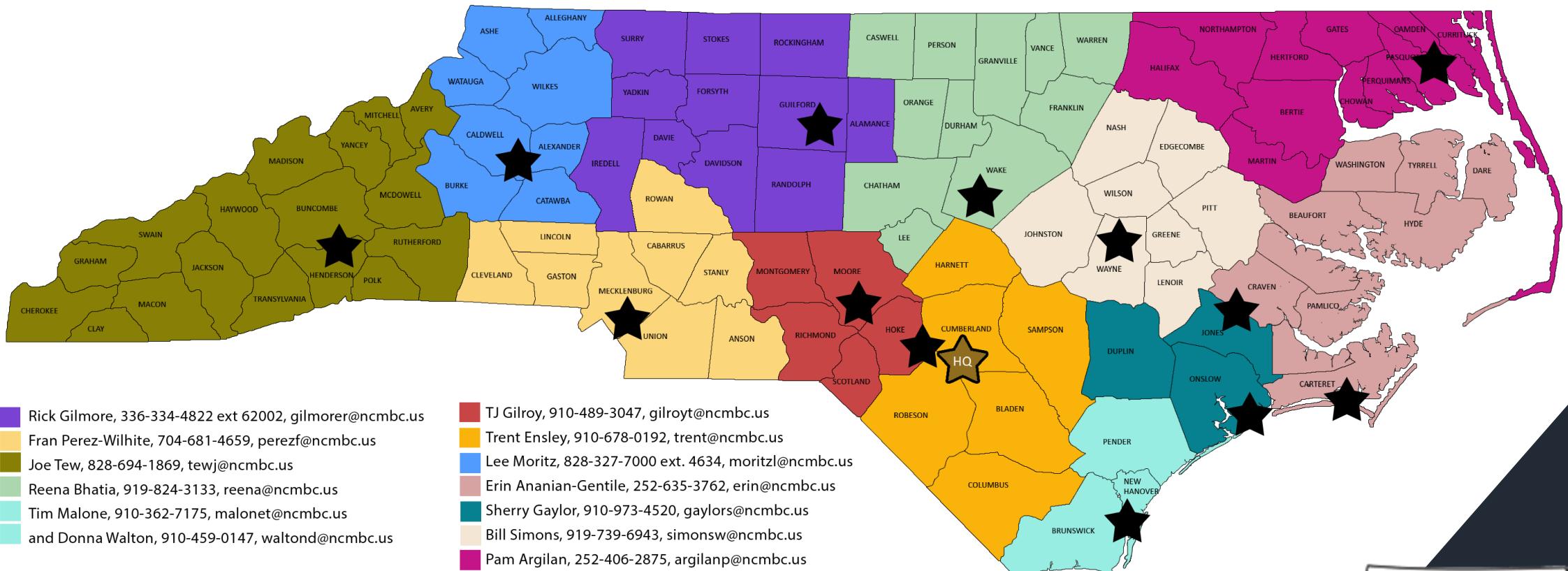
Connections: &gt;40 million

BD Team-Involved Wins: over 3,893

Total Min Value: over \$13.33 billion



# Operations: Business Development Team



# Operations: MatchForce.org

## MatchForce Next Generation Matches:

NC businesses to federal opportunities

Contracting staff to NC businesses

Prime contractors to NC subcontractors

CY2005-CY2024

Opportunities distributed: over 2.0 million

Business-Opportunity Connections: >400 million

MatchForce-Involved Wins: over 2,912

Min Value, MatchForce Wins: over \$8.03 billion

24,349  
Registered Businesses

54,534  
Contract Opportunities

Match and Search

more than 54,534 Contract Opportunities



Business

- ✓ Register for Free
- ✓ Match to federal opportunities
- ✓ Post your B2B opportunities



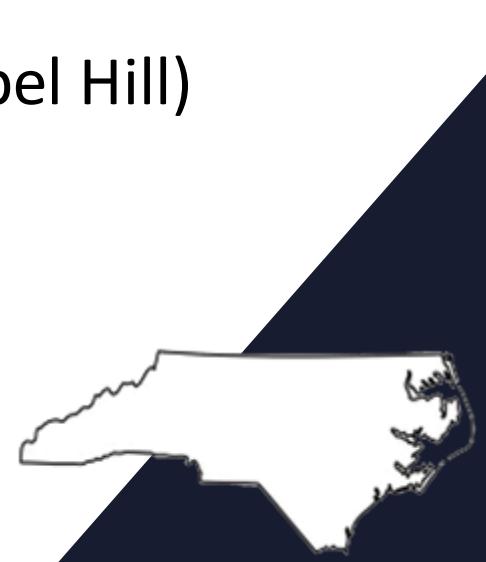
Government

- ✓ Register for Free
- ✓ Do market research
- ✓ Post contract opportunities



# 2026 Major Events

- Defense Industrial Sustainment for Combat Systems Summit (MAR 18-19, Chapel Hill)
- SE Region Federal Construction, Infrastructure Summit (APR 14-16, WIL)
- Federal and Defense Textile & Tactical Equipment Summit (MAY 19-20, RAL)
- Federal Technologies Symposium (AUG 4-5, FAY)
- Medical, Biomedical, Biodefense Symposium (SEPT TBD, Chapel Hill)



Assisted businesses have won at least 6,570 contracts valued at \$18.20 billion

To receive analyzed federal contract opportunities for which your business can compete, [click here](#).



CONNECTING MILITARY AND BUSINESS

SEARCH...

GO



HOME ABOUT EVENTS STRATEGIC INDUSTRIES DEFENSE INNOVATION CONTRACTING WORKFORCE



**CONNECTING MILITARY AND BUSINESS**  
Business Development Support for Federal Contractors

CONTACT NCMBC

# Contact Information



- **Scott Dorney**, Executive Director, 910-678-0190, [scott@ncmbc.us](mailto:scott@ncmbc.us)
- **Courtney Smedick**, Operations Director, 910-678-0193, [courtney@ncmbc.us](mailto:courtney@ncmbc.us)
- **Rick Gilmore**, Regional Program Manager, 336-860-8705, [gilmorer@ncmbc.us](mailto:gilmorer@ncmbc.us)
- **Reena Bhatia**, Regional Program Manager, 919-824-3133, [reena@ncmbc.us](mailto:reena@ncmbc.us)

