# North Carolina Military Business Center Fact Sheet

# **ABOUT US**

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

## **MISSION**

To leverage military and other federal business opportunities to expand the economy, grow jobs and improve quality of life in North Carolina.

## **GOALS**

- Increase federal revenues for North Carolina businesses
- Introduce advanced technologies to federal agencies
  - Engage in the recruitment of defense businesses
  - Support the integration of transitioning military & family members into the state workforce

## **OPERATIONS**

- Business development
- Advanced technology transition
- MatchForce and technology systems
- Market intelligence and pre-positioning
- Training, education & strategic industry events

## STRATEGIC INDUSTRIES

- Medical, biomedical & biodefense
- Subsistence, retail and troop feeding
- Aerospace, manned & unmanned systems
- Installation energy, environmental & construction
- Cybersecurity, software and advanced IT systems

# **OUTCOMES**

Total Federal Contract Wins: 6,227
Contract Wins, Min Value: \$18.09 billion
Tax Revenues Generated, Min Value: \$669.4 million

Return on Investment in NCMBC: 29:1



CONNECTING MILITARY AND BUSINESS

#### **HEADQUARTERS**

Scott Dorney, Executive Director, scott@ncmbc.us
Courtney Smedick, Director of Operations, courtney@ncmbc.us
Bob Burton, Director of Defense Technology, burtonr@ncmbc.us
Tammy Wallace, Technology Systems, wallacet@ncmbc.us
Sheila Berry, Admin/Logistics, berrys@ncmbc.us
Rachel Rocker, Research Analyst, rockerr@ncmbc.us
Jaycie Beam, Program Support, beamj@ncmbc.us

#### STRATEGIC INDUSTRY CONSULTANTS

**Denny Lewis**, Strategic Initiatives, lewisd@ncmbc.us **Sue Kranes**, Infrastructure, kraness@ncmbc.us **JD Cassani**, Textiles/Tactical Equipment, cassanij@ncmbc.us

#### REGIONAL PROGRAM MANAGEMENT TEAM

Lee Moritz, Hickory, moritzl@ncmbc.us

Fran Perez-Wilhite, Charlotte, perezf@ncmbc.us

Justin Dues, Concord, duesj@ncmbc.us

Joe Tew, Hendersonsville/Asheville, tewj@ncmbc.us

Rick Gilmore, Greensboro, gilmorer@ncmbc.us

Trent Ensley, Fayetteville, trent@ncmbc.us

TJ Gilroy, Pinehurst, gilroyt@ncmbc.us

Bill Simons, Goldsboro, simonsw@ncmbc.us

Reena Bhatia, Raleigh/Durham, reena@ncmbc.us

Darleen Stein, Elizabeth City, steind@ncmbc.us

Erin Ananian-Gentile, Havelock/New Bern, erin@ncmbc.us

**Tim Malone**, Wilmington, malonet@ncmbc.us

Donna Walton, Wilmington, waltond@ncmbc.us

Vacant. Jacksonville

For a full list of contact information, visit: <a href="https://www.ncmbc.us/category/staff/">https://www.ncmbc.us/category/staff/</a>

NCMBC.us DEFTECH.nc.gov CyberNC.us