

»By Brian Miner

bizfayetteville.com



MILITARY BUSINESS

Leading military business

NCMBC EXECUTIVE DIRECTOR SCOTT DORNEY REFLECTS ON TIME WITH THE INSTITUTION, HIS CAREER AND THE FUTURE OF MILITARY BUSINESS

Scott Dorney's journey from a dedicated soldier to a transformative business leader in North Carolina is a story of resilience, vision and a deep commitment to service. As the Executive Director of the North Carolina Military Business Center (NCMBC), Dorney has not only driven economic growth but has also created a bridge between defense and federal contracting and the business community, enhancing opportunities for countless individuals and companies in the state.

Dorney's career story begins with a strong foundation of discipline and service. Attending the Citadel in South Carolina instilled in him values of hard work and dedication. After graduating, Dorney was commissioned as an Officer in the United States Army. His military experiences exposed him to military operations, logistics and the critical needs of the defense sectors. This equipped him with unique insights and skills which have been invaluable in his civilian career, particularly in fostering relationships between the military and business communities.

"One of the best things about the military is how they develop their people. My primary position was a Field Artillery Officer, but my secondary specialty was as a Foreign Area Officer," Dorney said. As an Assistant and Acting Defense Attache he gained experience in political, civil and military operations and learned the importance of civilian and military cooperation.

This provided the nexus for what would become not only his future career, but his passion. A parachute accident in 1997 left him with a shattered ankle, broken hip and a femur broken in seven locations which caused him to evaluate his future as an Army Officer.

"If I couldn't lead from the front and set the right example for my soldiers physically, then I couldn't be the kind of Army Officer I wanted and needed to be," Dorney said.

Dorney took the helm of the NCMBC on Dec. 1, 2004 with a clear vision: to create a robust connection between North Carolina businesses and the federal



CONNECTING MILITARY AND BUSINESS

Scott Dorney
Executive Director of
the North Carolina
Military Business
Center (NCMBC)

“I don't want us to just be good. We are a high performing organization and I want us to take the challenges we face and turn them into opportunities for North Carolina businesses I don't want us to just be good. We are a high performing organization and I want us to take the challenges we face and turn them into opportunities for North Carolina businesses.”

PHOTO PROVIDED BY NCMBC

Scott Dorney became the executive director of the NCBMC in December 2004. Since then he has worked hard to create a robust connection between North Carolina businesses and the federal and defense contractors.

and defense contractors, fostering economic growth and job creation. Under his leadership, the NCMBC became a vital resource for businesses seeking to engage with military and defense opportunities.

One of the notable achievements of the NCMBC has been demystifying the often complex world of federal procurement.

Today the NCMBC has automated its search process, giving the most comprehensive and complete results to the NCMBC team, who then vet these opportunities to ensure they are legitimate and competitive and then work to provide these opportunities to businesses in North Caro-

lina with the necessary resources to support the contract. This hands-on approach is instrumental in enabling small and medium-sized businesses to compete for and secure military contracts.

Dorney can speak about the mission, accomplishments, challenges and importance of the NCMBC as easily as a proud parent talks about his children.

He is effusive in his praise for the political, military and business leaders who have initiated, supported and promoted the NCMBC over the years and the close ties with the North Carolina Community Colleges is something that he was

obviously passionate about.

"Any success we have had is a direct function of the partnerships with the community, the state, the military and the community colleges of North Carolina. That integration drives success," Dorney claims. Dorney is extremely proud of the relationship between the NCMBC and Fayetteville Technical Community College which houses their main office.

Looking ahead, Dorney shared that the NCMBC is focused on continuing to adapt and respond to the evolving needs of the military and defense sectors. This includes staying abreast of technological advancements, shifts in defense spending and changes in military strategy. By remaining proactive and responsive, the NCMBC aims to sustain its impact on North Carolina's economy and maintain its position as a facilitator in military business development.

"I don't want us to just be good. We are a high performing organization and I want us to take the challenges we face and turn them into opportunities for North Carolina businesses," Dorney emphasized. "My goal is for North Carolina to be in the top 10 states for defense contracting. We have to work really hard to get there and that is what drives us every day."

Through the efforts of Dorney, the NCMBC team and the partnership with the military and business community and community college system, the NCMBC has become a vital resource for businesses seeking to engage with federal and defense opportunities, contributing significantly to North Carolina's economic development.