



NAVY WEEK CHARLOTTE

DOING BUSINESS WITH THE NAVY & MARINE CORPS
SMALL BUSINESS WORKSHOP



Welcome Remarks



TJ Gilroy
Regional Program Manager
NC Military Business Center

Welcome Remarks



Captain Wade Smith
Commodore
Littoral Combat Ship Squadron Two



John Daniels
Vice Chancellor for Research
University of North Carolina, Charlotte



Dr. John Daniels

Vice Chancellor for Research



**NATIONAL DEFENSE & INTELLIGENCE
INNOVATION INSTITUTE**

UNC CHARLOTTE RETAINS MILITARY GOLD STATUS, MOVES UP TO TIER 1 UNIVERSITY

[Home](#) / UNC Charlotte Retains Military Gold Status, Moves Up To Tier 1 University

📅 FRIDAY, APRIL 18, 2025

BUSINESS

NASCAR team helps GM make vehicles for 'the most demanding conditions' — for the Army

By Catherine Muccigrosso

Updated February 3, 2021 1:49 PM | 📺 Gift Article

INSIDE LOOK

Yes, it's Hendrick Motorsports. But you won't find race cars at this new Concord plant

By Catherine Muccigrosso

Updated March 18, 2025 2:43 PM | 📺 Gift Article





**Operational Energy
Systems & Resilient
Infrastructure**



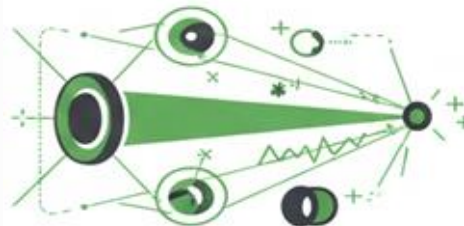
**Advanced
Manufacturing, Materials
& Metrology**



**Cybersecurity & Cyber-
Physical Resilience**



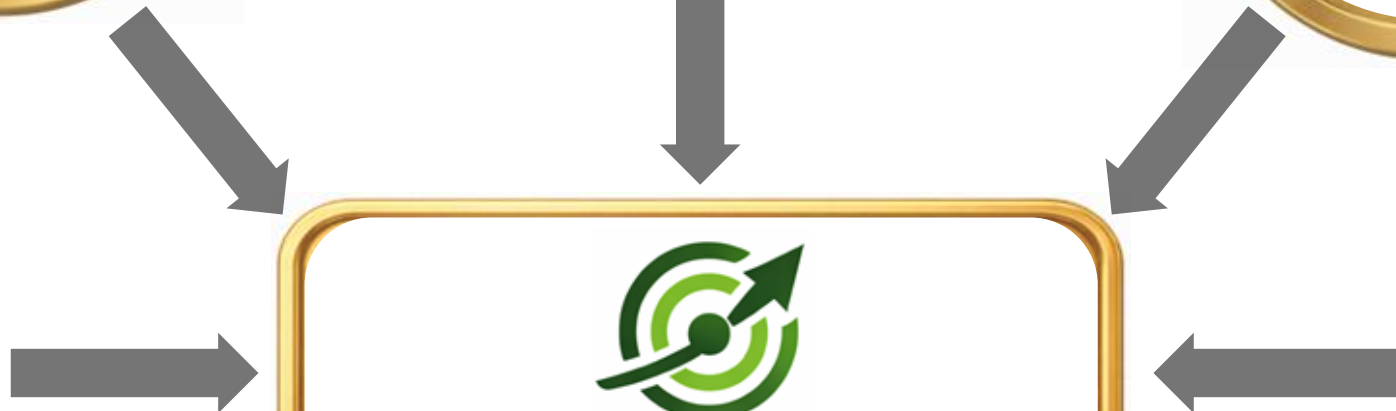
**Unmanned Aircraft
Systems / Counter-
Unmanned Aircraft
Systems**



**Directed Energy,
Photonics & Opto-
Electronics**



**Military Health &
Rehabilitation / Human
Performance / Cognitive
Modeling**





Aregnaz Mooradian
Deputy District Director, North Carolina
US Small Business Administration



U.S. Small Business
Administration

Navy Week
May 6, 2026



JD Vance
U.S. Vice President



Donald J. Trump
U.S. President

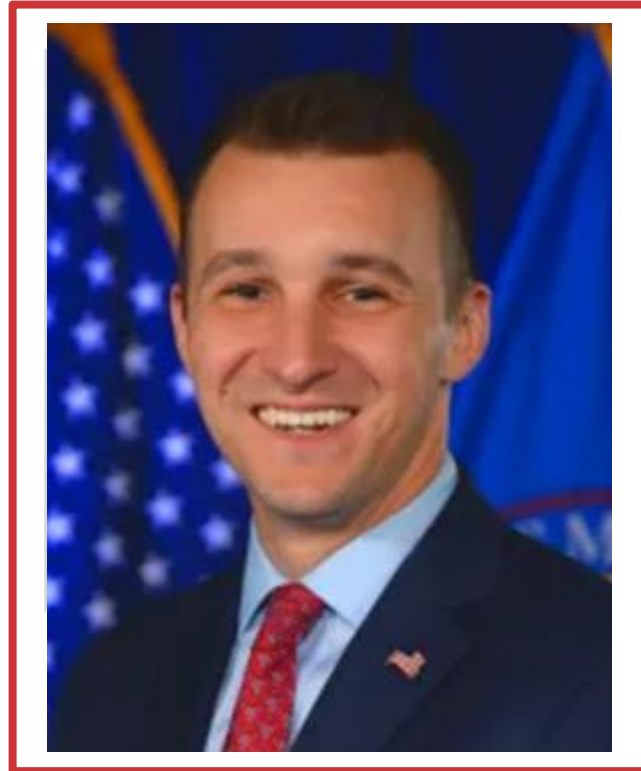


Kelly Loeffler
SBA Administrator

Local Leadership



Mike Arriola
North Carolina
District Director



Tyler Teresa
Region IV (Southeast)
Administrator



Aregnaz Mooradian
North Carolina
Deputy District Director

Local Teammates



Heather Port
Outreach & Marketing
Wilmington Area



Jason Woods
Lender Relations

Made in America Initiative

Made in America Initiative

Components of the initiative

- Cut \$100 billion in regulation through the SBA Office of Advocacy.
- Launch a Red Tape Hotline for small business owners and manufacturers to share feedback and submit onerous regulations for review
- Provide ‘matchmaking’ between businesses and suppliers, producers and manufacturers looking to onshore operations

Made in America Initiative

[Make Onshoring Great Again portal](#) | U.S. Small Business Administration



[For Partners](#) | [Newsroom](#) | [Contact us](#) | [Other languages](#)

[Business Guide](#) ▾ [Funding Programs](#) ▾ [Federal Contracting](#) ▾ [Learning Platform](#) ▾ [Local Assistance](#) ▾ [Priorities](#) ▾ [About SBA](#) ▾

[Home](#) > [Priorities](#) > [Putting American manufacturers first](#) > [Make Onshoring Great Again portal](#)

Make Onshoring Great Again portal

Connect with verified U.S. manufacturers, producers, and suppliers.



Made in America Initiative

[Make Onshoring Great Again portal | U.S. Small Business Administration](#)

Get started

For partner information and other guidance, check out the [Make Onshoring Great Again Handbook](#). Access the onshoring portal using any of our onshoring cosponsor platforms:



IndustryNet

IndustryNet lists over 350,000 U.S. suppliers of machinery, parts, supplies, and services organized by category.

[Explore IndustryNet resources](#)



Thomasnet

Thomasnet helps small and medium businesses find and compare over 500,000 trusted American suppliers by location, company size and more.

[Explore Thomasnet resources](#)



CONNEX

CONNEX Marketplace connects U.S. manufacturers and suppliers into a searchable supply chain solution.

[Explore CONNEX resources](#)



IQS Directory

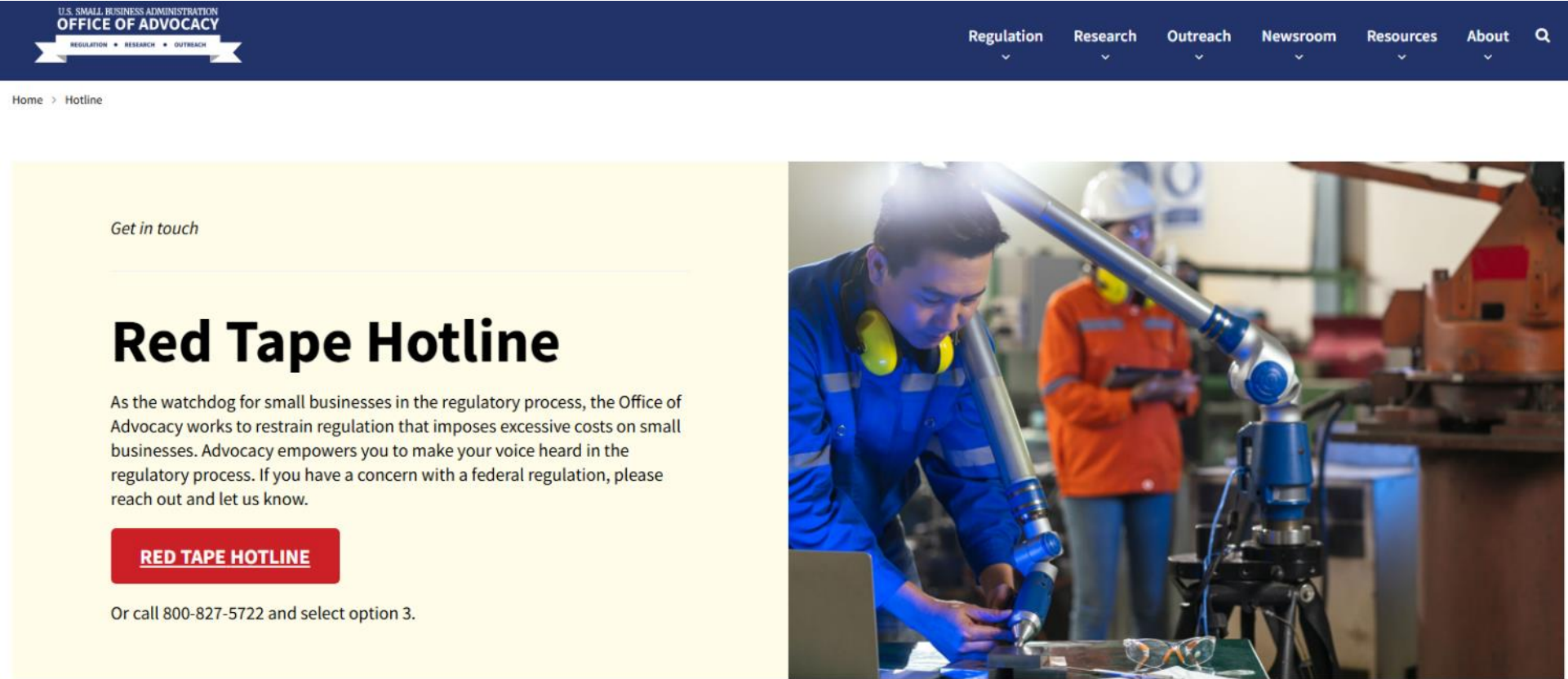
IQS Directory offers the ability to search and compare American industrial manufacturing vendors with its patented RFQ and site preview features for quick sourcing.

[Explore IQS Directory resources](#)

Made in America Initiative – Office of Advocacy

<https://advocacy.sba.gov/>

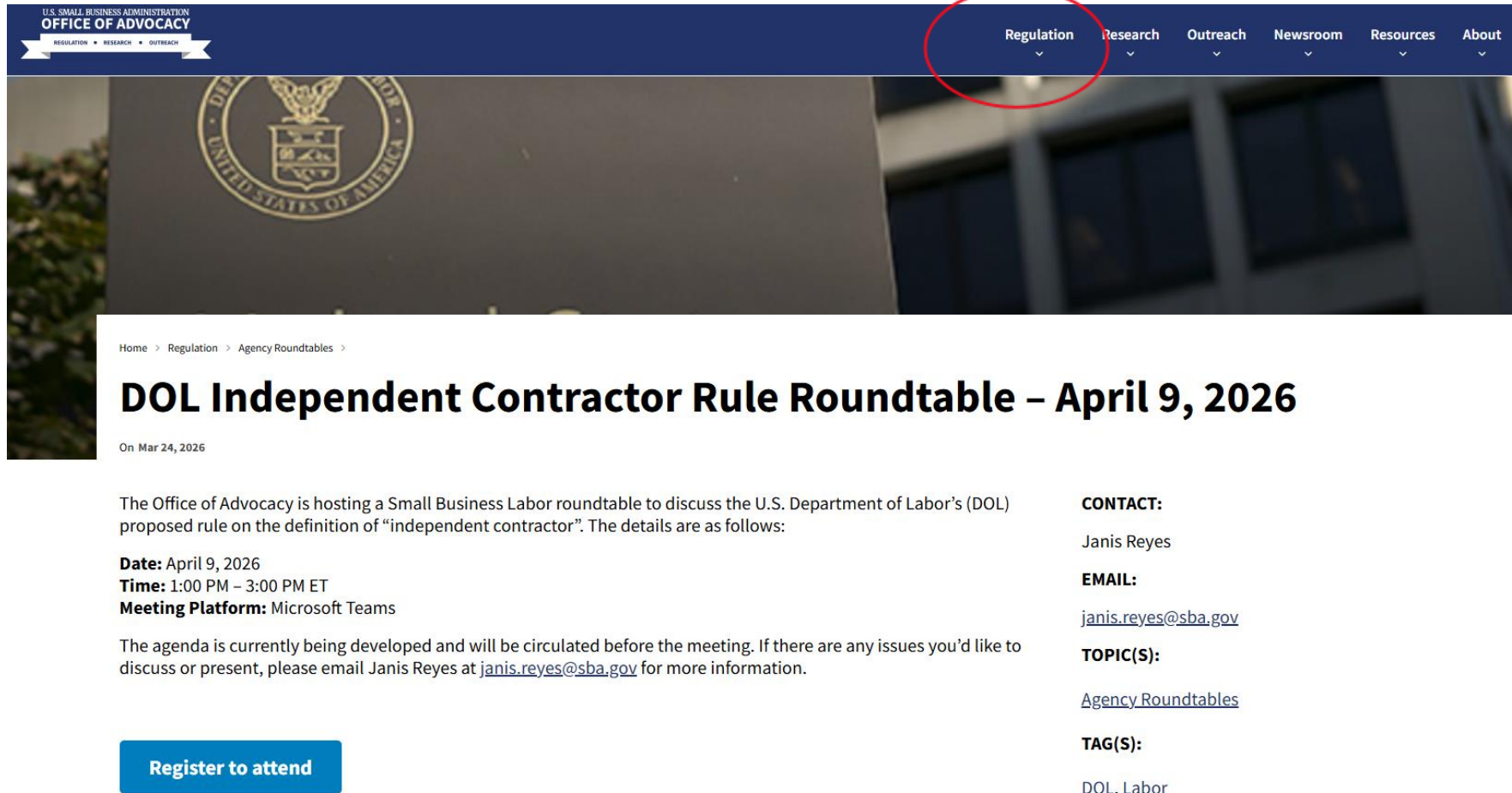
[Hotline – Office of Advocacy](#)



The screenshot shows the top navigation bar of the SBA Office of Advocacy website. The header includes the SBA logo and the text "U.S. SMALL BUSINESS ADMINISTRATION OFFICE OF ADVOCACY" with sub-headers "REGULATION • RESEARCH • OUTREACH". The navigation menu contains "Regulation", "Research", "Outreach", "Newsroom", "Resources", and "About", each with a dropdown arrow. A search icon is also present. Below the navigation bar, the breadcrumb "Home > Hotline" is visible. The main content area features a yellow background with the heading "Get in touch" and a large "Red Tape Hotline" section. The text describes the office's role as a watchdog for small businesses and provides a red button labeled "RED TAPE HOTLINE". Below the button, it says "Or call 800-827-5722 and select option 3." To the right of the text is a photograph of a worker in a blue uniform operating a robotic arm in a factory setting.

Made in America Initiative

Agency Roundtables – Office of Advocacy



The screenshot shows the SBA Office of Advocacy website. The navigation menu includes 'Regulation', 'Research', 'Outreach', 'Newsroom', 'Resources', and 'About'. The 'Regulation' menu item is circled in red. The main content area features a breadcrumb trail: 'Home > Regulation > Agency Roundtables >'. The title of the page is 'DOL Independent Contractor Rule Roundtable – April 9, 2026'. Below the title, it says 'On Mar 24, 2026'. The text describes the roundtable: 'The Office of Advocacy is hosting a Small Business Labor roundtable to discuss the U.S. Department of Labor's (DOL) proposed rule on the definition of "independent contractor". The details are as follows:'. The details listed are: 'Date: April 9, 2026', 'Time: 1:00 PM – 3:00 PM ET', and 'Meeting Platform: Microsoft Teams'. A paragraph follows: 'The agenda is currently being developed and will be circulated before the meeting. If there are any issues you'd like to discuss or present, please email Janis Reyes at janis.reyes@sba.gov for more information.'. A blue button labeled 'Register to attend' is positioned below the text. On the right side, there are sections for 'CONTACT:', 'EMAIL:', 'TOPIC(S):', and 'TAG(S):'. The contact information includes 'Janis Reyes' and the email 'janis.reyes@sba.gov'. The topic is '[Agency Roundtables](#)'. The tags are '[DOL](#), [Labor](#)'.

U.S. SMALL BUSINESS ADMINISTRATION
OFFICE OF ADVOCACY
REGULATION • RESEARCH • OUTREACH

Regulation Research Outreach Newsroom Resources About

Home > Regulation > Agency Roundtables >

DOL Independent Contractor Rule Roundtable – April 9, 2026

On Mar 24, 2026

The Office of Advocacy is hosting a Small Business Labor roundtable to discuss the U.S. Department of Labor's (DOL) proposed rule on the definition of "independent contractor". The details are as follows:

Date: April 9, 2026
Time: 1:00 PM – 3:00 PM ET
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[Register to attend](#)

CONTACT:
Janis Reyes

EMAIL:
janis.reyes@sba.gov

TOPIC(S):
[Agency Roundtables](#)

TAG(S):
[DOL](#), [Labor](#)

SBA's Core Functions: Capital

SBA Loan Options

- SBA only lends directly for disaster loans. For ordinary purposes we have:
- SBA 7(a) Guaranteed Loans
- SBA 504 Loans
- SBA Microloans



Need to be Bonded to Bid on a Contract?



The **SBA Surety Bond Program** guarantees surety bonds from select providers so more small businesses can qualify for and win work.



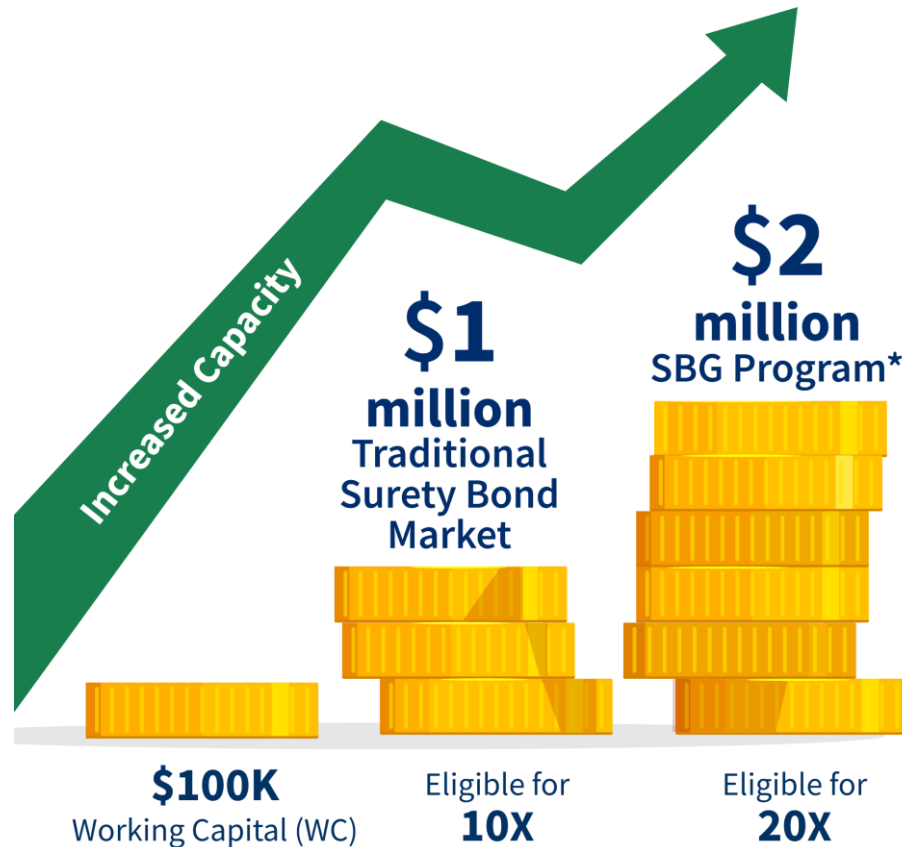
Providing access and creating stability



You gain access to bid, performance, payment, and maintenance bonds.

- **Our guarantee allows small businesses to qualify for more bonding.**

Benefits of SBA guaranteed bonds



Working capital requirement is about half what is normally required for contract surety bonds.

We count the unused portion of bank lines of credit (BLOC) as working capital.

Prior Approval Program and QuickApp = Fast decisions to meet your needs



Prior approval program
delivers underwriting
decisions in **2-3 days**.



QuickApp decisions
within about **a day** on
bonds **\$500,000 or less**.

Typical surety bond fees



Bid bond guarantee fees
are never charged by the SBA.

Contractor's fee
0.6% of the contract amount
paid to SBA for the guarantee.

Surety premium
is a charge paid to the surety
company for the bond.

Find an SBA-authorized surety agent



Visit
sba.gov/osg

SBA's Core Functions: Contracting

Federal Procurement - Certifications



The SBA works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the SBA's contracting programs. Programs include:

Sm Disadv Bus
including **SBA
8(a) Program:**
(5%)

Historically
Underutilized
Business Zones
(**HUBZone**)
Program (3%)

**Women-Owned
Small Business**
(WOSB) Program
(5%)

Service-
Disabled
**Veteran-
Owned**
Program (5%)

SBA's Core Functions - Contracting

- FY2024 federal contract awards to NC small businesses:

Small Business Program/Cert.	# Contracts	\$ Awarded
All NC small businesses	9,223	\$2.2 billion
Veteran-owned (incl service disabled)	4,414	\$637 million
Woman-owned	1,890	\$255 million
SBA HUBZone firms	524	\$317 million
SBA 8(a) firms	445	\$193 million

SBA's Core Functions: Counseling & Training

SBA's Core Functions – Counseling and Training

- Counseling and training
 - SBA-administered:
 - SBA's online training site: [Learning Center Dashboard \(sba.gov\)](https://www.sba.gov/learning-center)
 - Various workshops and trainings offered by district office personnel
 - www.sba.gov/nc to find the calendar

SBA's Core Functions – Counseling and Training

- Counseling and training
 - Small Business and Technology Development Center (SBTDC)
 - 50/50 funded with UNC system through NC State
 - 14 centers across the state
 - Fulltime paid counselors with specialty areas including federal procurement, international trade, and technology commercialization



SBA's Core Functions – Counseling and Training

- Counseling and training
 - SCORE
 - Volunteer counselors/mentors
 - 9 chapters across the state



SBA's Core Functions – Counseling and Training

- Counseling and training
 - Women's Business Centers:
 - WBC Charlotte
 - WBC Triad
 - WBC of North Carolina
 - Winston-Salem WBC

SBA's Core Functions – Counseling and Training

- Counseling and training
 - Veterans Business Outreach Center (VBOC) – at Fayetteville State Univ.



- Non-SBA funded but a highly valued partner in small business technical assistance: The NC Community College Small Business Center Network



SBA's Core Functions: Disaster Assistance

SBA Disaster Loan Type and Limits

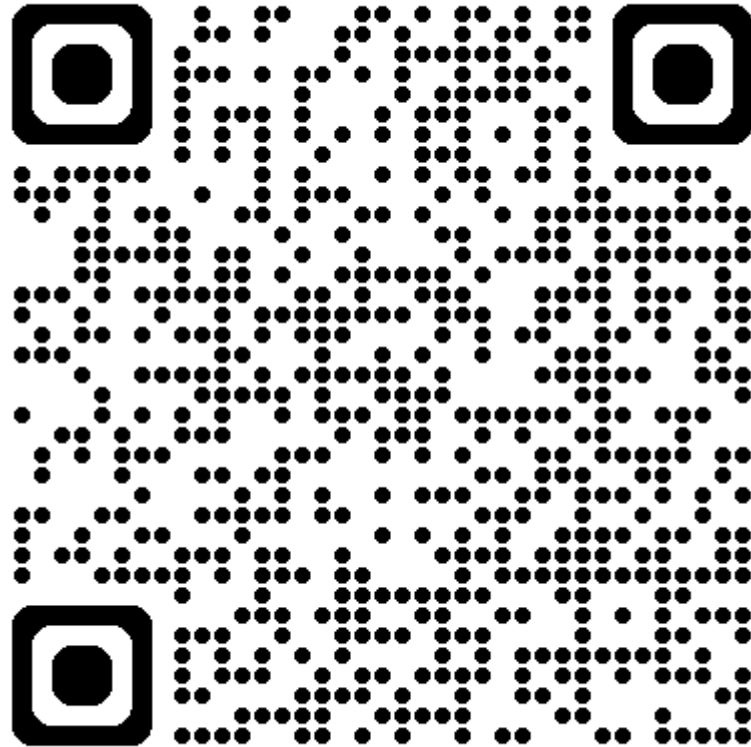
Types of Loans	Borrowers	Purpose	Max. Amount
Business Loans	Businesses and private nonprofits	Repair or replace real estate, inventory, equipment, etc.	\$2 million *
Economic Injury Loans	Small businesses and private nonprofits	Working capital loans	\$2 million *
Home Loans	Homeowners	Repair or replace primary residence	\$500,000**
Home Loans	Homeowners and renters	Repair or replace personal property	\$100,000**
Mitigation	Businesses, private nonprofits and homeowners	Mitigate / prevent future loss	20% of verified physical damage. Homeowners limited to \$500,000**

*The maximum business loan is \$2 million, unless the business qualifies as a Major Source of Employment (MSE).

****Disaster Program Changes** effective July 31, 2023

- Information and application details for *current* disaster declarations at [Disaster assistance | U.S. Small Business Administration](#)

Follow us on LinkedIn



Thank You!



Phyllis Vanhoy
Director, Small Business Center
Central Piedmont Community College



SMALL BUSINESS CENTER

Creating Success for Small Business Since 1984

**Corporate Engagement & Workforce and Industry
Development Center**

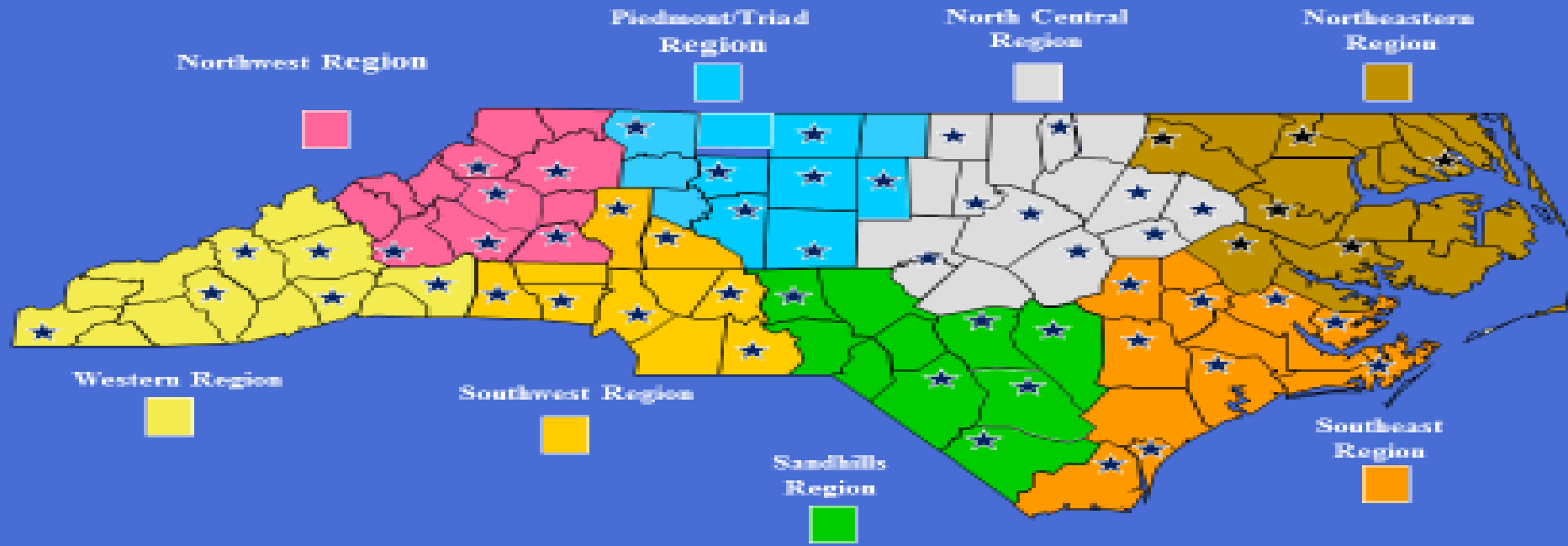


WHO WE ARE

- State-level: Part of the North Carolina Small Business Center Network (NCSBCN/SBCN), and located within the 58 community colleges – Southwest Region. State Funded through an annual SBCN budget.
- Local-level: Part of the Central Piedmont Community College - Academic Affairs - Workforce Development Division of Corporate Engagement.



Small Business Center Network



WHY SMALL BUSINESS CENTERS?

- **32 million small businesses in the US and over 23 million are self-employed with no additional payroll or employees.**
- **Over 47% of the working population (61 million individuals) work in a small business.**
- **Small businesses create 1.5 million jobs annually.**
- **50% of America's GDP is generated by small businesses.**
- **Mecklenburg County has about 80,000 small businesses – mostly solo and micro-firms – concentrated in professional services, construction, real estate, healthcare and retail, and represents over 45% of local private-sector employment.**
- **About 50% of new businesses survive five years or more and about 33% survive 10 years or more.**
- **\$48 of every \$100 spent at a small business stays local!**



NC New Business Starts

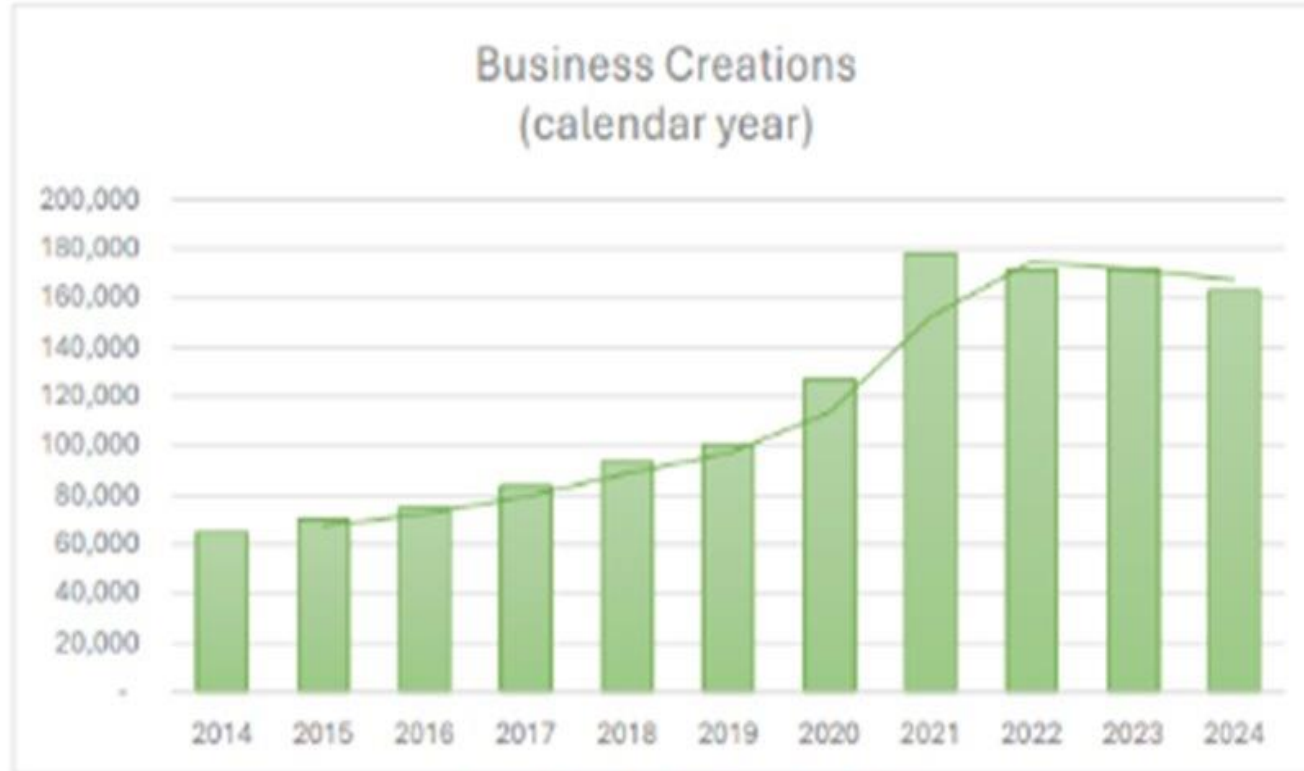


Figure 1 - Business Creations Trend Data

- New business creations in 2025 was 171,000 another record year. (910,000) business creations since 2019.
- The NC Department of the Secretary of State surveyed businesses created one, two, and three years ago with 90% reporting they were still in operation.
- Half of survey respondents reported revenues > \$25,000.
- Increasing numbers of minority- owned, woman-owned, and millennial-owned businesses.
- Women owned 44.3 percent of businesses in NC.



CREATING SUCCESS FOR SMALL BUSINESS

SBCN Impact



The NC Community Colleges
SMALL BUSINESS CENTER NETWORK
5 YEAR AVERAGE IMPACT AT A GLANCE

NC COMMUNITY COLLEGES
CREATING SUCCESS

SBCN
SMALL BUSINESS CENTER NETWORK
SOUTHERN CAROLINA COMMUNITY COLLEGE SYSTEM

FACILITATES ECONOMIC IMPACT IN 100% OF ALL NC COUNTIES EACH YEAR	SUPPORTS OVER 45K+ ATTENDEES THROUGH BUSINESS SEMINARS	HELPS START AN AVERAGE OF 650+ BUSINESSES EVERY YEAR	WORKS TO CREATE & RETAIN 3800+ JOBS ANNUALLY FOR NORTH CAROLINA
-------------------------------------------------------------------------------------	---------------------------------------------------------------------------	-------------------------------------------------------------------------	------------------------------------------------------------------------------------

Creating success for small business. | www.ncsbc.net

SBCN leverages ~\$10M into ~\$440.5M impact, sustaining businesses, jobs, and communities.





SBCN Today



The Small Business Center Network is the most extensive state funded business assistance program in the nation.



Small Business Center - Empowering Entrepreneurs and Businesses

- Support entrepreneurs and small businesses at every stage, from launch to recovery and growth through:
 - Confidential one-on one business counseling services
 - High-impact seminars, webinars, and workshops
 - Resource and referral services for a variety of business needs within our community.
 - Assist both perspective and existing businesses



Measurement: Economic Development and Impact

- Business Startups
- Job Creation
- Job Retention
- Increase success rate and number of profitable small businesses

Overall Goal: Assist in creating thriving businesses in Mecklenburg County communities.



Confidential One-On-One Business Counseling



Top Four Areas Requested

- Startup Assistance
- Funding
- Marketing
- Business Plan Assistance



Experienced business counselors are available to help with:

- Entrepreneurial Assessment
- Entrepreneurship Training
- Business Plan Development
- Sources of Capital and Loan Preparation
- Marketing Assistance both traditional and digital

Partner agencies within the ecosystem:

- Local Government Procurement
- NC Military Business Center – Federal Contracts
- City and County Government
- Economic Development Partners
- Banks, CDFIS & other local lenders & beyond



Various Types of Businesses



Meet one of our clients who just recently made it to the top 16 finalists positions for our NCSBCN- Startup-Showdown Pitch Competition powered by Wells Fargo

Julia Blazinic



Business Seminars, Webinars & Workshops

The Small Business Center offers a wide variety of seminars and workshops to help small businesses be successful.

CORE topics include:

- How to Start a Business
- How to write a Business Plan
- Financing Your Business
- How to Find Your Customers
- Marketing Your Business
- Bookkeeping for Your Business
- Taxes for Your Business



Business Seminars, Webinars & Workshops



SBC Small Business Center Mitchell Community College

Social Media Aesthetics for Your Business (Online)

Topic: *Marketing and Sales*
Speaker: *tenBiz, Inc.*

Wednesday | Feb. 7
Noon to 1 p.m.

Scan to register:

INSURANCE POLICY
TERMS AND CONDITIONS

Insurance for Your Small Business (Online)

Managing a Business

Scan to register:

Speaker: *Brian Garrison, On Point Insurance Consulting*

Tuesday | Feb. 6
Noon to 1 p.m.

SBC Small Business Center Mitchell Community College

SBC Small Business Center Mitchell Community College

Turn Your Passion Into a Business on Etsy! (Online)

Topic: *Start-up Assistance*
Speaker: *Nick Hawks, Wednesday 12:00*
www.etsy.com

Wednesday | Feb. 21
11:30 a.m. to 1 p.m.

Scan to register:



Resource and Referral Information

- We collaborate with other organizations and government agencies. In addition, we refer to local city and county services, CPAs, attorneys, and other professional service providers.



Dec 2024 – State of Small Businesses in Mecklenburg County

Top Industry Segments

- Restaurant & Food Services 10%
- Retail Trade 12%
- Construction and Contracting 10%
- Financial Services 9%
(Insurance, Investment Advisory, Small Banks)
- Information Services 8%
(IT Consulting, Software Development)

SOURCE: Charlotte Business Journal





Small Business Center

Start Smart, Grow Strong With Our Support

Corporate Engagement & Workforce Development Center
(704) 330-6736
phyllis.vanhoy@cpcc.edu





SMALL BUSINESS CENTER- Creating Success for Small Business Since 1984

THANK YOU!





Fran Perez-Wilhite
Regional Program Manager
North Carolina Military Business Center

North Carolina Military Business Center: Introduction to Federal Contracting

6 MAY 2026 – NAVY WEEK

Presented by:

Fran Perez-Wilhite
perezf@ncmbc.us



ncmbc.us

Agenda

- **Welcome**
- North Carolina federal market overview
- Federal contracting – business development programs
- Leveraging the market – NCMBC services, tools
- Getting started in the market
- Finding opportunities and next steps



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 as a federal contractor in North Carolina.



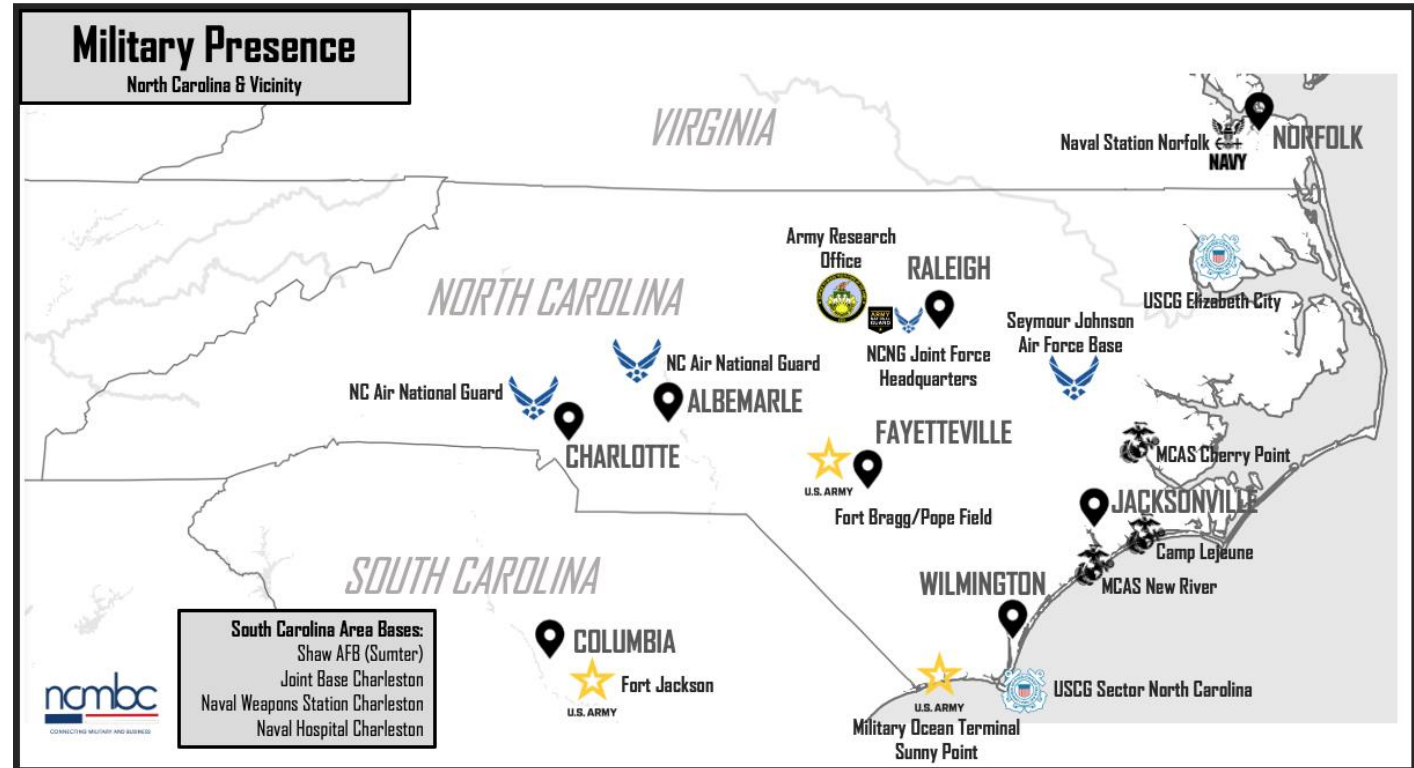
Agenda

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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	

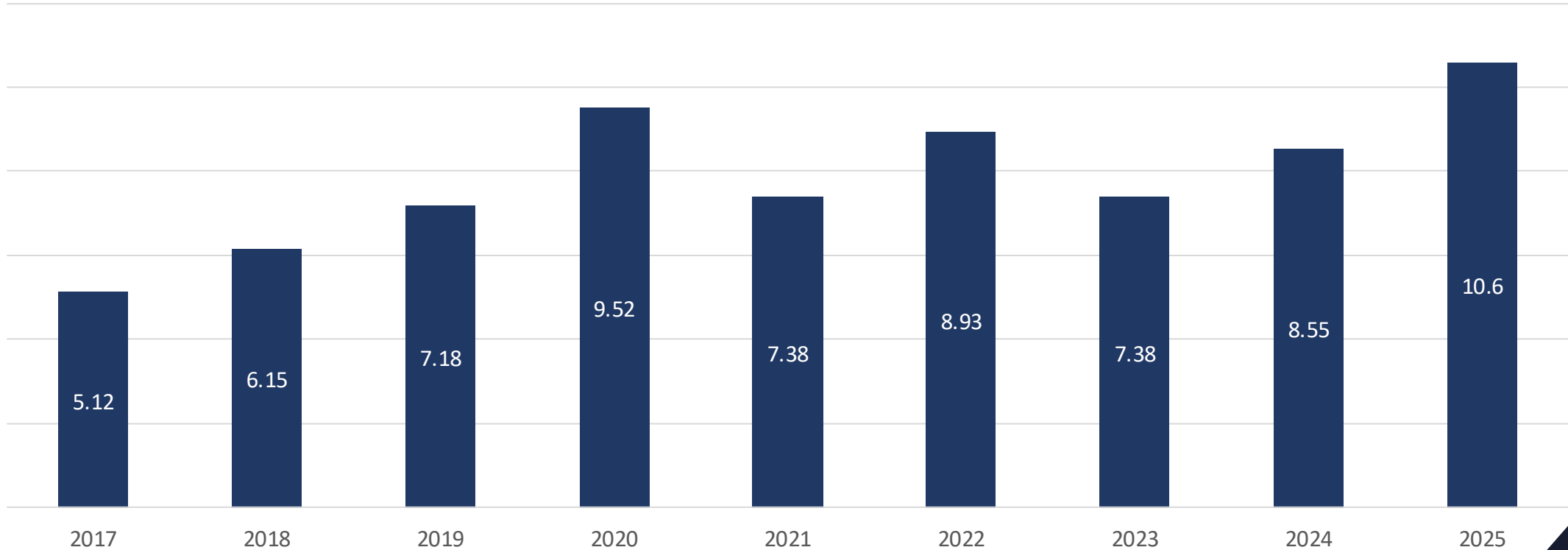
* "The Economic Impact of the Military on North Carolina," NC Department of Commerce, 2022

**Federal Procurement Data System



Situation: Federal Procurement FY2025

Prime contracts, all Federal in NC: **\$10.60 billion** (98 of 100 Counties)

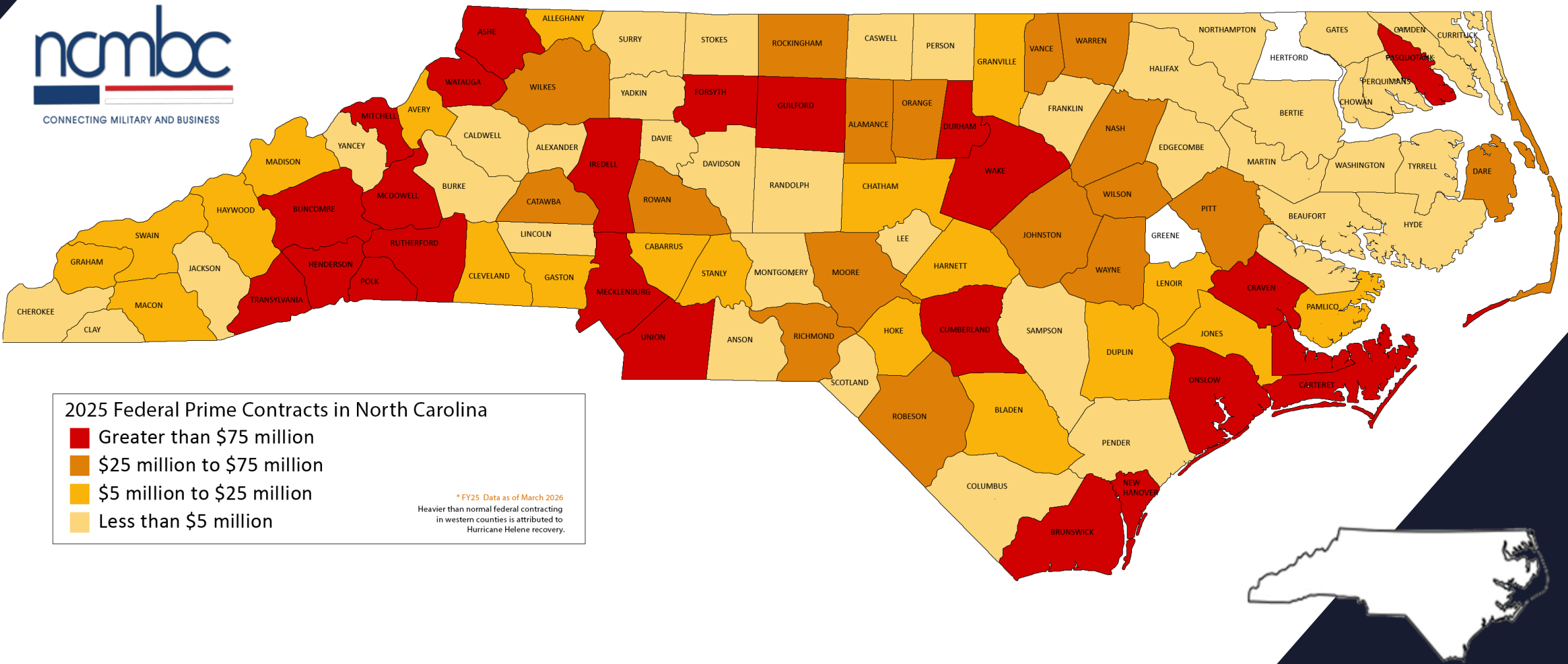


Prime contracts, DoD in NC: **\$6.98 billion** (85 of 100 Counties)



*FY2025 Data: SAM.gov, as of March 2026

Situation: Federal Procurement, FY2025



2025 Federal Prime Contracts in North Carolina

- Greater than \$75 million
- \$25 million to \$75 million
- \$5 million to \$25 million
- Less than \$5 million

* FY25 Data as of March 2026
Heavier than normal federal contracting in western counties is attributed to Hurricane Helene recovery.



Positioning Your Business to Engage

- Need computer and **internet access** - the government does everything online
- Best for firms with at least two years of sales, in business for two years
- Record of experience and **(good) past performance** - commercial and subcontracting past performance is acceptable
- Must be competitive, as well as **technically and financially capable**
- High competition – no easy sales, not a lifesaver for struggling businesses, teaming often critical



Positioning Your Business to Engage

Research

In order to bid on and win government contracts, you'll need to know what products and services the government buys — and at what price. Spend time upfront to make sure there's a market for your product(s) or service(s), determine how big the market is and find potential buyers.



Agenda

- Welcome
- North Carolina federal market overview
- **Federal contracting – business development programs**
- Leveraging the market – NCMBC services, tools
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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 Contracting - 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 - **5%**
 - Women-Owned Small Businesses - **5%**

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



Federal Contacting - Business Development Programs

Subcontracting Opportunities

- Federal subcontracts = commercial contracts between two firms
- Subcontracting plan required for awards to other SBC primes when
 - Contract value exceeds \$750,000 (\$1.5 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, [SBA Subnet](#)



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- Welcome
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- Federal contracting – business development programs
- **Leveraging the market – NCMBC services, tools**
- Getting started in the market
- Finding opportunities and next steps



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 integration of military into workforce
- 3 - Support defense-related business recruitment
- 4 - Support technology transition to federal agencies

Outcomes: Contracts (6,934), revenues (\$18.92b), jobs!

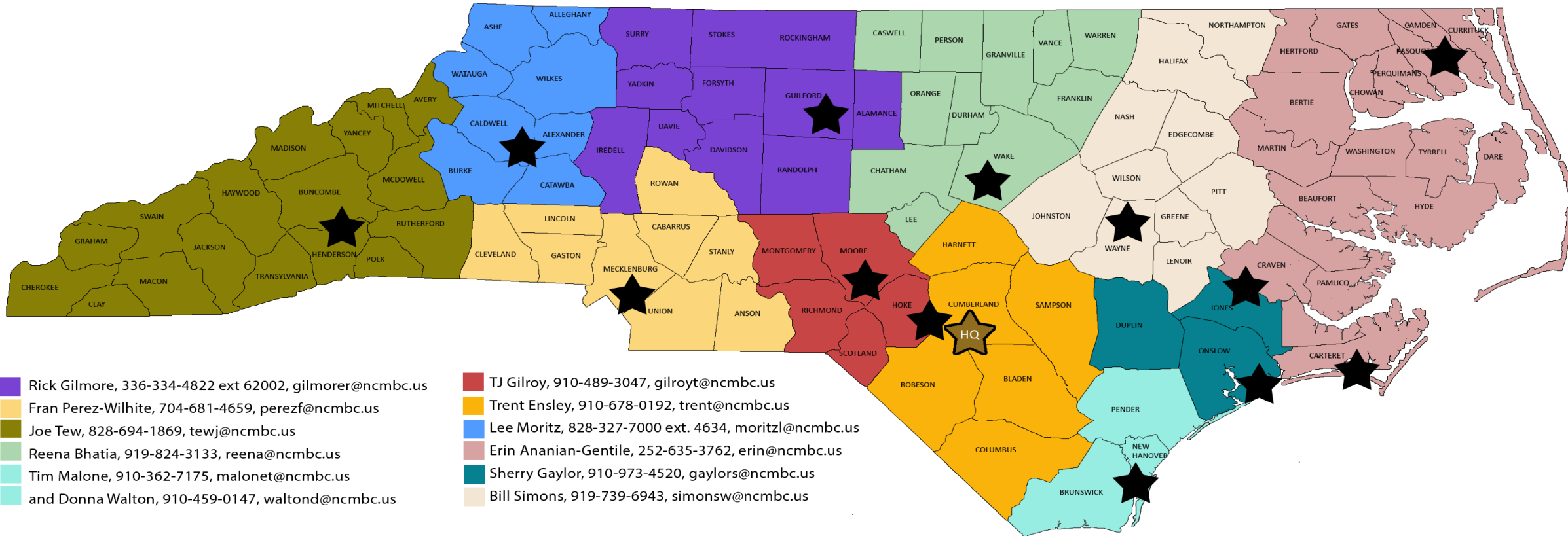


Operations: Business Development

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



Operations: Business Development Team



Operations: Business Development

Thu 3/27/2025 11:31 PM
 noreply@salesforce.com on behalf of NC Military Business Center <admin@ncmbc.us>
 Federal Business Opportunities for March 27, 2025
 To: Erin Ananian-Gentile Expires: 4/26/2025
 Retention Policy: Junk Email (30 days)
 This item will expire in 26 days. To keep this item longer apply a different Retention Policy.
 Links and other functionality have been disabled in this message. To turn on that functionality, move this message to the Inbox.

- Daily email from NCMBC HQ
- Contains **screened/matched** federal opportunities from NCMBC BD staff. Your match will be highlighted based on your registration.

The North Carolina Military Business Center's (NCMBC) Federal Business Development Team identifies the most lucrative contract opportunities, notifies and pre-positions businesses for specific opportunities, and assists clients to understand government solicitations, to prepare winning proposals and to successfully execute federal contracts. The table below displays the newly released federal business opportunities that North Carolina businesses should pursue. Please share these opportunities with businesses in your region that may be capable of performing these contracts. Click on the "Opportunity Title" of each listing to view details. The NCMBC staff member designated can provide additional assistance.

Opportunity Title	BDS Name
Aerospace	
DRONE	Trent Ensley
Medical	
S222--Sharps and RMW North Battlefield Service Contract	Fran Perez-Wilhite
6515--Patient Rescue Mats BRAND NAME OR EQUAL	Fran Perez-Wilhite



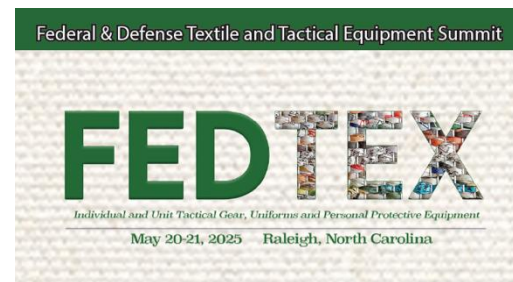
Operations: 2026 & 2027 Major Events

- Federal and Defense Textile & Tactical Equipment Summit (MAY 19-20, RAL)
- Medical, Biomedical, Biodefense Symposium (SEPT 24-25, Chapel Hill)
- Defense Industrial Sustainment for Combat Systems Summit (TBD, 2027)
- SE Region Federal Construction, Infrastructure Summit (APR 20-22, 2027 WIL)

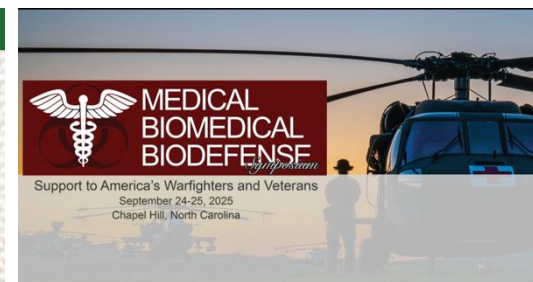


A Military and Federal Dialogue with Industry

For more information or to register, visit:
<https://summit.ncmbc.us>



A Military and Federal Dialogue with Industry



A Military and Federal Dialogue with Industry

For more information or to register, visit:
<https://mbb.ncmbc.us>



Agenda

- Welcome
- North Carolina federal market overview
- Federal contracting – business development programs
- Leveraging the market – NCMBC services, tools
- **Getting started in the market**
- Finding opportunities and next steps



Getting Started in the Market

Identify your business and capabilities

- Obtain an Employer ID Number (EIN/TIN) from the [IRS](#)
- UEI when you register in SAM
- Identify all NAICS codes that may apply to your products/services
 - Wholesaler, dealer, distributor, manufacturer
 - NAICS Lookup on [US Census Bureau NAICS](#)



Getting Started in the Market

Identify your products and services

- Identify your [Federal Supply Class Codes](#) (2 Digit)
- Identify your [Product Service Codes](#) (4 Characters)
- [Acquisition.gov Product and Service Code Manual](#)
 - Products: digit in first position
 - Services, R&D: letter in first position



Getting Started in the Market

Determine if your business is a **small business concern (sbc)**

- Size standards vary by NAICS code
- Businesses may be a sbc for one and not small for other NAICs
- Include parent and/or affiliate companies
- Most businesses will qualify as sbcs:
 - manufacturing businesses with <500 employees
 - non-manufacturing businesses with average annual receipts for last three full FYs under \$7.5 million
- SBA [Table of Small Business Size Standards](#)



Getting Started in the Market

Register in [System for Award Management \(SAM.gov\)](https://sam.gov)

- SAM.gov is an official, free website of the U.S. government
 - Register to do federal contracting
 - Check status, update or renew (annually) entity registration
 - Search for entity registration and exclusion records
- **Registration in SAM.gov is mandatory** before award of a contract vehicle
- Complete the “SBA Supplemental Pages” to transfer entity data into the SBA Dynamic Small Business Search (DSBS) database
- Results in assignment of CAGE Code, allows electronic payment which is mandatory



Getting Started in the Market

[Home](#) [Search](#) [Data Bank](#) [Data Services](#) [Help](#)

Official U.S. Government Website
100% Free

The Official U.S. Government System for:

- Contract Opportunities** (was fbo.gov)
- Contract Data** (Reports ONLY from fpds.gov)
- Wage Determinations** (was wdol.gov)
- Federal Hierarchy** Departments and Subtiers
- Assistance Listings** (was cfda.gov)
- Entity Information** Entities, Disaster Response Registry, and Exclusions
- Entity Reporting** SCR and Bio-Preferred Reporting

Register Your Entity or Get a Unique Entity ID
 Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)

[Check Registration Status](#)

Already know what you want to find?

Select Domain...

Announcements

What do I need to know about validations in SAM.gov? Apr 26
You will notice that when you start a new registration or update/renew an existing entity registration, SAM.gov asks you to validate your entity name and

Have Questions about SAM.gov?

VIDEO TRAINING: [Get a Unique Entity ID \(SAM\)](#)



Agenda

- Welcome
- North Carolina federal market overview
- Federal contracting – business development programs
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- Getting started in the market
- **Finding opportunities and next steps**



Finding Opportunities and Next Steps

NCMBC Business Development Team

http://www.ncmbc.us/contact-us-ncmbc_staff/

SAM.gov

<https://sam.gov/content/home>



Finding Opportunities and Next Steps

What you need to do:

- Become web-enabled to find contracts
- Learn the basic rules of contracting
- Learn to describe your business and your products/services (UEI, NAICS, CAGE, FSC and PSC codes)
- Develop marketing materials and capabilities statements: in “government speak”
- Follow the checklist on www.ncmbc.us!
- Register: SAM.gov



Finding Opportunities and Next Steps

What you need to do:

- Certify with the Small Business Administration (SBA) for Contracting Programs
- **Monitor Opportunities:** SAM.gov, 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!



Contact Information



- **Scott Dorney**, Executive Director, 910-678-0190, scott@ncmbc.us
- **Courtney Smedick**, Operations Director, 910-678-0193, courtney@ncmbc.us
- **Tammy Wallace**, Technology Systems Coordinator, 910-678-0191, wallacet@ncmbc.us
- **Fran Perez-Wilhite**, Regional Manager - CLT, 704-681-4659, perezf@ncmbc.us





Amelia Moore

Outreach and Communication Coordinator

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)

Naval Sea Systems Command (NAVSEA)



DELIVERING INNOVATION TO THE WARFIGHTER

Department of the

NAVY

SBIR/STTR
PROGRAMS

SBIR/STTR Reauthorization

Effective April 13, 2026, the legislative authority for the SBIR and STTR programs has been reauthorized. The Small Business Innovation and Economic Security Act (S. 3971) extends the programs through September 30, 2031, and Introduces several significant updates.

Key changes:

- The introduction of 'Strategic Breakthrough Awards' of up to \$30 million to accelerate high-priority technologies.
- The implementation of annual caps on proposal submissions starting in FY27.
- Strengthened research security protocols with expanded due diligence and mandatory denials for certain foreign affiliations.
- Technical and Business Assistance (TABAs) mandatory and more flexible for small businesses and expands data collection and public reporting requirements to increase transparency.

SBIR/STTR Reauthorization: Comparison of Bill Changes

Feature	Old Bill (Before Reauthorization)	New Bill (S. 3971)
Program Status	Expired	Reauthorized through Sep 30, 2031
Maximum Award Size	Standard Phase II limits	"Strategic Breakthrough Awards" up to \$30M
Proposal Submissions	No specified annual limit	Annual caps on Phase I & DP2 proposals starting FY27
Due Diligence	Less stringent, risk-based	Expanded requirements, mandatory denials for specific risks
TABA	Optional, agency-selected vendor	Mandatory, SBC choice of vendor or staff
Direct to Phase II	Only for SBIR	Extended to STTR
Reporting	Standard reporting	Expanded reporting in FPDS & on SBIR.gov

Our Purpose

SBIR/STTR Programs

Authorities



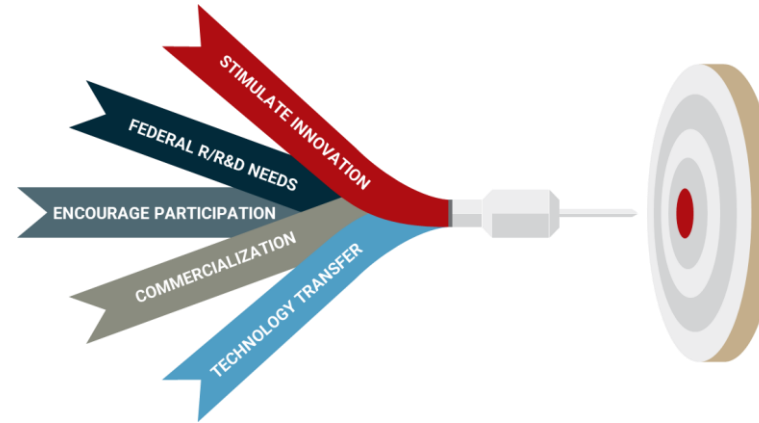
United States Code

15 U.S. Code § 638.
Research and development



SBIR/STTR Policy Directive

Provides guidance from SBA to the participating Federal agencies for the general operation of the SBIR and STTR programs.



Four Programs Goals

- 1 Stimulate technological innovation.
- 2 Use small business to meet Federal R/R&D needs.
- 3 Increase private sector commercialization of innovations derived from Federal R&D funding.
- 4 Foster technology transfer through cooperative R&D between small businesses and research institutions.

Our Purpose

Meet Federal Needs through Innovative R/R&D

Federal SBIR/STTR Programs

Small Business Administration (SBA)

USDA*	ED	EPA
DOC	HHS*	NASA
DoW	DHS	NSF*
DOE*	DOT	

Department of War (DoW)

Army	DARPA	DTRA
DON	DHA	USSOCOM
Air Force	DMEA	OSD
CBD	MDA	NGA

DoW = \$3.1B Annually

Know the Customer

Grants*

Accomplish a public purpose, advance a national objective, address a public problem, or stimulate a particular activity desired by the awarding Agency

Contracts

Procure goods and services that will be of direct benefit to the government

Our Purpose

America's Seed Fund

How to Participate

1

About SBIR and STTR: Learn How the Programs Work

<https://www.sbir.gov/>

2

Get Started: How to Apply, Determine Eligibility

<https://www.sbir.gov/apply>

All Participating Federal Agencies

Find topics and funding opportunities for all participating federal agencies

<https://www.sbir.gov/topics>

Learn and follow proposal development guidelines and instructions for all participating Federal Agencies

<https://www.sbir.gov/participating-agencies>

3

Department of War (DoW)

Research DoW focused Topics Consistent with your Business Strategy

<https://www.dodsbirsttr.mil/topics-app/>

Use DoW Templates and Submit Proposal that Meets Topic Need

<https://www.dodsbirsttr.mil/submissions/login>

4

Use Navy-specific templates and forms available at:

https://www.navysbir.com/links_forms.htm

DoW Solicitation Schedule

BAA CSO	SYSCOM Topics due to PMO	Topics Due to DSIP	DON Certify Topics in DSIP	Pre-release	Open	Close
Release 1	---	---	---	Apr 13, 2026	May 6, 2026	Jun 3, 2026
Release 2	Mar 4, 2026	Apr 17, 2026	May 1, 2026	May 6, 2026	May 27, 2026	Jun 24, 2026
Release 3	Apr 1, 2026	May 15, 2026	May 29, 2026	Jun 3, 2026	Jun 24, 2026	Jul 22, 2026
Release 4	Apr 29, 2026	Jun 12, 2026	Jun 26, 2026	Jul 1, 2026	Jul 22, 2026	Aug 19, 2026
Release 5	May 27, 2026	Jul 10, 2026	Jul 31, 2026	Aug 5, 2026	Aug 26, 2026	Sep 23, 2026
Release 6	Jul 1, 2026	Aug 14, 2026	Aug 28, 2026	Sep 2, 2026	Sep 23, 2026	Oct 21, 2026

Key Points

- Opportunity for SBIR and STTR in each release
- BAA and CSO in each release
- **Pre-Release** allows for direct Q&A between industry and the topic technical point of contact (TPOC)
- **Open** is the period when proposals are submitted; all Q&A is now public
- Use templates and submit proposal that meets the stated topic need
- **Close** occurs at 12 PM ET; proposals must be submitted/certified in full by the proposer before this time

DoW BAA and CSO Details:
<https://www.dodsbirsttr.mil/submissions/login>

Our Organization

Eight Systems Commands

NAVAIR

Aircraft, weapons,
and systems

NAVSEA

Ships, submarines
and combat systems

ONR

Scientific research
with academia
and industry

NAVWAR

Capable and secure
communications and
networks

MCSC

Capable and cost-
effective systems for
expeditionary and crisis-
response operations

SSP

Lifecycle support for
submarine-launched fleet
ballistic missiles and
strategic weapon system

NAVFAC

Facilities engineering
and acquisition

NAVSUP

Supply chain, acquisition,
operational logistics

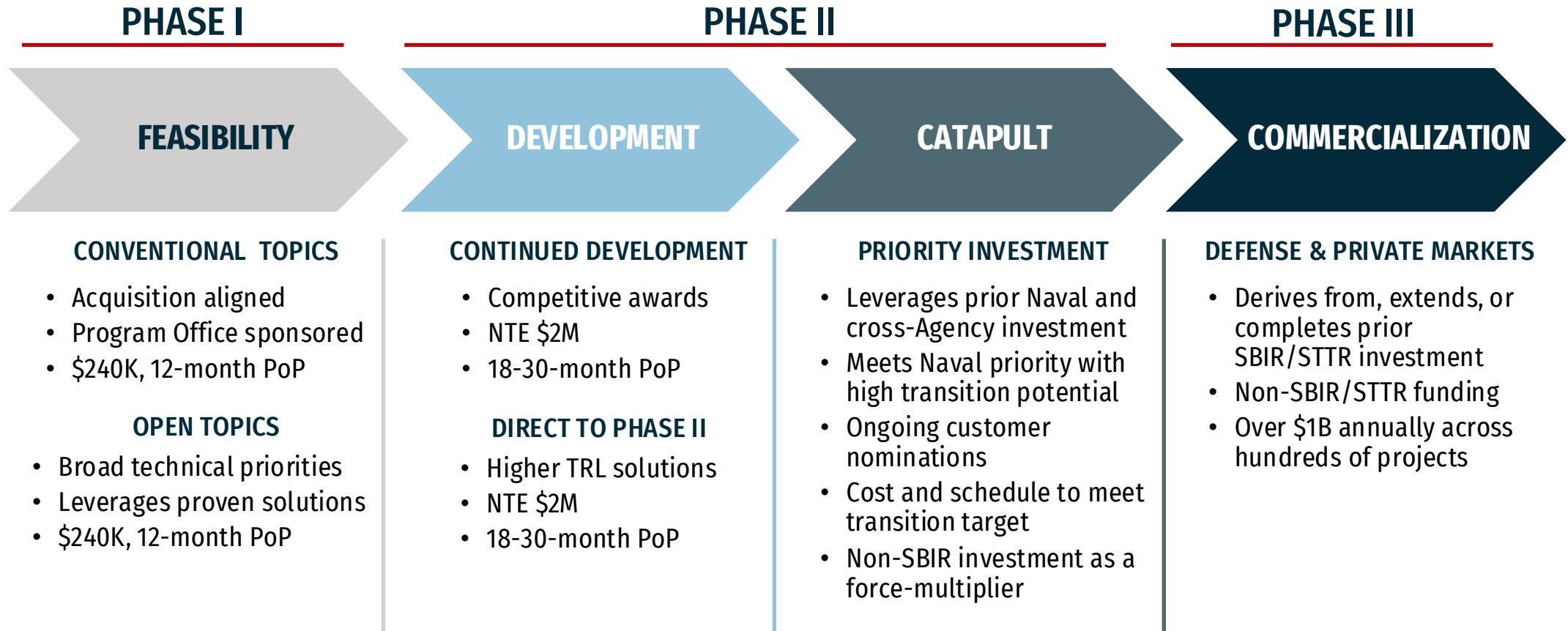
How We Work

Mission-Driven Processes

- **Alignment to mission requirements**
- **Sponsoring organizations, resources to transition**
- **Transition-driven topics**
 - Conventional – specific Naval problems sets
 - Direct to Phase II – specific problems seeking higher TRL solutions
 - Open – broad technical priorities

How We Work

Execution Aligned to Mission Requirements



How We Work

Navy Catapult

Navy Catapult

Leverages prior SBIR investment to accelerate technology development to meet Naval priorities with a 2nd Phase II award.

Process

Nomination

Naval customer submits project nomination

Approval

Systems Command SBIR Program Office and SBA (if funding waiver required) make funding decision

Request for Proposal

Government issues request for proposal

Proposal

Firms develops and submits Phase II proposal via DSIP

Evaluation and Negotiations

Naval customer evaluates proposal in accordance with RFP; Contracting Officer negotiates with firm

Award

Contracting Officer awards contract

Advantages ▼

- Schedule flexibility to support transition target
- Contracting mechanisms tailored to meet technical requirements
- Potential of additional non-SBIR funding to amplify impact
- Transition end-point with support from sponsoring organization

FY24 Portfolio ▼

- 188 active agreements (21% leverage cross-Agency investment)
- \$248M SBIR/STTR, \$63M matching funds
- 69 new FY24 awards (valued from \$1.7M to \$13M)

Eligibility ▼

- Meet eligibility requirements for the SBIR and STTR programs
- Are eligible to receive an initial or second Phase II on a prior award

Cross-Agency Collaboration ▼

Naval sponsors may nominate Catapult projects from the entire DoW and Federal SBIR/STTR portfolio.

How We Work

Making Transition Our Priority

Navy Funded Transition Support Programs for Our Awardees

	Navy STP*	DON-SEC	NAVY Launch*	Private Capital Forum
What it is	Commercialization, transition, and professional assistance.	Connections to the DoW experimentation community to test innovative solutions.	Education, acceleration, and scaling services to succeed beyond traditional defense markets.	Education, connection, and engagement with private capital sources.
How it helps	Supports transition of technology through business mentoring, education, and networking.	Full spectrum of end-to-end facilitation, mentoring, and training in all aspects of experimentation.	Prioritize markets, explore private funding, customer discovery, and engage for new growth.	Clearer understanding of fundability, actionable strategies, and direct connections to capital partners.
	www.navystp.com	www.navysbir.com/sec	www.navysbir.com/programs/navylaunch	www.navysbir.com/programs/navylaunch

*annual cohort models

Why the SBIR/STTR Programs?

Federal government investment in your solution – giving you the freedom to run your business according to your vision, develop your technology, and chart a path toward commercialization.

- Source of non-dilutive funding
- Retention of intellectual property rights
- Cooperative R&D partnership with a nonprofit research institution (STTR)
- Phase III sole source authority
- Validation of technology
- Technical and business assistance

Department of the
NAVY
SBIR/STTR
PROGRAMS

Stay in Touch!



navysbir.com



navy-sbir-sttr@navy.mil



[linkedin.com/company/donsbir](https://www.linkedin.com/company/donsbir)



[@donsbir](https://twitter.com/donsbir)

Don't miss our next
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Presenter Contact:

Amelia Moore
NAVSEA SBIR/STTR Outreach
Amelia.moore6.ctr@us.navy.mil



Patricia "Anne" Banniser
Director, Officer of Small Business Programs
Naval Sea Systems Command



DEPARTMENT OF THE NAVY OFFICE OF SMALL BUSINESS PROGRAMS

Doing Business with the Navy & Marine Corps

Ms. Anne Bannister

Senior Small Business Officer

PAE Maritime / Naval Sea Systems Command (NAVSEA)





Agenda

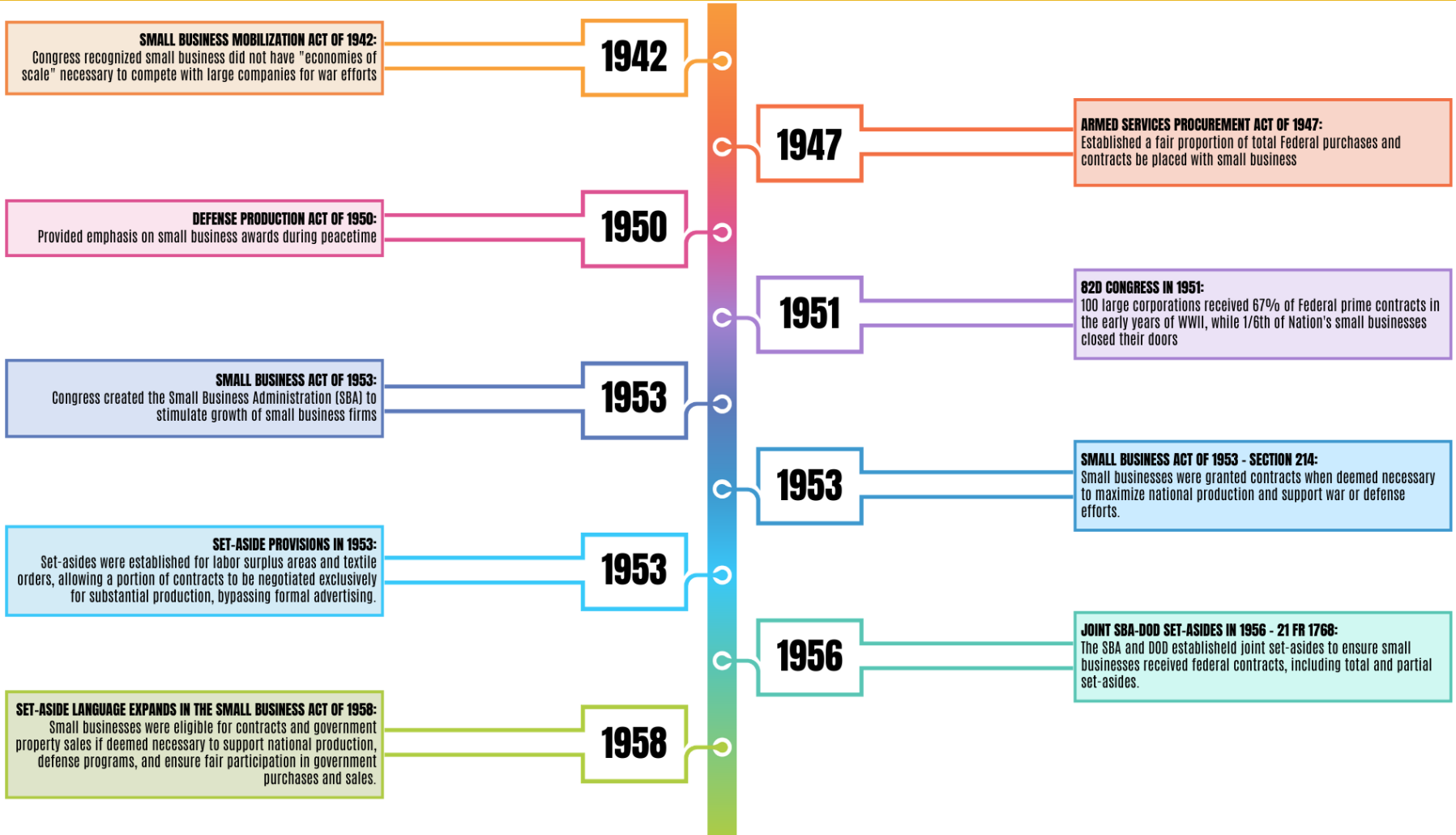
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- **History of the Small Business Program**
- Doing Business with the Department of the Navy
- Getting Procurement Ready
- Small Business Performance and Spend
- Resources and Assistance



History of the Small Business Program

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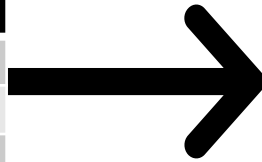


Small Business Goals



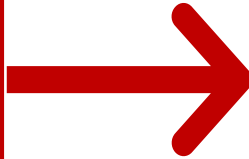
Goals Set by Law

Statutory Goals	FY26
Small Business	23.00%
SDB	5.00%
WOSB	5.00%
SDVOSB	5.00%
HUBZone	3.00%



U.S. Small Business Administration

SBA Negotiates Targets with DoW



DoW Targets	FY26
Small Business	23.17%
SDB	5.00%
WOSB	5.00%
SDVOSB	5.00%
HUBZone	3.00%



DON Targets	FY26
Small Business	15.8%
SDB	5.00%
WOSB	2.35%
SDVOSB	2.25%
HUBZone	1.65%



Note: Goals listed are projected and still under negotiation.



Agenda

UNCLASSIFIED

- History of the Small Business Program
- **Doing Business with the Department of the Navy**
- Getting Procurement Ready
- Small Business Performance and Spend
- Resources and Assistance



Know Your Niche

UNCLASSIFIED

DON's 10 Major Buying Activities Overview*

*Note: Restructuring of the Buying Activities is underway

 <p>HQ Installations & Logistics Command</p>	 <p>Marine Corps Systems Command</p>	 <p>Military Sealift Command</p>	 <p>Naval Air Systems Command</p>	 <p>Naval Facilities Engineering Command</p>
 <p>Naval Information Warfare Systems Command</p>	 <p>Office of Naval Research</p>	 <p>Naval Sea Systems Command</p>	 <p>Naval Supply Systems Command</p>	 <p>Strategic Systems Programs</p>



10 Buying Activities

UNCLASSIFIED



Marine Corps Installations & Logistics Command (HQMC I&L)

Drives logistics plans, policies, and initiatives to increase the capability, endurance and reach of the Marine Air Ground Task Force.

Mr. Keith Westry, Small Business Director, HQMC I&L

703-614-0585

www.iandl.marines.mil



FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
541330: ENGINEERING SERVICES	\$72.4M
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$64.1M
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$25.4M
541519: OTHER COMPUTER RELATED SERVICES	\$22.8M
541990: ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$19.2M



Marine Corps Systems Command (MCSC)

Serves as the Department of the Navy's systems command for Marine Corps ground weapon and information technology systems programs in order to equip and sustain Marine forces with expeditionary and crisis-response capabilities.

Ms. Marisa Perez, Small Business Director, MCSC

703-432-3944

www.marcorsyscom.marines.mil



FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
541330: ENGINEERING SERVICES	\$244.9M
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$114.8M
541519: OTHER COMPUTER RELATED SERVICES	\$105.1M
517410: SATELLITE TELECOMMUNICATIONS	\$84.9M
333310: COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING	\$52.3M



10 Buying Activities

UNCLASSIFIED



Military Sealift Command (MSC)

Operates, supplies, and maintains the ships that provide logistics support, conducts special missions, moves military equipment, supply's combat forces, provides humanitarian relief, and strategically positions combat cargo around the world.

Ms. Leah Baker, Small Business Director, MSC

757-443-2717

www.msc.usff.navy.mil



FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
483111: DEEP SEA FREIGHT TRANSPORTATION	\$620.6M
336611: SHIP BUILDING AND REPAIRING	\$545.1M
541330: ENGINEERING SERVICES	\$70.4M
541513: COMPUTER FACILITIES MANAGEMENT SERVICES	\$52.3M
481212: NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION	\$42.2M



Naval Air Systems Command (NAVAIR)

Provides full life-cycle support of naval aviation aircraft, weapons and systems operated by Sailors and Marines, including research, design, engineering, acquisition, test and evaluation, and logistics support.

Ms. Terressa Bebout, Small Business Director, NAVAIR

703-757-9044

www.navair.navy.mil



FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
541330: ENGINEERING SERVICES	\$943M
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$658.9M
336411: AIRCRAFT MANUFACTURING	\$342.2M
488190: OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$213.9M
336413: OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$126.1M



10 Buying Activities

UNCLASSIFIED



Naval Facilities Engineering Command (NAVFAC)

Plans, builds, maintains sustainable facilities, delivers environmental, utilities and other base services, and acquires and manages expeditionary combat force systems and equipment.

Ms. Bianca Henderson, Small Business Director, NAVFAC
 202-685-9129
www.navfac.navy.mil



FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
236220: COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2.3B
561210: FACILITIES SUPPORT SERVICES	\$462.4M
541330: ENGINEERING SERVICES	\$373.4M
236116: NEW MULTIFAMILY HOUSING CONSTRUCTION (EXCEPT FOR-SALE BUILDERS)	\$175.6M
238220: PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$174.3M



Naval Sea Systems Command (NAVSEA)

Design, build, deliver, and maintain ships and systems on time and on cost for the United States Navy.

Ms. Anne Bannister, NAVSEA Small Business Director,
 202-781-2061
www.navsea.navy.mil

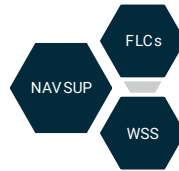


FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
541330: ENGINEERING SERVICES	\$1.4B
336611: SHIP BUILDING AND REPAIRING	\$1.3B
334511: SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$205.3M
541713: RESEARCH AND DEVELOPMENT IN NANOTECHNOLOGY	\$142.5M
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$132.5M



10 Buying Activities

UNCLASSIFIED



Naval Supply Systems Command (NAVSUP)

Provides supplies, services, and quality-of-life support to the Navy and Joint Warfighter. Manage supply chains that provide material for Navy aircraft, surface ships, submarines and their associated weapons systems.

Ms. Noreen McDonough, Small Business Director (Acting), NAVSUP
 717-605-1663
www.navsup.navy.mil



FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
541330: ENGINEERING SERVICES	\$561.7M
541519: OTHER COMPUTER RELATED SERVICES	\$169.6M
561210: FACILITIES SUPPORT SERVICES	\$133.9M
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$111M
332919: OTHER METAL VALVE AND PIPE FITTING MANUFACTURING	\$74.9M



Naval Information Warfare Systems Command (NAVWAR)

Identify, develop, deliver and sustain information warfighting capabilities supporting naval, joint, coalition and other national missions.

Small Business Director, NAVWAR
 858-537-0314
www.navwar.navy.mil



FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
541330: ENGINEERING SERVICES	\$1.2B
541519: OTHER COMPUTER RELATED SERVICES	\$354.8M
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$137M
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$129.3M
334290: OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING	\$58.4M



10 Buying Activities

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Office of Naval Research (ONR)

Plans, fosters, and encourages scientific research to the maintenance of future naval power.

Mr. Andrew Chappell, Small Business Director (Acting), ONR

202-924-3825

www.onr.navy.mil



FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$680.1M
541330: ENGINEERING SERVICES	\$103.2M
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$8.1M
334516: ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING	\$7.8M
541712: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$6.4M



Strategic Systems Programs (SSP)

Direct the end-to-end effort of the Navy's Strategic Weapons Systems to include training, systems, equipment, facilities and personnel; and fulfill the terms of the US/UK Polaris Sales Agreement.

Ms. Marita Thompson, Small Business Director, SSP

202-685-9129

www.ssp.navy.mil



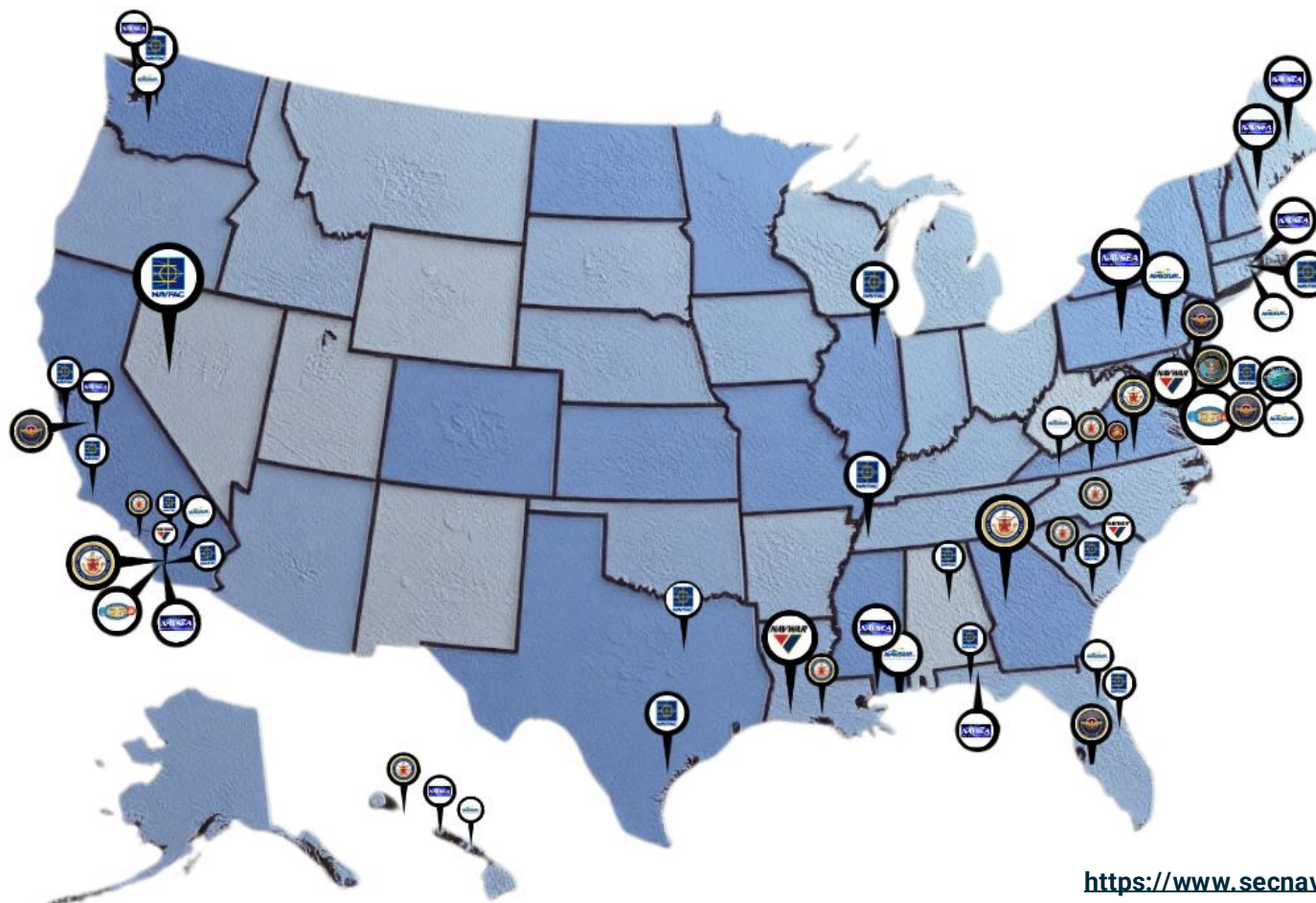
FY25 Top 5 Small Business Execution	
NAICS	FY25 SB Awards
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$73.4M
541330: ENGINEERING SERVICES	\$42M
541519: OTHER COMPUTER RELATED SERVICES	\$20.3M
541511: CUSTOM COMPUTER PROGRAMMING SERVICES	\$15.3M
541513: COMPUTER FACILITIES MANAGEMENT SERVICES	\$6.8M



DON Small Business Professionals

UNCLASSIFIED

Small Business Professionals are Key to Your Success!



<https://www.secnav.navy.mil/smallbusiness/Pages/default.aspx/>



Leverage the Small Business Professional

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Navy SBIR/STTR Program

UNCLASSIFIED

• Primary Program Goals:

- Use small business to develop innovative technology to meet the broad range of DON needs
- Insert Small Business Innovation Research / Small Business Technology Transfer (SBIR/STTR) technologies and products in platforms and systems that help DON achieve its mission

About the Program:

- Acquisition-driven process with strong technology pull
- \$300M in annual funding to support small business technology innovation
- Wide range of SBIR/STTR topics driven by the requirements holders
- Attracts significant non-SBIR program (mission) funds investment
- New BAA topics posted the 1st Wed of every month
- Navy is the only branch that provides support between phases



www.navysbir.com



FY25 SBIR/STTR Programs

Delivering Innovation to the Warfighter

NAVAL RESEARCH ENTERPRISE NEEDS

National Defense Strategy,
Acquisition, Sustainment,
Modernization

177
TOPICS



INNOVATIVE PROPOSALS

Start-ups and Small
Businesses

4,167
PROPOSALS



FEASIBILITY STUDY PHASE I

Scientific or technical
merit of an idea

391
PHASE I
AWARDS



TECHNOLOGY DEVELOPMENT - PHASE II

Build and test prototypes

311
PHASE II
AWARDS



COMMERCIALIZATION PHASE III

Sales to defense and private
sector markets

\$1.7B
SALES





Agenda

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- History of the Small Business Program
- Doing Business with the Department of the Navy
- **Getting Procurement Ready**
- Small Business Performance and Spend
- Resources and Assistance



U.S. Small Business Administration (SBA)

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- SBA offers and teams with local partners to counsel, mentor, and train small businesses, entrepreneurs, and innovative suppliers



Free business counseling



SBA guaranteed business loans



Home & business disaster loans



Federal government contracting

- Website has links to District and Regional Offices as well as local resources
 - Mentorship by Service Corps of Retired Executives (SCORE)
 - Small Business Development Centers (SBDC)
 - Women's Business Centers (WBCs)
 - U.S. Export Assistance Centers
 - Veterans Business Outreach Centers (VBOCs)



www.sba.gov



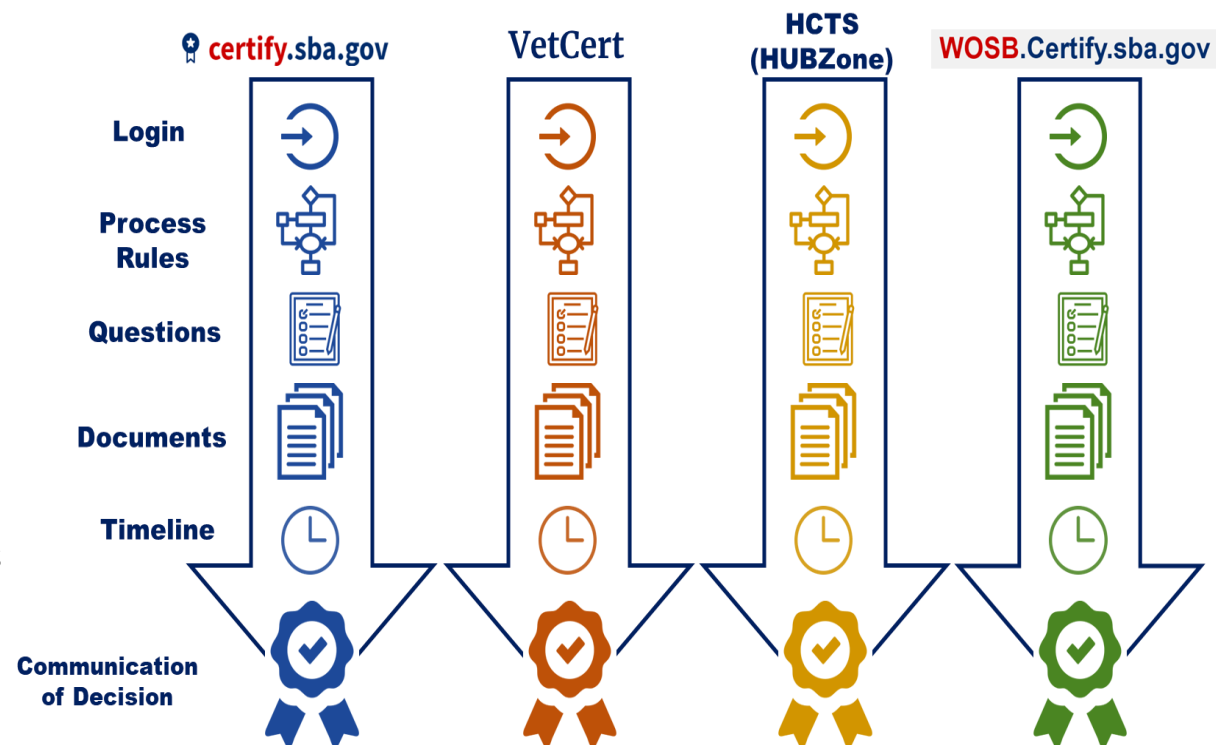
SBA Previous Certifications

UNCLASSIFIED

Previous Customer Experience

- Four different systems
- Four different logins
- Four processes with varying rules
- Four sets of the same questions
- Four sets of the same documents to upload
- Four different processes and approval cycle times
- Four different notification methods
- Four different leadership teams for reviews/decisions

....and this is just for first application, it doesn't address re-certification or changes to the business



www.sba.gov



SBA Certification Today

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Vision

Eligible small businesses will more effectively compete in the federal marketplace by quickly accessing multiple set-aside program certifications through a simple unified system

SBA Certification Customer Experience

- ✓ One log-in
- ✓ One common application
- ✓ One document repository
- ✓ Common terminology
- ✓ Common processing business rules
- ✓ Common decision timeline
- ✓ Streamlined, timely review process
- ✓ Single portal customer service support
- ✓ Same team processing all 4 certifications

www.sba.gov



System for Award Management (SAM)

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- **System for Award Management (SAM)**
 - To be eligible for traditional contract awards, businesses must be registered in SAM.gov
 - Research contracting data to understand needs of the government

The screenshot shows the SAM.gov homepage. At the top, there is a login section with fields for Username and Password, and buttons for 'Log In', 'Forgot Username?', 'Forgot Password?', and 'Create an Account'. Below the login section is a navigation menu with links for HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, and HELP. A red alert banner states: 'ALERT: If you are registering a new entity in SAM.gov, you must provide an original, signed notarized letter stating that you are the authorized Entity Administrator before your registration will be activated. Read our FAQs to learn more about this process change.' Below the alert, a text block explains that SAM is an official website of the U.S. government and is free to use. A list of services includes: Register to do business with the U.S. government, Update or renew your entity registration, Check status of an entity registration, and Search for entity registration and exclusion records. The 'Getting Started' section features three main actions: 'Create A User Account' (with a person icon), 'Register Entity' (with a folder icon), and 'Search Records' (with a magnifying glass icon). Each action includes a brief description of the next steps.

The screenshot shows the 'Contract Data' page on SAM.gov. At the top, there is a navigation menu with links for Home, Search, Data Bank, Data Services, and Help. The main heading is 'Contract Data' with a 'Legacy Website FPDS' logo. A text block explains the transition: 'The FPDS reports transition is complete and the DataBank is the only place to go to create and run contract data reports. If you are searching for contract data (i.e., searching for specific contracts), you must do so at FPDS.gov, which remains the authoritative source for contract data.' Below this, a text block states: 'Contract data provides detailed information on all contract actions that are required to be reported by federal agencies. These are actions with an estimated value of \$10,000 or more.' A list of report types is shown with expandable sections: 'Full class on contract data reports', 'Ad hoc reports topics', and 'Intermediate and advanced topics'. Below the list, there are three columns of report types: 'Standard Reports', 'Ad Hoc Reports', and 'Administrative Reports'. Each column includes a brief description and links to 'List of available standard reports', 'Reference guide for standard reports', 'Go to Standard Reports', 'Reference guide for ad hoc reports', 'Go to Ad Hoc Reports', and 'List of available administrative reports'.

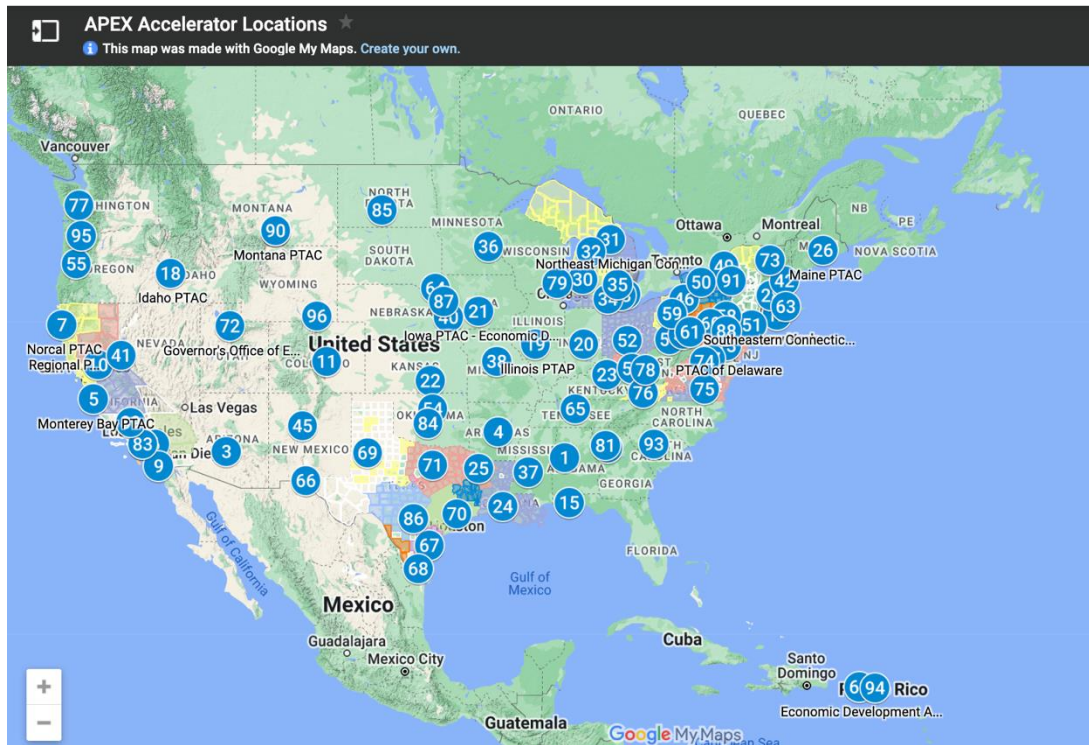


www.SAM.gov



APEX Accelerators

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The APEX Accelerators program, under management of the Department of War (DoW) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain. The program provides the education and training that all businesses need to participate to become capable of participating in DoW and other government contracts.



www.apexaccelerators.us



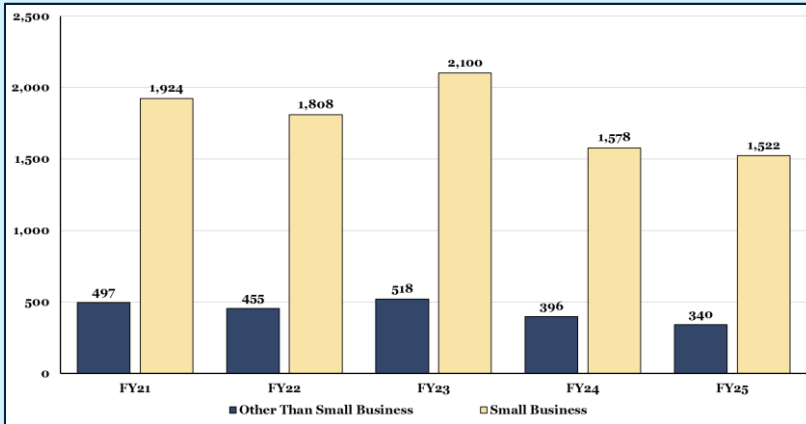
Agenda

UNCLASSIFIED

- History of the Small Business Program
- Doing Business with the Department of the Navy
- Getting Procurement Ready
- **Small Business Performance and Spend**
- Resources and Assistance

Growing the Industry

DON Industrial Base New Entrants

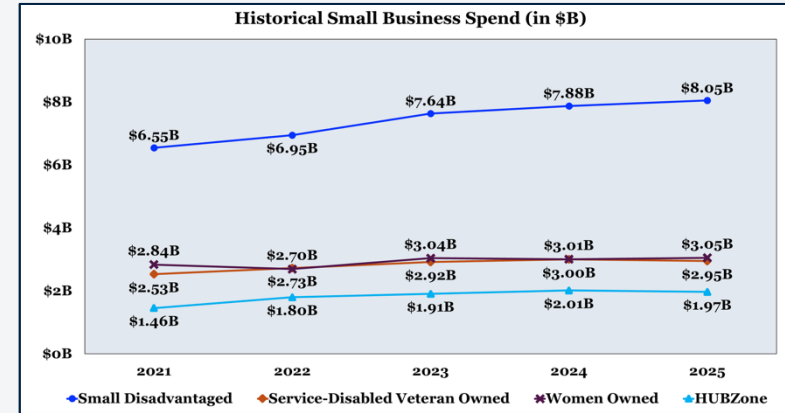
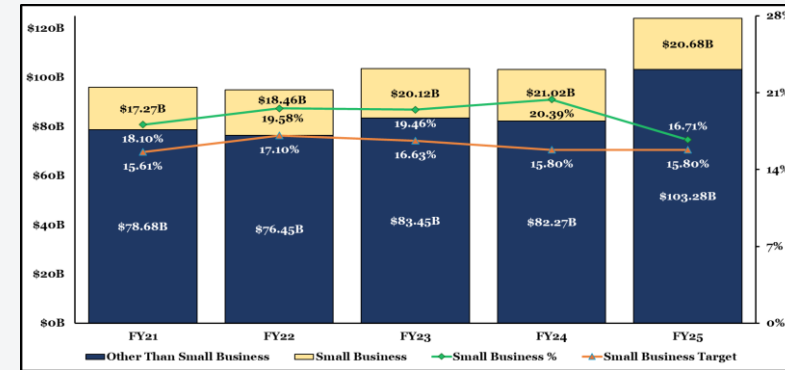


FY25 DON Industrial Base (IB) Snapshot
+ 1,862 Businesses ENTERED IB
\$2.05B awards for "new" Vendors

Notes: FY25 data non-validated as of 03 December 2025

*Entered - Min. \$10K prime awards in FY25 and \$0 between FY20 & FY24

Since FY 2021, the DON has **INCREASED** Small Business execution by **20%**.
 From \$17.3B in 2021 to \$20.7B in 2025.





Sub-Contracting

UNCLASSIFIED

- Large Business engagements to discuss sub-contracting supplier base
- Contractor Performance Assessment Reporting System (CPARS) tracking
- Engaging with the SBA to assist with sub-contract monitoring

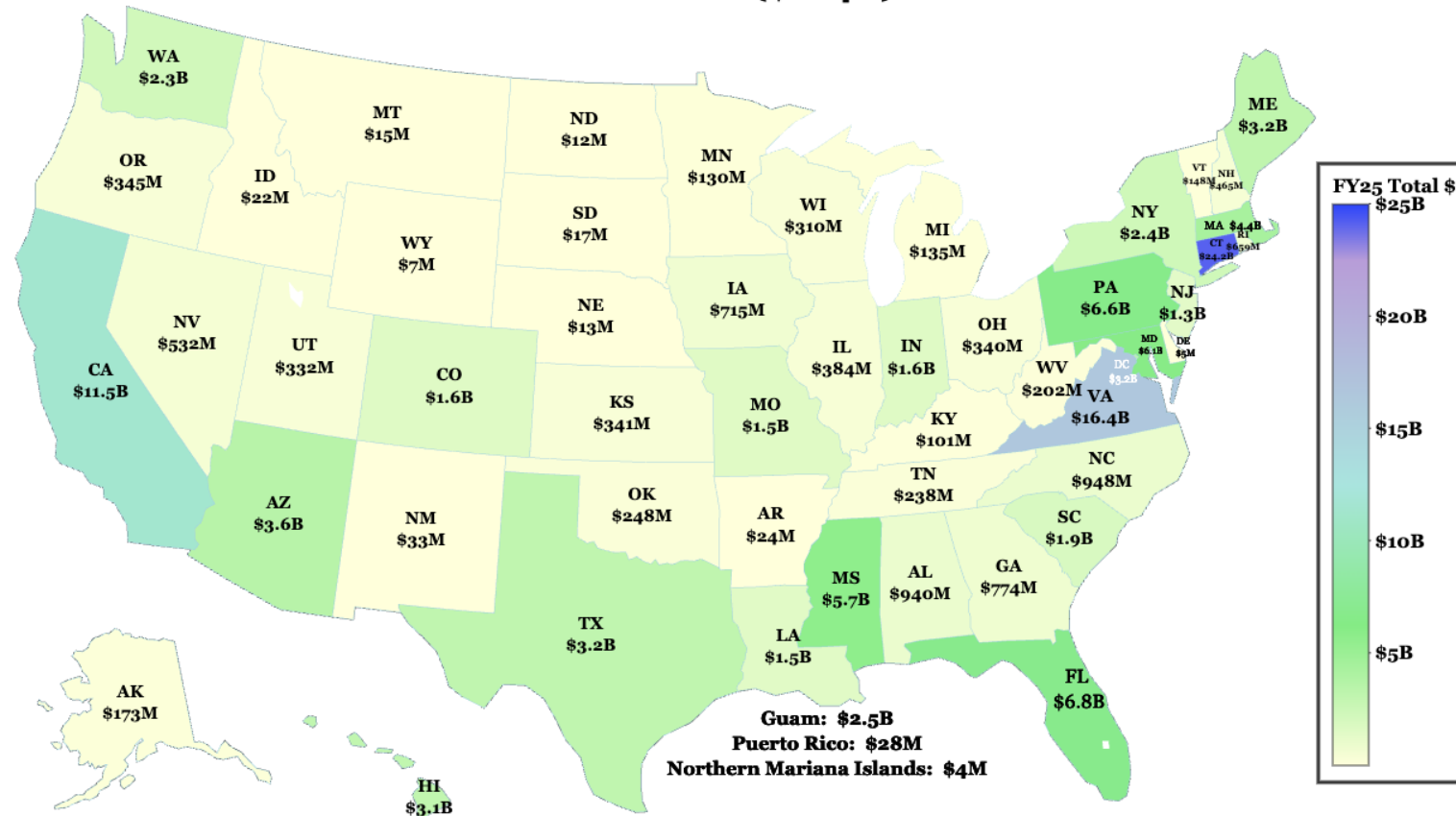
Coming Soon

- Training for industry and government acquisition personnel
- Updating contract wording to promote sub-contracting
- Piloting the Small Business Participation Commitment Document (SBPCD) to hold primes accountable to their sub-contracting plans
 - Current pilot tests have seen \$276M committed to sub-contracting



FY25 Place of Performance Total Awards

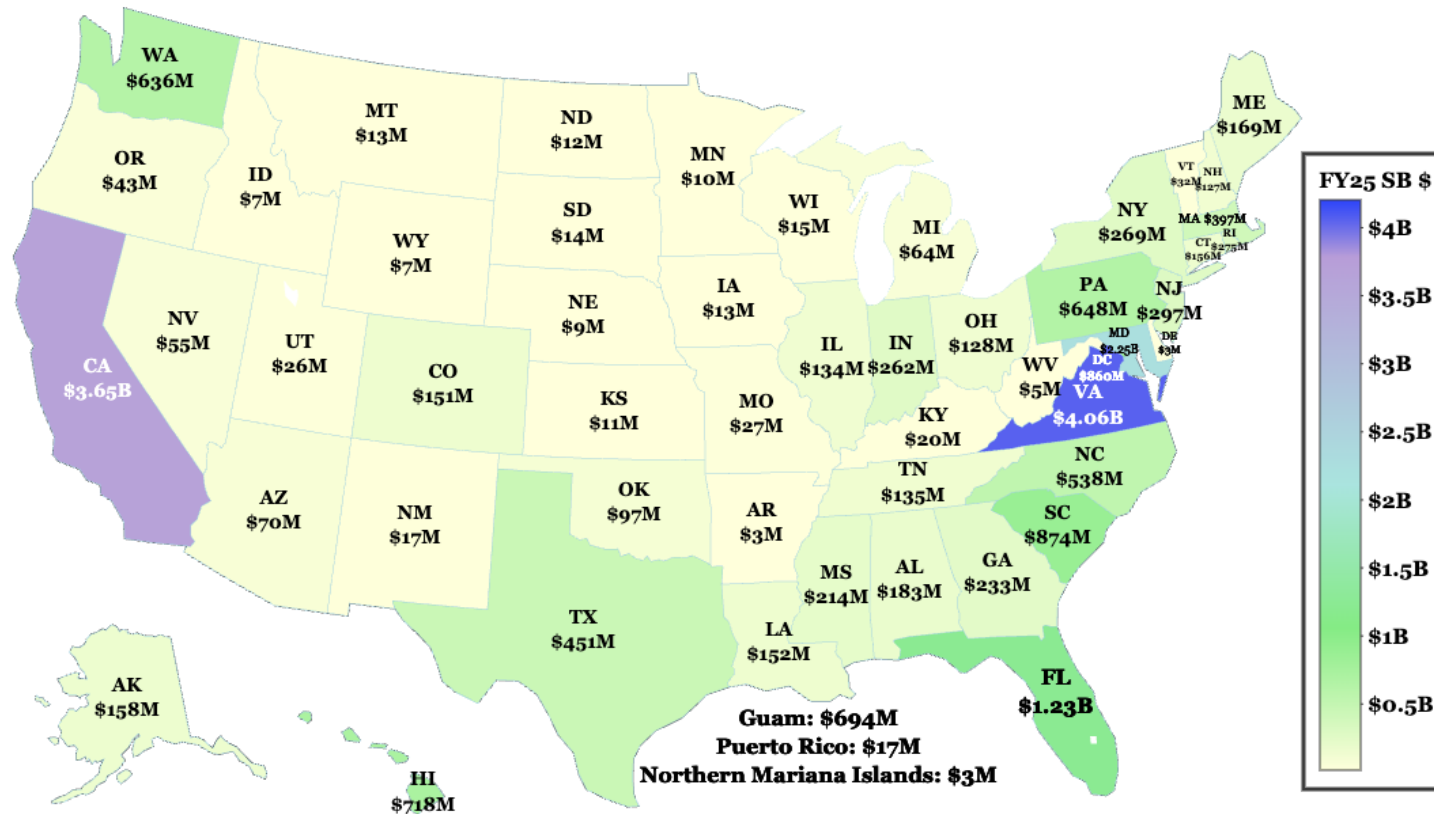
Non-Validated FY25 Department of the Navy - Place of Performance Total Prime Awards (\$124B)



Data Source: Non-Validated Full Fiscal Year 2025 prime awarding data from the FPDS-NG/SAM.gov 'Small Business Achievements by Awarding Organization' Report as of 03 December 2025.

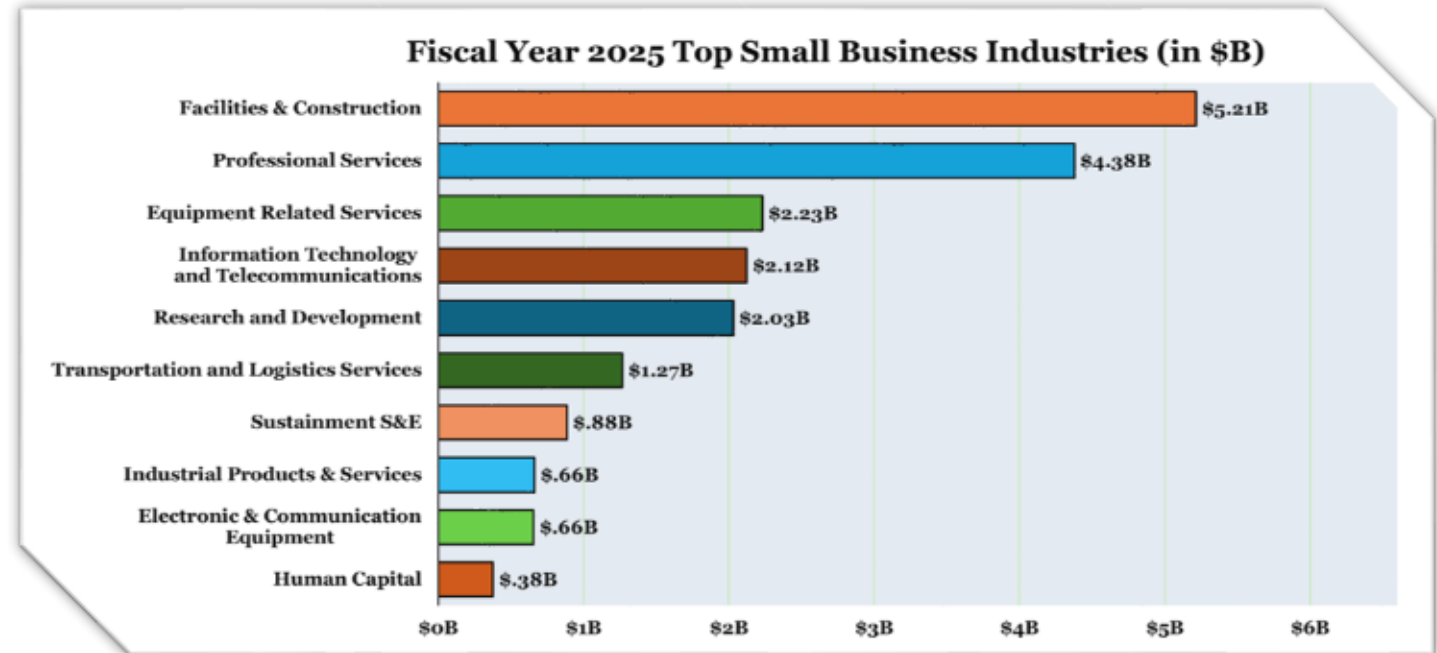
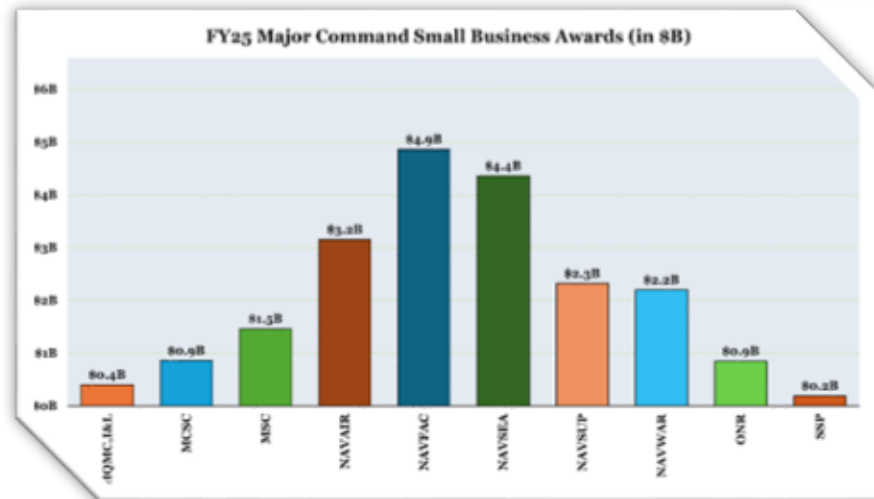
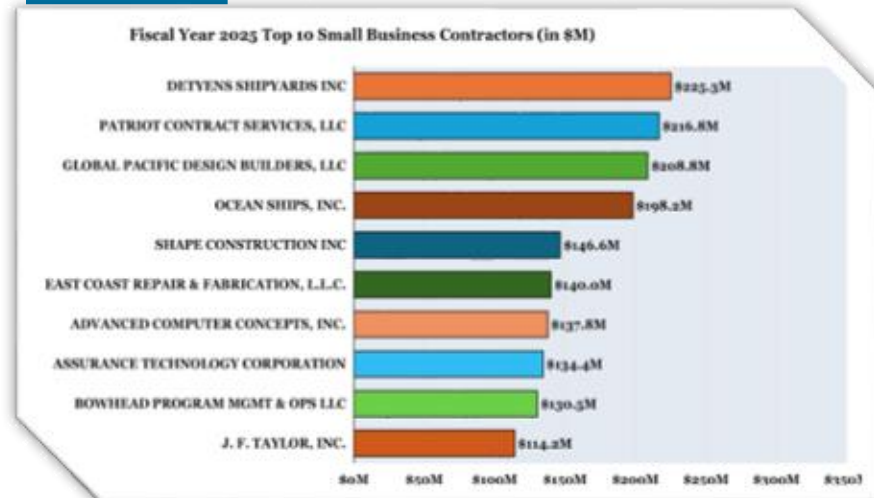
FY25 Place of Performance Small Business Awards

Non-Validated FY25 Department of the Navy - Place of Performance Prime Small Business Awards (\$20.7B)



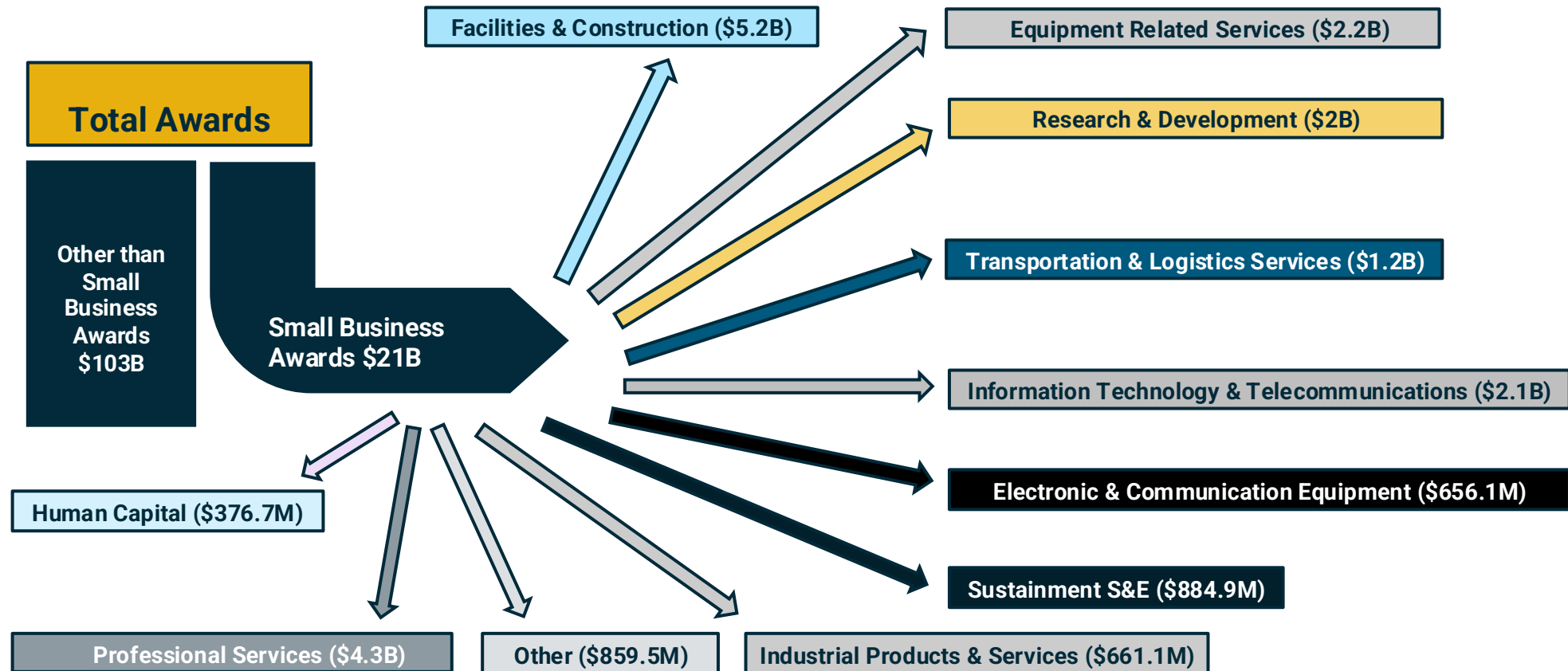
Data Source: Non-Validated Full Fiscal Year 2025 prime awarding data from the FPDS-NG/SAM.gov 'Small Business Achievements by Awarding Organization' Report as of 03 December 2025.

FY25 Small Business Metrics



Data Source: FY25 data non-validated as of 03 December 2025

FY25 Small Business Spend by Portfolio Group



Data Source: FY25 data non-validated as of 03 December 2025



FY25 Small Business Performance

FY25 Charlotte, NC Headquartered Vendor Awards

Total: \$109.5M

Small Business: \$81.4M (74.4% SB%)

Small Disadvantaged Business: \$8.2M (7.5% SDB%)

Service-Disabled Veteran Owned Small Business: \$3.4M (3.1% SDVOSB%)

Women Owned Small Business: \$2.4M (2.2% WOSB%)

HUBZone Small Business: \$0

FY25 North Carolina Headquartered Vendor Awards

Total: \$471.8M

Small Business: \$402.3M (85.3% SB%)

Small Disadvantaged Business: \$173.4M (36.8% SDB%)

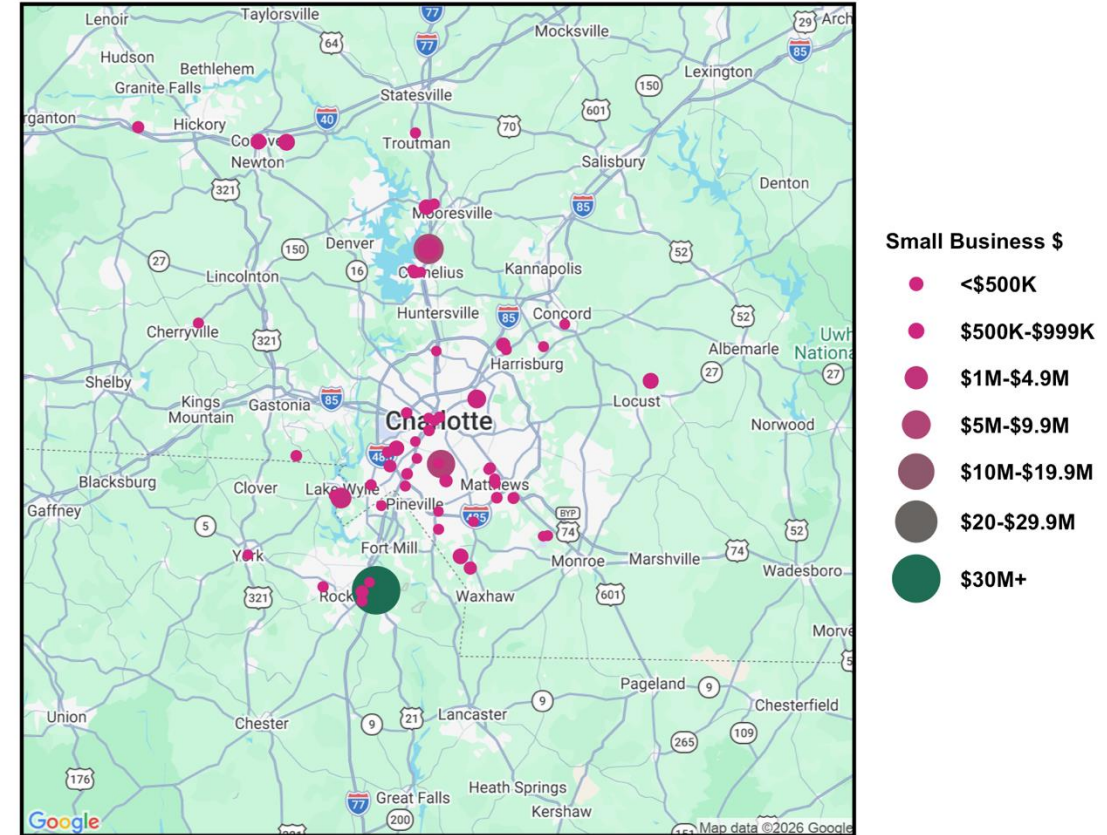
Service-Disabled Veteran Owned Small Business: \$42.7M (9.1% SDVOSB%)

Women Owned Small Business: \$51.9M (11.0% WOSB%)

HUBZone Small Business: \$88.0M (18.7% HUBZone%)

Validated Fiscal Year 2025 Department of the Navy Prime Small Business Awards: \$81.4M

Small Business Vendors Headquartered within 50 miles of Charlotte, North Carolina



Data Source: Validated Full Fiscal Year 2025 SAM.gov Prime Awarding Data for the Department of the Navy as of 06 March 2026.



FY25 Overall NAICS

Charlotte, North Carolina Headquartered Top Overall NAICS

NAICS Code		FY25 Prime Spend	% of Charlotte, NC Spend
332994	SMALL ARMS, ORDNANCE, AND ORDNANCE ACCESSORIES MANUFACTURING	\$37,072,103	33.86%
541330	ENGINEERING SERVICES	\$27,994,749	25.57%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$9,222,594	8.42%
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$8,153,534	7.45%
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$6,737,633	6.15%
238220	PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$2,749,634	2.51%
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$2,449,903	2.24%
337214	OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING	\$2,120,327	1.94%
333914	MEASURING, DISPENSING, AND OTHER PUMPING EQUIPMENT MANUFACTURING	\$2,066,531	1.89%
325211	PLASTICS MATERIAL AND RESIN MANUFACTURING	\$1,608,247	1.47%

Data source: Validated Fiscal Year 2025 Awarding data for the Department of the Navy as of 06 March 2026 for vendors headquartered within 50 miles of Charlotte, NC.



FY25 Small Business NAICS

Charlotte, North Carolina Headquartered Top Small Business NAICS

NAICS Code		FY25 Prime SB Spend	% of Charlotte, NC SB Spend
332994	SMALL ARMS, ORDNANCE, AND ORDNANCE ACCESSORIES MANUFACTURING	\$34,586,649	42.49%
541330	ENGINEERING SERVICES	\$13,147,570	16.15%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$8,767,527	10.77%
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$8,153,534	10.02%
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$6,737,633	8.28%
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$2,449,903	3.01%
337214	OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING	\$2,120,327	2.60%
333413	INDUSTRIAL AND COMMERCIAL FAN AND BLOWER AND AIR PURIFICATION EQUIPMENT MANUFACTURING	\$871,962	1.07%
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$857,026	1.05%
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$635,130	0.78%

Indicates also a Top Overall NAICS for Charlotte, North Carolina Headquartered Vendors

Data source: Validated Fiscal Year 2025 Awarding data for the Department of the Navy as of 06 March 2026 for vendors headquartered within 50 miles of Charlotte, NC.



FY25 Overall PSCs

Charlotte, North Carolina Headquartered Top Overall PSCs

	Product or Service Code	FY25 Prime Spend	% of Charlotte, NC Spend
1005	GUNS, THROUGH 30MM	\$37,072,103	33.86%
C219	ARCHITECT AND ENGINEERING- GENERAL: OTHER	\$14,847,178	13.56%
C211	ARCHITECT AND ENGINEERING- GENERAL: LANDSCAPING, INTERIOR LAYOUT, AND DESIGNING	\$8,106,638	7.40%
5855	NIGHT VISION EQUIPMENT, EMITTED AND REFLECTED RADIATION	\$7,927,915	7.24%
R425	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$6,780,740	6.19%
AC12	NATIONAL DEFENSE R&D SERVICES; DEPARTMENT OF DEFENSE - MILITARY; APPLIED RESEARCH	\$3,949,837	3.61%
AC33	NATIONAL DEFENSE R&D SERVICES; DEFENSE-RELATED ACTIVITIES; EXPERIMENTAL DEVELOPMENT	\$3,664,177	3.35%
4320	POWER AND HAND PUMPS	\$2,774,397	2.53%
Z2JZ	REPAIR OR ALTERATION OF MISCELLANEOUS BUILDINGS	\$2,749,634	2.51%
R499	SUPPORT- PROFESSIONAL: OTHER	\$2,404,603	2.20%

Data source: Validated Fiscal Year 2025 Awarding data for the Department of the Navy as of 06 March 2026 for vendors headquartered within 50 miles of Charlotte, NC.



FY25 Small Business PSCs

Charlotte, North Carolina Headquartered Top Small Business PSCs

	Product or Service Code	FY25 Prime SB Spend	% of Charlotte, NC SB Spend
1005	GUNS, THROUGH 30MM	\$34,586,649	42.49%
C211	ARCHITECT AND ENGINEERING- GENERAL: LANDSCAPING, INTERIOR LAYOUT, AND DESIGNING	\$8,106,638	9.96%
5855	NIGHT VISION EQUIPMENT, EMITTED AND REFLECTED RADIATION	\$7,927,915	9.74%
R425	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$6,780,740	8.33%
AC12	NATIONAL DEFENSE R&D SERVICES; DEPARTMENT OF DEFENSE - MILITARY; APPLIED RESEARCH	\$3,949,837	4.85%
AC33	NATIONAL DEFENSE R&D SERVICES; DEFENSE-RELATED ACTIVITIES; EXPERIMENTAL DEVELOPMENT	\$3,664,177	4.50%
R499	SUPPORT- PROFESSIONAL: OTHER	\$2,404,603	2.95%
AC11	NATIONAL DEFENSE R&D SERVICES; DEPARTMENT OF DEFENSE - MILITARY; BASIC RESEARCH	\$2,359,995	2.90%
7110	OFFICE FURNITURE	\$1,923,010	2.36%
AC13	NATIONAL DEFENSE R&D SERVICES; DEPARTMENT OF DEFENSE - MILITARY; EXPERIMENTAL DEVELOPMENT	\$1,634,176	2.01%

Indicates also a Top Overall PSC for Charlotte, North Carolina Headquartered Vendors

Data source: Validated Fiscal Year 2025 Awarding data for the Department of the Navy as of 06 March 2026 for vendors headquartered within 50 miles of Charlotte, NC.



FY25 Overall Vendors

Charlotte, North Carolina Headquartered Top Vendors

SAM UEI	Vendor	Prime Total Charlotte, NC Awards	% of Charlotte, NC Awards
DUNBJ83QHNN3	MSI-DEFENCE SYSTEMS US, LLC	\$45,093,518	41.19%
RAJJEGKBN5S3	CLARK NEXSEN/ MICHAEL BAKER JV	\$12,781,439	11.68%
DD7KTEMDG6A5	CORVID TECHNOLOGIES, LLC	\$11,637,060	10.63%
NRFJMVNYQ6C3	ZAPATA GROUP, INC.	\$9,481,893	8.66%
EE78Z6H4A3G6	CORVID ATEA, LLC	\$3,664,177	3.35%
GSS8TXEFBFH7	JCTM LLC	\$3,220,847	2.94%
GUD4TJE3FN31	CIRCOR PUMPS NORTH AMERICA LLC	\$3,150,579	2.88%
GL8WUCLJ1Y49	PIEDMONT NATURAL GAS COMPANY, INC.	\$2,766,634	2.53%
MWJJQMK5JNH1	FORMS & SUPPLY, INC.	\$2,120,327	1.94%
KJEQC3DJWCJ5	HDR ENGINEERING, INC. OF THE CAROLINAS	\$2,065,739	1.89%

Data source: Validated Fiscal Year 2025 Awarding data for the Department of the Navy as of 06 March 2026 for vendors headquartered within 50 miles of Charlotte, NC.



FY25 Small Business Vendors

Charlotte, North Carolina Headquartered Top Small Business Vendors

SAM UEI	Vendor	Prime SB Charlotte, NC Awards	% of Charlotte, NC SB Awards
DUNBJ83QHNN3	MSI-DEFENCE SYSTEMS US, LLC	\$42,608,064	52.34%
DD7KTEMDG6A5	CORVID TECHNOLOGIES, LLC	\$11,637,060	14.30%
NRFJMVNYQ6C3	ZAPATA GROUP, INC.	\$9,481,893	11.65%
EE78Z6H4A3G6	CORVID ATEA, LLC	\$3,664,177	4.50%
GSS8TXEFBFH7	JCTM LLC	\$3,220,847	3.96%
MWJJQMK5JNH1	FORMS & SUPPLY, INC.	\$2,120,327	2.60%
D7F1WVKZ91Q3	DYNAMIC AIR ENGINEERING, INC.	\$1,276,422	1.57%
MBJQM9EQS4Q6	UNITED PROTECTIVE TECHNOLOGIES, LLC	\$999,939	1.23%
MVESB3L7WF69	BLUEYEQ, LLC	\$899,982	1.11%
RLKCEVPF5C63	INNOVAKNITS, LLC	\$894,389	1.10%

Indicates also a Top Charlotte, North Carolina Headquartered Overall Vendor

Data source: Validated Fiscal Year 2025 Awarding data for the Department of the Navy as of 06 March 2026 for vendors headquartered within 50 miles of Charlotte, NC.



Agenda

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- History of the Small Business Program
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- Getting Procurement Ready
- Small Business Performance and Spend
- **Resources and Assistance**



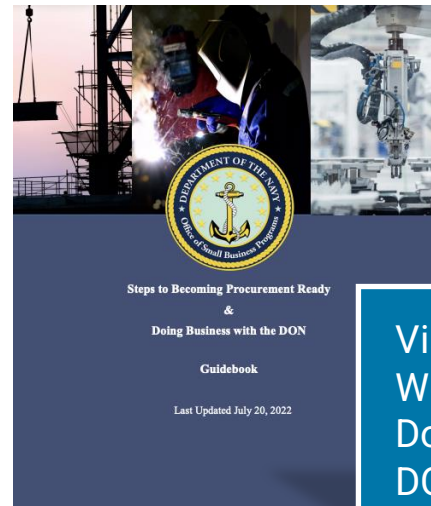
Doing Business with the Department of the Navy

UNCLASSIFIED

8 Steps to Becoming Procurement Ready



Visit the DON OSBP YouTube Channel to view the Procurement Readiness video.



Visit the DON OSBP Website to view the Doing Business with the DON guidebook.



www.secnav.navy.mil/SmallBusiness



Market Research

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“Market research is a continuous process for gathering data on product characteristics, suppliers’ capabilities, and the business practices/trends that surround them – plus the analysis of that data to make smart acquisition decisions.” (FAR 2.1)



<https://youtu.be/rz2ir1Yp3qU>



Long Range Acquisition Estimate (LRAE)

UNCLASSIFIED

Command	Anticipated NAICS	Requirement Title	Anticipated Acquisition Strategy	Anticipated Total Value	Anticipated QTR & Year - Solicit/RFP	Anticipated QTR & Year - Award
NAVSEA	541330	C280 Engineering Support (Portsmouth, VA)	Small Business Set-Aside	> \$50M - < \$100M	FY2027/ QTR 2	FY2028/QTR 1
HQMC I&L	811412	Washer & Dryer Services (MCB Camp Lejeune, Jacksonville, NC)	Full and Open Competition	<\$2M	FY2027/QTR 4	FY2027/QTR 4
ONR	541330: Engineering Services	Administrative, Business and Financial Support	Service-Disabled Veteran-Owned Small Business Sole Source	> \$7.5M - < \$50M	FY2029/ QTR 4	FY2030/QTR 4
NAVAIR	541330 – Engineering Services	Logistics and Engineering Support Services (Cherry Point, NC)	Small Business Set-Aside	\$2M - \$7.5M	FY2026/QTR 3	FY2028/QTR 1

View LRAE's on the Activities Website for Upcoming Procurements

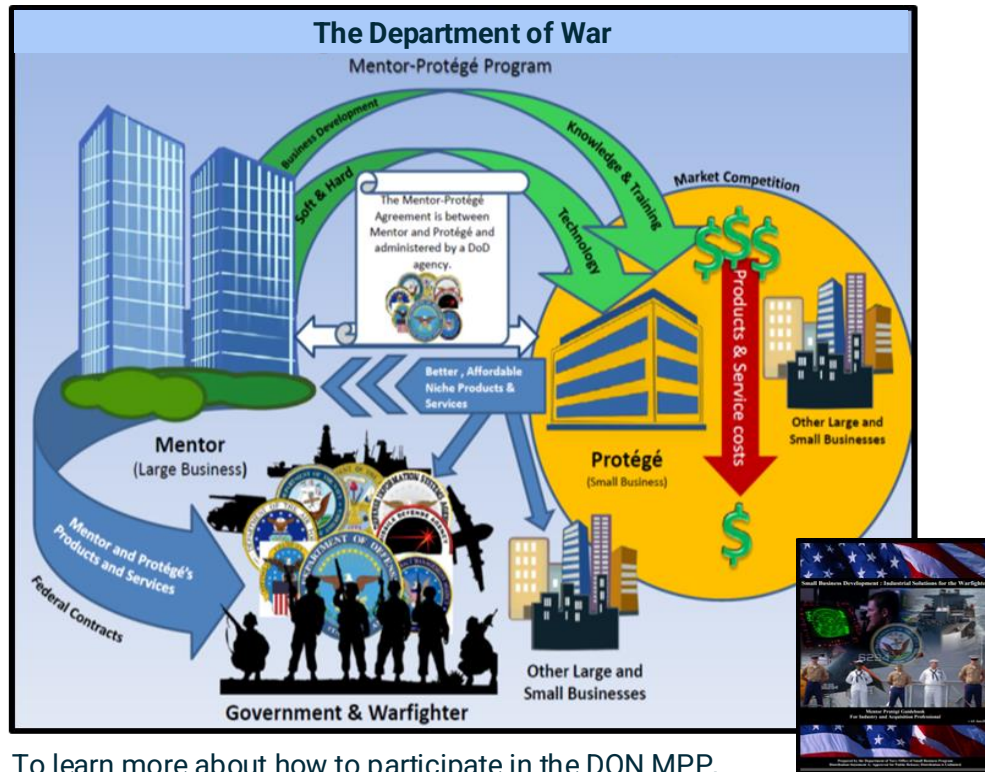


www.secnav.navy.mil/SmallBusiness/pages/LRAE.aspx



Mentor-Protégé Program (MPP)

UNCLASSIFIED



To learn more about how to participate in the DON MPP, view the Guidebook on OSBP website.

The MPP provides incentives for DoW contractors to assist small businesses in:

- Enhancing business development and technology capabilities;
- Increasing subcontracting participation in government & commercial contracts;
- Increasing protégé firm's technical and business infrastructure capabilities; and,
- Increasing the Small Business Industrial Base, competitive markets and utilization of nontraditional & commercial companies.



www.secnav.navy.mil/SmallBusiness/pages/LRAE.aspx



Surface Combatant Industrial Base

UNCLASSIFIED

- Goal to have 85 mission capable ship
- Support industry to help build capacity to meet the needs of the Navy in the years to come
 - Continued funding through at least FY2029
- Talent Pipeline program
 - Continue to recruit nationwide for workers to meet increasing demand
 - Educating young people of the possible skills and careers available.
 - Advancing the use of robotics and automation to expand capability and efficiency
- Increasing Shipbuilding Capacity
 - Work on modular pieces to utilize all possible shipyards for construction





SeaPort Next Generation

UNCLASSIFIED

SeaPort Next Generation (NxG) Characteristics

- 2.5-year Base ordering period w/5-Year Option
- Single NAICS (541330) with military exception (\$41.5M)
- Fair Opportunity IAW FAR 16 provided to all Vendors Nationwide
- Removal of Zone Presence Requirements
- Grouping of functional areas into 2 functional areas with 23 subcategories
- Leverages Vendor experience providing direct support to the DON, as either prime or sub
- Cost and Fixed priced task orders permitted
- Socioeconomic status as of TO proposal
- Size status determined at MAC award
- SB subcontracting goals - 20% of obligated dollar to LBs will be subcontracting to SBs
- 85% of MAC awardees are small business.



<https://www.navsea.navy.mil/Small-Business-Partnerships/SeaPort-NxG/>



SBA Office of Ombudsman

UNCLASSIFIED

Small Business Regulatory Enforcement Fairness Act (SBREFA) of 1996

Overview: In accordance with SBREFA, the Small Business Administration (SBA) established a National Small Business Ombudsman to receive comments from small businesses about federal agency enforcement actions. If your company qualifies as a small business under SBA guidelines, you can file a comment with the Ombudsman.

Purpose of SBREFA: Ensures small businesses are heard during federal regulatory compliance and enforcement processes.

Ombudsman Reports to Congress on:

- Timeliness in responding to small business comments
- Quality of response to small business concerns
- Non-retaliation policies
- Compliance assistance
- SBREFA notification to small entities



U.S. Small Business
Administration

Contact Information:

Website: www.sba.gov/ombudsman

Phone: 1-888-734-3247

Mail:

Office of the National Ombudsman
U.S. Small Business Administration
409 3rd St NW, MC2120
Washington, DC 20416-0005



www.sba.gov/about-sba/oversight-advocacy/office-national-ombudsman



Defense Counterintelligence & Security Agency (DCSA)

UNCLASSIFIED

Overview:

- Facility Security Clearance Level (FCL) Process Orientation DCSA Knowledge Center 888-282-7682 (option 3) with any FCL related questions
- Personnel Security Clearance Information
- Facility Clearance Checklist
- Facility Clearance Process FAQs
- FCL Orientation Handbook
- National Industrial Security Program Operating Manual (NISPOM)
- Facility and Personnel Security Clearance Guide -- Tri-Fold

Visit the DCSA Center for Development of Security Excellence (CDSE) website (www.CDSE.edu) for FREE training and resources:

- Facility Security Officer toolkit
- Training videos



www.dcsa.mil



DoW Procurement Toolbox

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Department of Defense **Procurement Toolbox** [Home](#) [FAQs](#) [Calendar](#) [Contact Us](#)

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Government Furnished Property | PIEE | eBusiness | Purchase Card | Cybersecurity | Procure to Pay (P2P) | Contract Closeout | Sam.gov

Department of Defense

Procurement Toolbox

A collection of tools and services to help you and your organization manage, enable, and share procurement information across the Department of Defense.

Latest News

- CAAMP Service Restored Notice – WDP Migration Complete (Mar 02)**
Mar 4, 2026
- CAAMP Planned Service Disruption Notice – WDP Migration Impact (Feb 20)**
Feb 19, 2026

[View All News](#)

Events

- GFP Intermediate**
Apr 23, 10 - 11 AM EST
- Property Loss Contractor**
May 6, 10 - 11 AM EST
- Property Loss for Government Users**
May 7, 10 - 11 AM EST
- Contractor Acquired Property Training**
May 12, 1 - 2 PM EST
- Contractor Acquired Property Pre-Screening**
May 13, 10 - 11 AM EST

[View All Training Events](#)

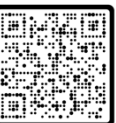
Upcoming Events

May 2026 [today](#) [<](#) [>](#)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	1	2
3	4	5	6 Property	7 Property	8	9
10	11	12 Contract	13 Contract	14	15	16
17	18	19	20 Item Me	21	22	23
24	25	26	27	28	29	30
31	1	2	3	4	5	6

[View All Events](#)

The Department of War (DoW) Procurement Toolbox is a collection of tools and services to help you and your organization manage, enable, and share procurement information across the DoW.



www.dodprocurementtoolbox.com



Cybersecurity in DoW Acquisition Regulations

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ABOUT CMMC

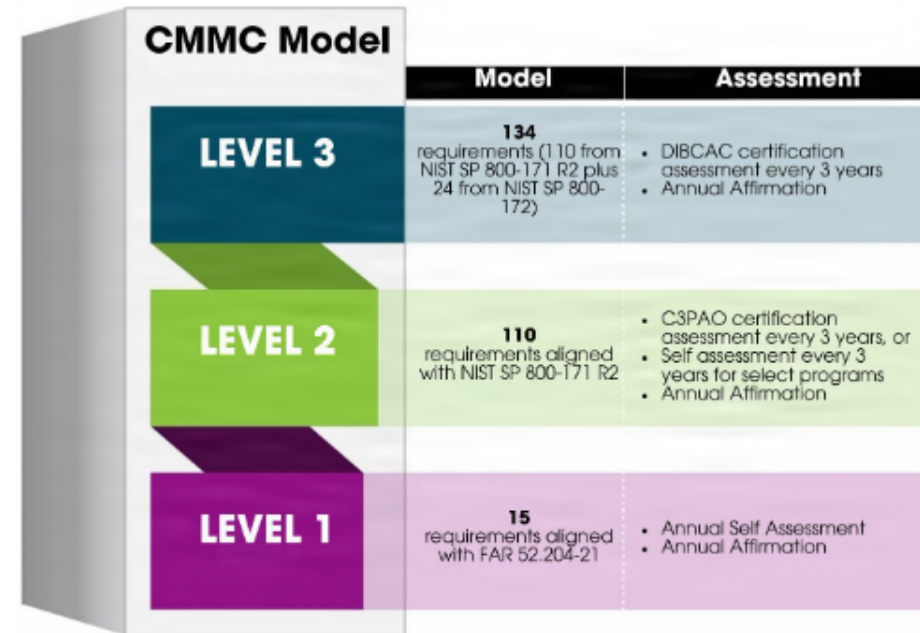
Cybersecurity is a top priority for the Department of War (DoW or Department). The defense industrial base (DIB) faces increasingly frequent and complex cyber-attacks. To strengthen DIB cybersecurity and better protect DoW information, the Department developed the Cybersecurity Maturity Model Certification (CMMC) Program. CMMC assesses defense contractor compliance with existing information safeguarding requirements for federal contract information (FCI) and controlled unclassified information (CUI).

Overview of the CMMC Program

The CMMC Program aligns with the Department’s existing information safeguarding requirements for the DIB. The program provides the DoW with increased assurance that prospective contractors and subcontractors have implemented contractually required cybersecurity standards for nonfederal information systems that will process, store, or transmit FCI or CUI during contract performance.

Key features of the CMMC Program:

- **Tiered Model:** CMMC assesses compliance with cybersecurity standards at progressively advanced levels, depending on the type and sensitivity of the FCI or CUI. The program also outlines protection requirements for information flowed down to subcontractors.
- **Assessment Requirement:** CMMC assessments allow the Department to verify DIB implementation of foundational cybersecurity standards.
- **Implementation through Contracts:** DoW contractors and subcontractors entrusted with FCI or CUI must achieve a specific CMMC level as a condition of contract award.





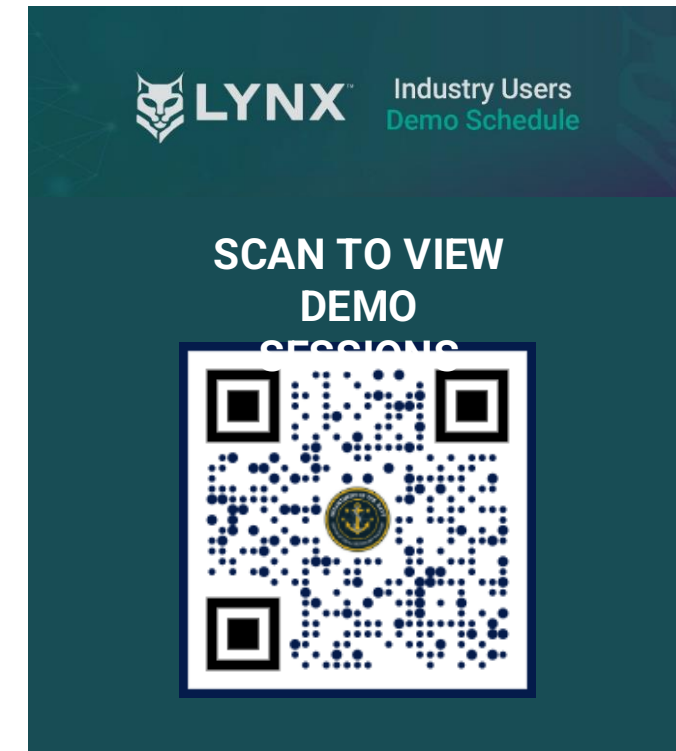
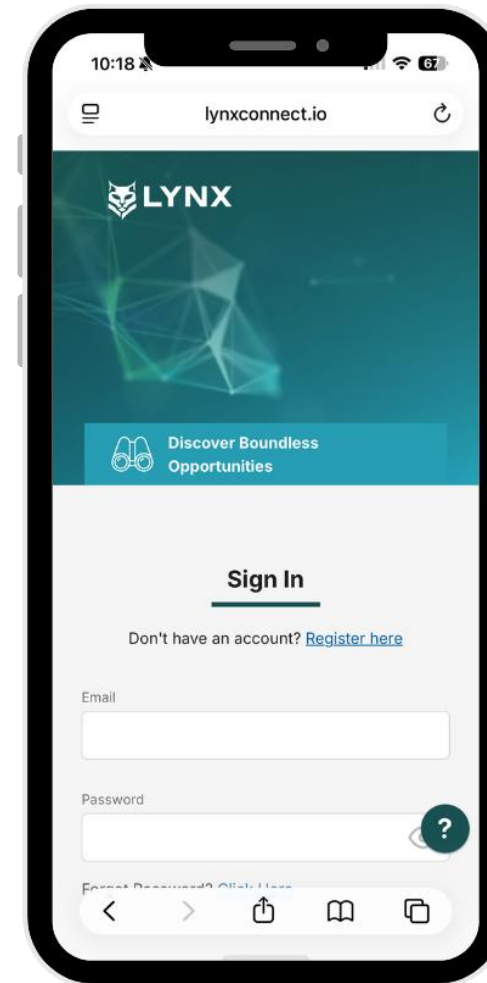
Introduction to LYNX for Industry Users

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The Department of War (DoW) Office of Small Business Programs (OSBP) announced the launch of LYNX, a new digital platform designed to strengthen supplier readiness, improve visibility into business capabilities, and expand participation across the defense industrial base.

LYNX is a platform designed as a comprehensive suite that empowers businesses to navigate the complex government contracting landscape with greater confidence and precision.

A series of live demo sessions are currently being offered to walk industry through LYNX.



<https://www.lynxconnect.io/>



Get Connected

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- Stay up-to-date on all things happening in DON OSBP
- Join our email newsletter mailing list
- Learn about industry days and events
- Stay current on small business policies, updates, and announcements



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Navy Week Small Business Workshops

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Navy Office of Community Outreach (NAVCO)			
2026 Schedule			
Rio Grande Valley, TX 28 JAN	Honolulu/Hilo, HI 9-15 MAR	Lexington, KY 6-12 APR	National Parks 20-26 APR
Charlotte, NC 06 MAY	Harrisburg, PA 20 MAY	Omaha, NE 15-21 JUN	Billings, MT 17-24 AUG
Burlington, VT 24-30 AUG	Cincinnati, OH 14-20 SEPT	Sussex County, DE 20-26 OCT	Flagstaff, AZ 9-16 NOV



www.outreach.navy.mil/Navy-Weeks



Sea Air Space – Small Business Showcase

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Powered by



NAVY LEAGUE
OF THE
UNITED STATES

Date: April 4– 7, 2027

Location: Gaylord National Resort & Convention Center - National Harbor, MD

Powered by the Navy League of the United States, Sea-Air-Space is the premier maritime exposition in the U.S., bringing together defense industry leaders and top military decision-makers from around the world to share the latest advancements in the maritime domain. With industry leading speakers and events featured across three impactful days, Sea-Air-Space is a must-attend for anyone invested in the future of U.S. maritime strength and innovation.

<https://seaairspace.org/>



38th DON Gold Coast Expo

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REGISTRATION NOW OPEN! AUGUST 17– 20, 2026

Held at the San Diego Convention Center, this premier Department of the Navy Procurement Event bring together government and industry to educate, guide, and assist American businesses in contracting with the Navy and Marine Corps.

With more than 2,000+ registrants every year, historical attendance included military, federal agencies, small and large businesses, and industry associations.



www.navygoldcoast.org



Contact Information

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Website: <https://www.secnav.navy.mil/smallbusiness>





Questions

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NAVY WEEK CHARLOTTE

DOING BUSINESS WITH THE NAVY & MARINE CORPS
SMALL BUSINESS WORKSHOP

