

# North Carolina Military Business Center: An Overview

March 28, 2023

Presented by:

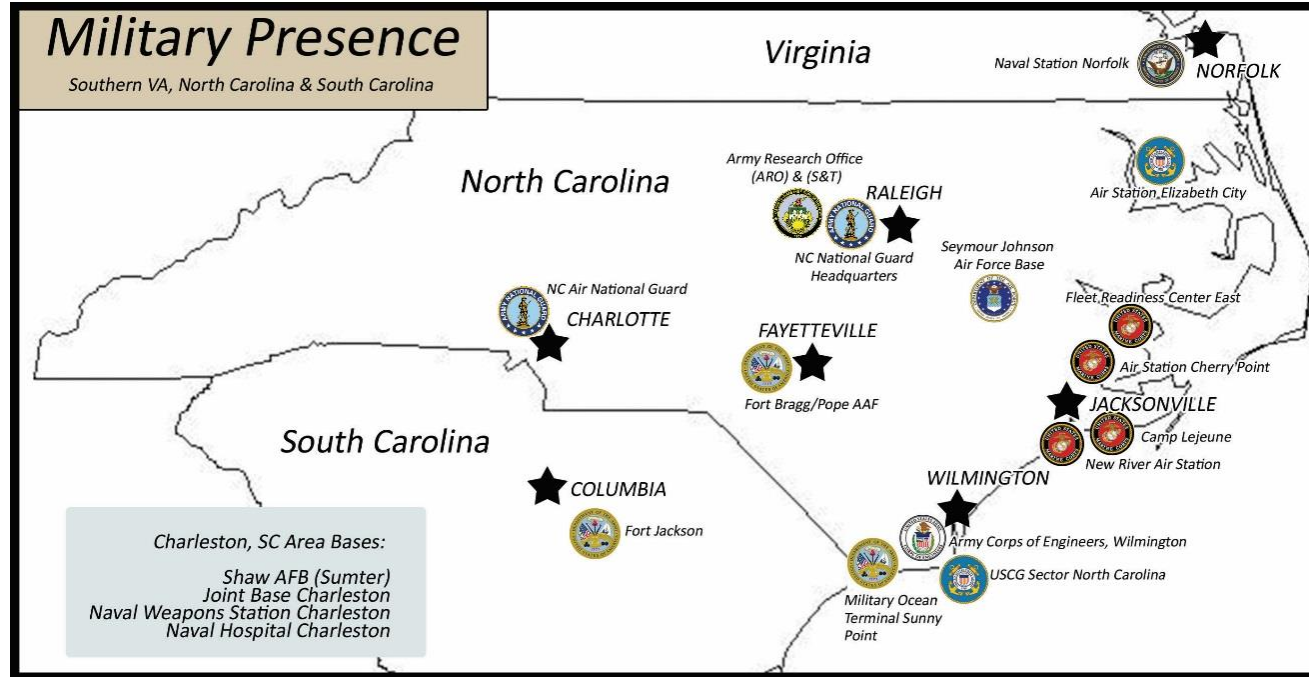
Colonel (Ret.) Denny Lewis  
Director, DEFTECH, NCMBC

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

# Situation: Military Presence



- 4th highest active duty military presence in US
- 6 major installations (5 DoD/1 DHS)
- Over 100 National Guard & Reserve facilities
- 134,000 active, Guard and Reserve personnel
- 18,000 annual transitions



# Situation: Military Impact

## Total annual military impact\*

\$79.7 billion in Gross State Product:	12.7% GSP (2nd largest sector)
Over 653,000 jobs impacted:	\$49 billion, personal income
Military/civilian payroll:	\$19.2 billion
Federal contracts:	
• Prime contracts (FY2022):	DoD, \$5.51 billion Federal, \$8.93 billion**
• Subcontracts:	additional billions

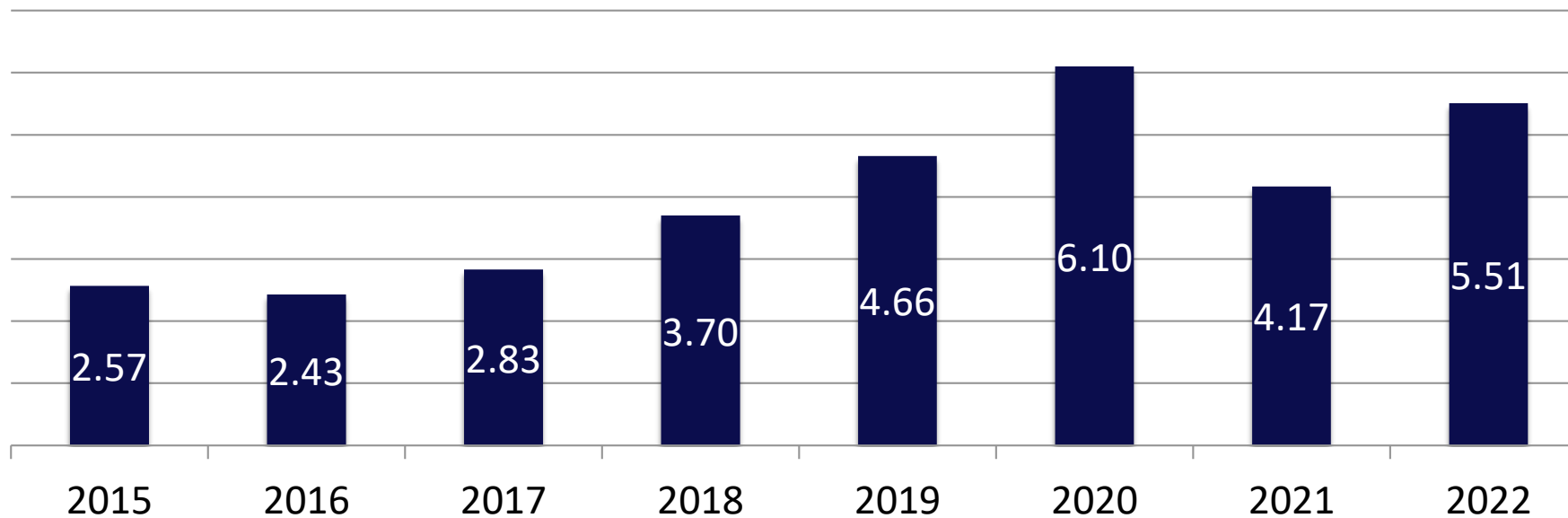
\*"The Economic Impact of the Military on North Carolina," NC Department of Commerce, 2022

\*\*Federal Procurement Data System, as of 03 MAR 2023



# Situation: Federal Procurement, FY2022

- Prime contracts, DoD in NC: **\$5.51 billion** (77 Counties):

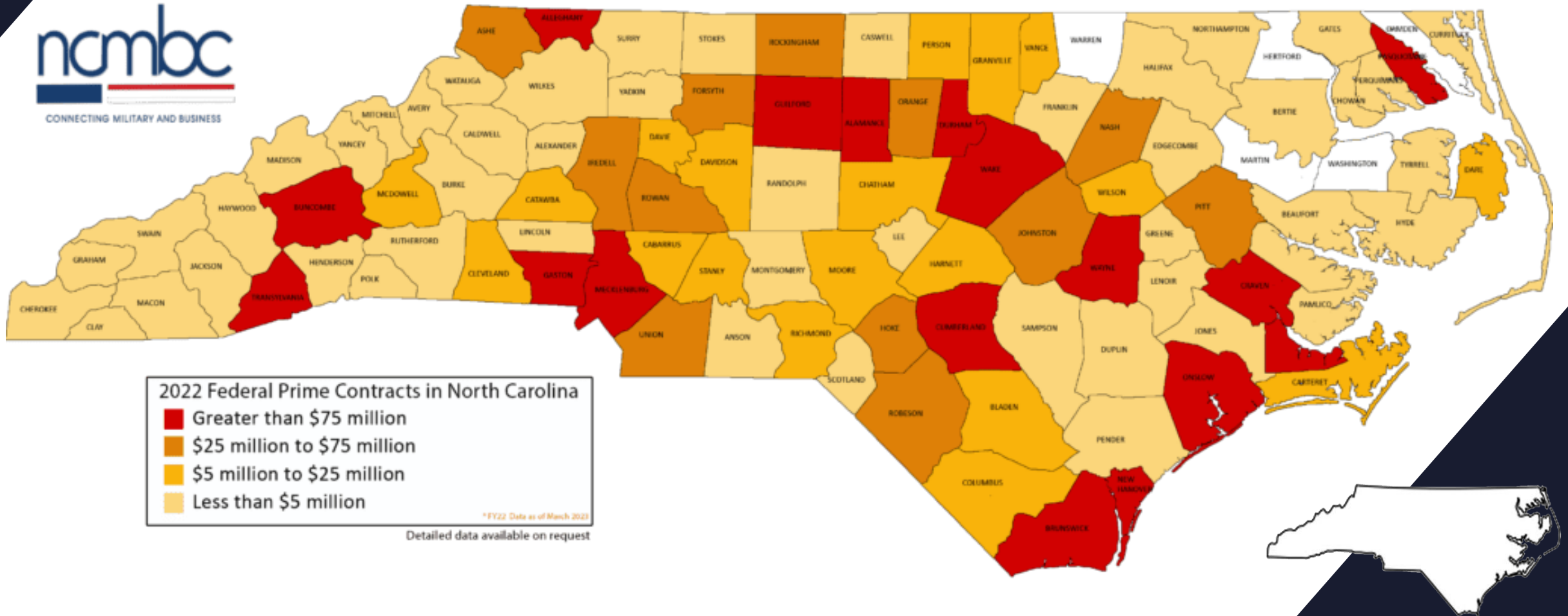


- Prime contracts, federal in NC: **\$8.93 billion** (95 Counties)

\*FY2022 Data: FPDS, as of 03 MAR 2023

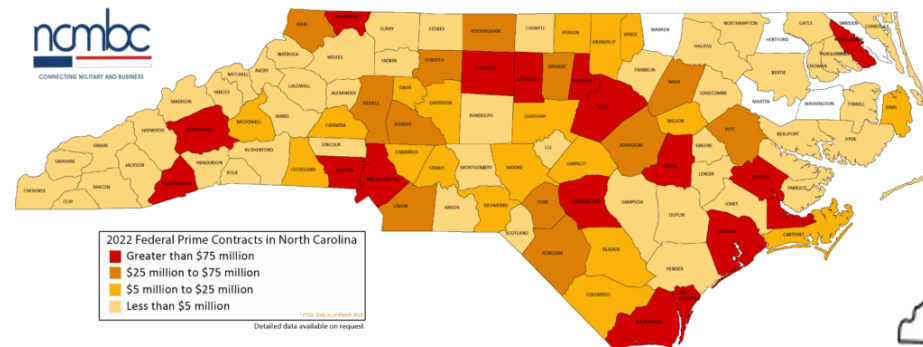
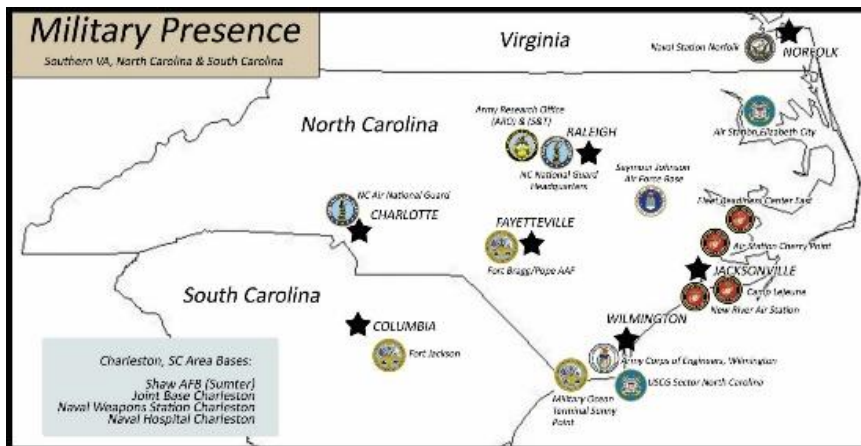


# Situation: Federal Procurement, FY2022



# Situation: NC Assets for Defense

- State goal: sustain installations/warfighters, grow defense economy
- Business capacity: manufacturing, services, infrastructure
- Innovation ecosystem: diverse, applicable to defense, nurtured
- Workforce capacity: diverse, growing, adaptable – civilian/military
- Business infrastructure: best in US, Community Colleges NCMBC



## Who We Are

- The NCMBC is a statewide, business development and technology transition [entity of the State of North Carolina](#), embedded in the state's community colleges and headquartered at Fayetteville Technical Community College
- Totally State-funded, the NCMBC is the [only statewide, military-focused economic development entity in the US](#), and the only NC entity solely focused on growing the defense economy through existing industry



# Mission, Goals and Outcomes

**Mission:** To leverage military and federal business opportunities to expand the economy, grow jobs and improve quality of life

## Goals and Operations

- 1 - Increase federal revenues for businesses
- 2 – Support technology transition to federal agencies
- 3 - Support integration of military into workforce
- 4 - Support defense-related business recruitment

**Outcomes:** Contracts (4,901), revenues (\$17.44b), jobs!





# North Carolina Military Business Center Organizational Chart

## NCMBC Leadership Team



**Scott Dorney**  
Executive Director



**Courtney Smedick**  
Director of Operations



**Denny Lewis**  
Director of Economic and  
Technology Development

## Business Development Team



**Fran Perez-Willite**  
Charlotte



**Joe Tew**  
Flat Rock



**Rick Gilmore**  
Greensboro



**Vacant**  
Fayetteville



**Tonia Rivers**  
Fayetteville



**Reena Bhatia**  
Raleigh



**Daniel Quinn**  
Raleigh



**Darleen Stein**  
Elizabeth City



**Erin Ananlian-Gentile**  
New Bern



**Donna Walton**  
Jacksonville



**Olivia Chávez-Carroll**  
Wilmington



**Randy Chandler**  
Morehead City



**Lee Moritz**  
Hickory



**Bill Simons**  
Goldsboro

## Headquarters Team



**Tim Malone**  
Data Admin



**Teresa Earl**  
Admin & Logistics



**Rachel Rocker**  
Research Analyst

## Defense Technology Transition (DEFTECH) Team



**Bob Burton**  
Senior Manager



**Rob Robinson**  
Artificial Intelligence



**Kim Kotlar**  
Information Security



**James Hargrove**  
Industry Professional

## Strategic Industry Team



**Sue Krane**  
Infrastructure



**Bernie Salter**  
Contracting



**John Cassani**  
Textiles & Warfighter Systems



**Heather Port**  
Installation Support



**Diane Cherry**  
Energy & Environmental



**TJ Gilroy**  
Tactical Equipment



**Don Davis**  
Defense &  
Industrial Aerospace

# Situation: Infrastructure, Defense Economy



# Operations: Business Development

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

CY2005 - CY2022

Opps distributed: 53,524

Connections: >40 million

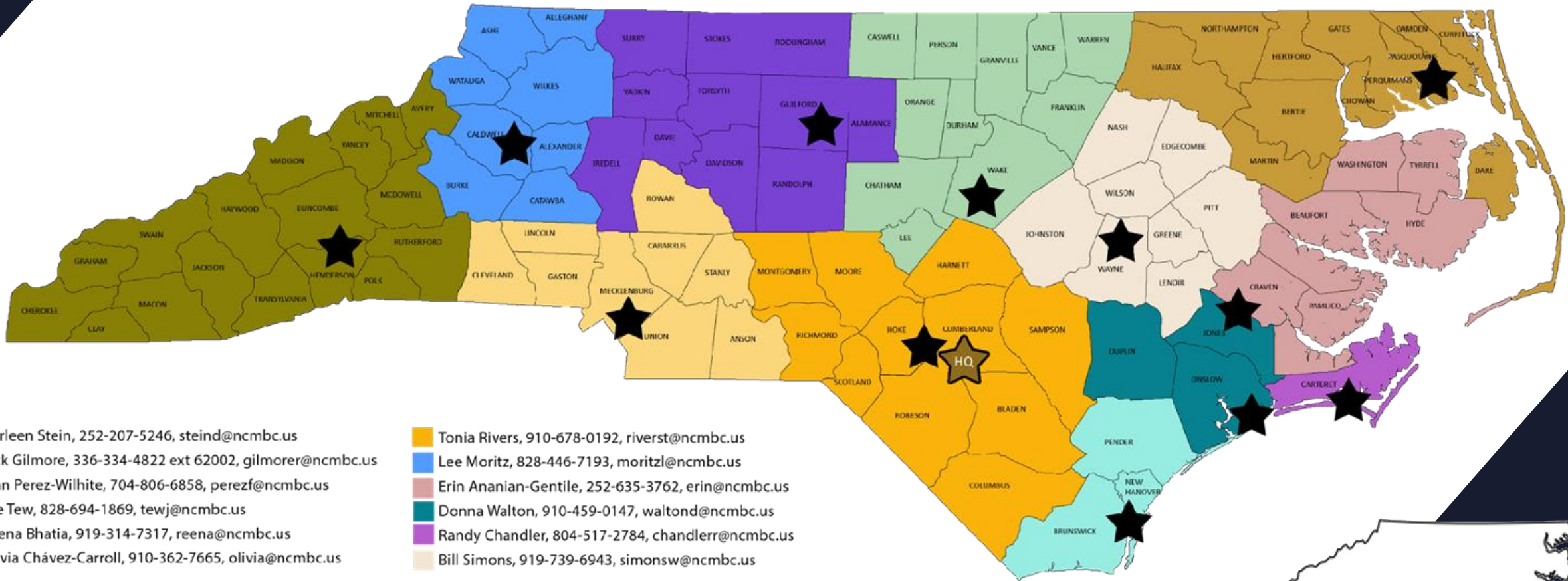
BD Wins: 3,486 contracts

Total min value: \$13.0 billion





# Operations: Business Development



# Operations: MatchForce.org

## MatchForce Next Generation Matches:

NC businesses to federal opportunities

Contracting staff to NC businesses

Prime contractors to NC subcontractors

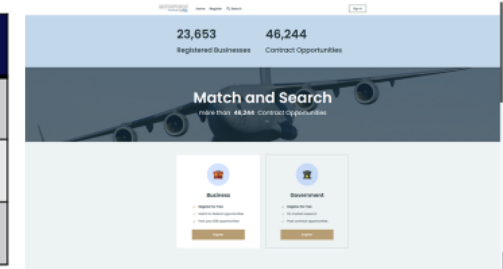
## Operations: MatchForce.org

### MatchForce Next Generation Matches:

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CY2005 - CY2022 Opps distributed: over 2.0 million Connections: over 400 million

MatchForce wins: over 1,737 Total min value: over \$7.3 billion



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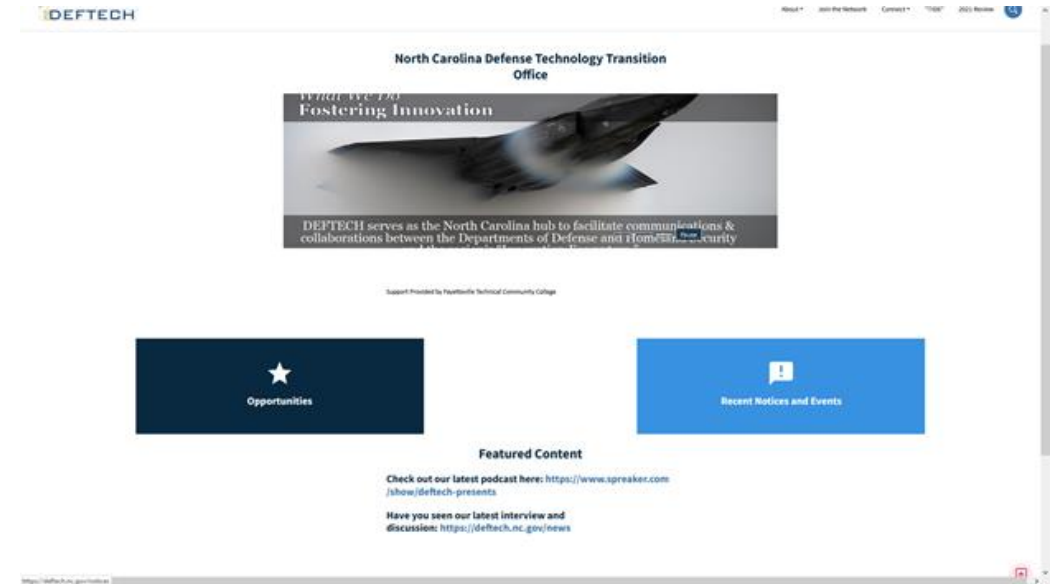
# Operations: Tech Transition (DEFTECH)

**Leads State, growing defense innovation**

Sources DoD tech needs to ecosystem

Scours state, tech w/defense application

Helps navigate agencies and processes



CY2020 - 2022

Opps distro: 1,396

Innovation events: 100+

Podcasts: 55

2021: at least 12 winners

Total min value: \$20 million



# Operations: Workforce

## Current Initiatives:

- Transitioning military database (NCMBC.us)
- Referral of employer job postings to bases
- Integration of workforce sessions into NCMBC events

## Emerging Initiatives:

- DoD SkillBridge, StayNC.org (refer military to NC resources)

[illegible]

# Operations: 2023 Major Events

- SE Region Federal Construction, Infrastructure Summit (APR 12-13, WIL)
- Federal and Defense Textile Summit, FEDTEX (MAY 23-24, RAL)
- Medical, Human Performance Symposium (JUN 13-14, Chapel Hill)
- Joint Warfighter Innovation Symposium (JUL 25, FAY)
- Defense Subsistence Summit (NOV, TBD)
- Components, Supplies and Services Summit (DEC TBD)







CONNECTING MILITARY AND BUSINESS

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A high-angle, close-up photograph of an F-35 fighter jet, showing its stealthy, dark grey camouflage and the cockpit canopy. The jet is angled upwards and to the right.

# CONNECTING MILITARY AND BUSINESS

BUSINESS DEVELOPMENT SUPPORT FOR FEDERAL CONTRACTORS

CONTACT US

## Outcomes: Return on State Investment

Total contracts won by clients	4,901
State funds expended on NCMBC, 18 years*	\$20,151,302
Minimum value, all contracts won	\$17,443,522,818
Maximum value, all contracts won	\$91,326,493,857
Individuals employed on contracts**	Up to 436,000

\*As of 31 DEC 2022

\*\*Based on minimum value of contracts won, \$40,000/job



# Contact Information – NCMBC



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