

# North Carolina Military Business Center

## Support to Vet Entrepreneurs

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Presented By:  
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[WWW.NCMBC.US](http://WWW.NCMBC.US)



# Agenda

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- **The Opportunity**
- The Capacity
- The Resources
  - NCMBC Services
- Questions



# Military Presence

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- **3<sup>rd</sup> highest active duty military presence in US**
- 6 major installations (5 DoD/1 DHS)
- 116 National Guard/40 Army Reserve facilities
- 139,000 active, Guard and Reserve personnel
- 18,000 annual transitions



# Military Impact

## Total annual military impact, over \$48 billion\*

- 12% of NC State GDP (second largest sector)
- Over 540,000 jobs statewide military impacted
- Military/civilian payroll: \$19.2 billion\*\*
- Veteran payments: \$2.4 billion\*\*
- Defense contracts:
  - Prime contracts (FY2014): \$2.49 billion
  - Subcontracts: additional billions

\*"The Economic Impact of the Military on North Carolina," NC Department of Commerce, 2013

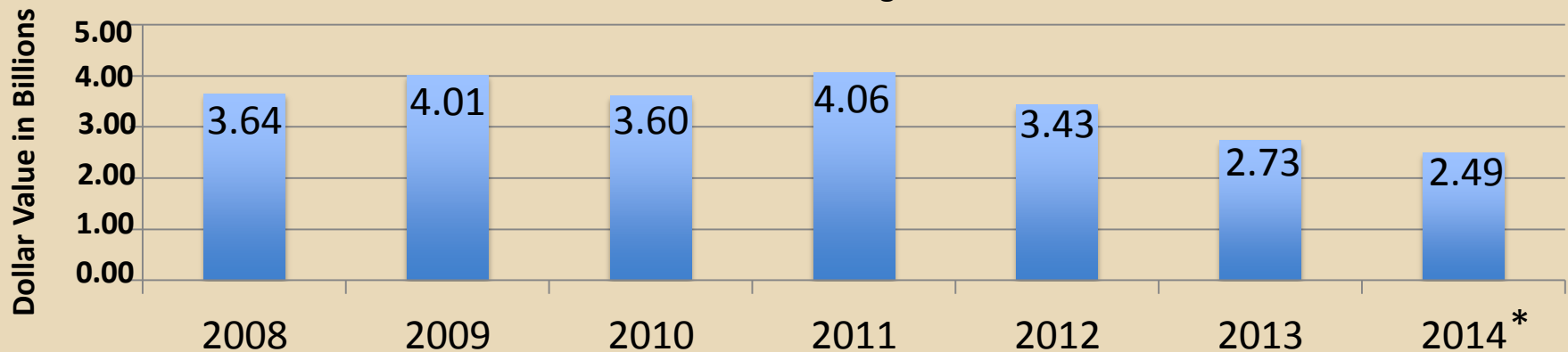
\*\*"North Carolina Military Footprint," NC Department of Commerce, 2008



# Defense Business (prime contracts)

- Prime contracts, DoD in CONUS: \$257.5 billion
- Prime contracts, DoD in North Carolina (**79 Counties**):

DoD Prime Contracting in North Carolina



- Prime contracts, federal in North Carolina (**97 Counties**):
  - \$4.84 billion (49,000 contract actions)

\*FY2014 Interim Data



# Vet Business Opportunity

## Federal and DoD Prime Contracts (FY2014, NC)

	<b>Total NC</b>	<b>VOSB %</b>	<b>VOSB Total</b>	<b>SDVOSB %</b>	<b>SDVOSB Total</b>
Federal	\$4,841 M	9.16%	\$443.3 M	7.08%	\$342.7 M
DoD	\$2,491 M	11.89%	\$296.1 M	9.06%	\$225.6 M



# Vet Business Opportunity

## Federal Contracting Goals (FY2015, National)

	Small Business	SDVOSB	HUBZone	Woman-Owned	SDB
Federal	23.0%	3.0%	3.0%	5.0%	5.0%
DoD, Prime	21.6%	3.0%	3.0%	5.0%	5.0%
DoD, Sub	36.0%	3.0%	3.0%	5.0%	5.0%



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# Vet Businesses in NC

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	North Carolina VOSBs	North Carolina SDVOSBs
SAM.gov	1,323	658
DSBS (SBA)	1,203	586
VETBIZ.gov	208	161

Data As Of: 21 JUL 2015



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# Vet Business Resources

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## **Develop businesses, government procurement:**

- Small Business Centers (Community College System)
- Small Business and Technology Development Center
- Procurement Technical Assistance Center (PTAC)
- Small Business Administration

## **Business development, federal procurement:**

- North Carolina Military Business Center (NCMBC)



# Vet Business Resources

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## Other organizations, resources:

- North Carolina Veteran's Business Association
- North Carolina Defense Business Association
- The Institute Economic Development
  - Women's Business Center of North Carolina
  - MBDA Business Center
- Raleigh Defense Network (DEFNET)
- And many more, including commercial.....



# Who We Are

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- The North Carolina Military Business Center (NCMBC) is a statewide, **business development** asset of the NC Community College System
- The NCMBC is the only statewide, military- and existing industry-focused economic development entity in the US



# Mission & Goals

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## Mission

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

## Goals

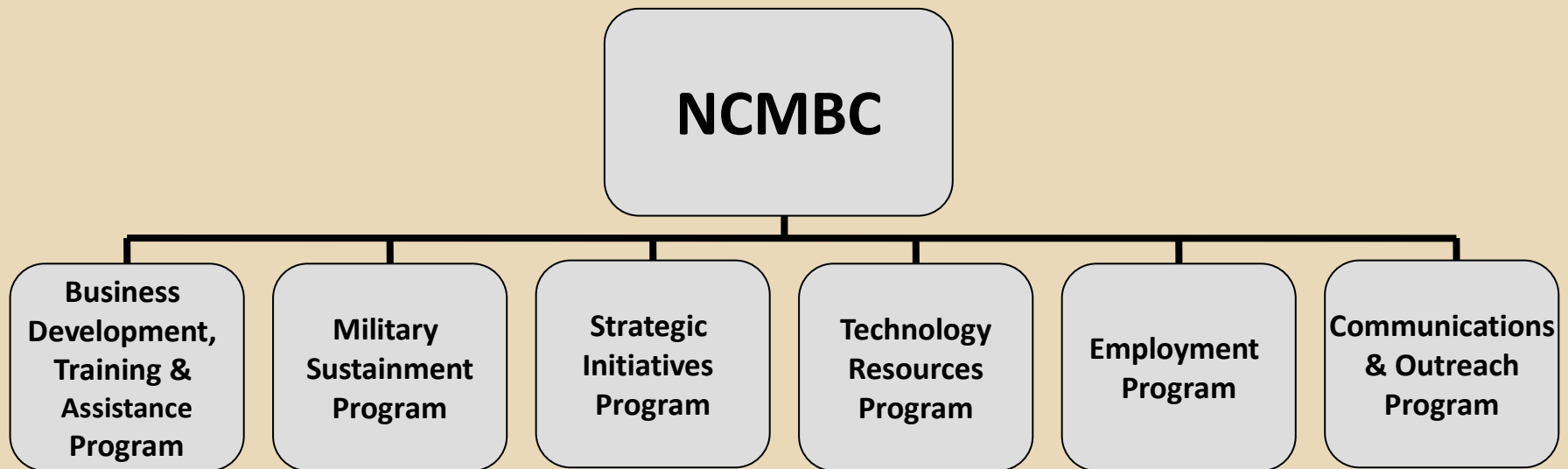
- 1 - Increase federal revenues for businesses in NC
- 2 – Support integration of military into workforce
- 3 - Support defense-related business recruitment



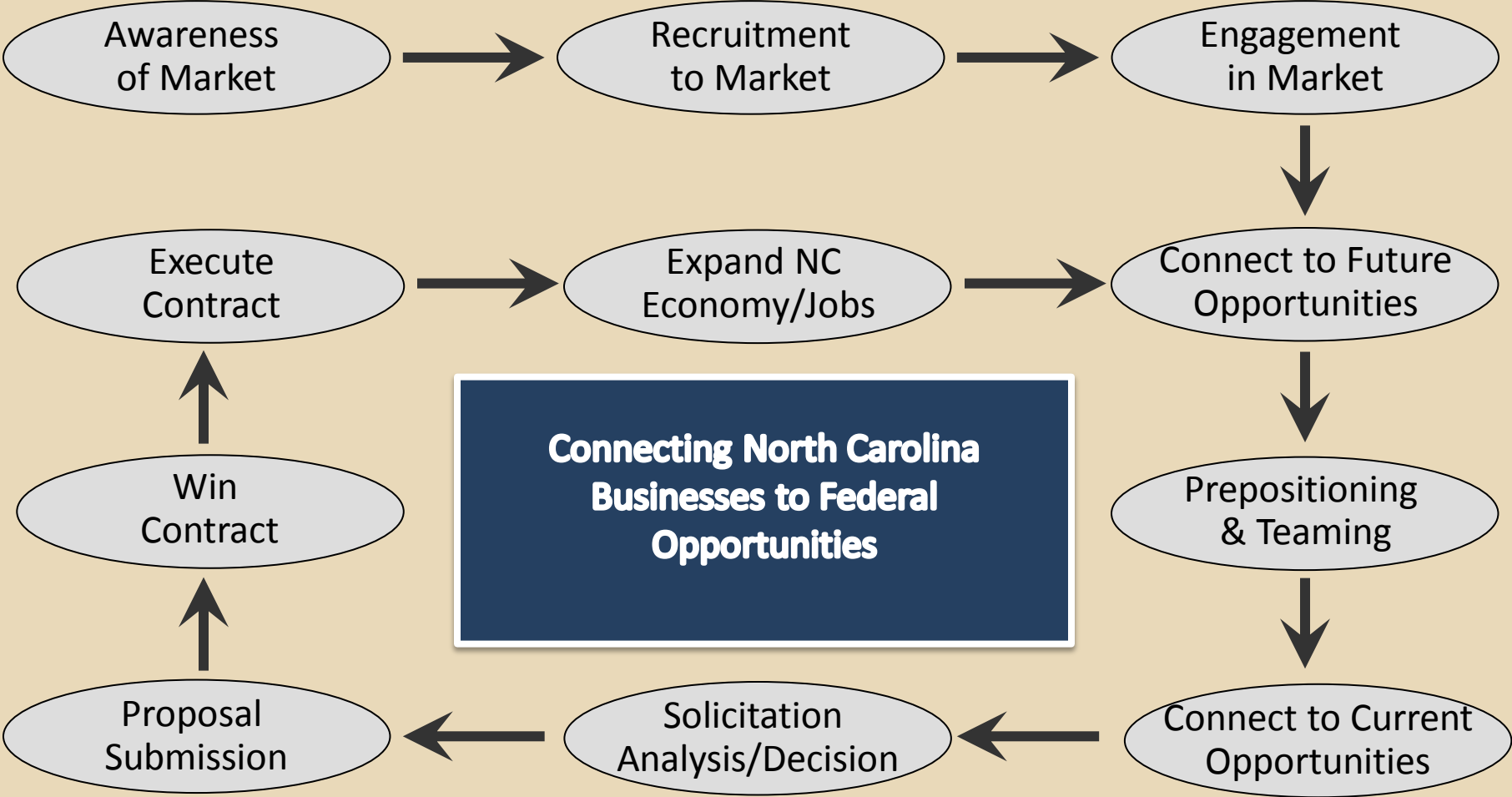
# NCMBC Programs

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Six aggressive, focused programs designed to engage & train businesses & maximize job creation



# NCMBC Business Development Process





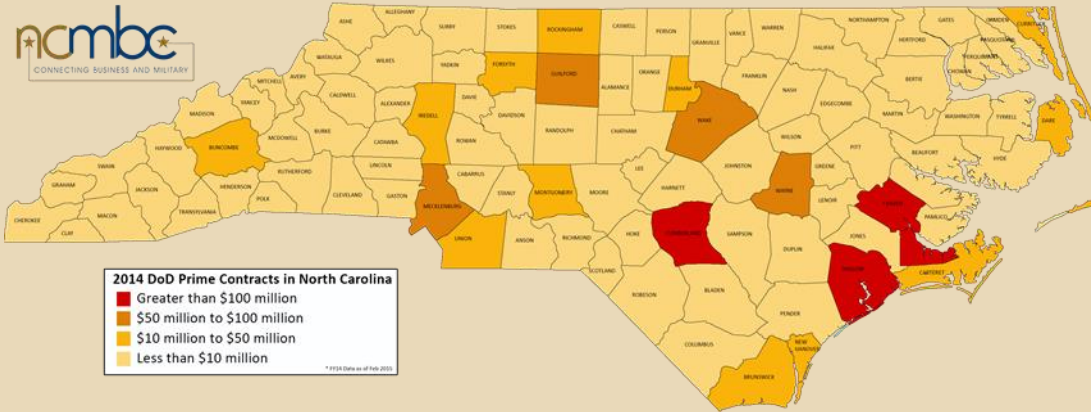
# Business Development Teams

- Thirteen BD specialists and staff statewide
- Create awareness, recruit/engage NC firms in market
- Pre-position for future opps, develop sub-contract opps
- Identify current prime/sub opportunities, notify firms
- Assist firms with solicitations, quotes, proposals

CY2014 - 2015	139 Contracts	\$87 - \$1,714 million
CY2005 - 2015	2,063 Contracts	\$4,027 - \$14,023 million



# FY14 DoD Contracting & NCMBC Locations



- 18 Staff Serving 100 Counties
- 15 Locations Statewide
- 13 Community Colleges:
  - AB Tech
  - Central Piedmont
  - Guilford Tech
  - Durham Tech
  - Sandhills
  - Fayetteville Tech
  - Sampson
  - Central Carolina
  - Wayne
  - Coastal Carolina
  - Craven
  - Carteret
  - College of the Albemarle
- Offices also located in:
  - Franklin
  - Wilmington

# MatchForce.org

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- Matches businesses to federal opportunities
- Matches prime contractors to NC subcontractors
- Matches businesses to military, NC job seekers
- Businesses won **>\$803 million**, 2006-15 contracts
- Currently on MatchForce:

20,970 NC Businesses

40,774 Individuals

3,263 Contract Opportunities

167 Job Opportunities

[WWW.NCMBC.US](http://WWW.NCMBC.US)



July 21, 2015, 03:06 PM

### Currently on MatchForce.org

Current Contracts	Current Jobs	Businesses	Individuals
3,263	167	20,970	40,774

MatchForce matches North Carolina businesses to government contracts, government purchasers to NC suppliers, and job seekers to NC jobs. Businesses, contracting officers, cardholders and job seekers can register, post, search and receive opportunities - and get results - TODAY!

Not already a member? You can [Sign Up Now!](#)

### Businesses

#### [Register]

Create your business profile, access government contracts & purchasing opportunities, and find employees!

### Government

#### [Register]

Create your profile, post solicitations and purchase card requirements, and match local businesses.

### Individuals

#### [Register]

Create your personal profile, post your skills, or search area jobs just for you!



### What's new?

Individuals - did you know that jobs are matched to the keywords you enter, not to your resume! Be sure to use suitable keywords and separate by commas as this will help to maximize the number and quality of matches.

[\[More\]](#)



# Future Opportunities & Advanced Technologies Team

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- Identifies long-term opportunities in key sectors
- Provides market intelligence to NC businesses
- Pre-positions businesses for major opportunities
- Builds partnerships with major primes
- Manages federal advanced technologies initiative
  - **Technology transition/transfer activity for the state**
  - Science and technology advisor quarterly meetings
  - NC Federal Advanced Technologies Review



# Resources & Training

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- Resources on **NCMBC.us**:
  - Resource pages: financing, staffing, shipping, etc.
  - Market intelligence: FEDCON, food, IT, textiles, etc.
  - Technical links: contracting regulations, SB programs, etc.
- Training:
  - Basic: “Contracting 101,” proposal development, pricing, etc.
  - Intermediate: Defense Contractor Academy, industry training
  - Advanced: Proposal development workshop (2-day, hands-on)



PRODUCT PROVIDERS

SERVICE PROVIDERS

INFRASTRUCTURE PROVIDERS

NC RESOURCES

REFERENCE LINKS



NCMBC BLOG

[Fort Bragg Contracting Forecast Event in conjunction with the Defense Trade Show \(Aug 3, Fayetteville\)](#)

WHEN. August 3, 2015 from 11:00 am - 1:00 pm

WHERE. Fayetteville Technical Community College Cumberland Hall Auditorium, 2201 Hull Road, Fayetteville, NC

ABOUT THE ACQUISITION FORECAST OPEN ...

[Future Requirements: XVIII Airborne Corps and II MEF, Defense Trade Show \(Aug 3, Fayetteville\)](#)

Senator Richard Burr and Senator Thom Tillis, the North Carolina Military Business Center and Fayetteville Technical Community College are pleased to announce the 14th Annual North Carolina Defense an...

[Lockheed Martin Aeronautics Company, VP of Supply Chain Management Keynote at NC Aerospace Supplier & Advanced Manufacturing](#)

View NCMBC Blog



CALENDAR OF EVENTS



Patriot Boot Camp - Chapel Hill [read more](#)



14th Annual North Carolina Defense and Economic Development Trade Show

[read more](#)



Construction Quality Management for Contractors [read more](#)

The above list displays featured events, click here to [View Full Calendar](#)

search... >>

UPDATES & ANNOUNCEMENTS

Upcoming Events

- 14th Annual NC Defense & Economic Development Trade Show - Aug 3, Fayetteville
- MICC Fort Bragg Acquisition Forecast Open House - Aug 3, Fayetteville
- North Carolina Aerospace Supplier & Advanced Manufacturing Summit - Aug 5-6
- Southeast Military Energy Roundtable - Oct 28
- Federal Construction, Infrastructure & Environmental (FEDCON) Summit - Oct 28-29

Recent Events

- North Carolina Federal Advanced Technologies Review - June 2-3, Raleigh

2015 Statewide Events

2015 Events Sponsorship Opportunities

Please note: Several industry-related webpages are currently under construction as we update content for these pages. We apologize in advance for any inconvenience.



# NCMBC Major Events 2015

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- Camp Lejeune Small Business Outreach Event (9 APR)
- MCAS Cherry Point Small Business Outreach Event (14 APR)
- NC Federal Advanced Technologies Review (2-3 JUN)
- **14th Annual Defense Trade Show (3 AUG)**
- **Aerospace Supplier & Advanced Manufacturing (5-6 AUG)**
- **2015 Military Energy Roundtable (28 OCT)**
- **2015 NC Federal Construction Summit (28-29 OCT)**
- Defense Contractor Academies (TBD NOV, 1-3 DEC)





# What Vet Businesses Need to Do

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- Register and self-certify in [www.SAM.gov](http://www.SAM.gov)
- Verify with VA through [www.VetBiz.gov](http://www.VetBiz.gov)
- Register on [www.MatchForce.org](http://www.MatchForce.org)
- Monitor opportunities: MatchForce, FedBizOpps, etc.
- Respond to Sources Sought opportunities
- Respond to solicitations
- Network with primes for subcontract opportunities
- Join network/connecting organizations; attend events!



# What North Carolina Needs to Do, “Strategically and Systemically”

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- **Sustain the outstanding institutional infrastructure that supports businesses in the federal market**
- Promote business engagement in the federal, export and other markets; recruit defense contractors
- Engage the military to BuyNC and to position NC for future opportunities (and the “next big thing”)
- Promote retention of the military/spouse workforce
- **Recognize Defense as a “Super-Market” – and leverage it!**



# Success Impact

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## Federal Market

- Strong engine for job creation
- Companies surging to market & NC/NCMBC services

## Every \$100 million in DoD Contracts:

- Up to 3,000 jobs created, retained (\$30,000/job)
- \$6 million in State corporate income tax; other revenue
- Improved services and quality of life for ALL in NC



# Contact Information, NCMBC

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- Alexa Dennis, MatchForce Administrator, 910-678-0191, [dennisa@ncmbc.us](mailto:dennisa@ncmbc.us)
- See “Contact Us” on [www.ncmbc.us](http://www.ncmbc.us) for full staff list, bios and industry/agency/county assignments

