



NORTH CAROLINA MILITARY BUSINESS CENTER

SUPPORT TO VET ENTREPRENEURS

PRESENTED TO:
GOVERNOR'S WORKING GROUP
ON VETERANS

Situation: Opportunity and Capacity

- DoD Prime Contracts in NC, FY2016: \$2.43 billion
(VOSB \$350m, SDVOSB \$295m)
- Federal Prime Contracts in NC, FY2016: \$4.61 billion
(VOSB \$517m, SDVOSB \$438m)
- DoD Goals, FY2017, Prime Contracting: SB (22%), SDVOSB (3%)
- DoD Goals, FY2017, Subcontracting: SB (34%), SDVOSB (3%)
- VOSBs in NC: 1,508 (SAM), 1,228 (Verified)
- SDVOSBs in NC: 772 (SAM), 921 (Verified)

Situation: Who We Are

- The North Carolina Military Business Center (NCMBC) is a statewide, **business development and technology transition** asset of the NC Community College System, headquartered at Fayetteville Technical Community College
- Totally State-funded, the NCMBC is the only statewide, military - and existing industry - focused economic development entity in the US

NCMBC

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.

Outcomes: Contracts (2,338), revenues (\$4.5b), jobs!

NCMBC: Operations

Operations: Business Development

Future Opportunities	Current Opportunities	Events
Market Intelligence	Solicitation Support	Training
Pre-positioning	Proposal Support	Counseling
Teaming	Subcontracting	Contract Execution

Operations: Technology Transition (NC DEFTECH)

NORTH CAROLINA MILITARY BUSINESS CENTER

ASSISTED NC BUSINESSES IN WINNING 2,394 CONTRACTS VALUED UP TO \$25.21 BILLION

HOME ABOUT INDUSTRIES FUTURE OPPORTUNITIES EVENTS RESOURCES TECH TRANSITION






CALENDAR

-  A NEW MISSION: MILITARY WOMEN AS ENTREPRENEURS
May 4 @ 9:30 am - 1:00 pm
-  MEDICAL, BIOMEDICAL & BIODEFENSE: SUPPORT TO THE WARFIGHTER SYMPOSIUM (JUNE 14)
June 14
-  SUPPORT MILITARY SPOUSES JOB FAIR
July 20 @ 9:00 am - 1:00 pm

SEE MORE EVENTS »

CONTRACT AWARDS

-  705 NC CONTRACT ACTIONS (FEB 1-28)
The federal government awarded...
-  724 NC CONTRACT ACTIONS (JAN 1 - 31)
The federal government awarded...
-  1187 NC CONTRACT ACTIONS (DEC 1-31)
The federal government awarded...

SEE MORE AWARDS »

UPCOMING EVENTS

2017 LUMBEE NATION ECONOMIC SUMMIT (MAY 24-25)

MEDICAL, BIOMEDICAL & BIODEFENSE: SUPPORT TO THE WARFIGHTER SYMPOSIUM (JUNE 14)




16TH ANNUAL NORTH CAROLINA DEFENSE AND ECONOMIC DEVELOPMENT TRADE SHOW (AUG 7)

SOUTHEAST REGION AEROSPACE SUPPLIER AND ADVANCED MANUFACTURING SUMMIT (AUG 15-16)

OTHER EVENTS »



ANNOUNCEMENTS

-  2017 LUMBEE NATION ECONOMIC SUMMIT (MAY 24-25)
-  KEYNOTE REMARKS - MAJOR GENERAL BARBARA HOLCOMB: SUPPORT TO THE WARFIGHTER SYMPOSIUM (JUNE 14 - CHAPEL HILL, NC)
-  2017 NORTH CAROLINA MANUFACTURING DATA SCIENCE WORKSHOP

SEE MORE ANNOUNCEMENTS »



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Create a personal profile
Submit your resume online
Veteran opportunities
Match and search for jobs

Register

Business

Free registration
Match to Federal contracts
Post job opportunities
Find new hires
Post your purchasing needs

Register

Government

Free registration
Find goods and services
Post job opportunities
Post contract opportunities
Find new hires

Register

Currently on MatchForce.org

Search and Match to more than **32,533*** Federal, and Local contracts!



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View Jobs

Operations: Tech Transition (DEFTECH)

- NCMBC launched the NC Defense Technology Transition Office in 2016, partially funded by NC Military Affairs Commission.
- **Scouts for businesses developing tech with military application.**
- Provides info to industry on emerging military requirements, processes, and procedures.
- Assists NC businesses to navigate federal agencies.
- Conducts emerging technology forums and symposia.

Operations: 2017 NCMBC Events

- Fort Bragg Small Business Outreach Event (29 MAR)
- Medical, Biomedical and Biodefense Symposium (14 JUN)
- Navy-Marine Corps Small Business Outreach Event (TBD JUN)
- 15th Annual North Carolina Defense Trade Show (7 AUG)
- Southeast Region Aerospace Supplier & AM Summit (14-15 AUG)
- **North Carolina Cyber Symposium for Defense Contractors (24 AUG)**
- 2017 Southeast Region Federal Construction Summit (24-25 OCT)
- Seymour Johnson AFB Small Business Outreach Event (TBD NOV)

Operations: Vet Businesses Need to Do

- Register and self-certify in www.SAM.gov.
- Verify with VA through www.VetBiz.gov.
- Register on www.MatchForce.org.
- Monitor opportunities: MatchForce, FedBizOpps, etc.
- Respond to opportunities, including Sources Sought.
- Network with primes for subcontract opportunities.
- Join network/connecting organizations, use PTAC/NCMBC, attend events!

Contact Information - NCMBC

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