NORTH CAROLINA MILITARY BUSINESS CENTER
SUPPORT TO VET ENTREPRENEURS

PRESENTED TO:
GOVERNOR’S WORKING GROUP ON VETERANS

WWW.NCMBC.US

27 APR 2017
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.
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

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Operations: Technology Transition (NC DEFTECH)
Register on MatchForce.org

Currently on MatchForce.org

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

- 21,417 Registered Businesses
- 32,533 Federal Contracts
- 41,161 Registered Job Seekers
- 27 Job Opportunities
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](http://www.SAM.gov).
- 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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