



## Situation: Military Impact

Total annual military impact, over \$66 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\*\*
- Federal contracts:
  - o Prime contracts (FY2017): \$5.12 billion
  - o Subcontracts: additional billions

\*\*The Economic Impact of the Military in North Carolina," NC Department of Commerce, 2013  
 \*\*North Carolina Military Footprint," NC Department of Commerce, 2008




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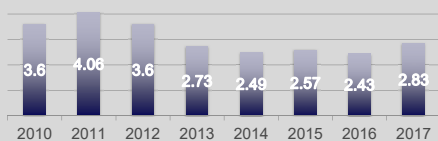
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## Situation: Defense Business

- Prime contracts, DoD in NC: \$2.83 billion (81 Counties):



- Prime contracts, federal in NC: \$5.12 billion (99 Counties)




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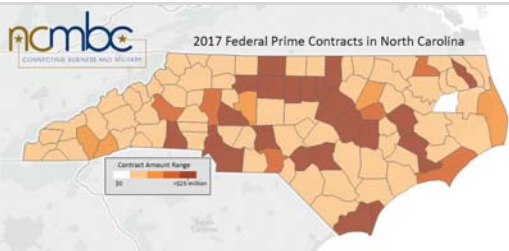
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## Federal Procurement




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## Agenda

- Military Presence and Economic Impact
- **Federal Business Opportunities for Existing Industry**
- Military Workforce Resources for Existing Industry
- Questions



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## NC Infrastructure: Military Economy



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## North Carolina Military Business Center

- The North Carolina Military Business Center (NCMBC) is a statewide, **business development and technology transition** asset of the NC Community College System
- Totally State-funded, the NCMBC is the only statewide, military-focused economic development entity in the US, and the **only State asset focused totally on growing the military economy** through existing businesses



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## North Carolina Military Business Center

**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 (2,817), revenues (\$8.25b), jobs!




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## 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)**




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## Operations: Business Development

- Multi-functional, pre- and post-award BD team (12 offices)
- Create awareness, recruit & engage NC firms in market
- Pre-position for future opps, develop subcontract opps
- Identify current prime & sub opportunities, notify firms
- Assist with solicitations, quotes, proposals, help win:

CY2005 - 2018	2,817 contracts	\$8.25 billion - \$30.97 billion
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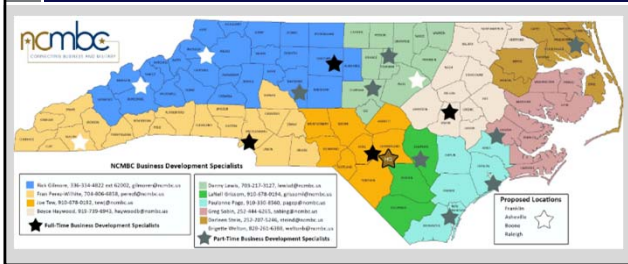
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## Operations: Business Development




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## Operations: MatchForce.org

- Matches businesses to federal opportunities
- Matches contracting staff & GPC holders to NC businesses
- Matches prime contractors to NC subcontractors
- Matches businesses to future opportunities (forecast data)
- Businesses won **>\$1.50 billion**, 2006-18 contracts
- Currently on MatchForce.org:

22,183 NC Businesses    35,102 Contract Opportunities




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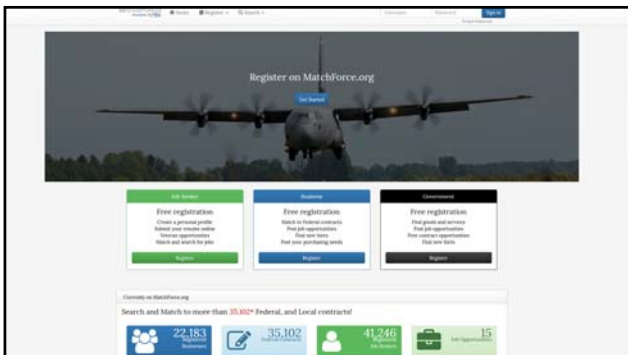
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### Operations: Tech Transition (DEFTECH)

- NCMBC launched 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 DoD and federal agencies](#)
- Conducts emerging technology forums and symposia



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### Agenda

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### Operations: Military Workforce

#### NCMBC Current Operations:

- [Transitioning military database: skills and experience](#)
- (<http://www.ncmbc.us/transitioning-military-database/>)
- Immediate referral of employer jobs to bases, NCWorks, NC4Me
- StayNC.org, to refer military to NC partner resources



#### NCMBC Legacy Operations:

- MatchForce.org job posting (still 41k searchable skill profiles)



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## Operations: Military Workforce

### Partner Operations:

- NCWorks, NC Division of Workforce Solutions, [www.ncworks.gov](http://www.ncworks.gov)
- NC4Me: Summits, HR training, hiring events, [www.NC4Me.org](http://www.NC4Me.org)

### DoD SkillBridge Initiative (<https://dodskillbridge.com>)

- Fort Bragg, Soldier for Life, Career Skills Program, Resource Center
- Camp Lejeune, Transition Readiness
- Community Colleges ([FTCC Transition Tech](#)): Caliber Collision, Ingalls Shipbuilding, Stevens Transport, Solar Ready Vets




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## Operations: 2018 NCMBC Events

- Medical, Biomedical and Biodefense Symposium, Chapel Hill (5-6 JUN)
- [17th Annual North Carolina Defense Trade Show \(7 AUG\)](#)
- Southeast Region Aerospace Supply and Services Summit (15-16 AUG)
- Southeast Region Cyber Security and Technology Symposium (10-11 OCT)
- 2018 SE Region Federal Construction, Infrastructure Summit (24-25 OCT)
- Defense Contractor Academies, Cary (17-19 APR), Charlotte (13-15 NOV)




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