Situation: Military Presence

- 3rd 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
**Situation: Military Impact**

- Total annual military impact, over $66 billion*
  - 12% of NC State GDP (second largest sector)
  - Over 40,000 jobs statewide military impacted
  - Military/civilian payroll: $19.2 billion**
  - Veteran payments: $2.4 billion**
  - Federal contracts:
    - Prime contracts (FY2017): $5.12 billion
    - Subcontracts: additional billions

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

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**Situation: Defense Business**

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

  - 2010: 3.6
  - 2011: 4.0
  - 2012: 3.6
  - 2013: 2.7
  - 2014: 3.4
  - 2015: 3.6
  - 2016: 2.4
  - 2017: 2.8

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

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**Federal Procurement**

2017 Federal Prime Contracts in North Carolina
Agenda

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

NC Infrastructure: Military Economy

- Operational/Tactical
  - Business Development (Current/Future): NCMBC
- Strategic
  - Opportunity Development: NCMF, EDPNC
- Tactical
  - Develop Businesses: NCCCS/SBC, UNCOMITC, Ec Dev
- Connectional
  - NCDBA, NC VetBu, etc.
- Foundational
  - Policy/Coord.: NC DMVA / NC Commerce

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
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**

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<th>Future Opportunities</th>
<th>Current Opportunities</th>
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**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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Operations: Business Development

- 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

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
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

Agenda

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

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)
Operations: Military Workforce

Partner Operations:
- NCWorks, NC Division of Workforce Solutions, www.ncworks.gov
- NC4Me: Summits, HR training, hiring events, 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

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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