NORTH CAROLINA MILITARY BUSINESS CENTER
Federal Business Opportunities and Military Workforce Resources for Existing Industry

PRESENTED TO:
NORTH CAROLINA ECONOMIC DEVELOPMENT ASSOCIATION

WWW.NCMBC.US

13 JUN 2018
Agenda

- Military Presence and Economic Impact
- Federal Business Opportunities for Existing Industry
- Military Workforce Resources for Existing Industry
- Questions
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 540,000 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
**“North Carolina Military Footprint,” NC Department of Commerce, 2008
Situation: Defense Business

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

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

2017 Federal Prime Contracts in North Carolina

Contract Amount Range

$0  >$25 million
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NC Infrastructure: Military Economy

- **Strategic**:
  - Opportunity Development: NCMF, EDPNC

- **Operational/Tactical**:
  - Business Development (Current/Future): NCMBC
  - Develop Businesses: NCCCS/SBC, UNC/SBTDC, Ec Dev

- **Tactical**:
  - NCDBA, NC VetBiz, Etc.

- **Connectional**:
  - Policy/Coord.: NC DMVA / NC Commerce

- **Foundational**
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!
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 |
Operations: Business Development
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
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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)
TRANSITIONING MILITARY DATABASE

General. Businesses in North Carolina require a qualified workforce to sustain and grow their business activity. With over 100,000 active duty personnel at bases in our state, military personnel transitioning out of the service (and military family members) represent a potential pool of talented, educated, disciplined and drug free employees for current and prospective businesses in North Carolina.

Data.

Quantifying, identifying and translating the vocational skills of transitioning military personnel into data useful to economic developers and businesses have been problematic. With the support of the military installations and with resources provided by the North Carolina Employment Security Commission (ESC), the North Carolina Military Foundation and the North Carolina Military Business Center have captured this data and present it to users on this website.

The searchable database includes annualized data on military transitions from Army (Fort Bragg) and USMC (Camp Lejeune, MCAS New River and MCAS Cherry Point) bases in North Carolina. The data includes the number and pay grade of transitioning personnel by military job title, by corresponding civilian occupation and by specific civilian job titles. It also includes a link for each military job title to more detailed data on knowledge, skills, and abilities required for these military jobs through the ESC’s O*Net system.

To search the database of transitioning personnel data, enter a keyword in the “job word search” field above. The database will return results with that keyword reflected in the military job title, civilian occupation or civilian job title. To see detailed results, click on “view.”

Access to Transitioning Personnel.

The above database provides historical data. Employers interested in contacting current transitioning personnel should contact the transition assistance program at each installation. For contact information, click here.

Additional Information.

If you assistance or additional information, please call the NCMBC toll free at 877-245-5520. The NCMBC and the Military Foundation are pleased to provide this resource to economic developers and businesses in our state.
### Transitioning Military Database

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<th>Position</th>
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transitioning soldiers

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<tr>
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<tr>
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</tr>
</tbody>
</table>

Click here for O*Net Link (Related Skills, Education, etc.)
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](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)
Contact Information - NCMBC

- Scott Dorney, Executive Director, 910-678-0190, dorneys@ncmbc.us
- Denny Lewis, Director, DEFTECH, cell 703-217-3127, lewisd@ncmbc.us
- Courtney Smedick, Communications, 910-678-0193, courtney@ncmbc.us
- Lauren Jones, MatchForce Manager, 910-678-0191, jonesL@ncmbc.us