

North Carolina Military Business Center: NCMBC Overview



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Who We Are

- The **NCMBC** is a statewide, business development and technology transition **entity of the State of North Carolina**, embedded in the state's community colleges and headquartered at Fayetteville Technical Community College
- Totally State-funded, the **NCMBC** is the **only statewide, military-focused economic development entity in the US**, and the only NC entity solely focused on growing the defense economy through existing industry



Mission, Goals and Outcomes

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 (5,488), revenues (\$17.83b), jobs!



Operations: Business Development

Operations at Colleges	Future Opportunities	Current Opportunities
Recruit to market	Identify, analyze	ID, analyze most lucrative
Engage in market	Connect to businesses	Connect to businesses
Training, webinars	Market intelligence	Solicitation support
Counseling, 1-on-1	Pre-positioning	Proposal support
Events, statewide	Teaming, subcontracting	Contract execution

CY2005-CY2023

Opps Distributed: >60,000

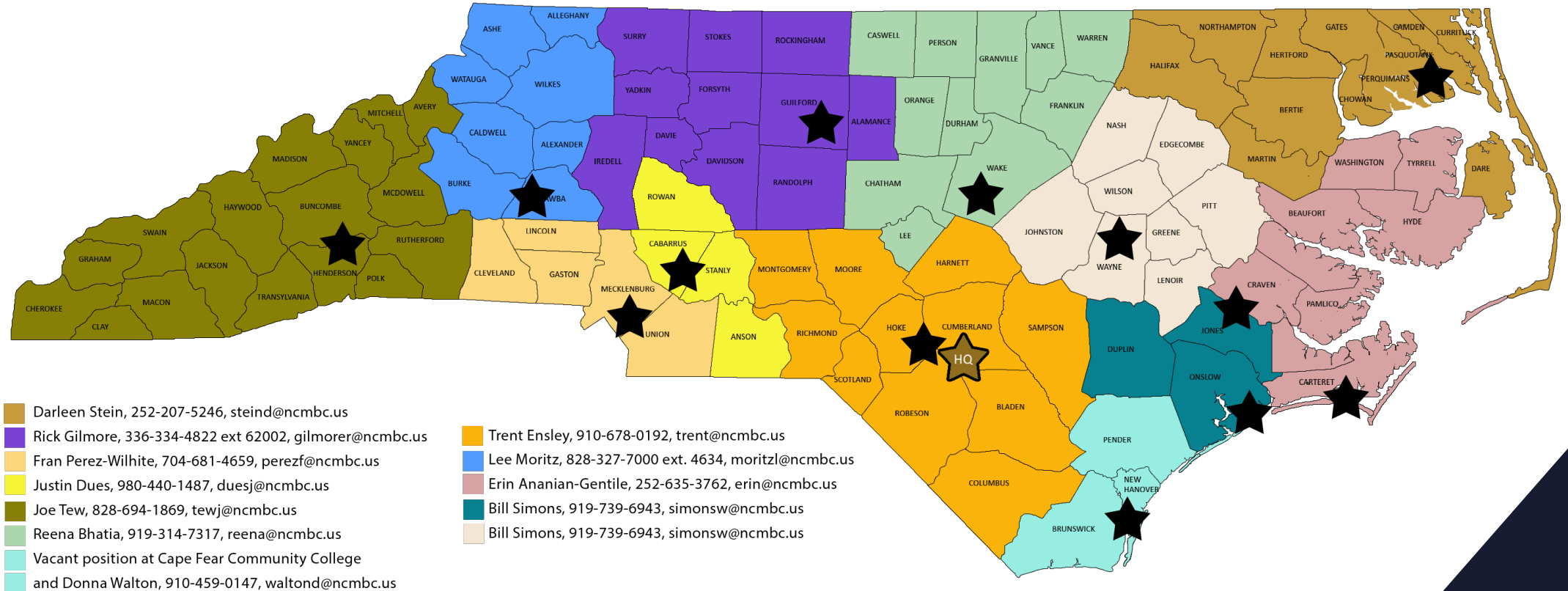
Connections: >40 million

BD Team-Involved Wins: over 3,300

Total Min Value: over \$13.01 billion



Operations: Business Development Team



Operations: 2025 Major Events

- Southeast Region Federal Construction, Infrastructure and Environmental Summit (April 22-24, Wilmington)
- Federal and Defense Textile and Tactical Gear Summit (May 20-21, Raleigh)
- Medical, Biomedical and Biodefense: Support to the Warfighter Symposium (June 4-5, Chapel Hill)
- Federal Technology Symposium (September 9-10, Fayetteville)
- Defense Industrial Supply Chain Summit (Fall 2025, TBA)



Contact Information - NCMBC



Scott Dorney
Executive Director
scott@ncmbc.us



Courtney Smedick
Dir. of Operations
courtney@ncmbc.us



William Simons
Regional Program Mgr
simonsw@ncmbc.us

