

NORTH CAROLINA MILITARY BUSINESS CENTER

Federal Business Opportunities and Military Workforce Resources for Existing Industry

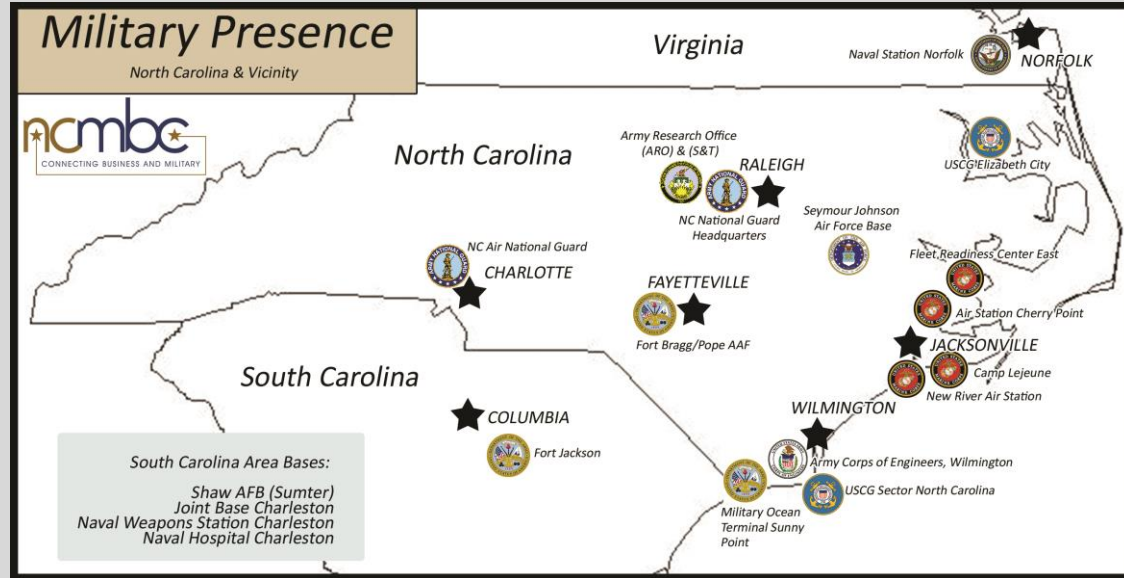
PRESENTED TO:
NORTH CAROLINA
ECONOMIC DEVELOPMENT ASSOCIATION

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*

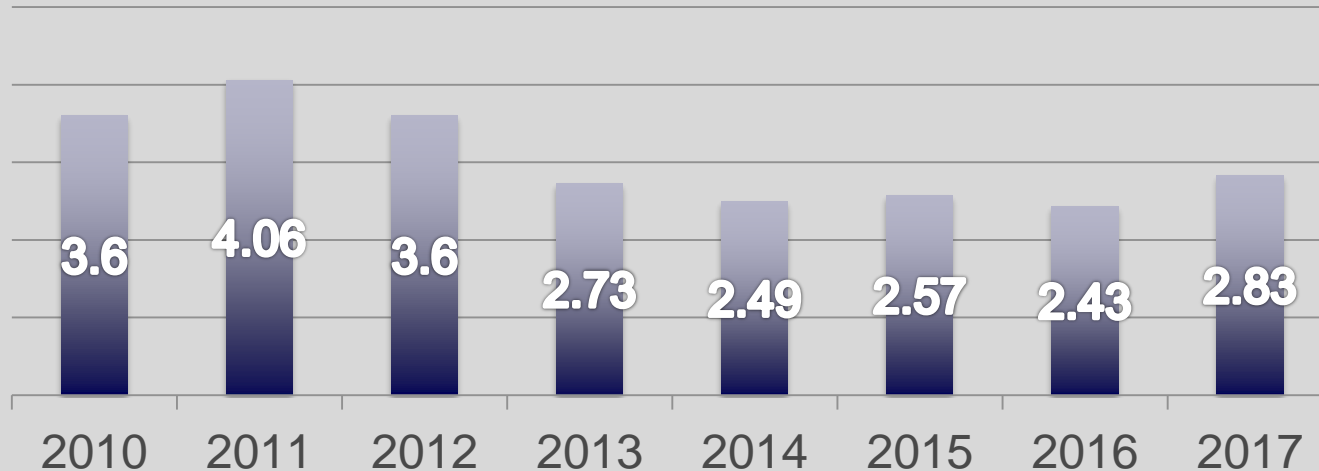
- 12% of NC State GDP (second largest sector)
- Over 540,000 jobs statewide military impacted
- Military/civilian payroll: \$19.2 billion**
- Veteran payments: \$2.4 billion**
- Federal contracts:
 - Prime contracts (FY2017): \$5.12 billion
 - Subcontracts: additional billions

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

**"North Carolina Military Footprint," NC Department of Commerce, 2008

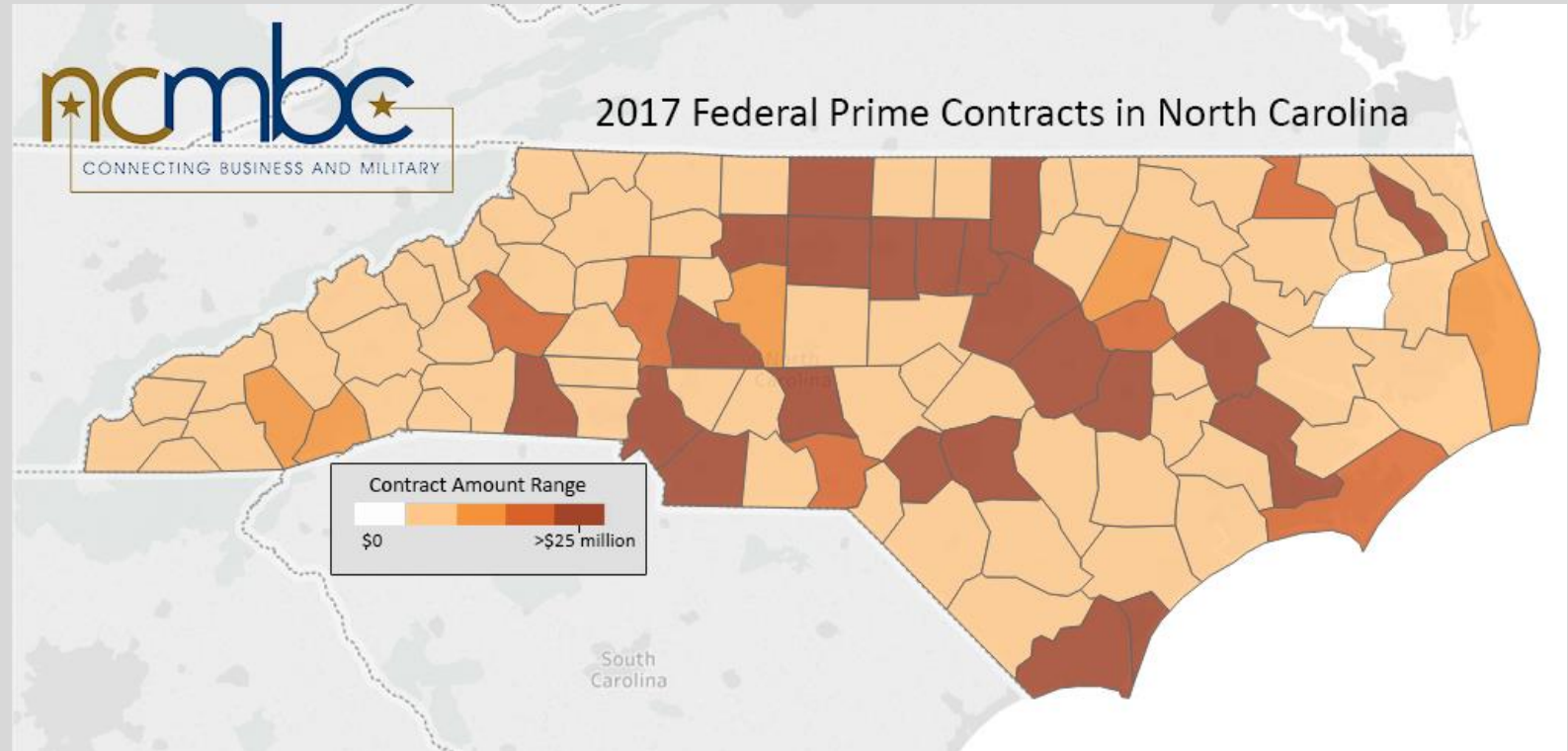
Situation: Defense Business

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



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

Federal Procurement



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NC Infrastructure: Military Economy



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!

Operations: Business Development

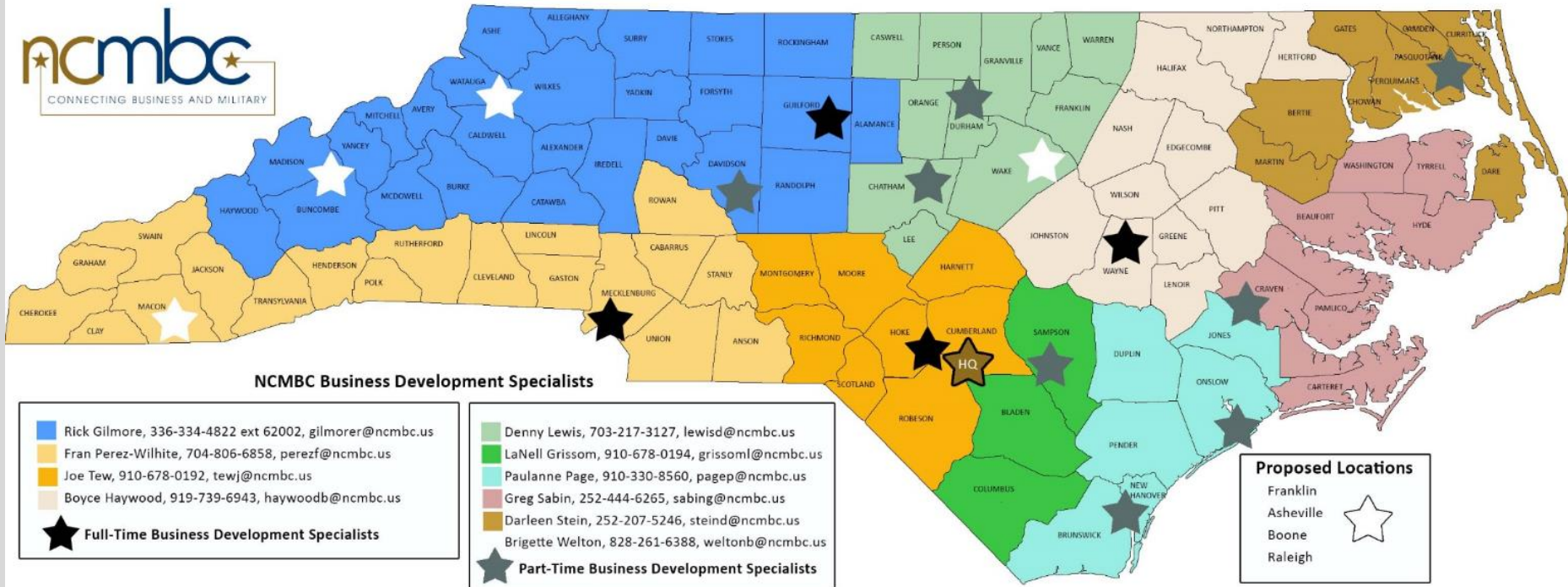
- Multi-functional, pre- and post-award BD team (12 offices)
- Create awareness, recruit & engage NC firms in market
- Pre-position for future opps, develop subcontract opps
- Identify current prime & sub opportunities, notify firms
- Assist with solicitations, quotes, proposals, help win:

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



Register on MatchForce.org

Get Started

Job Seeker

Free registration

Create a personal profile
Submit your resume online
Veteran opportunities
Match and search for jobs

Register

Business

Free registration

Match to Federal contracts
Post job opportunities
Find new hires
Post your purchasing needs

Register

Government

Free registration

Find goods and services
Post job opportunities
Post contract opportunities
Find new hires

Register

Currently on MatchForce.org

Search and Match to more than **35,102*** Federal, and Local contracts!



22,183
Registered
Businesses



35,102
Federal Contracts



41,246
Registered
Job Seekers



15
Job 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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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)



NORTH CAROLINA MILITARY BUSINESS CENTER

ASSISTED NC BUSINESSES IN WINNING 2,817 CONTRACTS VALUED UP TO \$30.9 BILLION

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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.

Job Word Search:	<input type="text" value="avionic"/>
	<input type="button" value="View"/>

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

transitioning soldiers

[<< return to previous page](#)

Military Job Title:	AIRCRAFT COMMUNICATIONS/NAVIGATION/ELECTRICAL SYSTEMS TECHNICIAN, CH-53
Number of People:	13 (What does this number mean?)
Military Specialty:	6323 (What is this?)
Military Pay Grade:	E04 (What is this?)
Civilian Occupation Equivalent:	Avionics Technicians
Civilian Job Titles:	Avionics Technician, Avionics Electronics Technician, Avionics Installer, Aircraft Electrical Systems Specialist, Aviation Electronics Technician, Avionics Manager, Avionics Systems Integration Specialist, Aviation Electrical Technician, Avionics Electrical Technician (AET), Avionics Tester Click here for O'Net Link (Related Skills, Education, etc...)



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

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CALENDAR



DOING BUSINESS WITH THE FEDERAL GOVERNMENT
June 14 @ 9:00 am - 12:00 pm



B2G CONFERENCE & EXPO
June 21



ITAR INTERNATIONAL TRAFFIC IN ARMS REGULATIONS
June 21 @ 8:30 am - 4:30 pm

[SEE MORE EVENTS »](#)

CONTRACT AWARDS



1018 CONTRACT ACTIONS (AUG 1-30)
The federal government awarded...



7782 CONTRACT ACTIONS (JULY 1-31)
The federal government awarded...



1018 CONTRACT ACTIONS (JUNE 1-30)
The federal government awarded...

[SEE MORE AWARDS »](#)



UPCOMING EVENTS

MEDICAL, BIOMEDICAL & BIODEFENSE: SUPPORT TO THE WARFIGHTER SYMPOSIUM (JUNE 5-6)

DOING BUSINESS WITH CAMP LEJEUNE (JUN 28)

17TH ANNUAL NORTH CAROLINA DEFENSE AND ECONOMIC DEVELOPMENT TRADE SHOW (AUG 7)

2018 SOUTHEAST REGION AEROSPACE SUPPLY AND SERVICE SUMMIT (AUG 15-16)

[OTHER EVENTS »](#)



ANNOUNCEMENTS



MARINE CORPS INSTALLATIONS TRANSITION TO NEW ACCESS CONTROL SYSTEM



ENERGY GENERATION AND RESILIENCE PROJECT OPPORTUNITY AT JFTB-LA / INDUSTRY DAY MAY 30TH



SUBCONTRACTING W/ DOD MEDICAL PRIME VENDORS: MBB SYMPOSIUM (JUNE 5-6, CHAPEL HILL)

[SEE MORE ANNOUNCEMENTS »](#)



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

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