

Southeast Region Federal Construction

2025 SUMMIT

April 22-24 Wilmington, North Carolina

Infrastructure & Environmental Summit

Virginia

North Carolina

South Carolina

Georgia

Florida

Hosted by:

US Senator Thom Tillis

US Senator Ted Budd

North Carolina Military Business Center

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THANK YOU PROGRAM SPONSORS

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CCI Prime Contractors LLC

Responding to Emergency and Natural Disasters as a Contractor

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North Carolina Military Business Center

Small Business Summit
March 26, 2025

Presented by:
Rick Gilmore, Business Development Professional
gilmorer@ncmbc.us

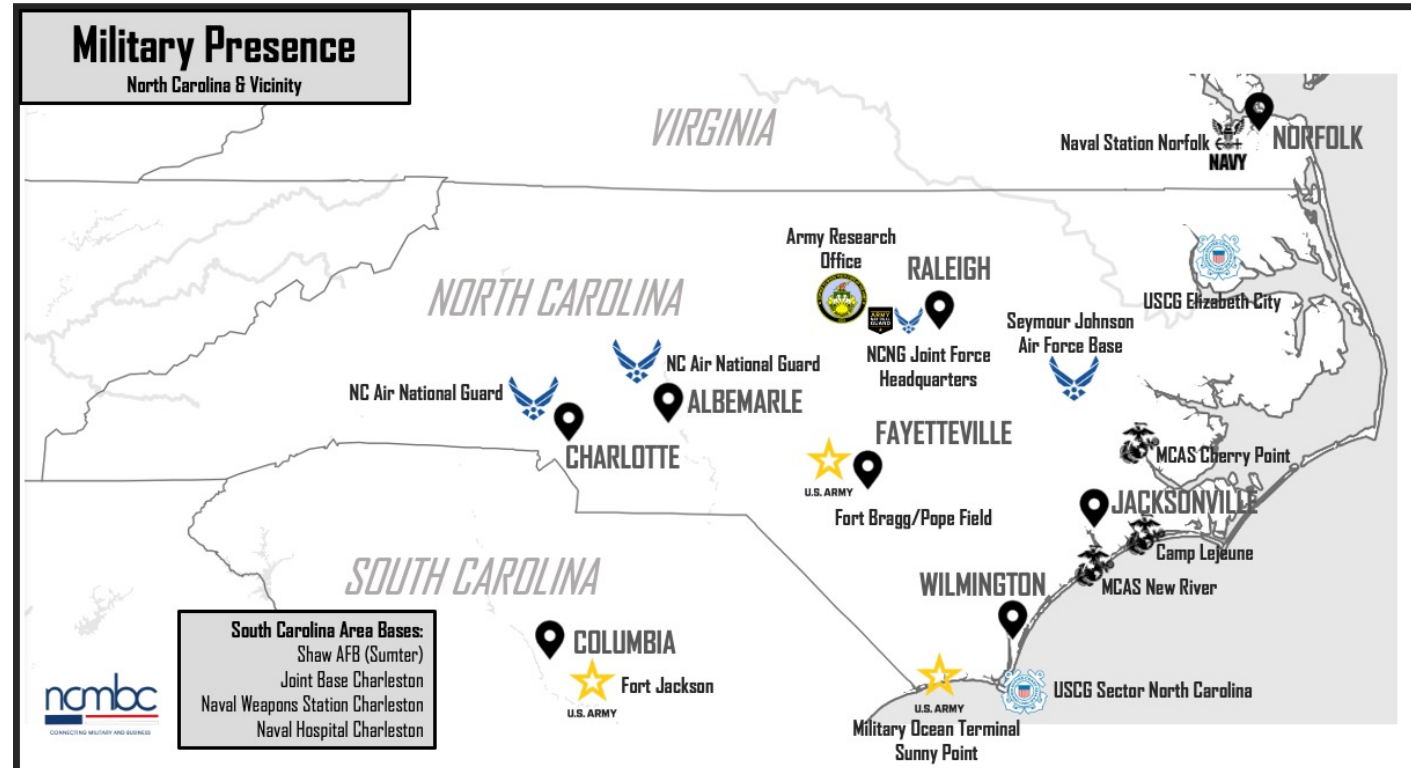
Scott Dorney
Executive Director, scott@ncmbc.us



ncmbc.us DEFTECH.nc.gov MatchForce.org

Situation: Military Presence

- 4th highest active-duty military presence in US
- 6 major installations (5 DoD, 1 DHS)
- Over 100 National Guard & Reserve facilities
- Over 100,000 active, Guard and Reserve
- 18,000 annual transitions



Military Impact on the NC Economy

Total Annual Impact: \$79.7 billion*	Gross State Product: 12.7%
Military/civilian payroll: \$19.2 billion	(Second largest sector of NC economy)
Over 653,000 jobs impacted	Personal income: \$49 billion
Federal contracts, FY24: \$8.551 billion**	DoD contracts, FY24: \$4.231 billion**
Subcontracts: additional billions	

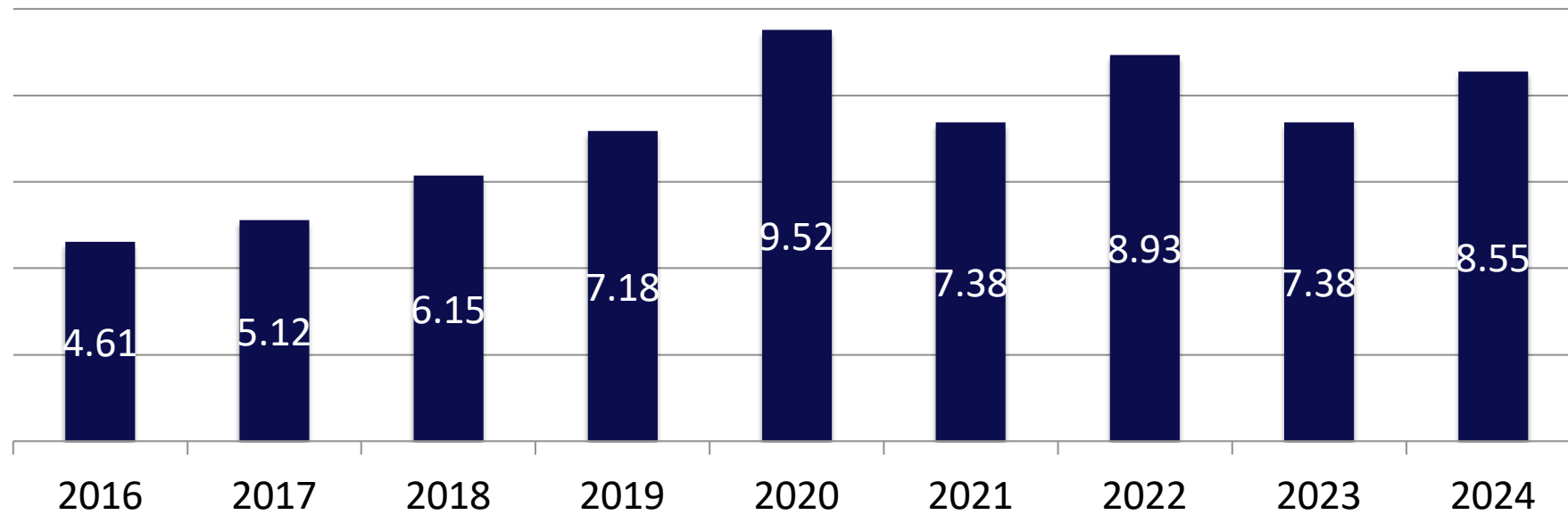
*"The Economic Impact of the Military on North Carolina," NC Department of Commerce, 2022

**Federal Procurement Data System



Situation: Federal Procurement, FY2024

Prime contracts, all Federal in NC: **\$8.55 billion** (97 Counties)

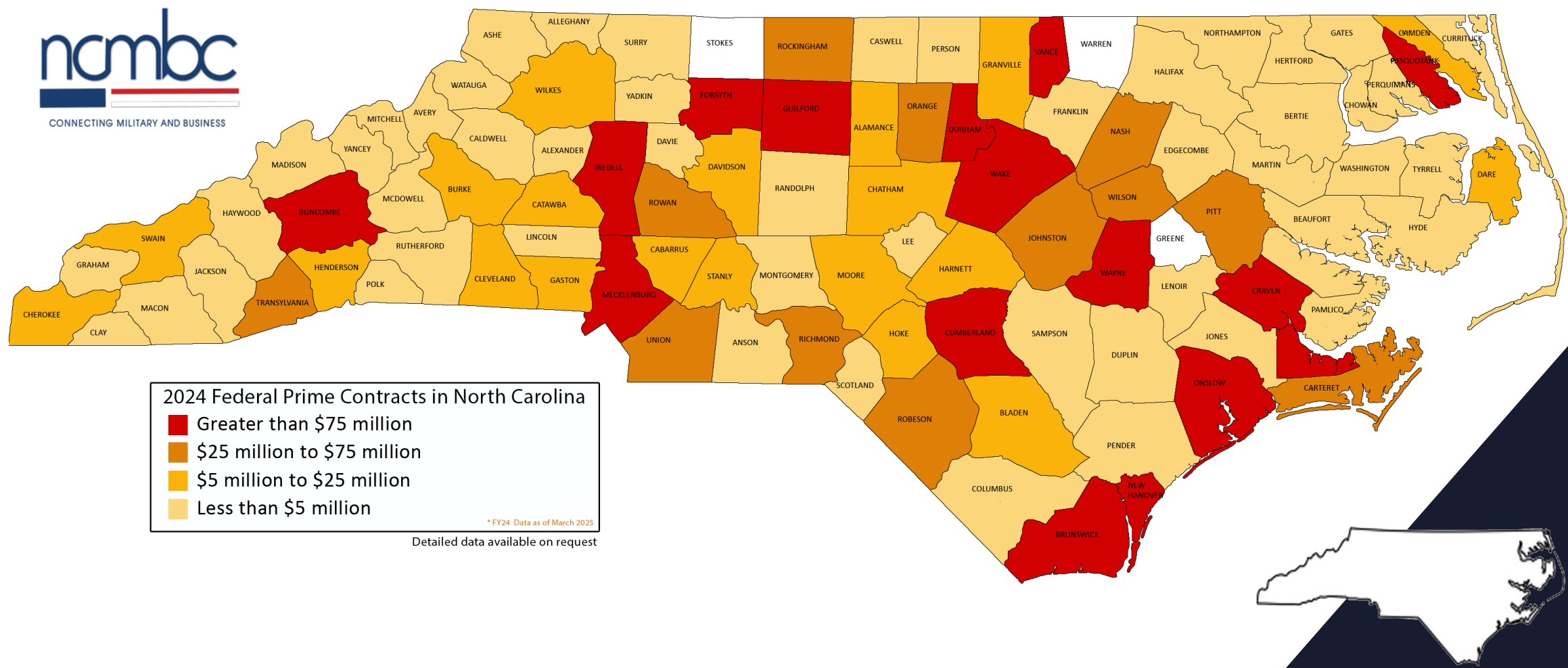


Prime contracts, DoD in NC: **\$4.23 billion** (81 Counties):

*FY2024 Data: FPDS, as of March 2025



Situation: Federal Procurement, FY2024



Situation: NC Assets for Defense

- State goal: sustain installations/warfighters, grow defense economy
- Business infrastructure: best in US, Community Colleges NCMBC
- Business capacity: manufacturing, services, infrastructure, research
- Workforce capacity: diverse, growing, adaptable – civilian/military
- Innovation ecosystem: diverse, applicable to defense, nurtured



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 technology transition to federal agencies
- 3 - Support integration of military into workforce
- 4 - Support defense-related business recruitment

Outcomes: Contracts (6,227), revenues (\$18.09 B), jobs!



North Carolina Military Business Center

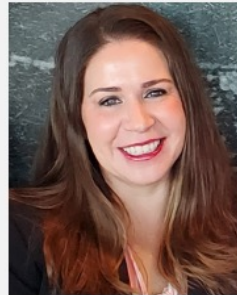
Organizational Chart

NCMBC Leadership Team

Contact Information:
<https://www.ncmbc.us/category/staff/>



Scott Dorney
Executive Director



Courtney Smedick
Director of Operations



Bob Burton
DEFTECH Director

Regional Program Management Team



Fran Perez-Wilhite
Charlotte



Justin Dues
Charlotte



Joe Tew
Flat Rock



Rick Gilmore
Greensboro



Trent Ensley
Fayetteville



Reena Bhatia
Raleigh



Bill Simons
Goldsboro



Darleen Stein
Elizabeth City



Erin Ananian-Gentile
New Bern



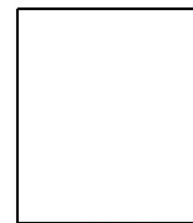
Vacant
Jacksonville



Lee Moritz
Hickory



Donna Walton
Wilmington



Vacant
Wilmington

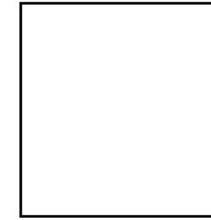
Headquarters Team



Tammy Wallace
Technology Systems



Jaycie Beam
Program Support



Vacant
Admin & Logistics



Rachel Rocker
Research Analyst

DEFTECH Team



TJ Gilroy
Program Manager

Strategic Industry Team



Sue Kranes
Infrastructure



Denny Lewis
Senior Advisor,
Strategic Initiatives



John Cassani
Textiles & Warfighter
Systems

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-CY2024

Opps Distributed: 70,967

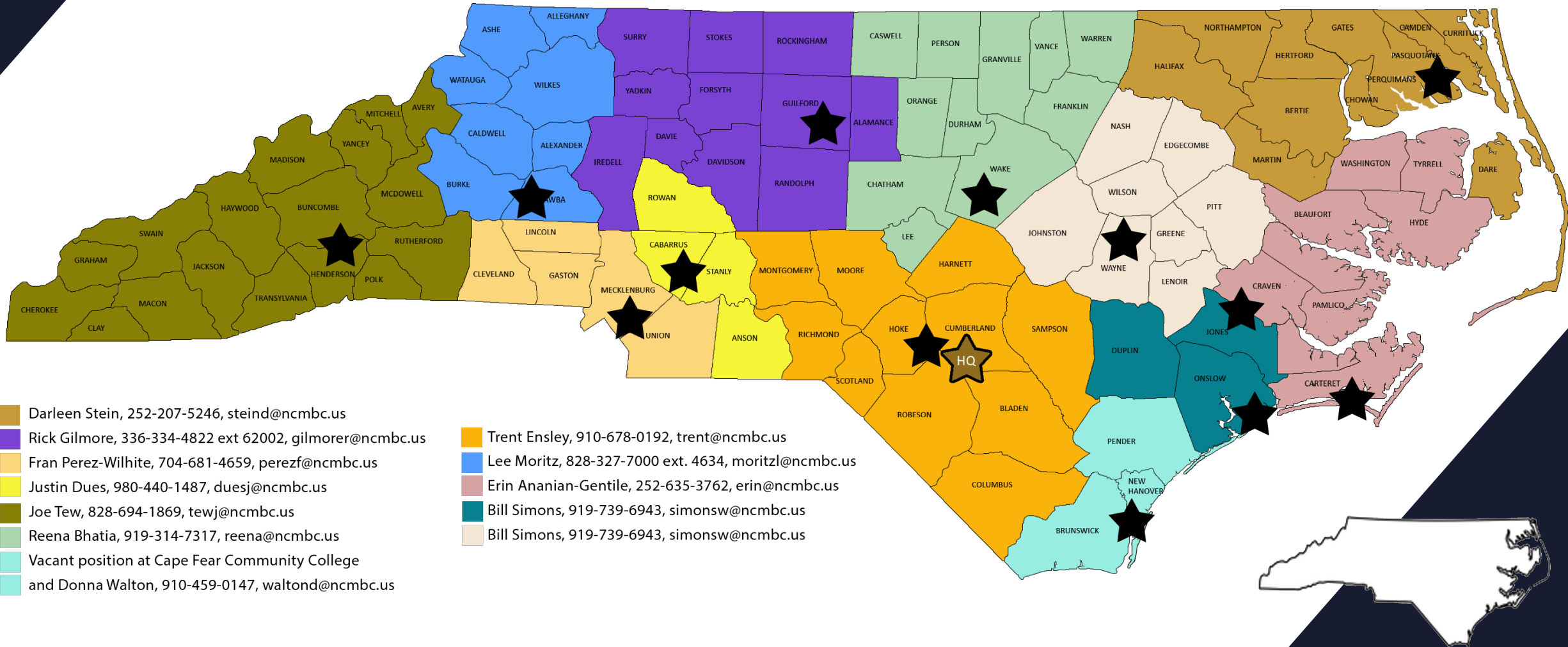
Connections: >40 million

BD Team-Involved Wins: over 3,739

Total Min Value: over \$13.33 billion



Operations: Business Development



Operations: MatchForce.org

MatchForce Next Generation Matches:

NC businesses to federal opportunities

Contracting staff to NC businesses

Prime contractors to NC subcontractors

24,174

Registered Businesses

54,503

Contract Opportunities

Match and Search

more than 54,503 Contract Opportunities

Business

- ✓ Register for Free
- ✓ Match to federal opportunities
- ✓ Post your 828 opportunities

Register

Government

- ✓ Register for Free
- ✓ Do market research
- ✓ Post contract opportunities

Register

CY2005-CY2024

Opportunities distributed: over 2.0 million

Business-Opportunity Connections: >400 million

MatchForce-Involved Wins: over 2,912

Min Value, MatchForce Wins: over \$8.03 billion



Operations: Tech Transition (DEFTECH)

Leads State, growing defense innovation

Sources DoD tech needs to ecosystem

Scours state, tech w/defense application

Helps navigate agencies and processes



CY2016-CY2024

Opportunities distributed: over 1,400

Innovation events: 100+

Innovation Awards: over \$38 million, min value



Operations: 2025 Major Events

- SE Region Federal Construction, Infrastructure Summit (APR 22-24, WIL)
- Federal and Defense Textile & Tactical Equipment Summit (MAY 20-21, RAL)
- Federal Technologies Symposium (SEP 9-10, FAY)
- Medical, Biomedical, Biodefense Symposium (SEPT 24-25, Chapel Hill)
- Defense Industrial Sustainment for Combat Systems Summit (NOV 18-19, Chapel Hill)



Assisted businesses have won at least 6,227 contracts valued at \$18.09 billion



CONNECTING MILITARY AND BUSINESS

SEARCH...

GO



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CONNECTING MILITARY AND BUSINESS

Business Development Support for Federal Contractors

CONTACT NCMBC

Contact Information



- **Scott Dorney**, Executive Director, 910-678-0190, scott@ncmbc.us
- **Courtney Smedick**, Director of Operations, 910-678-0193, courtney@ncmbc.us
- **Bob Burton**, DEFTECH Director, 910-824-9609 burtonr@ncmbc.us
- **Rick Gilmore**, Regional Program Manager, gilmorer@ncmbc.us



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NORTH CAROLINA MILITARY BUSINESS CENTER 23 APRIL 2025



BUILDING A BETTER WORLD



RESPONDING TO EMERGENCY AND NATURAL DISASTERS AS A CONTRACTOR

Roland Moreau, PE
Vice President
ECC

A LITTLE HISTORY



- ECC was formed in 1985
- Entered the 8(a) program in July 1989
- Graduated in July 1998
- Became an ESOP company in 2005
- Currently working in 20 countries/territories
- **Core capabilities:**
 - Environmental Remediation
 - Design-Build Construction
 - Munitions Response
 - Renewable Energy Development
 - Emergency/Contingency Response



SCOPE OF WORK (SOW):

- Planning
- Hazard Site Assessments
- Private Property Debris Removal – Residential and Schools
 - Household Hazardous Waste
 - Asbestos Abatement & Disposal
- Debris Removal
 - Temporary Reduction Sites Management
 - Transportation & Disposal
- Dry-in as Tarping roofs, repair windows, replace doors
- Dry-out as in mold removal, dryers, carpet and furniture removal, temporary living
- Facility Repairs
- Reconstruction of destroyed facilities



Events

- Hurricanes
- Tornadoes
- Floods
- Fires
- Earthquakes
- **History of ECC**
 - Hurricane Katrina - Debris
 - Hurricane Sandy - Debris
 - Northern California Fires - Debris
 - Hurricane Florence – Roofing, Dry-out, Dry-in, Repairs, Electrical, Debris
 - China Lake Earthquake - Reconstruction
 - Typhoon Mawar - Debris
 - Maui Fires – Debris, Temp Landfill
 - Hurricanes Helene/Milton - Roofing, Dry-out, Dry-in, Repairs, Debris

SCOPE ELEMENTS:

- Certified asbestos consultants
- Archeological Support
- Biological support
- Engineering services for demolition plans
- Household Hazardous Material removal services
- Certified arborists
- Street sweepers/Water Trucks
- Fencing installation
- Tree cutting services
- Traffic control
- Debris removal and Make Safe crews
- Staffing including administrative support, field supervisors, quality control & safety management



ECC has successfully implemented a subcontracting approach to local small businesses during mission responses:

- Initial emphasis to get the mission moving; execution may involve LBs or non-local resources that are teamed with ECC with demonstrated past performance
- Outreach efforts through our website and social media
- Review and compile list from pre-qualification data base
- Transition to local resources expeditiously
- Host local subcontractor outreach efforts
- Connect with local agencies to obtain a list of qualified resources with the appropriate socio-economic status

ECC has successfully implemented a successful approach for subcontracting to local small businesses during mission responses:

- On the current Los Angeles mission – ECC is working closely with the small business office of USACE LA District; they are connecting ECC with their suite of small business prime contractors with proven past performance
 - Currently, ECC has 40 subcontractors working in the field
 - 60% are Greater LA Area based small businesses: 8(a), SDB, WOSB, HubZone, VOSB, SDVOSB
- Similar approach successfully implemented on Maui – ECC predominantly hired subcontractors based/registered in Maui, Hawaii

- Initial efforts include:
 - Establishing call centers
 - Website links for registration
 - Subcontractors submit basic pre-qualification information
 - Share T&Cs ahead of time to identify any major barriers
 - In-person meetings with selected subcontractors to ensure mutual understanding
- Los Angeles Fire Mission Response
 - Efforts focused on local small businesses based in the region
 - Local – from impacted/adjacent communities in Southern California
 - Expand footprint only if there are unfilled resource gaps
 - We do not foresee footprint expansion outside of California

PRE-QUALIFICATION SCREENING

- Capability & resources to perform within timeframe required
- Demonstrated past performance on similar work
- Safety practices and EMR rate
- Established business entities
 - SAM registration (highly recommended)
- Other project-specific requirements:
 - HAZWOPER Training
 - Asbestos certifications
 - State of California licensure

BUILDING STRONG LOCAL PARTNERSHIPS TOGETHER



*Join Our
Team*



**MAKE A DIFFERENCE WORKING WITH
US AT OUR NEXT DISASTER EFFORT**



*Contractor
Registration*