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&

North Carolina
Military Business
Center

Review of Federal & DOD
Business Opportunities
along coastal
North Carolina

27 January, 2011

NORTH CAROLINA MILITARY BUSINESS CENTER





Agenda

- Introduction to the NCMBC
- Review of USA COE (Wilmington District)
Dredging Operations
- USCG MRO Operations



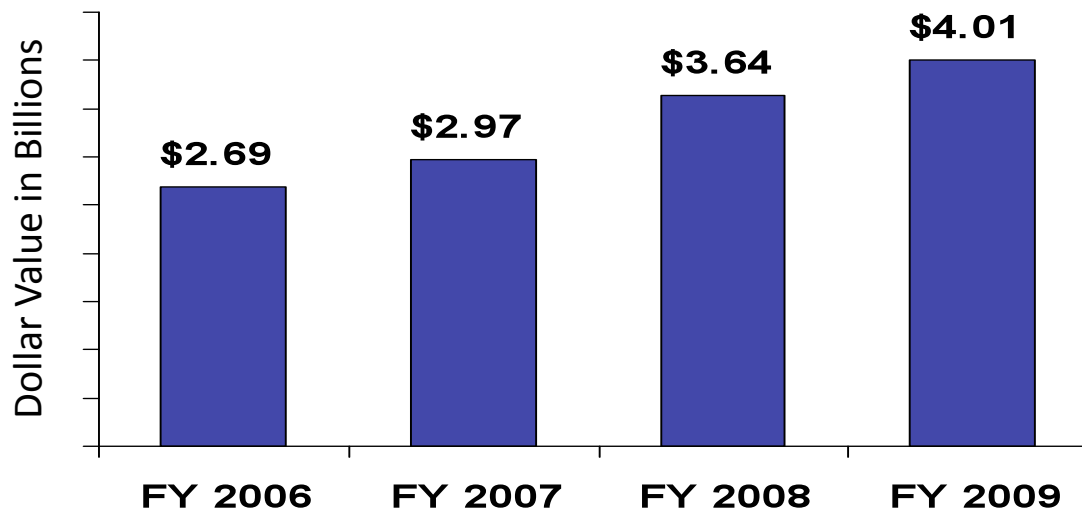


Why Pursue this Market?

- Federal Government buys everything it's legal to sell!
- Government spent **\$478 billion** on goods and services in FY 2009
- Firms operating in NC won **\$5.4 billion**
- NC has 4th largest military presence of any state
- NC is 26th in contract funds returning to the state
- **Huge potential exists to grow this business!**

Situation Defense Procurement

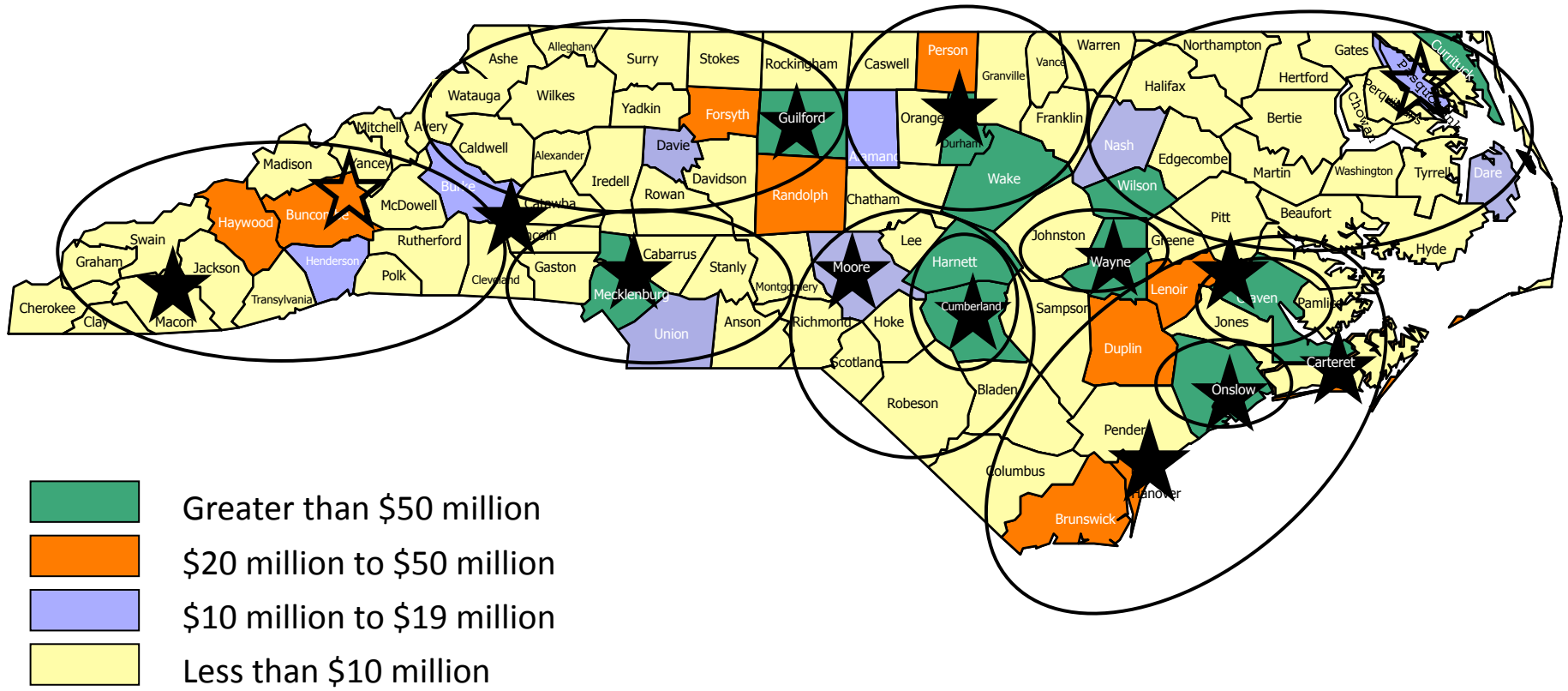
- Procurement, DoD CONUS: \$327 billion FY2009
- Procurement, DoD in North Carolina:



- FY2009: \$5.40b federal, 10,796 Contractors
(98 NC Counties)



DoD Procurement & NCMBC Business Developers



Data as of FY2009





DoD Procurement in North Carolina

	2008	2009	Increase
Army	\$1,484	\$1,739	\$255
Navy	\$1,209	\$1,326	\$117
USAF	\$265	\$308	\$43
DLA	\$388	\$329	- \$59
USSOCOM	\$104	\$170	\$66
Total DoD	\$3,647	\$4,012	\$365

Dollars in Millions



USA COE Dredging Opns

- Intracoastal Waterway
- Port of Morehead City
- Port of Wilmington
- New “Superport”

Contractual Activity btw Jan 06 – Sep 2010

- 28 dredging contracts were awarded by USA COE (Wilmington District)
- 18 were small business set-asides
- Total K award value > \$92.4 million
- Avg K award value > \$3.3 million
- All contracts awarded to out of state firms!

USCG MRO contracts (5th District)

- From Jan 2006 (2d Qtr FY 2006) thru Sep 2010 (4th Qtr FY 2010)
- 90 MRO contracts let
- Base Award value > \$38 million (does not include max value of one BPA & 2 IDIQ's); avg min K award value > \$400K
- All but three K's awarded to out of state companies

Summary

- Btw Jan 2006 & Sep 2010 a minimum of > \$130.4 mil in base K awards made by USA COE & USCG to support NC maritime activities (avg annual award value > \$26 million)
- 118 contracts were awarded; all but three to out of state companies
- All USA COE Dredging reqs & USCG MRO reqs are Recurring requirements!!

Other Potential Opportunities?

- US Army COE looking at designing and buying new generation of tactical bridging vessel
- US Army Trans Corps looking at designing and buying new “littoral” tactical transportation vessel
- Look at recurring solicitations for custom designed Navy SEAL Team tactical vessels
- Raleigh looking to outsource some current NC Gov’t functions

What Next?

- Where there is a will...there sometimes is a way...
- If interest exists..
 - Create working group to develop
 - Business Development Plan (Cost Estimates)
 - Look for funding (Shereveport, LA example)
 - The NCMBC will be willing to participate in this chore if appropriate



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