

# North Carolina Military Business Center: Introduction to Federal Contracting

Oct 2023

“Should my company consider Department of Defense business opportunity and how does my company get started?”

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CONNECTING MILITARY AND BUSINESS

[ncmbc.us](http://ncmbc.us) [DEFTECH.nc.gov](http://DEFTECH.nc.gov) [MatchForce.org](http://MatchForce.org)



## Agenda

- North Carolina federal market overview
- Positioning your business to engage
- How the government purchases goods and services
- Federal contracting – business development programs
- Leveraging the market – NCMBC services, tools
- Getting started in the market
- Finding opportunities and next steps



## The Opportunity

Each year, the Defense Logistics Agency (DLA) issues over 35 billion dollars in contracts to meet the needs of the warfighter and federal agencies.

The government's goal is to award a minimum **23 percent** of all contracts to small businesses.

DLA Issues 10,000 contracts per day for 100,000 line items

Last Year- **DLA Clothing and Textiles**- awarded over 1 Billion \$\$ in textile purchases



## Federal Textiles Opportunities

- **FY 22- 4690** Solicitations for all Textiles to include bedding and furniture
- In FY22, NC business were awarded **5.2%** of those federal textiles purchase dollars\*. NC ranks **7<sup>th</sup>** in the US.
- NC has the **3<sup>rd</sup>** highest number of textile companies in the US.

**Much room for growth!**





## So Who is the NC Military Business Center?

- NCMBC is a statewide, business development and technology transition **entity of the State of North Carolina**, embedded in **13 NC community colleges** and our HQ is located @ Fayetteville Technical Community College
- NCMBC purpose is to **inform NC businesses** about DOD opportunities; help pursue, win and execute.
- Totally State-funded and important to note, the NCMBC is the **only statewide, military focused economic development entity in the US.**



## Mission, Objectives and Impact

**NCMBC Mission:** To leverage military and federal business opportunities to expand the economy, grow jobs and improve quality of life

### 4 Key Objectives:

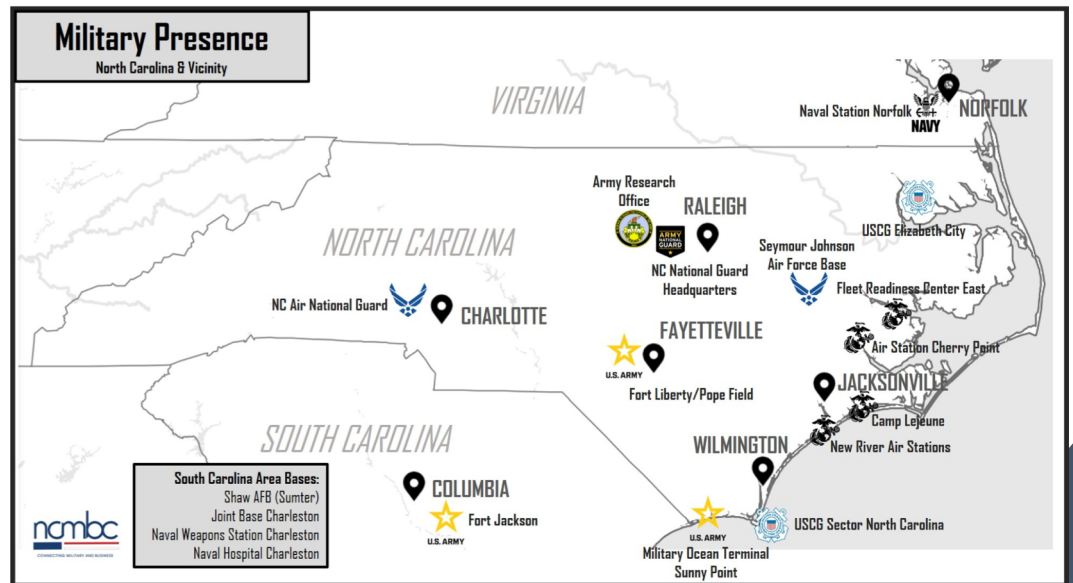
- 1- **Increase** federal revenues for businesses
- 2- **Support** integration of separating military into NC workforce
- 3- **Support** defense-related business recruitment
- 4- **Introduce** new technologies to federal agencies

**Impact:** Contracts (5,021), revenues (\$17.49b) =NC jobs!

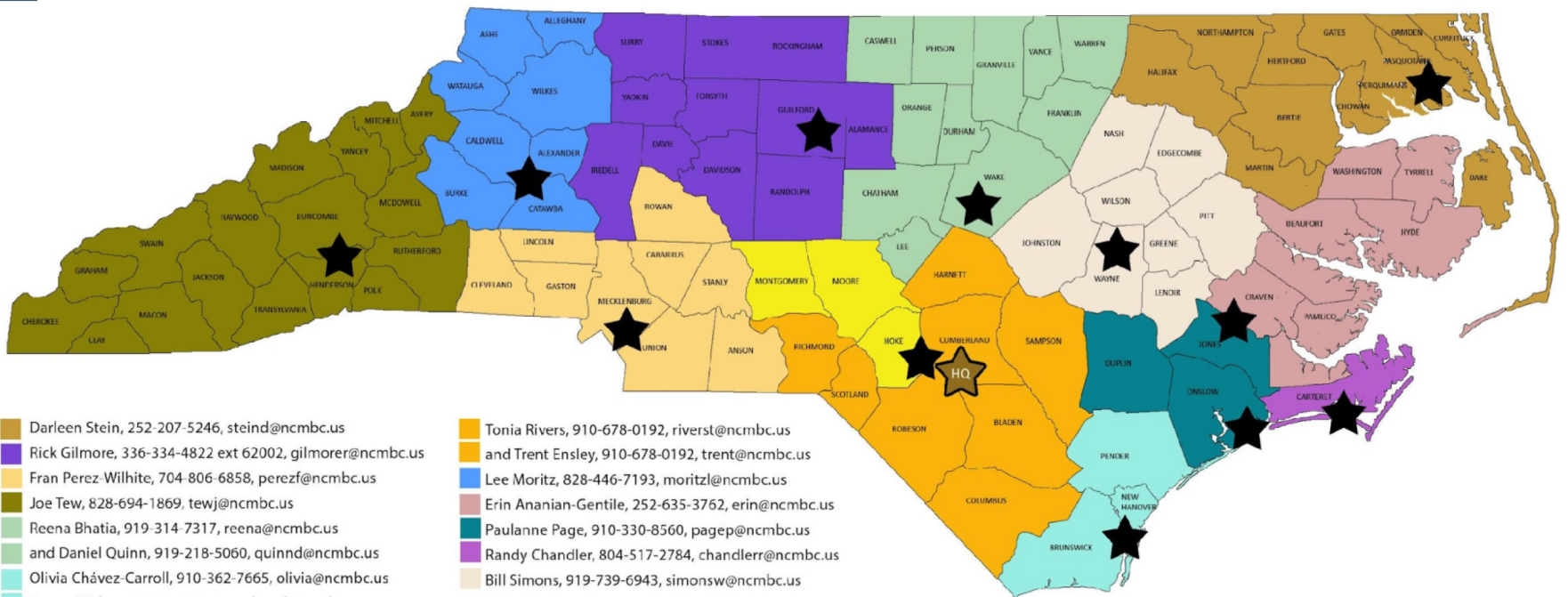


# NC Military Presence

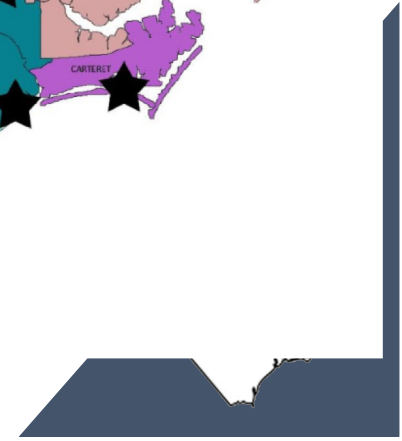
- 4th highest active duty military presence in US
- 6 major installations (5 DoD/1 DHS)
- Over 100 National Guard & Reserve facilities
- 130,000 Active, Guard and Reserve personnel
- 18,000 annual transition from the military in NC



# NCMBC Geographic Locations



- Darleen Stein, 252-207-5246, [steind@ncmbc.us](mailto:steind@ncmbc.us)
- Rick Gilmore, 336-334-4822 ext 62002, [gilmorer@ncmbc.us](mailto:gilmorer@ncmbc.us)
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- Olivia Chávez-Carroll, 910-362-7665, [olivia@ncmbc.us](mailto:olivia@ncmbc.us)
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- Tonia Rivers, 910-678-0192, [riverst@ncmbc.us](mailto:riverst@ncmbc.us)  
and Trent Ensley, 910-678-0192, [trent@ncmbc.us](mailto:trent@ncmbc.us)
- Lee Moritz, 828-446-7193, [moritzl@ncmbc.us](mailto:moritzl@ncmbc.us)
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- Paulanne Page, 910-330-8560, [pagep@ncmbc.us](mailto:pagep@ncmbc.us)
- Randy Chandler, 804-517-2784, [chandlerr@ncmbc.us](mailto:chandlerr@ncmbc.us)
- Bill Simons, 919-739-6943, [simonsw@ncmbc.us](mailto:simonsw@ncmbc.us)





## North Carolina Textile Facts



- **Defense**: second largest sector in the North Carolina economy
- **State designated** “DoD Defense Manufacturing Community”
- **NC is home to 600+ textile manufacturers**
- **456 prime** textile product and service businesses
- **179 providers** of textile solutions to DoD/federal agencies
- **NC is the recognized Leader** in textile innovation and manufacturing
  - Wilson College of Textiles, NC State University
  - Nonwovens Institute, NC State University
  - Manufacturing & Textile Innovation Network





## OK I'm interested, now what?

To sell your products or services to the federal government, your business must meet [specific requirements](#).

Although the contracting process can seem complicated and overwhelming at first, the government provides information and tips to help you learn to compete as a federal contractor in North Carolina.



## Positioning Your Business to Engage

- Be willing to embrace technology, automation and ecommerce
- Best for firms with at least two years in business
- Good record of experience and (good) past performance - commercial and/or subcontracting past performance
- Must be competitive, as well as technically and financially capable
- Highly Competitive – great business but can be difficult to forecast, not a lifesaver for a struggling business and teaming often critical to getting started. Get in this for the long haul!



# Positioning Your Business to Engage

## Research- Do the Homework

To bid on and win government contracts, you'll need to know what products and services the government buys — and at what price. Spend time upfront making sure there's a market for your product(s) or service(s), determine how big the market is.

## Federal Procurement Data System (FPDS)

<https://www.fpds.gov>

The Federal Procurement Data System — a repository of all federal contracting data for contracts over \$25,000. You can see which agencies have contracts and with who, what agencies buy, and which contractors have these contracts.



# Positioning Your Business to Engage

## [USAspending.gov](https://www.usaspending.gov)

USAspending.gov tracks government spending through the contracts it awards. This searchable database contains information for each federal contract. You can use this information to **help identify government purchasing trends** by state.

## [Federal agency procurement forecasts](#)

Each government agency releases a procurement forecast that includes contracting opportunities for small businesses. You can review these Agency Recurring Procurement Forecasts to find out if there are agencies that buy what you sell. Data is loaded on [www.ncmbc.us](http://www.ncmbc.us) [future opps database](#).



# How the Government Purchases Goods and Services

“Who’s Who” and “What’s What” in federal acquisition

- User (with requirements)- **the Warfighter**
- Contracting Office- (acquires goods, services for users)
- Federal acquisition regulations (FARs)- Federal Law that Governs
- **Note:** Every purchase begins with a determined requirement by the user.



# How the DOD Purchases Goods and Services

## Prioritized sourcing for DOD Textiles

1. Agency internal inventories
2. Other agency excess inventories
3. Federal Prison Industries
4. Ability One
5. Wholesale supply sources (Defense Logistics Agency, [DLA](#))
6. General Services administration, mandatory, then optional federal supply schedules ([GSA](#))
7. Commercial Sources



# How the Government Purchases Goods and Services

Rules depend on the “color of money” and value of the procurement

- **Non-appropriated funds:** monies derived from sources other than Congressional appropriations that are used to support **Morale, Welfare, and Recreation (MWR) programs.**
- **Appropriated funds:** monies allocated by legislation passed by Congress and signed by the President. Appropriated Funds are specified in Congress's yearly budget or a continuing resolution. **Appropriated Funds may only be used for the purpose for which they were appropriated.**





# How the Government Purchases Goods and Services

## Non-appropriated funds

- Spent by MWR (Army), MCCA (Marines) to support troop welfare and base activities
- Rules and processes are simple
  - If <\$10,000, no competition required
  - \$10,000 to \$150,000 must solicit two sources
  - Purchases >\$150,000 a minimum of three qualified sources.
- **Market your business/service directly to the on base buyers**



# How the Government Purchases Goods and Services

## Appropriated funds

- Government seeks to give all businesses a fair chance to compete- **Set Asides**
- Government may use **"best value"** - may not be the lowest price
- Purchasing Laws are followed in accordance to:
  - [Code of Federal Regulation](#)
  - Federal Acquisition Regulation ([FAR](#))
  - Defense Federal Acquisition Regulation ([DFAR](#)), or...
  - Other Federal Agency Supplements



# How the Government Purchases Goods and Services

## Appropriated funds

- Micro Purchases – Up to \$10,000
  - Buyer only has to solicit one source
  - Price must be reasonable
  - Usually paid by Government Purchase Card (GPC)
  - Many federal employees have GPC's and make small purchases everyday



# How the Government Purchases Goods and Services

## Appropriated funds

- Simplified Acquisition Threshold (SAT), up to \$25,000
  - Set-aside for small business (SB)
  - Handled by (on base) contracting officers
  - 3 quotes from vendors they know and locate
  - Award based on low best price/delivery requirements



# How the Government Purchases Goods and Services

## Appropriated funds

- Simplified Acquisition Threshold (SAT), \$25,000 - \$250,000\*
  - Usually set aside for small business (SB)
  - May use "Best Value," not always the lowest price
  - Solicitations posted and competed on [SAM.gov](https://sam.gov) (MatchForce!)
- \* Exceptions to the limit exist for contingency operations, disaster prevention/response/recovery



# How the Government Purchases Goods and Services

## Appropriated funds

- Purchases **over \$250,000**
  - Subject to other federal business development programs/ Set Asides
  - **Past Performance** will be one factor in the decision process
  - May require a technical proposal
  - More formal process- **Please note:** companies **must follow instructions** in the Request for Quote (RFQ) or Request for Proposal (RFP)



# Business Development Programs

## “Set Asides”

- Federal Government has instituted business development programs to meet [national policy goals](#).

### Advantages to certifying your company:

- Could receive a contracts on a “sole source” basis meaning no competition.
- Will only compete with similar firms
- May get a price preference
- Helps the Government agency meet its goals
- Helps prime contractors meet their goals

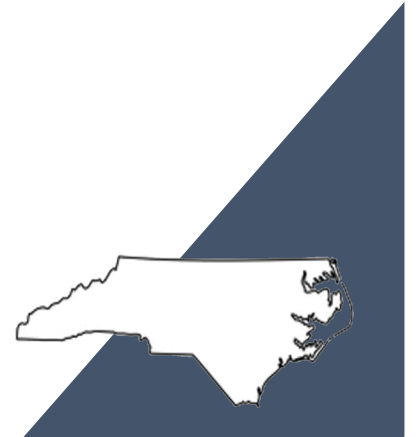


# Business Development Programs

Business development programs and federal government goals: **Set Asides**

Examples:

- Small Business Concerns - 23% of all contract values, with subsets:
  - HUBZone Small Business Concerns - 3%
  - Service-Disabled Veteran-Owned Small Businesses - 3%
  - Small Disadvantaged Businesses - 12%
  - Women-Owned Small Businesses - 5%
- Source: <https://www.sba.gov/federal-contracting/contracting-assistance-programs>







# Business Development Programs

<https://www.sba.gov/federal-contracting/contracting-assistance-programs>

- Women Owned Small Business
- Small Disadvantaged (SDB) and [8\(a\) Business Development Program](#)
- Service-Disabled Veteran Owned Small Business Program
- Mentor-Protégé Program
- Joint Venture Program
- Management and Assistance Program
- HubZone Program
- Natural Resource Sales Assistance Program
- Small Business Set Aside





# Business Development Programs

## "Being a Teaming Partner"

### Subcontracting Opportunities/Teaming

- Federal subcontracts = **commercial contract** between two firms
- Subcontracting plan required for awards to other SBC primes when:
  - Contract value exceeds \$750,000 (\$1.5 million for construction)
  - SBCs can execute at fair market value, without disrupting performance
- **Large primes have goals** for SBCs, HUBZone, SDVOSB, SDB, WOSBs, ect.
- **May be the best market for new contractors!**
- Access sub opportunities via NCMBC events, [www.ncmbc.us](http://www.ncmbc.us), [www.MatchForce.org](http://www.MatchForce.org), [SBA Subnet](#)



# Top NC Textile Vendors to the Federal Government “Potential Teaming Partners”



## **NAICS 315110 – HOSIERY AND SOCK MILLS**

Pickett Hosiery Mills, Inc. (Burlington)  
Special T Hosiery Mills, Inc. (Burlington)  
Graham Dyeing & Finishing, Inc.  
(Burlington)



## **NAICS 315999 – OTHER APPAREL, ACCESSORIES AND MANUFACTURING**

Quantico Tactical, Inc. (Aberdeen)  
Bob Barker Company, Inc. (Fuquay-Varina)  
Barrier1 Systems, LLC (Greensboro)  
Goey Promotions, LLC ( Mooresville)  
CSI Armoring, Inc. (Lexington)

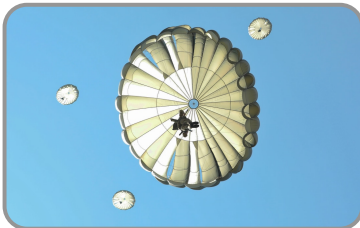


## **NAICS 316210 – FOOTWEAR MANUFACTURING**

McRae Industries, Inc. (Mount Gilead)  
Bob Barker Company, Inc. (Fuquay-Varina)  
SAF-GARD Safety Shoe, Co. (Greensboro)  
Industries of the Blind, Inc. (Winston-Salem)



## Top NC Textile Vendors to the Federal Government



**NAICS 315210: CUT AND SEW APPAREL**

Industries of the Blind, Inc. (Winston-Salem)  
 Lions Services, Inc. (Charlotte)  
 Creighton AB, Inc. (Reidsville)  
 Industries of the Blind, Inc. (Greensboro)  
 Carolina Apparel Group, Inc. (Wadesboro)



**NAICS 315990: APPAREL ACCESSORIES AND OTHER MANUFACTURING**

KDH Defense Systems, Inc. (Eden)  
 Lions Services, Inc. (Charlotte)  
 Scott Technologies, Inc. (Monroe)  
 L C Industries, Inc. (Durham)  
 Industries of the Blind, Inc. (Winston-Salem)



**NAICS 31310: TEXTILE AND FABRIC FINISHING MILLS**

Burlington Industries, LLC (Greensboro)  
 Coastal Enterprises of Jacksonville, Inc. (Jacksonville)  
 Interstate Narrow Fabrics, Inc. (Haw River)  
 Insect Shield, LLC (Greensboro)  
 Hussco NC, Inc. (Cleveland)



**NAICS 313210: BROADWOVEN FABRIC MILLS**

Burlington Industries, LLC (Greensboro)  
 McComb Industries, LLP (Burlington)  
 Lantal Textiles, Inc. (Rural Hall)  
 Lions Services, Inc. (Kinston)  
 Interstate Narrow Fabrics, Inc. (Haw River)





- SBIR/STTR
- Mentor-Protege Program
- Defense Innovation Unit
- National Security Innovation Network
- Rapid Innovation Fund
- PTACs
- Manufacturing USA
- Cyber Security Resources

## Subcontracting for Small Business

### DoD Prime Contractor Directory

Our fiscal year 2017 *DoD Prime Contractor Directory* identifies large prime contractors that are required to establish subcontracting plans with goals. The list includes company names, prime contract numbers, contract periods of performance, NAICS codes, company points of contact (POCs), POC phone numbers and POC email addresses. You can use this directory to find the contact information of prime contractors for potential subcontracting opportunities. The directory is generated from data contained in Individual Subcontract Reports (ISRs) reported by prime contractors in the Electronic Subcontracting Reporting System (eSRS) and data contained in the Federal Procurement Data System (FPDS).

All contracts with "N/A" listed for periods of performance are Indefinite-Delivery-Indefinite-Quantity (IDIQ) contracts that have task orders with their own periods of performances; the task orders are not listed; only the IDIQ contract.

### USASpending.gov

USASpending.gov includes details about subcontract awards. You can use USASpending.gov to connect subcontract awards to prime contracts and identify prime contractors that are awarding subcontracts in your local

### DoD PRIME CONTRACTORS

- BAE
- CACI
- General Dynamics
- Kirin Builders
- Lockheed Martin
- Northrop Grumman
- SAIC
- Textron

## Berry and Kissell Agreements

### Berry Amendment

The **Berry Amendment** is a U.S. federal law that requires the Department of Defense (DoD) to give preference in procurement to **domestically-produced, manufactured, or home-grown goods, including textiles and clothing**. Enacted in 1941, during World War II, the Berry Amendment aimed to protect and support domestic industries, ensuring a stable and secure supply chain for critical goods needed for national defense.

### Kissell Amendment

The **Kissell Amendment**, introduced in 2009 and requires that **textile and apparel items purchased by the Department of Homeland Security (DHS) for use by the Transportation Security Administration (TSA) be manufactured in the United States**.





Search... GO

# NORTH CAROLINA MILITARY BUSINESS CENTER

**ASSISTED NC BUSINESSES IN WINNING 4,543 CONTRACTS MINIMUM VALUE OF \$17.12 BILLION**

SUPPORT PROVIDED BY FAYETTEVILLE TECHNICAL COMMUNITY COLLEGE

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- EVENTS
- INDUSTRIES
- R&D
- CYBERSECURITY
- SMALL BUSINESS
- FUTURE OPPORTUNITIES
- CONTRACT VEHICLES
- RESOURCES



## UPCOMING EVENTS

- DEFENSE INNOVATION: A HISTORICAL PERSPECTIVE AND LESSONS FOR THE FUTURE (SEPT 15, RESEARCH TRIANGLE PARK)
- SELLING TO THE GOVERNMENT FOR YOUR SMALL BUSINESS PART 1 AND 2 (SEPT 12-13, VIRTUAL)
- DEFENSE CONTRACTOR ACADEMY (SEPTEMBER 28-30, VIRTUAL)
- INTRODUCTION TO FEDERAL CONTRACTING (NOV 1, VIRTUAL)
- EFFECTIVELY PRESENTING YOUR BUSINESS TO THE GOVERNMENT, MILITARY & PRIME CONTRACTORS (NOV 9, VIRTUAL)
- INTRODUCTION TO DEFENSE LOGISTICS AGENCY (DLA) INTERNET BID BOARD SYSTEM (DIBBS) (NOV 15)
- UNDERSTANDING AND UTILIZING MATCHFORCE (NOV 30, VIRTUAL)
- 2023**
- SOUTHEAST REGION FEDERAL CONSTRUCTION, INFRASTRUCTURE & ENVIRONMENTAL SUMMIT (APRIL 12-13, WILMINGTON)
- FEDERAL AND DEFENSE TEXTILE SUMMIT (MAY 23-24, RALEIGH)
- MEDICAL, BIOMEDICAL AND BIODEFENSE: SUPPORT TO THE WARFIGHTER SYMPOSIUM (JUNE 13-14, RTP & CHAPEL HILL)

## ANNOUNCEMENTS

- SBA ADMINISTRATOR GUZMAN, WIPP AMEX ANNOUNCE THE RETURN OF GOVERNMENT CONTRACTING EDUCATION INITIATIVE FOR WOMEN ENTREPRENEURS: CHALLENGER
- FORMER ASTRONAUT RETURNS TO TEACH AT U.S. COAST GUARD ACADEMY, NEW LONDON, CT
- COAST GUARD STATION ELIZABETH CITY SET TO MARK 82ND YEAR (NOW COVERING OVER 800 ACRES)

[SEE MORE ANNOUNCEMENTS »](#)



## CYBERSECURITY REGULATIONS

- CyberNC Informational Portal for Defense Contractors
- Cybersecurity Regulations
- Defense Federal Acquisition Supplement clause 252.204-7012
- What is CMMC?
- Federal Contract Information (FCI) and Controlled Unclassified Information (CUI)

About Us: North Carolina Military Business C...

The North Carolina Military Business Center (NCMBC) is a statewide business development and technology transition entity of the North Carolina Community College System, headquartered at Fayetteville Technical Community College.

The mission of the NCMBC is to leverage military and other federal business opportunities to



[www.NCMBc.us](http://www.NCMBc.us)

[www.MatchForce.org](http://www.MatchForce.org)

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## Getting Ready to Sell to the Federal Government

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This document details the initial steps a firm needs to take to position itself to sell products and/or services to the Federal Government. Each step in the process costs nothing except for your time. Since your time is valuable, note that the process is much easier if you are using a high-speed internet connection and if you can set aside a period when you can work without interruptions.

You may use this document to take you to each website by placing your cursor over each link and clicking on it. All the links are also available on the "Links" page of [www.ncmbc.us](http://www.ncmbc.us). As you complete each step, be sure to record all the numbers and other data you get and keep them in a handy place for future reference!

### CHECKLIST

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- **Unique Entity Identifier (UEI)**  
All entities wishing to do business with the federal government must have a Unique Entity Identifier (UEI). Requesting a UEI takes about 10 minutes and is a free service. Receiving a UEI takes 1–2 business days (under normal circumstances). To see comprehensive instructions and a checklist for entity registration, download the [Entity Registration Checklist](#).  
  
If you do not already have a Commercial and Government Entity (CAGE) code, one will automatically be assigned to you as part of your UEI registration.
- **Identify your product or service by Product and Service Code (PSC)** by selecting the appropriate 4-digit code at <https://www.acquisition.gov/psc-manual>
- **Identify your North American Industry Classification Codes (NAICS)** by running keyword searches at <https://www.census.gov/naics/> You need the full 6-digit numbers. If you sell a product, you should select the NAICS codes for the manufacturer (Sectors 31-33), wholesaler (Sector 42) and retailer (Sectors 44-45) of the product. Remember, you can have more than one code when you register in SAM.gov but you will need to identify your PRIMARY NAICS code.
- **Determine if you qualify as a small business.** There is a separate size standard for each NAICS. Once you know your NAICS, go to <http://www.sba.gov/content/table-small-business->





# MatchForce.org

The screenshot shows an email from the NC Military Business Center. The email body contains the following text:

The North Carolina Military Business Center (NCMBC) is pleased to inform you that one or more of the following newly released federal business opportunities match your business capabilities. This list includes opportunities from agencies and industries that the NCMBC Business Development Team monitors daily. You should also register your business for FREE in [www.MatchForce.org](http://www.MatchForce.org) to receive one email daily for targeted matches to federal opportunities across ALL federal agencies and industries.

Click on the "Opportunity Title" of each listing to view details. The "Type" column indicates whether the government has designated the acquisition for small business or full and open competition (N/A). The NCMBC staff member designated in the "POC" column can provide additional assistance.

Email reduction notice: This consolidated daily email replaces individual emails that the NCMBC previously provided for each staff-monitored opportunity. The NCMBC implemented this system on a trial basis based on client feedback. Please provide additional feedback to [admin@ncmbc.us](mailto:admin@ncmbc.us).

Agency	Opportunity Title	Type	POC	Response Date
<b>Aerospace</b>				
Department of the Air Force	<a href="#">Global Positioning System (GPS) Anti-Jam (AJ)</a>	N/A	Boyce Hayward	January 11, 2019: 4:00 pm EST
	<a href="#">Digital Antenna Electronics (DAE) Interface Standardization</a>	N/A	Boyce Hayward	
	<a href="#">Standardization</a>	N/A	Boyce Hayward	
<b>Construction and Infrastructure</b>				
Department of Veterans Affairs	<a href="#">580-18-324 Upgrade pharmacy USP 800</a>	N/A	Fran Peers Wilby	December 14, 2018
<b>Cyber, Software and Advanced IT Systems</b>				
Department of the Air Force	<a href="#">Cyber/OSINT Collection, Processing, Techniques and Toolsets</a>	NA	Denny Lewis	29 Jan 2019
Department of the Air Force	<a href="#">Fortus 400mc Diamond Maintenance Care</a>	N/A	Boyce Hayward	December 14, 2018: 1:00 pm EST
Department of Health and Human Services	<a href="#">BSE-IRM</a>	NA	Denny Lewis	Dec 21, 2018 10:00 pm Eastern
<b>Hospitality</b>				
DEPARTMENT OF ARMY	<a href="#">Conference Training Room</a>	N/A	DARLEEN STEIN	Dec 13, 2018 11:00 am Eastern

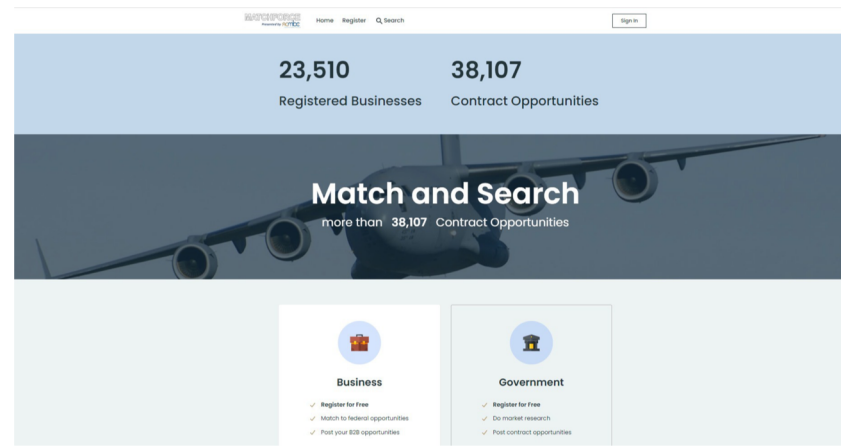
- Daily email from NCMBC HQ
- Contains *screened/matched* federal opportunities from NCMBC HQ.
- Matches are based on your registration in MatchForce.
- Concierge service- no cost.



# MatchForce.org Impact

MatchForce Next Generation Matches:
NC businesses to federal opportunities
Contracting staff to NC businesses
Prime contractors to NC subcontractors

CY2005 - CY2022	Opps distributed: over 2.0 million	Connections: over 400 million
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# Getting Started in the Market

- Get in [MatchForce.org](https://www.MatchForce.org)!

Helpful Terms to ID your business

- **EIN** (Employer ID Number)- issued by IRS
- **UEI** (Unique Entity ID)- assigned by SAM.gov (replaces DUNS)
- **NAICS** (North American Industry Classification System)
- **US Census Bureau- loockup NAICS**
- **PSC** (Product Service Codes)
- Determine if your firm qualifies for small business **“Set Asides”**
- Register in **SAM.gov** (System for Award Management)



# Getting Started in the Market

Register in [System for Award Management](#) (SAM.gov)

- SAM.gov is an official, free website of the U.S. government
  - Register to do federal contracting
  - Check status, update or renew (annually) entity registration
  - Search for entity registration and exclusion records
- [Registration in SAM.gov is mandatory](#) before award of a contract vehicle! SAM Registration results in assignment of [CAGE Code](#), this allows you to get paid!
- SAM Entity Registration Checklist
  - [SAM Entity Registration Checklist](#)



# Top NAICS Codes

FY22 Textiles Top NAICS Codes by Federal Award Amount

NAICS CODES	NAICS DESCRIPTION	CONTRACT TOTAL
315990	APPAREL ACCESSORIES AND OTHER APPAREL MANUFACTURING	\$525,917,267.57
315210	CUT AND SEW APPAREL CONTRACTORS	\$446,341,785.00
314910	TEXTILE BAG AND CANVAS MILLS	\$360,594,167.76
314999	ALL OTHER MISCELLANEOUS TEXTILE PRODUCT MILLS	\$188,352,226.22
315220	MEN'S AND BOYS' CUT AND SEW APPAREL MANUFACTURING	\$160,247,647.53





# Textile (and Furniture) Industry NAICS Codes

NAICS Code	Description	NAICS Code	Description
313110	FIBER, YARN, AND THREAD MILLS	337122	NONUPHOLSTERED WOOD HOUSEHOLD FURNITURE MANUFACTURING
313210	BROADWOVEN FABRIC MILLS	337124	METAL HOUSEHOLD FURNITURE MANUFACTURING
313220	NARROW FABRIC MILLS AND SCHIFFLI MACHINE EMBROIDERY	337125	HOUSEHOLD FURNITURE (EXCEPT WOOD AND UPHOLSTERED) MANUFACTURING
313230	NONWOVEN FABRIC MILLS	337126	HOUSEHOLD FURNITURE (EXCEPT WOOD AND UPHOLSTERED) MANUFACTURING
313240	KNIT FABRIC MILLS	337127	INSTITUTIONAL FURNITURE MANUFACTURING
313310	TEXTILE AND FABRIC FINISHING MILLS	337211	WOOD OFFICE FURNITURE MANUFACTURING
313320	FABRIC COATING MILLS	337212	CUSTOM ARCHITECTURAL WOODWORK AND MILLWORK MANUFACTURING
314110	CARPET AND RUG MILLS	337214	OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING
314120	CURTAIN AND LINEN MILLS	337215	SHOWCASE, PARTITION, SHELVING, AND LOCKER MANUFACTURING
314910	TEXTILE BAG AND CANVAS MILLS	337910	MATTRESS MANUFACTURING
314994	ROPE, CORDAGE, TWINE, TIRE CORD, AND TIRE FABRIC MILLS	337920	BLIND AND SHADE MANUFACTURING
314999	ALL OTHER MISCELLANEOUS TEXTILE PRODUCT MILLS	339113	SURGICAL APPLIANCE AND SUPPLIES MANUFACTURING
315110	HOSIERY AND SOCK MILLS	339920	SPORTING AND ATHLETIC GOODS MANUFACTURING
315120	APPAREL KNITTING MILLS	339993	FASTENER, BUTTON, NEEDLE, AND PIN MANUFACTURING
315190	OTHER APPAREL KNITTING MILLS	339999	ALL OTHER MISCELLANEOUS MANUFACTURING
315210	CUT AND SEW APPAREL CONTRACTORS	442110	FURNITURE STORES
315220	MEN'S AND BOYS' CUT AND SEW APPAREL MANUFACTURING	442299	ALL OTHER HOME FURNISHINGS STORES
315240	WOMEN'S, GIRLS', AND INFANTS' CUT AND SEW APPAREL MANUFACTURING	448110	MEN'S CLOTHING STORES
315250	CUT AND SEW APPAREL MANUFACTURING (EXCEPT CONTRACTORS)	448120	WOMEN'S CLOTHING STORES
315280	OTHER CUT AND SEW APPAREL MANUFACTURING	448130	CHILDREN'S AND INFANTS' CLOTHING STORES
315990	APPAREL ACCESSORIES AND OTHER APPAREL MANUFACTURING	448140	FAMILY CLOTHING STORES
316110	LEATHER AND HIDE TANNING AND FINISHING	448150	CLOTHING ACCESSORIES STORES
316210	FOOTWEAR MANUFACTURING	448190	OTHER CLOTHING STORES
316990	OTHER LEATHER AND ALLIED PRODUCT MANUFACTURING	448210	SHOE STORES
316998	ALL OTHER LEATHER GOOD AND ALLIED PRODUCT MANUFACTURING	448320	LUGGAGE AND LEATHER GOODS STORES
322291	SANITARY PAPER PRODUCT MANUFACTURING	532281	BLIND AND SHADE MANUFACTURING
337110	WOOD KITCHEN CABINET AND COUNTERTOP MANUFACTURING	811430	FOOTWEAR AND LEATHER GOODS REPAIR
337121	UPHOLSTERED HOUSEHOLD FURNITURE MANUFACTURING	812331	LINEN SUPPLY

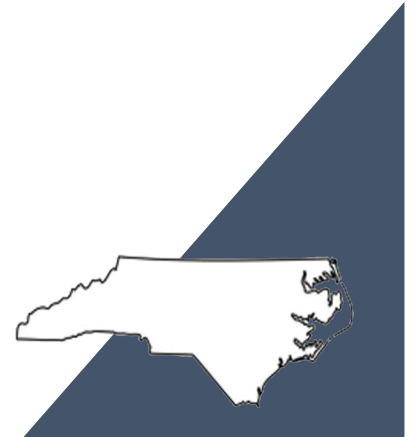




# Getting Started in the Market

## •Identify your Product Service Code

- Identify your Product Service Codes (4 Characters)
- Acquisition.gov Product and Service Code Manual
  - Products: digit in first position
  - Services, R&D: letter in first position





## Top Product Service Codes

FY22 Textiles Top PSC by Federal Award Amount

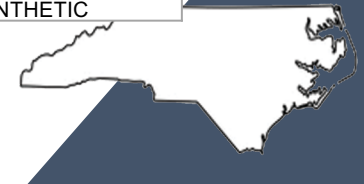
PSC	PSC DESCRIPTION	CONTRACT TOTAL
8415	CLOTHING, SPECIAL PURPOSE	\$719,714,522.14
8470	ARMOR, PERSONAL	\$324,852,362.27
8405	OUTERWEAR, MEN'S	\$230,113,665.59
8340	TENTS AND TARPAULINS	\$145,695,157.89
8305	TEXTILE FABRICS	\$129,763,748.75





## Textile (and Furniture) Industry Product Service Codes (PSCs)

PSC	Description	PSC	Description
4240	SAFETY AND RESCUE EQUIPMENT	8345	FLAGS AND PENNANTS
4720	HOSE AND FLEXIBLE TUBING	8405	OUTERWEAR, MEN'S
6510	SURGICAL DRESSING MATERIALS	8410	OUTERWEAR, WOMEN'S
6530	HOSPITAL FURNITURE, EQUIPMENT, UTENSILS, AND SUPPLIES	8415	CLOTHING, SPECIAL PURPOSE
6532	HOSPITAL AND SURGICAL CLOTHING AND RELATED SPECIAL PURPOSE ITEMS	8420	UNDERWEAR AND NIGHTWEAR, MEN'S
7105	HOUSEHOLD FURNITURE	8425	UNDERWEAR AND NIGHTWEAR, WOMEN'S
7110	OFFICE FURNITURE	8430	FOOTWEAR, MEN'S
7195	MISCELLANEOUS FURNITURE AND FIXTURES	8435	FOOTWEAR, WOMEN'S
7210	HOUSEHOLD FURNISHINGS	8440	HOSIERY, HANDWEAR, AND CLOTHING ACCESSORIES, MEN'S
8105	BAGS AND SACKS	8445	HOSIERY, HANDWEAR, AND CLOTHING ACCESSORIES, WOMEN'S
8305	TEXTILE FABRICS	8450	CHILDREN'S AND INFANTS' APPAREL AND ACCESSORIES
8310	YARN AND THREAD	8455	BADGES AND INSIGNIA
8315	NOTIONS AND APPAREL FINDINGS	8460	LUGGAGE
8320	PADDING AND STUFFING MATERIALS	8465	INDIVIDUAL EQUIPMENT
8325	FUR MATERIALS	8470	ARMOR, PERSONAL
8330	LEATHER	8475	SPECIALIZED FLIGHT CLOTHING AND ACCESSORIES
8335	SHOE FINDINGS AND SOLING MATERIALS	9410	CRUDE GRADES OF PLANT MATERIALS
8340	TENTS AND TARPULINS	9420	FIBERS: VEGETABLE, ANIMAL, AND SYNTHETIC





Official U.S. Government Website  
100% Free

### The Official U.S. Government System for:

**Contract Opportunities**  
(was fbo.gov)

**Contract Data**  
(Reports ONLY from fpds.gov)

**Wage Determinations**  
(was wdol.gov)

**Federal Hierarchy**  
Departments and Subtiers

**Assistance Listings**  
(was cfda.gov)

**Entity Information**  
Entities, Disaster Response Registry, and Exclusions

**Entity Reporting**  
SCR and Bio-Preferred Reporting

**NEW** [Learn More](#)

### Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)

[Check Registration Status](#)

### Already know what you want to find?

Select Domain...

### Announcements

**What do I need to know about validations in SAM.gov?** [🔗](#) Apr 26  
*You will notice that when you start a new registration or update/renew an existing entity registration, SAM.gov asks you to validate your entity name and*

### Have Questions about SAM.gov?

VIDEO TRAINING: [Get a Unique Entity ID \(SAM\)](#)

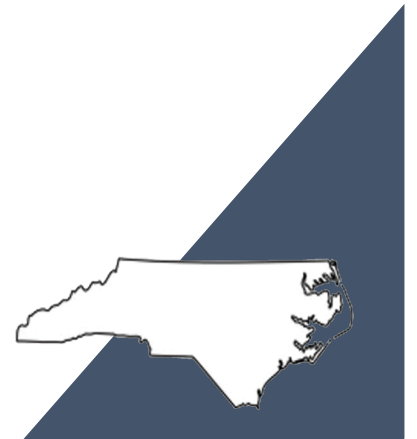


# SAM Contract Opportunity Notices

## Types of Opportunities

### Reference

- [SAM Contract Opportunity Notice Types](#)



## Sources Sought

- A request for information (RFI), or a **solicitation of interest**, from an agency. The RFI may help an agency understand the interests and capabilities of businesses that would submit proposals for a future contract. A sources sought notice may or may not be followed by a solicitation.
- **Very Important to respond**- the government is trying to determine a vendor source



## Pre-Solicitation Notice

- A notice about contract opportunity proposals will open in the future. The notice may ask interested businesses to submit information, which may help the agency determine whether the contract should be reserved for businesses that qualify for certain types of set-asides.
- Very Important to Respond- Gov is trying to shape the requirement.



## Solicitation

- Any request to submit offers or quotations to the Government.
- Solicitations under sealed bid procedures are called “invitations for bids.” Solicitations under negotiated procedures are called “requests for proposals.”
- Solicitations under simplified acquisition procedures may require submission of either a quotation or an offer.
- Watch the “due date” and answer all/only the USG questions!



## Combined Synopsis/Solicitation

- A combination of a synopsis of an opportunity and the solicitation for that opportunity, **used for commercial items** to streamline the acquisition process



## Award

- When a federal agency awards a contract in response to a solicitation, it may choose to upload a notice of the award to allow the public to view which vendor received the awarded contract and the contract amount awarded. Requirements for posting award notices vary based upon the agency and the solicitation.







## Justification

- A contracting office may need to document the contract file regarding the accuracy of a decision and obtain required approvals. Details for the content of a justification are specific to the action being accomplished





## Finding Opportunities and Next Steps “Quick Review”

- Become web-enabled to find contracts
- Learn the basic rules of contracting
- Learn to describe your business and your products/services (UEI, NAICS, CAGE, FSC and PSC codes)
- Develop marketing materials and capabilities statements: in “government speak”
- Follow the checklist on [www.ncmbc.us](http://www.ncmbc.us)!
- Register: [www.MatchForce.org](http://www.MatchForce.org), [SAM.gov](http://SAM.gov)





## Finding Opportunities and Next Steps

### Quick Review- continued

- Certify with any Small Business Administration (SBA) for Contracting Program “Set-Asides”
- **Monitor Opportunities:** SAM.gov, [MatchForce.org](https://www.matchforce.com), etc.
- Respond to opportunities, including.... Sources Sought and Requests for Information
- Network with prime contractors for **subcontract opportunities**
- Leverage free state resources – Join networks/connecting organizations (DANC), NC State IES, use NCMBC/SBTDC/SBA/SBC and attend EVENTS!
- **Play the Long Game!**





🇺🇸 Official U.S. Government Website  
100% Free

### The Official U.S. Government System for:

#### Contract Opportunities

**Contract Data**  
(Reports ONLY from fpds.gov)

#### Wage Determinations

**Federal Hierarchy**  
Departments and Subtiers

#### Assistance Listings

**Entity Information**  
Entities, Disaster Response Registry,  
Exclusions, and Responsibility/  
Qualification (was fapiis.gov)

**Entity Reporting**  
SCR and Bio-Preferred Reporting

### Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

Get Started

Renew Entity

✓ Check Entity Status

### Already know what you want to find?

Select Domain...

e.g. 1606N020Q02



### Announcements

#### Entity Validation Review Time [🔗](#)

Oct 3

Entity validation review time will depend on whether we can make a match from your original document submission, or if we need to request additional documentation. Most entities find a match immediately, but in some cases additional documentation and a manual review is required. The average manual ...

#### Wage Determination Update [🔗](#)

Sep 29

Based on an order issued by the U.S. District Court for the Southern District of Texas on September 26, 2023, the minimum wage requirements of the final rule implementing Executive Order 14026 are not currently being enforced as to

### Have Questions about SAM.gov?

#### VIDEO TRAINING: Get a Unique Entity ID

TOPIC	DESCRIPTION
HOW TO REGISTER YOUR ENTITY	The Unique Entity ID is a 12-character alphanumeric value assigned, managed, and owned by the federal government.
THE UNIQUE ENTITY ID	This Unique Entity ID is a 12-character alphanumeric value assigned, managed, and owned by the federal government.
HOW TO REGISTER YOUR ENTITY	This Unique Entity ID is a 12-character alphanumeric value assigned, managed, and owned by the federal government.
HOW TO REGISTER YOUR ENTITY	This Unique Entity ID is a 12-character alphanumeric value assigned, managed, and owned by the federal government.
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HOW TO REGISTER YOUR ENTITY	This Unique Entity ID is a 12-character alphanumeric value assigned, managed, and owned by the federal government.
HOW TO REGISTER YOUR ENTITY	This Unique Entity ID is a 12-character alphanumeric value assigned, managed, and owned by the federal government.



#### UNIQUE ENTITY ID

- ✓ 12-character alphanumeric value
- ✓ Assigned, managed, and owned by the federal government
- ✓ Validates your organization's legal business name and address

- ⚠️ **SCR Reporting Opens October 5, 2023** Show Details Oct 3, 2023 ✕
- Entity Validation Processing Show Details Oct 3, 2023 ✕

[See All Alerts](#)



[Sign In](#)

[Home](#) [Search](#) [Data Bank](#) [Data Services](#) [Help](#)

Search

**Select Domain** —

**All Domains**

- Contract Opportunities**
- Assistance Listings
- Entity Information
- Federal Hierarchy
- Wage Determinations

**Filter By** —

**Keyword Search**

For more information on how to use our keyword search, visit our [help guide](#) 🔗

Any Words ?

All Words ?

**Select Criteria**

Choose your filters and run your report to begin.

Search All Words e.g. 1606N020Q02 🔍

**Select Domain**  
**Contract Opportunities** +

Filter By -

**Keyword Search**  
For more information on how to use our keyword search, visit our help guide [🔗](#)

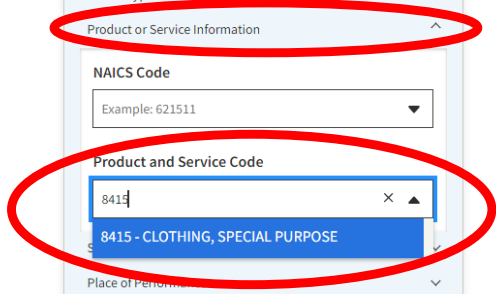
**Simple Search** Search Editor

Any Words ⓘ  
 All Words ⓘ  
 Exact Phrase ⓘ

e.g. W91QVN-17-R-008

Federal Organizations ▾  
Dates ▾  
Notice Type ▾  
**Product or Service Information** ▾  
NAICS Code  
Example: 621511 ▾  
**Product and Service Code**  
8415  
8415 - CLOTHING, SPECIAL PURPOSE  
Place of Performance ▾  
Contract Awardee ▾

← **Select Criteria**  
Choose your filters and run your report to begin.



Search All Words e.g. 1606N020Q02

Select Domain  
**Contract Opportunities**

Filter By

**Keyword Search**  
For more information on how to use our keyword search, visit our help guide

Simple Search Search Editor

Any Words  
 All Words  
 Exact Phrase

e.g. W91QVN-17-R-008

Federal Organizations  
Dates  
Notice Type  
Product or Service Information

**NAICS Code**  
Example: 621511

**Product and Service Code**  
Example: C1LB  
8415 - CLOTHING, SPECIAL PURPOSE

Set Aside  
Place of Performance

Showing 1 - 25 of 49 results

Sort by Updated Date

<b>84--Waterproof Jacket and Pants</b> Notice ID: LibertyE11SWTGJAG0001 This is a combined synopsis/solicitation for commercial items prepared in accordance with the format in FAR Subpart 12.6, as supplemented with additio... Department/Ind.Agency: DEPT OF DEFENSE Subtier: DEPT OF THE ARMY Office: W6QM MICC-FT DRUM Current Date Offers Due: <b>October 13, 2023 at 04:00 PM EDT</b> Notice Type: <b>Original Combined Synopsis/Solicitation</b> Updated Date: <b>Oct 4, 2023</b> Published Date: <b>Oct 4, 2023</b>
<b>GLOVES</b> Notice ID: SPMYM223Q2072 Awardee: Elite Textile Trading LLC Unique Entity ID: EC93G43FBFH9 Department/Ind.Agency: DEPT OF DEFENSE Subtier: DEFENSE LOGISTICS AGENCY (DLA) Office: DLA MARITIME - PUGET SOUND Notice Type: <b>Original Award Notice</b> Updated Date: <b>Oct 3, 2023</b> Published Date: <b>Oct 3, 2023</b>
<b>Marine Corps Tropical Uniform</b> Notice ID: SPE1C124RXXXX ITEM: &nbs ... Department/Ind.Agency: DEPT OF DEFENSE Subtier: DEFENSE LOGISTICS AGENCY (DLA) Office: DLA TROOP SUPPORT Current Response Date: <b>October 11, 2023 at 03:00 PM EDT</b> Notice Type: <b>Original Presolicitation</b> Updated Date: <b>Oct 3, 2023</b> Published Date: <b>Oct 3, 2023</b>
<b>Fuel Handler Glove</b> Notice ID: Fuel-Handler-Glove NOTE: This is a MARKET RESEARCH SURVEY, NOT A REQUEST FOR A BID/PROPOSAL. Current Response Date: <b>October 16, 2023 at 03:00 PM EDT</b>



[Follow](#)

## Marine Corps Tropical Uniform

### Contract Opportunity

- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History
- Award Notices

ACTIVE

Contract Opportunity

Notice ID  
SPE1C124RXXXX

#### Related Notice

Department/Ind. Agency  
DEPT OF DEFENSE  
Sub-tier  
DEFENSE LOGISTICS AGENCY  
Major Command  
TROOP SUPPORT CLOTHING & TEXTILE  
Office  
DLA TROOP SUPPORT

#### Looking for contract opportunity help?



Procurement Technical Assistance Centers (PTACs) are an official government contracting resource for small businesses. [Find your local PTAC](#) for free government expertise related to contract opportunities.

### General Information

Contract Opportunity Type: Presolicitation (Original)  
All Dates/Times are: (UTC-04:00) EASTERN STANDARD TIME, NEW YORK, USA  
Original Published Date: Oct 03, 2023 09:49 am EDT  
Original Response Date: Oct 11, 2023 03:00 pm EDT  
Inactive Policy: Manual  
Original Inactive Date: Nov 11, 2023  
Initiative:

- None



## Classification

Original Set Aside:

Product Service Code: 8415 - CLOTHING, SPECIAL PURPOSE

NAICS Code:

- 315210 - Cut and Sew Apparel Contractors

Place of Performance:

## Description

ITEM: Blouse, Marine Corps Tropical Combat Uniform (MCTCU)

PGCs: 00138

SPEC: MIL-DTL-32686

PATTERN: 21 February 2023

NSNs: 8415-01-680-5157(s);

ITEM: Trouser, Marine Corps Tropical Combat Uniform (MCTCU)

PGCs: 00139

SPEC: MIL-DTL-32688

PATTERN: 21 February 2023

NSNs: 8415-01-680-3218(s);

Item 0001: MCTCU Blouse

Term: 60 months (5 years)

Guaranteed Minimum for the 5 years: 4,000

Annual Estimated Quantity (AEQ): 12,400

Maximum Quantity for the 5 years: 77,500

Item 0001: MCTCU Trouser

Term: 60 months (5 years)

Guaranteed Minimum for the 5 years: 4,000


Annual Estimated Quantity (AEQ): 12,400

Maximum Quantity for the 5 years: 77,500

## Attachments/Links

[Download All Attachments/Links](#)

### Attachments

Document	File Size	Access	Updated Date
 <a href="#">MCTCU Blouse and Trousers Surve y.docx</a>	47 KB	Public	Oct 03, 2023

## Contact Information

### Contracting Office Address

C AND T SUPPLY CHAIN 700 ROBBINS AVENUE  
PHILADELPHIA , PA 19111-5096  
USA


### Primary Point of Contact

Mark McClerman  
[✉ mark.mcclerman@dla.mil](mailto:mark.mcclerman@dla.mil)

### Secondary Point of Contact

Evan Eisenberg  
[✉ Evan.Eisenberg@dla.mil](mailto:Evan.Eisenberg@dla.mil)

## History

 Oct 03, 2023 09:49 am EDT  
Presolicitation (Original)



## Textile Networking/Learning Opportunities

**Plan to Attend! - Federal and Defense Textile Summit, FEDTEX**

**(MAY 14,15 2024 Raleigh, NC, McKimmon Center) See [NCMBC.us](http://NCMBC.us) for details.**

**Defense Contractors Academy -24 Hours of Online Instruction**

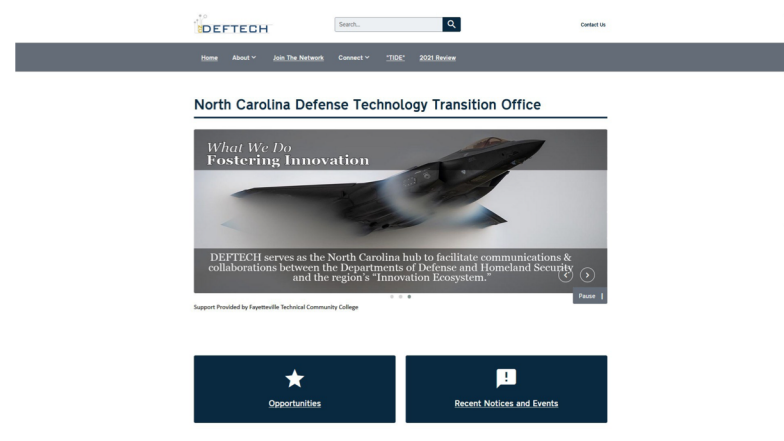
**(NCMBC- watch website ([www.ncmbc.us](http://www.ncmbc.us) for dates) cost: free**



# Do you have Product Innovation that would benefit our Warfighters?

NC DEFTECH wants to hear from you!

<b>Leads State, growing defense innovation</b>
Sources DoD tech needs to ecosystem
Scours state, tech w/defense application
Helps navigate agencies and processes





CY2020 - 2022	Opps distro: 961	Innovation events: 60+	Podcasts: 40+
---------------	------------------	------------------------	---------------

2021: at least 12 winners	2021 Value: over \$10 million
---------------------------	-------------------------------



## Tech Transition (DEFTECH) Team

<p>COL(Ret.) Denny Lewis Director (Chapel Hill) <a href="mailto:lewisd@ncmbc.us">lewisd@ncmbc.us</a></p>	 <small>DENNY LEWIS</small>		
<p>CSM (Ret.) Bob Burton Senior Manager (RAL) <a href="mailto:burtonb@ncmbc.us">burtonb@ncmbc.us</a></p>	 <small>BOB BURTON</small>		



## Contact Information - NCMBC

- Scott Dorney, Executive Director, 910.678.0190, [scott@ncmbc.us](mailto:scott@ncmbc.us)
- Lee Moritz, Textiles and Aerospace team [moritzl@ncmbc.us](mailto:moritzl@ncmbc.us)  
828-327-7000 ext. 4634 or cell 828-850-4331
- Tim Malone, MatchForce Manager, 910.678.0191, [malonet@ncmbc.us](mailto:malonet@ncmbc.us)





## Finding Opportunities and Next Steps “References”

- [NCMBC](#)
- [MatchForce](#)
- [SAM.gov](#)
- [SBA Federal Contracting Guide](#)
- [Federal Procurement Data System](#)
- [USASpending.gov](#)
- Thank you for this Opportunity!

