

FORT BRAGG AND POPE AIR FORCE BASE

BRAC REGIONAL TASK FORCE

COMMUNITY PLANNING FOR BRAC IMPLEMENTATION

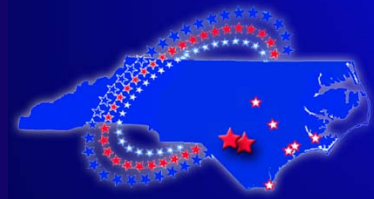


BG Paul Dordal, USAF (ret)

**Defense & Homeland Security Sectors
Business Opportunities**

June 30, 2011

Success Stories



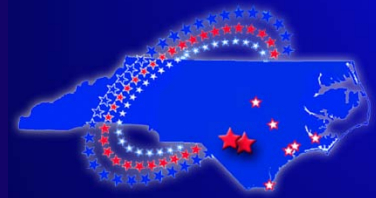
The Logistics Company: Larry Walsh, Gen Dan McNeil
More than \$20 million in business and 90+ employees

RLM Communications: Randy Moore. Featured as one of the “2010 Fast 50 Companies” by Washington Technology.
More than \$20 million in business and 90+ employees

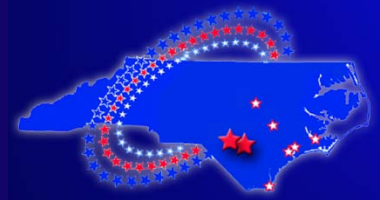
Futures, Inc. Geoff Cramer. Started in 2006. 18 employees:
PipelineNC.com; US MilitaryPipeline.com; US Veterans Pipeline.com.

Working with JPMC, WH and NAM on connecting veterans with jobs.

Economic Engine & Opportunities



- Fort Bragg is the largest Army post in the country
 - Growing to more than 75,000 soldiers and employees
 - U.S. Army Forces Command and Army Reserve Command Headquarters is transferring from Atlanta
- How do Entrepreneurs maximize the regional benefits of this economic catalyst?
- The proposed DOD budget for 2012 is over \$650 billion





A Strategy to Grow the Fort Bragg Region's Defense & Homeland Security Economy

January, 2010

FINAL REPORT

Introduction and Executive Summary



The Economic Impact of BRAC on the 11 Member Counties: *Bridging the Gap for Economically Disadvantaged Populations*



Fayetteville State University (FSU)
University of North Carolina at Pembroke (UNCP)



Mr. Floyd Shorter, PI
Dr. Assad Tavakoli, Co-PI
Dr. Pamela Jackson, Project Manager

Research Team: Inder Nijhawan, Ph.D., Akbar Aghajanian, Ph.D., Jack Spillan, Ph.D.

January 2010

Planning and Implementation: (Defense Cluster Analysis)



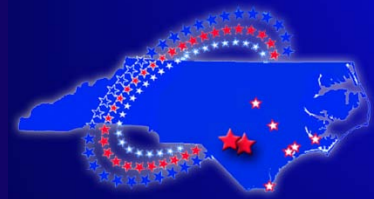
Defense and Homeland Security Cluster Study

- Regional asset mapping, resource inventory, and gap analysis plus strategies to grow the D&HS economy
- Led to PipelineNC.com; NC Defense Business Association; New courses and programs at regional colleges

FSU/UNC-P Study

- Analyzed regional and county level impacts of BRAC on the economically disadvantaged and strategic recommendations to help close gaps
- Led to 'Lifelong Learning and Literacy' campaign with four WDBs and 'Energizing Entrepreneurism' initiatives with NC Rural Center

ID Cluster Target Industries



REGIONAL INDUSTRY METRICS

Historical/Projected
Employment Growth

Geographical Industry
Concentrations

Historical/Projected
Wages

FUTURE OPPORTUNITIES

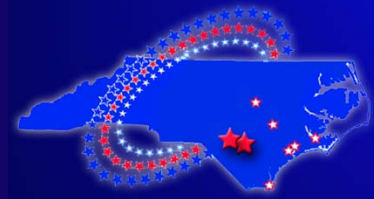
Emerging
Technologies

FORSCOM/USARC
Contracting

Which
industries
support a
D&HS
cluster?



Emerging Growth Industries



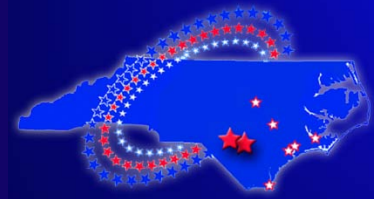
■ Professional/Technical Services

- Consulting services (Management/Technical/Process/Logistics)
- Computer systems design/Custom Computer Services (e.g. Training and simulation)
- Management training
- Research and development

■ Manufacturing and Repair of Mobile Devices and Battlefield Vehicles

- Electronic and precision equipment repair and maintenance
- Navigational, measuring, electro-medical, and control Instruments manufacturing
- Motor and generator manufacturing

Emerging Growth Industries



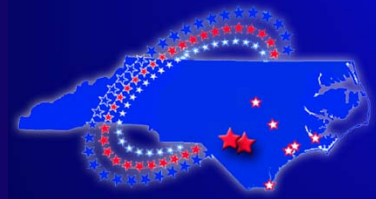
■ Infrastructure

- Construction and skilled trades; warehouses and storage space
- Access Control: biometrics, facility, system and network access
- Information Security: sensitive and secure information and infrastructure, encryption for storage and transmission

■ Battlefield Technologies

- Sensors and unmanned vehicles: information gathering/task execution
- Command, control, communications, computers, intelligence, surveillance and reconnaissance (C4ISR)
- Personal protection: physical protection with smart capabilities, monitoring and freedom of movement
- Performance enhancement: mental and physical stamina
- Energy: more efficient and renewable sources; less size and weight

Conduct Occupational Analysis



- Targeted industry occupation needs
- FORSCOM/USARC Contractors
 - Education, training, and distance learning
 - IT services
 - Administrative services
 - Logistics
 - Management/consulting/strategic planning services
 - Operation and maintenance services

BRAC Workforce Impact



Top High-Skill/High-Wage Jobs for Fort Bragg Region (By 2016)

■ Network Systems and Data Communications Analysts	360	
■ Network and Computer Systems Administrators	186	
■ Computer Systems Analysts	130	Information Technology
■ Computer Software Engineers, Systems Software	376	
■ Computer Software Engineers, Applications	491	
■ <u>Computer and Information Systems Managers</u>	123	
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■ Dental Hygienists	213	
■ Physician Assistants	149	
■ Pharmacists	190	
■ Physical Therapists	165	Health Sciences
■ Physicians and Surgeons	556	
■ Registered Nurses	1,953	
■ <u>Medical Scientist</u>	112	

BRAC Workforce Impact



Top High-Skill/High-Wage Jobs for Fort Bragg Region (By 2016)

■ Human Resources, Training and Labor Rel Specialist	237	
■ Accountants and Auditors	606	
■ Management Analysts	509	Business, Management
■ Business Operations Specialists, All Other varies	602	and Administrative
■ Sales Managers	191	
■ General and Operations Management	772	
■ <u>Medical and Health Services Managers</u>	169	
■ Education Administrators, Post-Secondary	155	
■ Directors, Religious Activities and Education	221	Other
■ Lawyer	416	
■ Self-Enrichment Education Teachers	265	

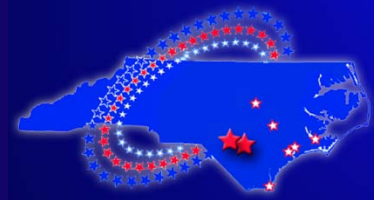
BRAC Workforce Impact



Other Top Total Growth Occupations for Bragg Region (By 2016)

■ Home Health Aides	6,038
■ Retail Salespeople	2,138
■ Personal and Home Care Aides	1,736
■ Child Care Workers	1,711
■ Food Preparation and Serving	1,508
■ Janitors and Cleaners	1,447
■ Preschool Teachers	1,032
■ Teacher Assistants	1,032
■ Nurses Aides, Orderlies and Attendants	854
■ Elementary School Teachers	853

Educational Analysis: Program Gaps



- Inadequate specialization within bus. programs
 - Purchasing
 - Procurement and acquisitions
 - Contracts management

- Inadequate specialization within comp sci prgms
 - Artificial intelligence and robotics
 - Computer and information systems security

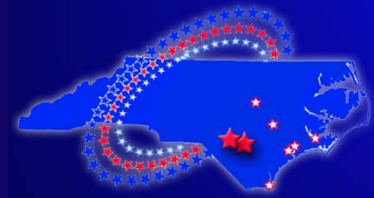
Note: These present education and training services provision opportunities

R & D Analysis: Gaps

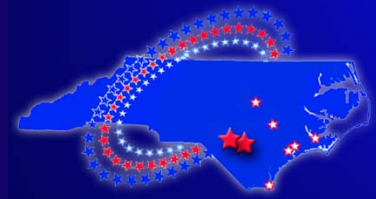


- R & D infrastructure is weak across region
 - Biometrics
 - Security
 - Power & Energy
 - Information Security
 - Battlefield Technology
- The Army Research Office (ARO) in RTP is willing to assist entrepreneurs

Suggestions for Entrepreneurs



- Know what your market is and how your product or services meet a market need (this includes military contracting)
- Understand the Federal Procurement Process, Contract Types and Opportunities
 - 8a; Set asides; Teaming Agreements
- Avail yourself of assistance from multiple sources:
 - NCMBA, SBA, SBTDC, PTAC, PDI, ARO
 - NCDDBA, Chambers of Commerce



Questions?