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March 12, 2021

Senator Delores G. Kelly, Chair  
Senator Brian J. Feldman, Vice Chair  
Finance Committee

Senator Guy Guzzone, Chair  
Senator Jim Rosapepe, Vice Chair  
Budget and Taxation Committee

### Senate Bill 902 Endorsement

Sincerely, My name is Chuck Faughnan, and I am the former CEO at Bridges, Inc, An Applied Insight Company. I urge you to support Senate Bill 902 to establish the Cyber Workforce Program in the Partnership for Workforce Quality Program. The Cyber Workforce Program will leverage existing infrastructure in the Department of Commerce and will build on current educational programs and workforce training assets in the state. Utilizing federally awarded workforce development funds to create the Cyber Workforce Grant Fund, this Bill will provide the necessary resources to support the urgent and growing cybersecurity needs across Maryland. Fundamentally, SB 902 creates the framework for industry-driven input and collaboration in the development and execution of Maryland's workforce development strategy.

On any given day, there are more than 22,000 unfilled cybersecurity jobs in Maryland, and this doesn't include cyber positions embedded in other industries. These vacancies create security vulnerabilities in our critical infrastructure and essential services, but we don't have applicant pools with the right skills to fill our open positions. There are many programs funded by grants to train cyber skills, however, those programs are not linked directly to open jobs at companies where the skills trained fit the job requirements and people are put to work. Employers don't have good access to people that have great potential, but no exposure to the opportunities in the cyber industry because of their socio-economic conditions. And finally, many of the training and grant programs have significant administrative requirements that small employers don't have the resources to navigate to create a successful hiring program from these sources.

By supporting and investing in this Bill and the Cyber Workforce Program, you will train Marylanders for good paying jobs with high growth potential. The Cyber Workforce Program will put socio-economically disadvantaged candidates into high paying cyber jobs by creating linkages between these training programs and employers. Specifically, the program will catalog available programs, create best practices for how employers can use the programs to hire from non-traditional labor pools enhancing diversity, identify employers that would benefit from the programs, and helping those employers navigate the administrative requirements and put people to work. Success for this program can be measured by how many people are actually put to work in high paying cyber and information technology jobs in Maryland. Simply put, Senate Bill 902 can put people to work and be the economic driver we need, especially as Maryland recovers from the coronavirus pandemic.

I hope I can count on you to support this critical legislation.

Thank You,

Bridges, Inc.

A handwritten signature in black ink, appearing to read "Charles Faughnan III".

By: \_\_\_\_\_

Name: Charles Faughnan III

Title: CEO Emeritus, CAMI Board Member