

SB801_MACC_Phillips.pdf

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Position: FAV

Senate Finance Committee

Testimony by Dr. Brad Phillips, Executive Director

March 7, 2023

SB 801 – Economic Development – Cybersecurity – Cyber Maryland Program

POSITION: Support

On behalf of the Maryland Association of Community Colleges (MACC), representing Maryland's 16 community colleges, we offer our support for this legislation and thank Senator Hester for introducing this important bill. Our colleges provide the largest opportunity for students to earn entry level certifications and licensures in cybersecurity to address a growing and increasingly challenging array of online attacks.

There are over 25,000 open cybersecurity positions unfilled in Maryland. Cybersecurity impacts every aspect of Maryland's economy and too often, there is not the necessary alignment with what the cybercommunity community needs and what workforce development opportunities exist. More strategic attention needs to be given to align the cyberthreats of today and the future with what our students need to be employed. Also, too often students who are trained in the necessary skills needed are not hired because HR and personnel departments are not aligned with what the industry wants as well, making it even more challenging to fill the enormous number of vacancies in cybersecurity. Fourteen of our colleges make up the Cyber- Technology Pathways Across Maryland (CPAM) Consortium, focused on training adult learners, including women and other underrepresented groups in the field of cybersecurity, and connecting them with employers.

Our students are key to developing the cybersecurity workforce. Our students are diverse and over 90 percent stay and work in their communities once they have earned their credential. Also key to growing the cyber workforce is entry level employees, who often earn their licensure or certificate at a community college in Maryland and become life-long learners and continue to enroll and grow their skills as they advance within the field. Many even already have four-year degrees but given the nature of cybersecurity, must continue to enroll and learn new skills at our colleges. Our students are often underutilized and are eager to participate in growing Maryland's economy. This bill will align our States cybersecurity needs by establishing a framework that will bring into line business and industry with training and the workforce.

MACC requests a favorable report on Senate Bill 801.

SB0801 -- Economic Development - Cybersecurity - C

Uploaded by: Brian Levine

Position: FAV



Senate Bill 801 -- *Economic Development - Cybersecurity - Cyber Maryland Program*
Senate Finance Committee
March 7, 2023
Support

The Montgomery County Chamber of Commerce (MCCC), the voice of business in Metro Maryland, supports Senate Bill 801 -- *Economic Development - Cybersecurity - Cyber Maryland Program*.

Senate Bill 801 establishes the Cyber Maryland Program with the purpose of increasing and building an advanced cybersecurity workforce.

The cybersecurity industry in Maryland has the potential to be the global leader. Maryland's proximity to military, government, and cybersecurity-focused federal agencies and assets is unrivaled. This is why Maryland's policymakers and economic development leaders have made cybersecurity a targeted growth industry sector. The impact on the State's workforce has immense potential, and some of it is already being realized.

The primary challenge, however, for continued growth of this industry is training and retaining a cybersecurity workforce that can keep up with the demands of a growing industry. Senate Bill 801 is an important step to address cybersecurity's workforce challenges and advance Maryland forward.

For these reasons, the Montgomery County Chamber supports Senate Bill 801 and requests a favorable report.

The Montgomery County Chamber of Commerce, on behalf of our nearly 500 members, advocates for growth in business opportunities, strategic investment in infrastructure, and balanced tax reform to advance Metro Maryland as a regional, national, and global location for business success. Established in 1959, MCCC is an independent non-profit membership organization and a proud Montgomery County Green Certified Business.

*Brian Levine | Vice President of Government Affairs
Montgomery County Chamber of Commerce
51 Monroe Street | Suite 1800
Rockville, Maryland 20850
301-738-0015 | www.mcccmd.com*

FINAL BCR Testimony for SB 801 2023.pdf

Uploaded by: bruce spector

Position: FAV

Testimony for SB 801 (final)

Good afternoon, Madame Chair, Mr. Vice-Chairman, and members of the Senate Finance Committee.

My name is Bruce Spector and I am the Chairman of the Board of Baltimore Cyber LLC, a Baltimore based business that is dedicated to training cybersecurity professionals. I am also a current member of the board of directors and the legislative committee co - Chairman of the Cybersecurity Association of Maryland.

I would like to start by commending Sen. Hester for sponsoring SB 801. On behalf of CAMI and the cybersecurity industry, we sincerely appreciate your dedication and foresight in recognizing this very important issue.

It seems like every week, the newspaper headlines remind us of the very real threat from criminal enterprises and advanced state threat actors from

ransomware, denial of service attacks, data theft and other attacks against our critical infrastructure.

We are long past the point in time where we can speculate “if” there is a cyberattack impacting the citizens of Maryland, we must now accept this as more of a “when” we are attacked.

Its happened repeatedly in our own state- the Maryland Department of Health, Baltimore City, Baltimore County Schools, Washington County government.

As part of the EARN grant program ,which is a very successful, nationally recognized , State of Maryland workforce development program co-sponsored by Senator Klausmeier and administered by the Maryland Department of Labor , Baltimore Cyber has been doing our part to train cybersecurity professionals to join the front line ranks protecting our state and nation from these costly attacks.

We are also in the process of assisting the Maryland Department of Information Technology with training

and upskilling existing state employees to improve the state's cyber posture.

A number of workforce studies have indicated that there are 23,000 unfilled job openings in the cybersecurity field in Maryland right now.

I can personally attest to the number of open reqs with many of the U. S. defense and Intelligence companies that I personally work with. We are aggressively seeking employees right now. It is particularly important to note that these are not jobs that need to be created, they are in fact jobs that currently need to be filled. Maryland companies engaged in cybersecurity need to hire more people, do more work, and contribute more to the economy but the lack of manpower is holding us back.

Over the past 5 years, as a Maryland Department of Labor EARN Grantee we have trained 1000 unemployed or under employed Marylanders in entry level cyber security positions, and were able to place over 90 percent of these trainees in full time positions in the Maryland cybersecurity ecosystem. It should be noted that not only were these

Marylanders unemployed or underemployed, but they are now earning on average well over \$90,000 per year, plus benefits working in Cybersecurity.

I also want to point out some important statistics about diversity in my testimony. 70% of our trainees are people of color and 50% are women. This not only speaks to our focus, but illustrates demographic issues with diversity as it relates to unemployment in Maryland.

We are committed at Baltimore Cyber to doing our part to diversify this field.

SB 801 recognizes the need to develop an ecosystem in Maryland that will encourage training and coordinate with employers, higher ed, public and private entities like Baltimore Cyber who can get this done.

This legislation creates a very necessary public private partnership to help coordinate with employers and trainers to more efficiently align the training to the current up to the moment, real-time, needs of the employers.

I can assure you if we better align this training to the most current employer requirements, these unfilled jobs will be filled with your constituents. The need to vocationally prepare our workforce in cybersecurity skills is critically important to our economy and more importantly critical to our public safety and must be understood by our political leadership.

Recent policy initiatives from the White House and Department of Defense have recognized that vulnerable critical infrastructure like defense, government, health care, and manufacturing sectors must upgrade their defenses. Technology will be a part of this, but people are the key to a successful implementation.

The human factor is the most important factor in maintaining a strong defense. This will present an opportunity for jobs and for the economy if we meet the training challenge .

Due in large part to our strategic location, we are the home to a large number of national cyber

Security assets and its associated industry assets. This makes Maryland one of the largest cyber ecosystems in the world and by all reasonable accounts the most influential. With the National Security Agency, U.S. Cyber command headquarters and NIST/NICE within our borders most if not all cybersecurity policy is crafted and implemented right here in Maryland.

The state of Maryland benefits heavily from this concentration of jobs and companies, but we should not take our location for granted.

If we cannot provide the workforce to fuel these job needs, the jobs will gravitate to other parts of the country .

It is important to note that other states like Ohio, Florida, Massachusetts, and Georgia are ahead of this in developing and encouraging this talent base so we have some catching up to do.

With that I would respectfully request a favorable report on this legislation and thank you for your

attention today. I would be happy to answer any questions you might have.

SB801 Christy Wyskiel- Support.pdf

Uploaded by: Christy Wyskiel

Position: FAV

TO: The Honorable Melony Griffith, Chair
Senate Finance Committee

FROM: Christy Wyskiel

DATE: March 7, 2023

RE: SB 801 – Cyber Maryland Workforce

Johns Hopkins University and Medicine urges a favorable report on **SB 801 – Cyber Maryland Workforce**.

We are enthusiastic about leveraging the state's strong cybersecurity industry to create more diverse, family advancing jobs in this rapidly growing area. We are a state of strong assets, but we lack an overarching strategy to build critical mass and jobs of the future.

Maryland's cybersecurity industry, both private and public, suffers from a chronic shortage of skilled cybersecurity professionals, with over 25,000 open cybersecurity positions in the State. This shortage of professionals hinders the growth of the State's cybersecurity industry and inhibits opportunities for future growth for existing and potential employers. If we want to attract more companies and jobs, we should create a pipeline of diverse candidates to fill these jobs.

SB801 is the first step in addressing this issue. **SB801** creates the Cyber Maryland Program at TEDCO and establishes a Cyber Maryland Board that can work with employers, entrepreneurs, and skills programs to attract and retain talent in the state in his critical industry.

The strategic plan will inform the alignment of existing cyber training programs and potential new ones with the cybersecurity industry needs. This alignment of training programs with industry needs is necessary to address the shortage of skilled workers; it also works to ensure that the State's investment in workforce development matches the industry's needs.

I support this work from the vantage of the local technology pipeline: at Johns Hopkins Technology Ventures, we support innovators who build investible companies based on academic discovery. In this regional hotbed of academic innovation (which includes the University of Maryland, among others), Johns Hopkins alone is producing over 10 startup companies a year. In order to grow locally and produce jobs, our state must have appropriate infrastructure, and a trained, skilled workforce is a critical component.

Our track record at Johns Hopkins Technology Ventures shows that smart, targeted investments in innovation can yield real economic results. JHU invested \$70 million to build robust innovation infrastructure from 2014-2019, focused on the resources that early-stage technology start-ups need; this investment has resulted in the flow of over \$2B in venture capital into Maryland-based startups and the creation of approximately 1,500 Maryland jobs since 2014.

Government and Community Affairs

One of our recent success stories can illustrate this opportunity. Protenus is a cybersecurity company that protects sensitive medical records for health systems. Protenus built its company in downtown Baltimore now has customers across the county. Protenus would like to continue to grow in Maryland, as would other companies emerging from Johns Hopkins and its peer anchor institutions. Failure to act will jeopardize our retention of such companies.

Maryland must demonstrate its commitment to leading in tech and innovation. A bold and sustained strategy, backed by investment, is needed to ensure Maryland's economic competitiveness. The bill includes supporting workforce development efforts to train our State's residents for the jobs of the future. For the State to develop as a true innovation ecosystem in a high growth area like cybersecurity, the support that companies need to sustain and grow must be available here. Therefore, we urge a favorable report on **Senate Bill 801** to give those companies the tools they need to do so.

Christy Wyskiel

Senior Advisor to the President, Johns Hopkins University for Innovation & Entrepreneurship
Executive Director, Johns Hopkins Technology Ventures

SB801 Hester Testimony.pptx (2).pdf

Uploaded by: Katie Fry Hester

Position: FAV



**Testimony in Support of SB801:
Cyber Maryland**

March 7, 2023

Senator Katie Fry Hester
Legislative District 09
Howard and Montgomery Counties

Chair, Joint Committee on Cybersecurity,
Information Technology, and
Biotechnology

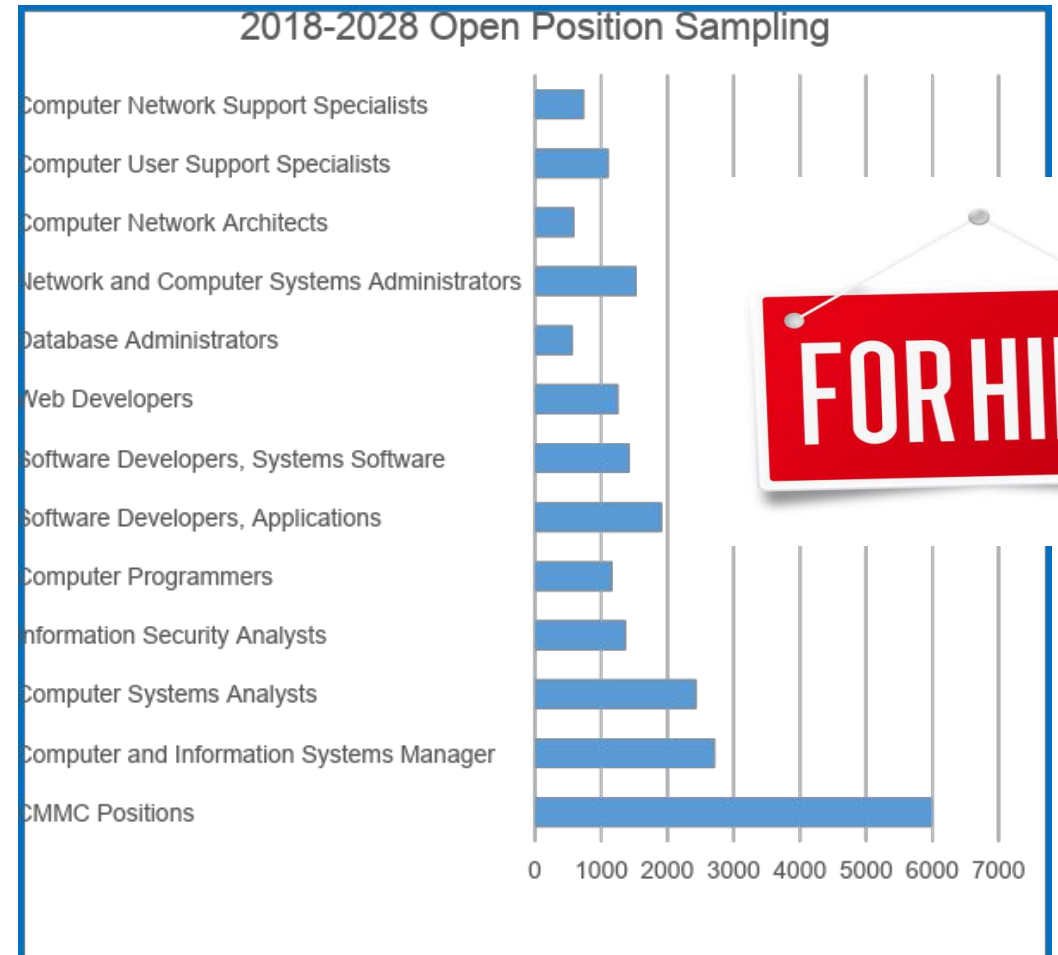
MD Cybersecurity Ecosystem

- Maryland has an amazing ecosystem of cybersecurity assets: Fort Meade, NSA, NIST, etc.
- DoD and the contractors that support DoD represent a huge number of employers.
- Filling these jobs secures MD's place as #1 in the world.



~20,000 unfilled cyber jobs haunt MD

- In Maryland, the need for cybersecurity workers has increased from ~7,500 in 2017 to ~20,000 in 2022.
- DoL Workforce Projections identify – 18,657 unfilled Cyber / IT positions (*Exclusive of CMMC requirements for 6,000 practitioners*)
- In 2022, nationwide the number of unfilled Cyber / IT positions exceeded 1.8M



We can increase workforce by over 50% by filling open jobs over the next 2 years.

Maryland

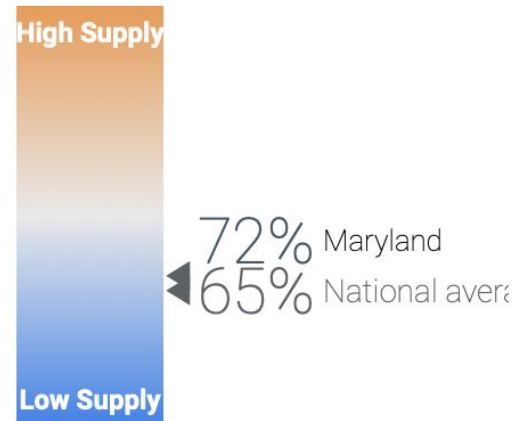
TOTAL CYBERSECURITY JOB OPENINGS ⓘ

24,612

TOTAL EMPLOYED CYBERSECURITY WORKFORCE ⓘ

46,422

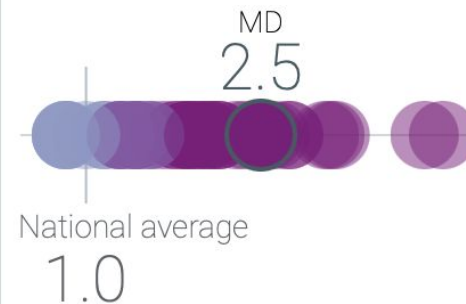
SUPPLY/DEMAND RATIO ⓘ



GEOGRAPHIC CONCENTRATION ⓘ

Very High

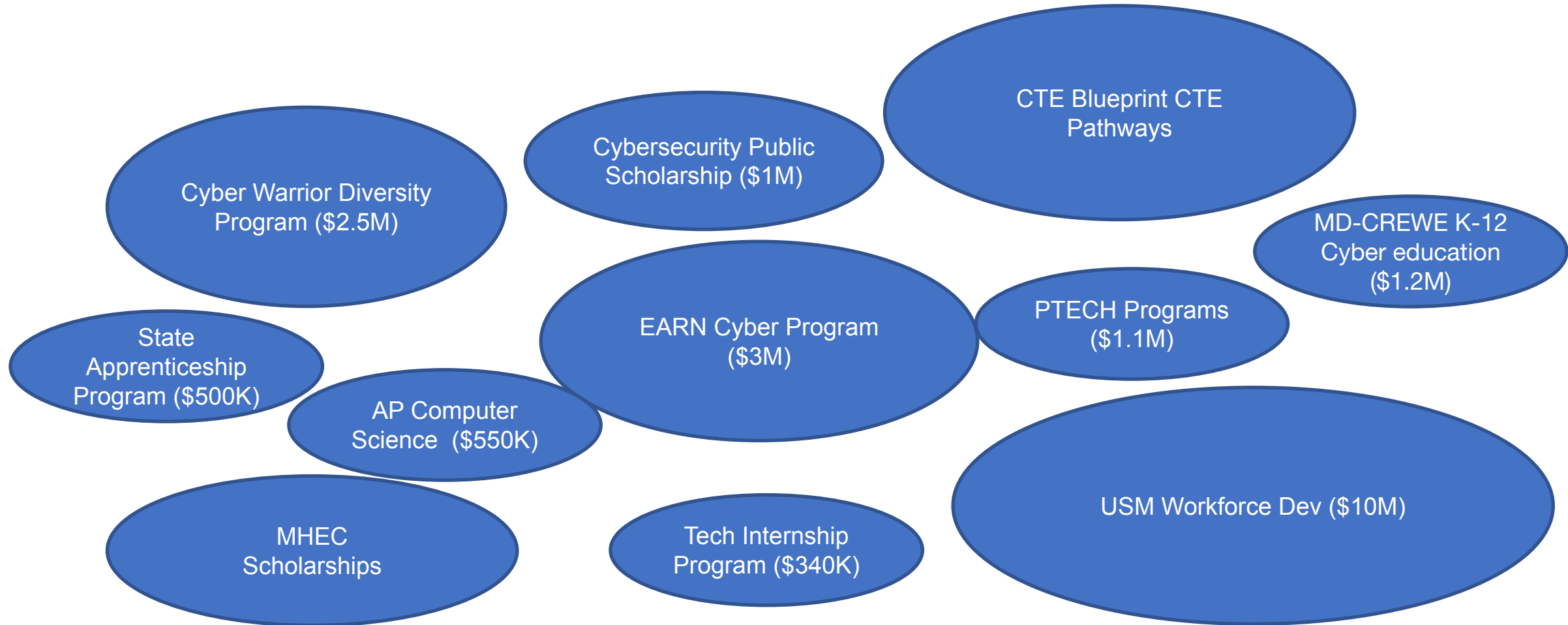
LOCATION QUOTIENT



TOP CYBERSECURITY JOB TITLES ⓘ

- Systems Engineer
- Software Developer
- Cybersecurity Manager
- Cybersecurity Analyst
- Network Engineer
- Systems Administrator
- Cybersecurity Consultant
- Penetration & Vulnerability Tester
- Cybersecurity Specialist

We are ALREADY investing millions...



Georgia Cyber Center

The Evolving Ecosystem

ACADEMIA

GOVERNMENT – PRIVATE INDUSTRY

STATE

FEDERAL – LOCAL

RESEARCH & DEVELOPMENT

TRAINING – OPERATIONS

EDUCATION

TRAINING – EXPERIENCE

**= Economic Development
& National Security**

- **Catalyst:** U.S. Army Cyber Center of Excellence
- **Structure:** Augusta University, dotted line to Georgia Tech Authority
- **Scope:** Workforce, operations, R&D
- **Funding:** \$100 million

Cyber Florida

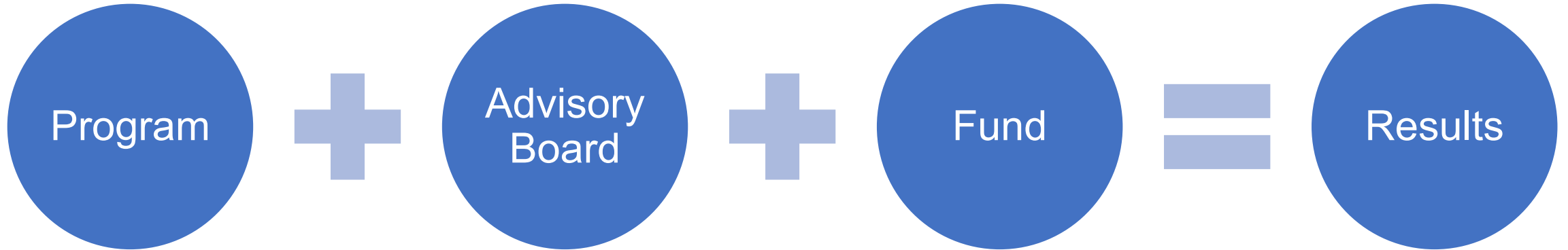


- Under University of Southern Florida
- Goals:
 - **Education:** Increase the number of cybersecurity professionals
 - **Research:** Contribute to state-of-the-art cyber research
 - **Engagement:** Make Florida the most “cyber secure” state
- \$16M annually + \$20M grant for cyber education/workforce development
- Have grant administering authority <https://cyberflorida.org/pathways/>
- Engage K-12 schools: [Cyber Citizenship Education](#)
 - [List of speakers who will come to k-12 schools/universities](#)
 - [Variety of summer camps](#)

Cyber Maryland

- Fast-track economic mobility through an equitable and inclusive process
- Fill 20,000+ jobs in the next 3 years
- Cultivate the most advanced / diverse state and local IT workforce in the nation
- Inform cybersecurity training and education programs through industry-driven needs
- Leverage existing \$20M state investment + Blueprint
- Secure Maryland's lead in a global competition for talent

Senate Bill 801



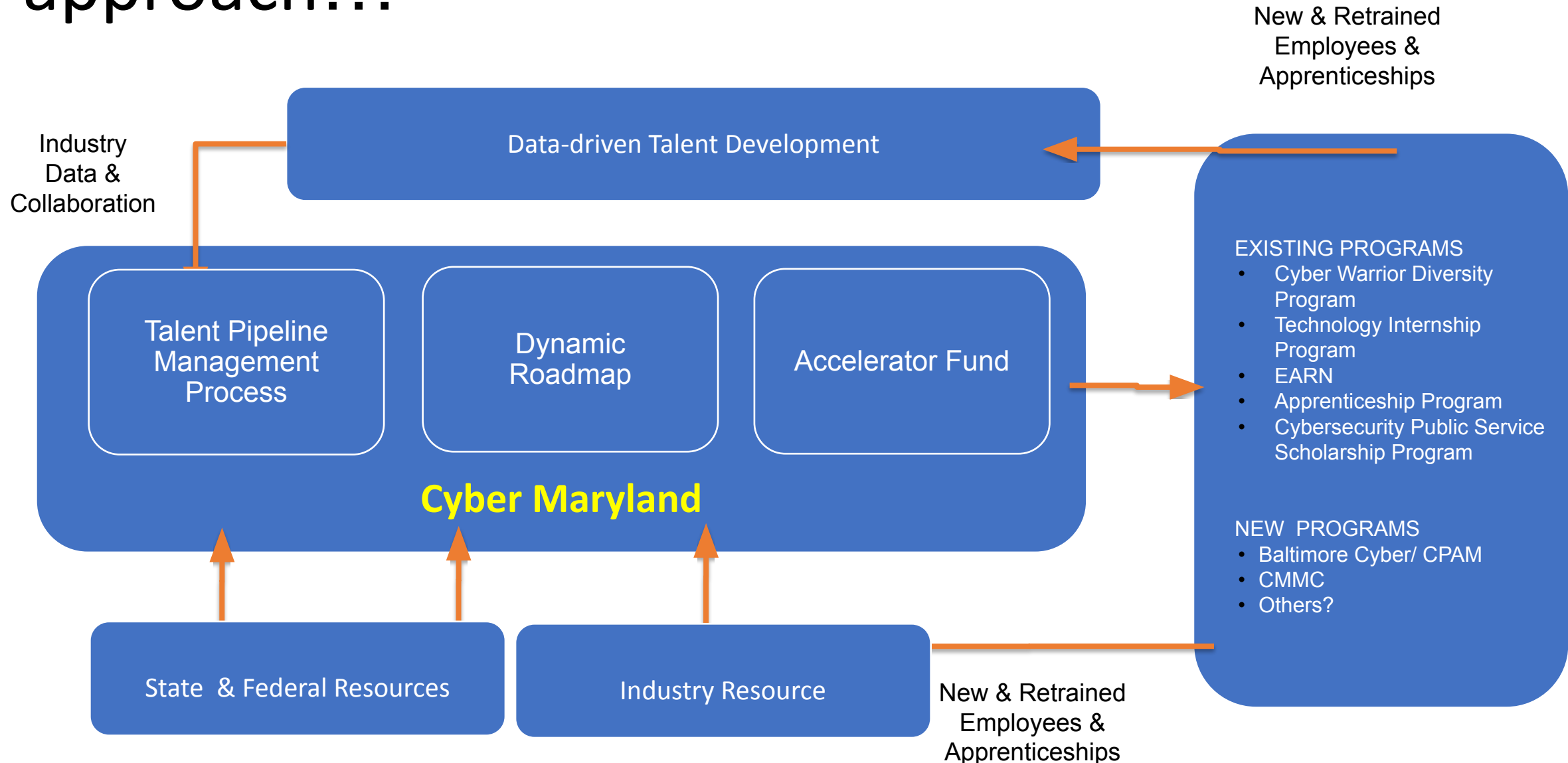
- Analyze real-time industry data to improve existing workforce programs
- Develop cybersecurity workforce roadmap
- Coordinate and accelerate cybersecurity innovation
- Facilitate new programs to meet workforce demand
- Administer the CWA Fund

- Members include: state agencies, universities, private and nonprofit sector
- Provide input on CyberMD strategy & assist Executive Director
- Oversee CyberMD Fund
- Assist with stakeholder workforce engagement

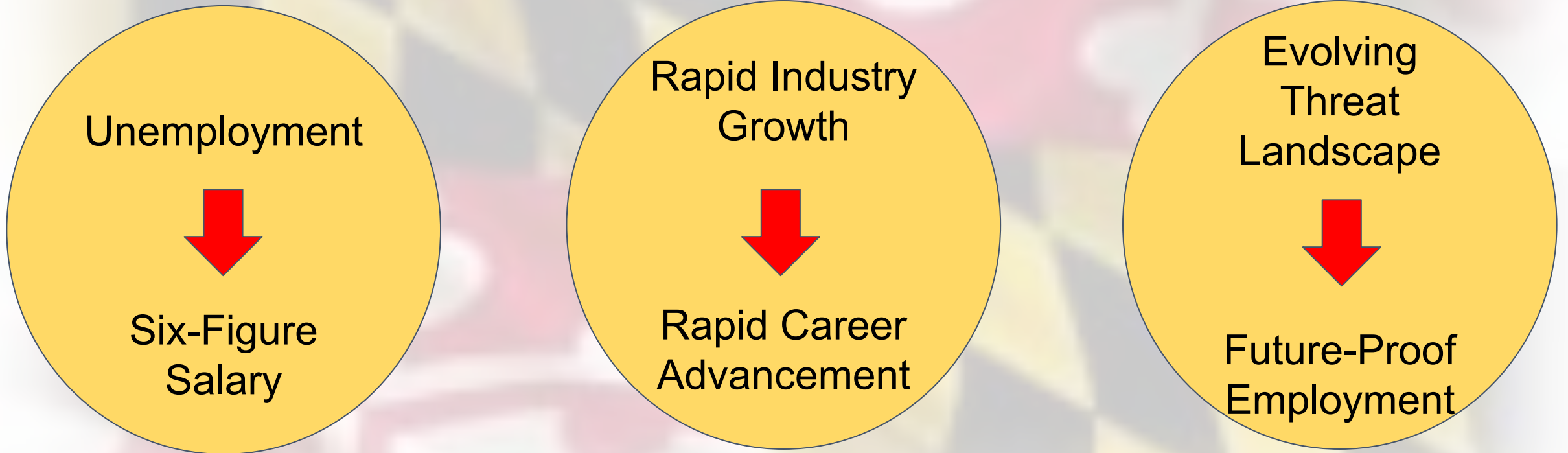
- \$ for cybersecurity workforce development
- Executive Director & Administrator

- 20,000+ job-ready individuals by 2026
- Build the most advanced state and local IT workforce in the nation
- Serve as a one-stop shop for employers seeking to leverage cyber workforce development programs
- Accelerate cybersecurity workforce with industry needs

Integrates ecosystem data in a proven approach...



A career in cybersecurity can change lives



(NCF) SB801.HB1189 (SUPPORT) Session 2023.pdf

Uploaded by: Laura Nelson

Position: FAV



Senator Melony Griffith *Chair*
Senate Finance Committee
3 East
Miller Senate Office Building
Annapolis, Maryland 21401

Re: *Senate Bill 801/ HB1189: Economic Development - Cybersecurity - Cyber Maryland Program- SUPPORT*

March 7, 2023

Dear Chairwoman Griffith and members of the Senate Finance Committee:

As President & Chief Executive Officer of the National Cryptologic Foundation (NCF) and member of the Maryland Cybersecurity Council on the Workforce Development Sub-committee, I write this letter in support of Senate Bill 801/HB1189, entitled: “*Economic Development - Cybersecurity - Cyber Maryland Program.*”

NCF’s mission is to strengthen trust in the digital ecosystem to ensure democracy and freedom. We educate and engage our citizens to be cyber smart individuals and develop pathways for our future cyber workforce and engage and convene partners to address emerging cyber issues. Our efforts help reduce cyber workforce deficits and current skills shortfalls, thereby promoting cyber professions as a fulfilling career choice.

The establishment of the Cyber Maryland Program contained in this legislation will support the state’s campaign to increase the cybersecurity workforce and aggressively reduce workforce vacancies in the next three (3) years. As written, the purpose of the Cyber Maryland Program will not only create a talent pipeline, but it will also serve as a “one-stop shop” for Maryland employers seeking to leverage cyber workforce development, education, and training programs. The bill also would create a viable funding mechanism to support the goals of the Cyber Maryland Program and provide grants to educational institutions and non-profit organizations operating cybersecurity programs.

According to cyberseek.org, over 26,000 cybersecurity positions are currently unfilled in Maryland and over 725,000 in the U.S. (February 27, 2023). These numbers will continue to grow while there is a significant gap in the current workforce to fill these positions. Many employers, including the federal government, seek to expand their workforce in 2023. For example, in a January 25, 2023 press release, the National Security Agency (NSA) announced it is undertaking one of its largest hiring surges in 30 years. Employers across the board, including NSA and other federal government agencies, are wooing tech professionals laid off from tech giants, including Amazon, Microsoft, Google, Salesforce, Alphabet, and others, to fill current openings.

It is for the reasons mentioned, I am in full support of SB801/HB1189. This legislation was introduced last year and I continue to strongly urge this committee to give this legislation a **FAVORABLE** report and to enact this important piece of legislation. Thank you for your consideration.

Sincerely,

Laura Nelson
President & Chief Executive Officer
National Cryptologic Foundation

cc.

Delegate Catherine M. Forbes, Legislative District 43B, Sponsor of HB 1189

TrainACE Written Testimony - SB 801.docx - Google

Uploaded by: Ralph Sita

Position: FAV

FAVORABLE

TESTIMONY PRESENTED TO THE
APPROPRIATIONS COMMITTEE

SENATE BILL 801

ECONOMIC DEVELOPMENT - CYBERSECURITY - CYBER MARYLAND PROGRAM

ACADEMY OF COMPUTER EDUCATION
DBA - TRAINACE
RALPH SITA, CEO/FOUNDER

POSITION: FAVORABLE

March 7, 2023

Chair Griffith, Vice Chair Klausmeier, and Members of this Committee, thank you for the opportunity to submit testimony in support of Senate Bill 801.

The Cyber Maryland Program will leverage existing infrastructure across Maryland and will build on current educational programs and workforce training assets in the state. This Bill will provide the necessary resources to support the urgent and growing cybersecurity needs across Maryland.

On any given day, there are more than 26,000 unfilled cybersecurity jobs in Maryland, affecting not only cyber and IT companies, but cybersecurity functions that are 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. TrainACE is constantly asked by potential employers to provide certified and competent cybersecurity professionals. We struggle to do this because training is still a secondary thought process and budget item for small to medium businesses. If Maryland is to succeed and become a leader in cybersecurity, Maryland MUST commit not just words, but FUNDS to make this happen. Individuals MUST be given every opportunity to pursue a path of learning that gives them the potential earnings they deserve to support their family. Do this now as time is running out to protect Maryland and the US from cyber threats - locally and globally!

Research conducted by the Cyber Maryland Program would facilitate the State's ability to make data-driven decisions. It will provide an infusion of resources to impactful training programs and will help remove barriers to build a skilled and diverse cybersecurity talent pipeline. By supporting this Bill and the Cyber Maryland Program, you will train Marylanders for good paying jobs with high growth potential. TrainACE urges a favorable report. Thank you again for the opportunity to testify.

Respectfully, Ralph Sita - CEO/Founder - TrainACE

Written Testimony - SB 801.pdf

Uploaded by: Steven Barth

Position: FAV

FAVORABLE

TESTIMONY PRESENTED TO THE
APPROPRIATIONS COMMITTEE

SENATE BILL 801

ECONOMIC DEVELOPMENT - CYBERSECURITY - CYBER MARYLAND PROGRAM

STEVEN BARTH

MEMBER, CYBER SECURITY ASSOCIATION OF MARYLAND

SMALL BUSINESS SYSTEMS SECURITY ENGINEER AND INTERNSHIP COORDINATOR

POSITION: FAVORABLE

March 7, 2023

Chair Griffith, Vice Chair Klausmeier, and Members of this Committee, thank you for the opportunity to submit testimony in support of Senate Bill 801.

The Cyber Maryland Program will leverage existing infrastructure across Maryland and will build on current educational programs and workforce training assets in the state. This Bill will provide the necessary resources to support the urgent and growing cybersecurity needs across Maryland.

On any given day, there are more than 26,000 unfilled cybersecurity jobs in Maryland, affecting not only cyber and IT companies, but cybersecurity functions that are 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. The Maryland Registered Apprenticeship (RA) program as it currently exists is not designed to meet the needs of me or my company. The program must permit the employment of personnel on a part-time basis while they attend two-or four-year colleges and universities to advance their cyber security knowledge. The requirement for companies to provide wages while this schooling occurs while also requiring tuition assistance is too cumbersome of a financial burden on small businesses, even with RA grants and assistance provided by the State of Maryland. Internships and apprenticeships are a key to growing a strong cyber security workforce and this bill will allow small businesses like mine to ensure Maryland's strong cyber security posture in years to come.

Research conducted by the Cyber Maryland Program would facilitate the State's ability to make data-driven decisions. It will provide an infusion of resources to impactful training programs and will help remove barriers to build a skilled and diverse cybersecurity talent pipeline. By supporting this Bill and the Cyber Maryland Program, you will train Marylanders for good paying jobs with high growth potential. Our organization urges a favorable report. Thank you again for the opportunity to testify.

Favorable_SB 801_CAMI Oral Testimony .docx.pdf

Uploaded by: Tasha Cornish

Position: FAV

FAVORABLE

TESTIMONY PRESENTED TO THE
FINANCE COMMITTEE

SENATE BILL 801
ECONOMIC DEVELOPMENT - CYBERSECURITY - CYBER MARYLAND PROGRAM

TASHA CORNISH
CYBERSECURITY ASSOCIATION OF MARYLAND, INC.

POSITION: FAVORABLE

March 7, 2023

Chair Griffith, Vice Chair Klausmeier, and Members of this Committee, thank you for the opportunity to submit testimony in support of Senate Bill 801.

On any given day, there are more than 26,000 unfilled cybersecurity jobs in Maryland, affecting our more than 600 companies and security teams 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.

This program bridges the gap between industry and the cybersecurity pipeline in a few meaningful ways.

- **We can no longer depend on anecdotes; we need reliable data about the needs of the cyber and IT companies and teams in our state to fill these critical roles. By using the well-evidenced Talent Pipeline Management, we will have a roadmap for effective investments in evidence-based training solutions.**
- **We know as an industry, and as the job providers, we have a role to play in growing the cybersecurity talent pipeline. Our companies are eager to build work-based learning programs, but it requires a significant investment of human capital upfront to develop and to maintain. The programs leveraged here, that can incentivize and lower barriers, can assist employers in implementing impactful programs and removing barriers to their success.**
- **Furthermore, our companies want to create diverse and inclusive workplaces, but we know that there are systemic challenges to overcome for our workforce to reflect the demographics in our beautiful state. Investments in K-12 outreach programs and the Cyber Warrior Diversity Program at HBCUs can inspire the next generation of cybersecurity professionals to learn and grow here.**

Cybersecurity is an impactful economic driver for our state, but without the workforce to sustain the growth, Maryland will be left behind. To fill in-demand jobs, companies are hiring talent from wherever they can find it, because there is not a coordinated effort to connect local talent

FAVORABLE

early in their training with local companies, or to upskill the current workforce with in-demand skills . By coordinating existing programs we have here under the Cyber Maryland program, you will train Marylanders for good paying jobs with high growth potential here in our state. We also want to thank the Bill sponsors for recognizing the strengths of CAMI and our members to drive change in Maryland. Our organization urges a favorable report. Thank you again for the opportunity to testify.

SB 801 - Cyber Maryland - TEDCO_written comments (

Uploaded by: Troy LeMaile-Stovall

Position: FAV



**Senate Finance Committee
March 7, 2023**

**Senate Bill 801 – Economic Development – Cybersecurity – Cyber Maryland Program
*Position: Support***

The Maryland Technology Development Corporation (TEDCO) is dedicated to economic growth through the fostering of an inclusive entrepreneurial and innovation ecosystem. TEDCO discovers, invests in, and helps build great Maryland-based, technology companies.

TEDCO thanks the bill sponsors for their support and leadership on this legislation. TEDCO supports Senate Bill 801 – Economic Development – Cybersecurity – Cyber Maryland Program. The purpose of this legislation is to help address the need for 20,000+ unfilled jobs in cyber-related positions. Additionally, the Cyber Maryland Program established by SB 801 would benefit small businesses by providing information and resources that would improve their cybersecurity workforce and resources.

The proposed legislation would require TEDCO to conduct industry research in the field of cybersecurity, publish and use the results of that research to increase the effectiveness of existing State cybersecurity programs, facilitate partnerships for new training and education programs, develop a strategic plan for cybersecurity workforce development, manage the Cyber Maryland Fund and issue grants there from staff, administer a Cyber Maryland Board, and develop a one-stop-shop portal for employers of cybersecurity workers. This portal will serve as the one-stop-shop for employers seeking to leverage workforce development programs for the cybersecurity workforce.

The proposed legislation creates an annual allocation of \$250,000 for the Cyber Maryland Fund. In addition, the proposed legislation indicates that the Governor will include an annual appropriation in an amount sufficient for TEDCO to hire the staff required for the program. TEDCO notes that as currently drafted, the legislation does not allocate funds for administrative expenses and other expenses associated with the web portal. For this reason, TEDCO estimates that the proposed program would require TEDCO to spend out of its current budget to manage the program if funds are not allocated for that purpose.

Cybersecurity is a key industry for the State. This program will help address the workforce pipeline needs and establish additional resources in an effective, efficient way. For these reasons, **TEDCO supports and urges passage of this important legislation.**