



# Anne Arundel Economic Development Corporation

## IA - SBA Presentation

November 9, 2010

## Purpose

- Establish common goals
- Establish common region of activity
- Inform on program activity
- Program Detail – Cyber Security
- Program Detail- Chesapeake Innovation Center

## **IA – SBA Goals**

- Engage government on IA policy matters
- Professional and Business Development
- Bridge information assurance technologies and issues among government and industry

## **Anne Arundel Economic Development Corporation Goals**

- Attract new technology and support expansion
- Enhance the technical qualifications of workforce
- Induce business investment in Anne Arundel County

# Fort George G. Meade Region

*Home to 8.2 million people*

- Located in **Western Anne Arundel County**
- Within the nation's **fourth largest market place** - the Baltimore Washington DC Corridor
- Gross Domestic Product of **\$497 billion**
- Median household income of **\$81,000**,
- Workforce where **47%** have a **bachelors degree or higher**
- At the heart of an area experiencing **rapid residential and business growth**

# Fort Meade Area

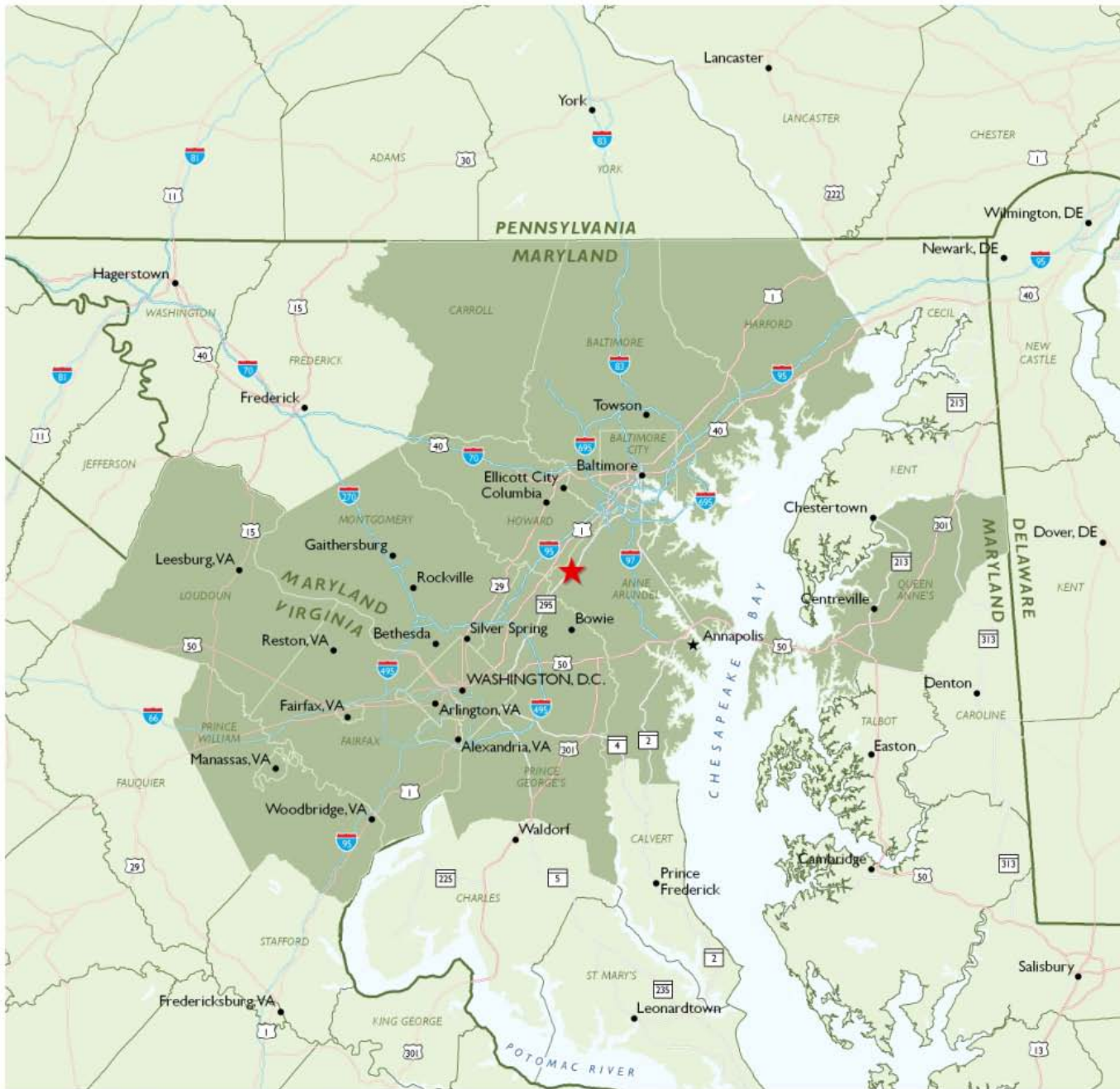


## Fort George G. Meade

*Procurement*      *\$17.8 billion*

- One of America's largest **information technology, cyber security** and **signals intelligence** center
- Housing the **National Security Agency** and **85 Department of Defense tenants**
- Approximately **10,000 active military** and family members residing on base and thousands of retirees and daily visitors
- Base Realignment and Closure (BRAC), three organizations, including the Defense Information Systems Agency, will consolidate at Fort Meade, bringing **5,600 new positions** by July of 2011.
- Defense contractors following these organizations are expected to locate nearby creating an estimated **16,400 jobs**. These numbers are in addition to the **40,000 people** who currently go to work each day at Fort Meade.

# Fort George G. Meade Labor Shed



- ★ Fort George G. Meade
- ★ State Capital
- Cities
- County Boundary
- State Boundary
- Interstates
- US Highways
- State Highways



  
**MARYLAND**  
 Department of Business & Economic Development  
 Office of Military & Federal Affairs  
 401 East Pratt Street  
 Baltimore, MD 21202  
 Phone: 1-888-ChooseMD  
[www.choosemaryland.org](http://www.choosemaryland.org)  
 Martin O'Malley, Governor  
 Anthony G. Brown, Lt. Governor  
 Christian S. Johansson, Secretary

Map Created: May 2010

90 minute drive time

## Employment by Job Location for Selected Occupations

- Data from the U.S. Bureau of Labor Statistics shows more than **1.5 million professional workers** in six selected occupational categories throughout the counties in the Baltimore and Washington areas.

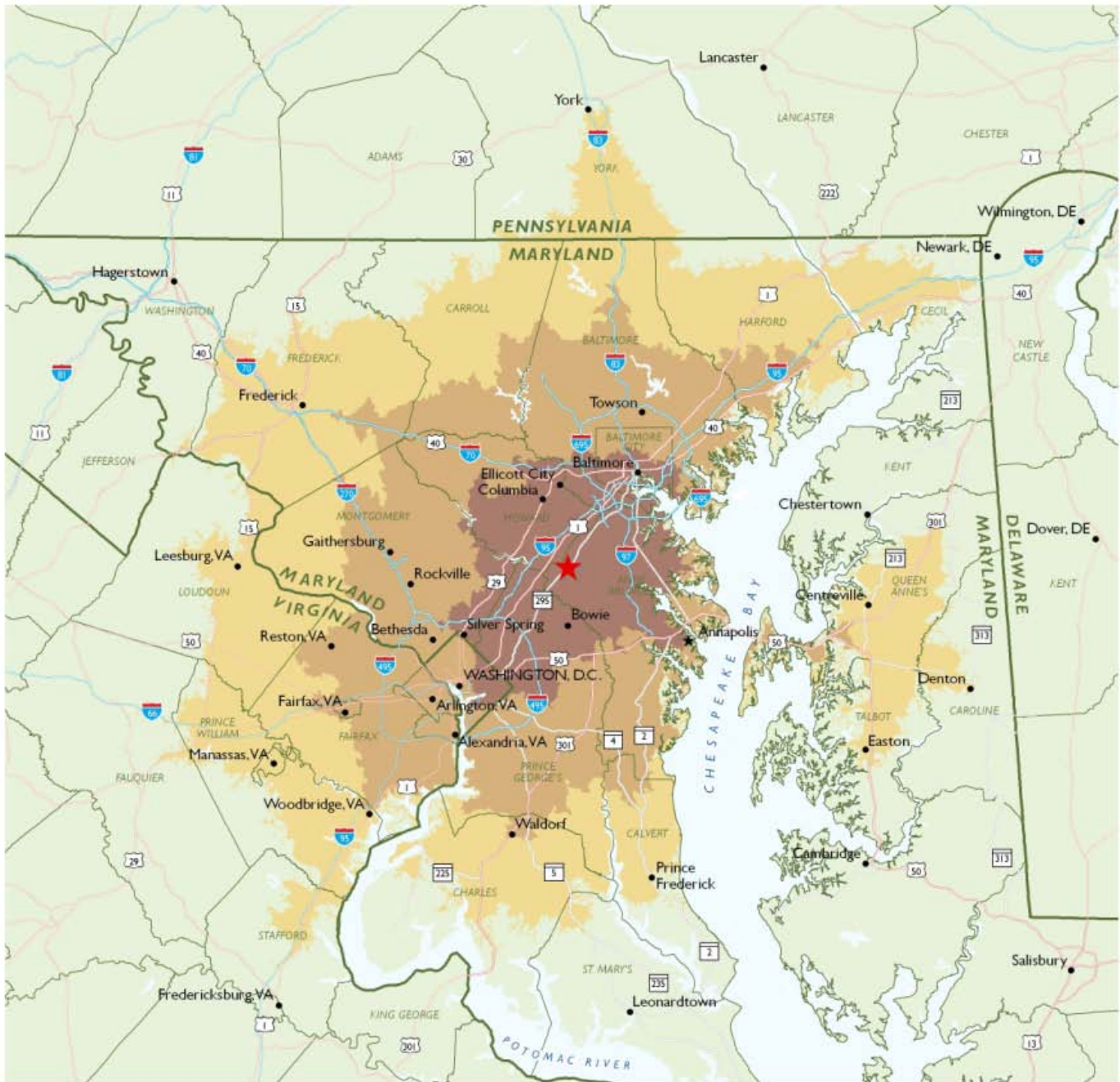
Occupation Code (SOC)	Occupational Title	Baltimore MD metro	Suburban MD	Washington DC	Northern VA	Total
110000	Management Occupations	71,290	49,090	71,190	61,100	252,620
130000	Business and Financial Operations Occupations	68,730	48,850	78,850	106,540	302,970
150000	Computer and Mathematical Occupations	44,020	44,080	34,200	119,460	241,760
170000	Architecture and Engineering Occupations	28,790	16,040	12,290	33,830	90,950
190000	Life, Physical, and Social Science Occupations	15,270	16,200	22,520	16,540	70,530
430000	Office and Administrative Support Occupations	220,930	123,390	101,840	182,290	628,450

# Computer and Mathematical Occupations

➤ The Computer & Mathematical category shows 241,760 jobs in the area

Occupation Code (SOC)	Occupational Title	Baltimore MD metro	Suburban MD	Washington DC	Northern VA	Total
151011	Computer and Information Scientists, Research	340	980	350	1,440	3,110
151021	Computer Programmers	3,840	3,460	2,670	8,150	18,120
151031	Computer Software Engineers, Applications	4,860	4,920	3,770	22,020	35,570
151032	Computer Software Engineers, Systems Software	6,100	6,290	2,050	19,900	34,340
151041	Computer Support Specialists	5,990	4,760	3,750	9,550	24,050
151051	Computer Systems Analysts	4,880	6,400	3,730	22,520	37,530
151061	Database Administrators	1,850	1,260	1,690	3,170	7,970
151071	Network and Computer Systems Administrators	4,770	4,160	4,520	12,390	25,840
151081	Network Syst. & Data Communications Analysts	4,020	3,300	2,350	9,850	19,520
151099	Computer Specialists, All Other	5,650	5,640	7,290	6,190	24,770
152011	Actuaries	180	60	130	-	370
152021	Mathematicians	140	-	50	170	360
152031	Operations Research Analysts	1,150	600	1,050	3,480	6,280
152041	Statisticians	240	2,010	770	440	3,460
152099	Mathematical Scientists, All Other	-	-	-	20	20
	All Computer and Mathematical Occupations	44,020	44,080	34,200	119,460	241,760
151011	Computer and Information Scientists, Research	340	980	350	1,440	3,110
151021	Computer Programmers	3,840	3,460	2,670	8,150	18,120

# Rush Hour Drive Time from Fort George G. Meade



- ★ Fort George G. Meade
- ★ State Capital
- Cities
- County Boundary
- State Boundary
- Interstates
- US Highways
- State Highways

- DRIVE TIMES**
- 0 - 30 Minutes
  - 30 - 60 Minutes
  - 60 - 90 Minutes



  
**MARYLAND**  
 Department of Business & Economic Development  
 Office of Military & Federal Affairs  
 401 East Pratt Street  
 Baltimore, MD 21202  
 Phone: 1-888-ChooseMD  
[www.choosemaryland.org](http://www.choosemaryland.org)  
 Martin O'Malley, Governor  
 Anthony G. Brown, Lt. Governor  
 Christian S. Johansson, Secretary

Map Created: May 2010

# Regional Economic Development Services

*Anne Arundel County*

*Carroll County*

*Baltimore County*

*Howard County*

*Prince George's County*

*Baltimore City*

- **Business Development**
- **Real Estate Assistance**
- **Business Financing**
- **Support for Business Organizations**
- **Marketing and Communications**
- **Workforce Development/Cyber Training**

# Business Development

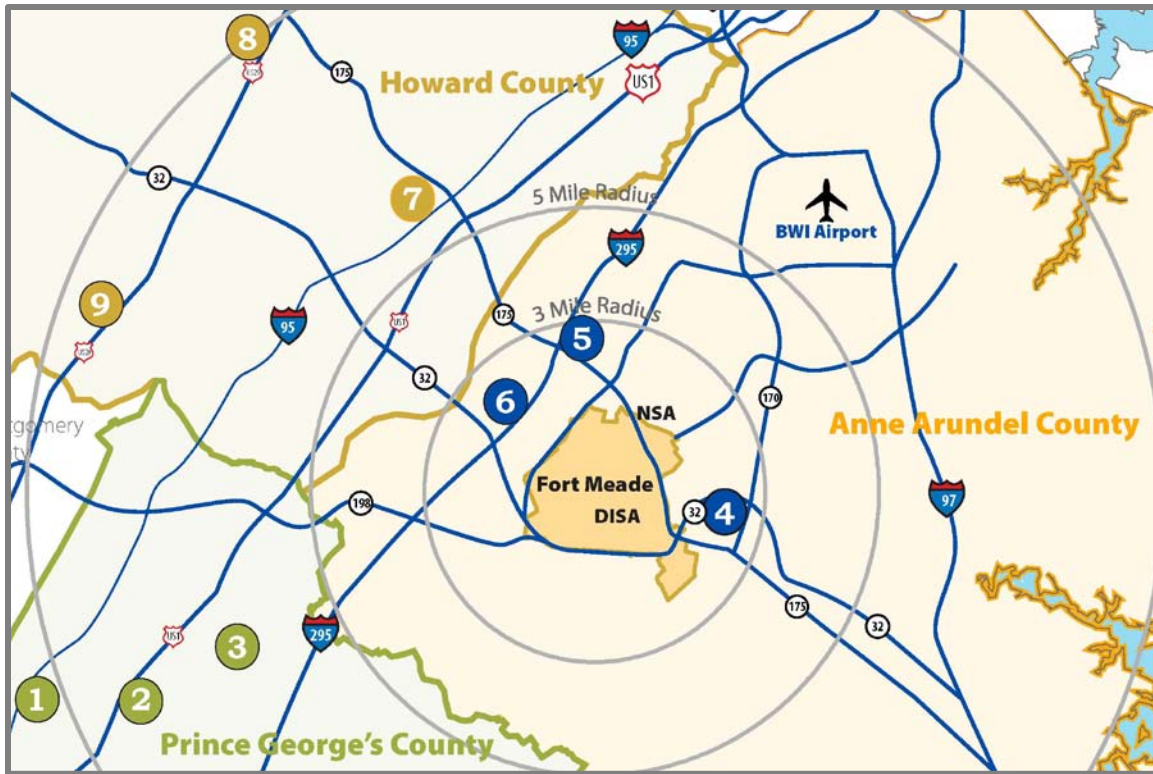
- **Provide hands-on customer service that includes state and local regulatory assistance**
  - Recruit new businesses to locate in Anne Arundel County
  - Assist existing businesses with expansions
  - Provide business advocacy for issues and challenges
  - Provide business to business connections

## Real Estate Assistance

- Site location
- Demographics
- CoStar property or building searches
- Liaison to Permitting and Planning and Zoning

# Major Development in the Fort Meade Region

*Within a Five Mile Radius*



## DEVELOPMENT

1. Calverton
2. Ammandale Tech Park
3. The Brick Yard
4. Odenton Town Center
5. Arundel Preserve
6. National Business Park
7. Columbia Gateway
8. Downtown Columbia
9. Maplelawn

# Business Financing

*Provide financing opportunities for businesses*

## ➤ Anne Arundel County programs

- Arundel Business Loan (ABL) Fund/SBA 7A
- Incentive Fund
- Industrial Revenue Bonds (IRB)
- SBA 504
  - Business Finance Group (*Certified Development Company*)
  - Mid Atlantic Finance Company (*Certified Development Company*)
- Small Business Resource Center

# Support for Business Organizations

- **Anne Arundel County provides support for the following business organizations**
  - Fort Meade Alliance (*shared office location*)
  - Chesapeake Regional Tech Council (*shared office location*)
  - Maryland Small Business Development Center (SBDC) (*shared office location*)
  - Economic Alliance of Greater Baltimore (EAGB)
  - Greater Washington Initiative (GWI)
  - BWI Partnership

# Marketing and Communications

## *Anne Arundel County Goals*

- **Promote Anne Arundel County's assets and opportunities to help recruit new businesses and investment**
- **Position Anne Arundel County as a leading center of business and technology**
- **Increase public/business awareness of AAEDC services**
- **Support all AAEDC programs and initiatives to ensure their success**
- **Examples of Marketing and Communication directly supporting companies**
  - Daily Record Magazine
  - DVD of Odenton Town Center
  - ARINC award event
  - Openings · Ground breakings · Contract award announcements
  - Research needs

## Workforce Development

- **Support Workforce Development For Anne Arundel County Companies**
  - Anne Arundel Business Training Partnership
    - **Anne Arundel Workforce Development Corporation (AAWDC), Anne Arundel Community College (AACC), Department of Labor, Licensing and Regulation (DLLR) & Maryland Department of Business and Economic Development (MD DBED)**
    - Provides eligible companies with workforce training grants that assist companies in gaining the critical skills upgrades or technical training they need to improve productivity and competitiveness
  - Assess workforce needs-recruitment, workforce transportation

# Pathways to CyberSecurity Careers Consortium

## VISION

To increase the pipeline of skilled workers in cybersecurity by training and retraining highly-skilled dislocated workers, underemployed workers, new workers, returning veterans and incumbent workers to meet the employment demands of Maryland businesses.

## Grant Overview

- **Community-Based Job Training Grant from the U.S. Department of Labor**
- **\$4.9 million grant awarded over a 3 year period.**
- **Goal of the grant:**
  - Train 1,000 new cyber workers.
  - Place 714 people enter employment.

## Consortium Partners

- **Local Workforce Investment Areas**
- **Community Colleges**
- **Business and Industry Representatives**
- **State and Local Government**
- **Continuum of Education**
- **Community Organizations**

## Targeted Populations for Training

- Dislocated Workers
- New Workers
- Underemployed Workers
- Incumbent Workers
- Returning Veterans

## Incumbent Worker Training

- **Goal: 400 incumbent workers receive new certifications.**
- **Up to 100% reimbursement provided for the cost of training, books, fees, and certifications.**
- **Training cap set at \$2,500 per person and \$30,000 per company.**
- **Training agreement is established between the company and AAWDC.**

# Certifications

Stackable Training Options:

## Introductory Track Certifications

IC<sup>3</sup> MCAS CompTIA A+

## Networking Track Certifications

CompTIA Network+ ICND-1 ICND-2 MCSA 70-290 MCSA 70-291

## CyberSecurity Track Certifications

CompTIA Security+ ▪ SCNS ▪ SCNP ▪ CEH ▪ CISSP ▪ CCE

## Recruitment Services

- Customized Recruitment
- Pre-Screening of Applicants
- Identification of Clearable Candidates
- On-the-Job Training (OJT)
- Customized Cybersecurity Training
- Hiring Incentives and Tax Credits

## Technology Development

- Promote technology development through Anne Arundel County's technology accelerator, the **Chesapeake Innovation Center**
  - America's first business accelerator for homeland and national security
  - CIC attracts innovative technologies from across the nation and around the world, connecting them to the needs of partners NSA, Northrop Grumman, and ARINC
  - Provides direct services to resident and affiliate member companies
  - **Services:** Product development/commercialization · marketing · access to capital · M&A counseling · access to government customers



## Contact Information

### **Robert Hannon**

*President/CEO*

**Anne Arundel Economic  
Development Corporation**

*rhannon@aaedc.org*

410-222-7410

### **Kirkland Murray**

*President & CEO*

**Anne Arundel Workforce  
Development Corporation**

*kmurray@aawdc.org*

410-987-3890

### **Sarah Djamshidi**

*Executive Director*

**Chesapeake Innovation Center**

*sdjamshidi@cic-tech.org*

410-224-2030

### **Mary Burkholder**

*Business Development Director*

**Anne Arundel Economic  
Development Corporation**

*mburkholder@aaedc.org*

410-222-7410

### **Lisa Webb**

*Business Development Director*

**Anne Arundel Economic  
Development Corporation**

*lwebb@aaedc.org*

410-222-7410