



Maryland: Economics of Cyber Conferences



Maryland Cyber



- Role of Director
 - Promote
 - Attract
 - Support
- International
 - InfoSec
- National
 - RSA
 - BlackHat/Def
- Local
 - BSides Charm

Benefits

Economic Advantages

Economic Opportunities



International



- Partnerships
- Global Gateway Program
- Collaboration



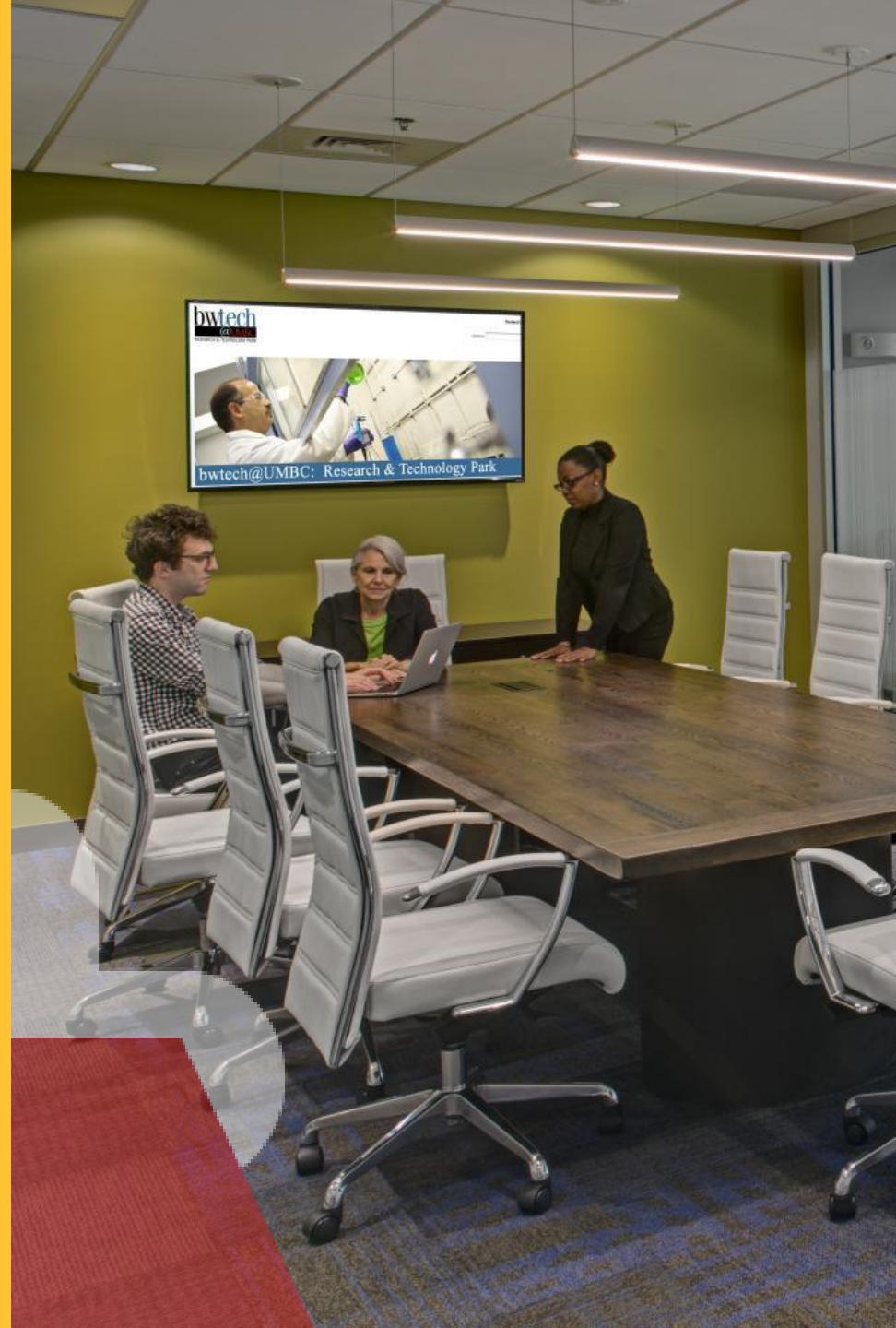
Global Gateway

Global Ownership

900+ foreign-owned companies

Soft Landing Program

Dedicated program to help foreign companies test out the U.S. market via Maryland-based incubators.



National



- RSA
- BlackHat
- DefCon
 - Partnerships
 - Collaboration
 - Emerging Technologies



Local



- GCIS
- BSides
- Gartner
 - Promotion
 - Support
 - Resources

Why Maryland?



- Skilled workforce
- World-class education
- Innovative business leaders
- Top ranking R&D hub
- High-tech industries
- Focus on infrastructure
- Top government credit rating
- Attainable high quality of life
- Incredible diversity



\$90,203

MEDIAN HOUSEHOLD INCOME — the highest in the nation

6M
POPULATION

#3

Grid
modernization

TOP
AAA
bond rating from all
3 major rating agencies

\$24.5B
in federal R&D obligations
highest in the nation

#5

% of Inc. 5,000
companies

#4

New economy
index

**The
Numbers
Don't Lie**

Innovation Lives Here

A man with a beard and glasses, wearing a blue lab coat and gloves, is focused on examining a sample under a microscope. The scene is set in a laboratory or research facility, with various pieces of equipment and a computer monitor visible in the background. The image is overlaid with a semi-transparent yellow box on the right side, which contains text.

Innovation Champion

Ranked by Consumer Technology Association with “A” Ratings in broadband, self-driving vehicles, tech workforce and telehealth.

Thriving Entrepreneur Ecosystem

50+ incubators, research parks & co-working facilities.

Leading Tech Universities

Johns Hopkins University, University of Maryland, UMBC

Ideal Location for Tech

Access to federal research agencies

Top Life Sciences Cluster

Washington, D.C. - Baltimore ranked 2nd among U.S. life sciences markets

Skilled Workforce

#1 Tech workforce growth

#1 STEM concentration

#2 Professional & technical workers

#3 Technology & science workforce



World-Class Education



- #1** Producer of black undergraduates who go on to complete a Ph.D. in natural sciences or engineering (UMBC)
- #2** Human capital investment
- #2** Best community college system
- #4** Best school system among the states
- #5** % of population with bachelor's degree or higher

Cyber Security Powerhouse

Community

- US Cyber Command, NSA, NIST
- 13,600 IT Businesses

Talent

- 19 CAEs
- 123,000 - IT/Cyber workers
- #2 Concentration Information Security Analysts

Customers

- 60 federal facilities
- 12 military installations
- \$13 B in Federal Contracts



TOP 5 Quantum computing hub

#8 University for quantum
(University of Maryland)

Home to **IonQ**, first publicly traded
quantum startup

Leading the Quantum Revolution



In Good Company



T.Rowe Price



NORTHROP GRUMMAN



Morgan Stanley





- Next door to Washington, D.C.
- 4 International Airports: BWI
IAD, DCA, PHL
- Baltimore to NYC in 2 hours

Connected Location

All Are Welcome

Diversity Statewide

#1 Most diverse state on East Coast

Tech Inclusivity

#1 Cyberstates Diversity Index

Gender Equality

#1 State for gender equality



Your Best Life Starts Here

Maryland Has it All

Beaches, Mountains, Forests, Farms, Cities and Small Towns

Outdoor Exploration

50 state parks and 18 National parks

World-class Sailing Hub

Historic Annapolis capital

Best Places to Live

#1 Safest city in U.S. (Columbia)

#2 Happiest state

Pro Sports

Orioles, Ravens, Washington Commanders, Preakness Stakes





Cost of Living Index U.S. Metropolitan Areas Q1 2023

(avg. for all urban areas = 100.0)

Baltimore, MD	103.2
Philadelphia, PA	100.9
Chicago, IL	114.4
Bergen-Passaic, NJ	117.6
Alexandria, VA	134.5
Bethesda-Gaithersburg- Frederick MD	135.8
Boston, MA	148.5
Seattle, WA	144.5
Washington, DC	148.7
San Francisco, CA	169.9
New York (Manhattan), NY	222.0

Source: C2ER Cost of Living Index, 2023 Q1 Data

Shape Your Future In One Move

Let's Talk Business

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