

IMPACT REPORT

Commitment + Growth



CAMI

CYBERSECURITY ASSOCIATION
OF MARYLAND, INC.

2023

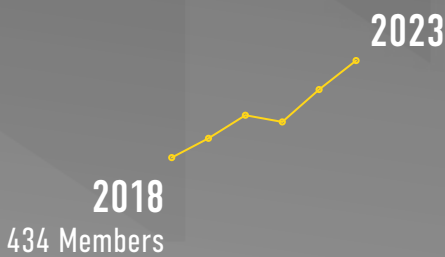
YEAR AT A GLANCE

1,100+
Attendees
at 25 Hosted Events



671 Total Members +

+ Led industry survey with McKinsey



3,100+
Hours

Volunteered by 88 board and committee members



+ Launched Centers of Excellence



OUR MEMBERS

78% Cybersecurity Providers



4% Associate Members

18% Cybersecurity Affiliates

DEAR DEDICATED PARTNERS, MEMBERS, AND FRIENDS,

It is our pleasure to share the Cybersecurity of Maryland, Inc.'s (CAMI) first annual Impact Report. The report highlights key results in fiscal year 2023.

Cybersecurity is a vital issue that affects companies, regardless of industry. To better meet growing needs, CAMI widened our membership qualifications in 2023 to companies across all verticals that view cybersecurity as a strategic initiative. In addition, we established three Centers of Excellence, leveraging our existing resources and activities with improved accessibility. These centers provide a forum to share best practices, empowering our members to further innovate and grow the cybersecurity ecosystem. Key activities from each center included:

The Center for Business Growth and Innovation

collaborated with McKinsey and Company to publish a study on the strengths and needs of the mid-Atlantic region as a leading cybersecurity hub.

The Center for Cyber Resilience

strengthened our programming for our affiliate members, including state, local, and educational (SLED) organizations and the defense industrial base.

The Center for Talent Acquisition

secured a legislative win for the Cyber Maryland program. Administered by the Maryland Technology Development Corporation (TEDCO), the Cyber Maryland program will address the workforce needs of the cybersecurity industry in Maryland and to support the development of a highly skilled and diverse cybersecurity workforce.

In 2024, CAMI looks forward to continued work with the Maryland Department of Commerce and Maryland Small Business Development Center to implement a new 2023 program. Funded as a Cybersecurity for Small Business Pilot Program from the U.S. Small Business Administration, the Small Business Cybersecurity Resilience in Maryland (SCRIM) program will include training and direct services for 40 small businesses, helping them mitigate future cyber attacks through employee training and the installation of advanced software up to \$10,000 per business. We also look forward to growing our affiliate membership program and to building our speaker's bureau capacity to strengthen CAMI's representation in meetings and conferences.

I hope you're all as proud of what we were able to accomplish in 2023 as we are. Onward and upward!

With gratitude,



**Chris
Sachse**

Board Chair
2022 & 2023, CAMI
CEO, Think Stack



**Charles (Chuck)
Faughnan, III**

Board Chair
2024 & 2025, CAMI
CEO, Personam.ai



**Tasha
Cornish**

Executive
Director, CAMI

AGILE CARE ENTERPRISES + CAMI = A CAPACITY BUILDING DREAM

For Tasha Vanzie, an expert in organizational design and development, CAMI's strength as a capacity-builder was clear from the start.

Agile Care Enterprises, a project management and healthcare IT company specializing in cybersecurity, builds the infrastructure their customers need to succeed. Founded and led by 29-year decorated United States Naval Officer Lieutenant Commander Marion Vanzie (Ret.), Agile Care Enterprises prioritizes protecting healthcare records and national assets through partnerships with mid-sized to large government contracting companies and contracting directly with agencies like the Defense Health Agency, Veterans Administration, and others. The company was founded with a mission to serve the nation by employing veterans and building a pipeline of cybersecurity opportunities for younger generations through intentional STEM outreach and activities. Marion and Tasha Vanzie proudly identify Agile Care Enterprises as a family-owned business and demonstrate that entrepreneurship can be a sustainable model for families like theirs to transition their military expertise.

When it was time to select a location to start their business, Agile Care Enterprises chose Maryland due to the state's focus on cybersecurity, the collaborative business environment, proximity to family, and the presence of organizations like CAMI. Specifically, they chose the Cyber Incubator at bwtech@UMBC to be among people that deeply understand the start-up challenges and opportunities they are facing and the companies there possess a similar sense of commitment to R&D.

Since joining CAMI in 2022, Agile Care Enterprises has leveraged CAMI's infrastructure and events to build relationships and collaborate with other companies. One program that has been instrumental in their growth is the CAMI Benefit Ecosystem, a suite of products with preferred rates, negotiated for the betterment of our employers and their employees. Example products include health insurance, 401K administration, disability/life insurance, payroll, and other unique offerings. Our Benefit Ecosystem helped Agile Care Enterprises establish a competitive benefits structure to attract top talent, enabling them to scale effectively despite being a small company, growing their staff by more than 400% in one year.



2023 CAMI AWARDS

WINNERS



Cybersecurity Champion of the Year:

**KEN HLAVACEK,
MARYLAND DEPARTMENT OF TRANSPORTATION**

PATERO

Cybersecurity Company to Watch:

PATERO

 **DATAPRISE**

Cybersecurity Defender of the Year:

DATAPRISE



Cybersecurity Diversity Trailblazer:

UNIVERSITY OF MARYLAND GLOBAL CAMPUS

 **RACKTOP**

Cybersecurity Innovation of the Year:

RACKTOP SYSTEMS



Government Contractor (<\$50M) of the Year:

JOVIAN CONCEPTS



Government Contractor (\$50M+) of the Year:

CYBERCORE TECHNOLOGIES



People's Choice:

AGILE CARE ENTERPRISES



Best of Anne Arundel County:

MINERVA CYBER TECHNOLOGIES



Best of Baltimore County:

**TOWSON UNIVERSITY CENTER FOR INTERDISCIPLINARY
& INNOVATIVE CYBERSECURITY**



Best of Howard County:

DIGIFLIGHT

2023 CAMI AWARDS WINNERS

+ Defender of the Year



+ Cybersecurity
Champion of the Year



+ Best of Howard County



+ GovCon (\$50M+) of the Year



OUR PROGRAMS

ADVOCACY

Our advocacy is most visible during the annual legislative session in Maryland, but we are active throughout the year to lead the advancement of cybersecurity. During the 2023 session, we partnered with the Alliance for Digital Innovation, the National Cryptologic Foundation, Maryland Association of Community Colleges, and TEDCO to advocate for the Cyber Maryland program. A key aspect of the program is ongoing research in collaboration with the CAMI Cybersecurity Talent Advisory Board to collect and analyze real-time industry data on cybersecurity workforce needs. Throughout the year, CAMI leaders served on the Modernize Maryland Commission, the Attorney General's Maryland Cybersecurity Council, and the Comptroller's Information Technology Work Group.



EDUCATION

Driven by our three Centers of Excellence, providing education and actionable resources is critical to our programming and mission. We curate events with our members on topics ranging from Gartner's cyber trends and leveraging local cyber training funds, to Cybersecurity Maturity Model Compliance (CMMC) guidance and maintaining a sensitive compartmented information facility (SCIF). As a resource for any organization who views cybersecurity as a strategic business initiative, CAMI maintains a robust online directory with products and services and a Speakers Bureau to identify a relevant subject matter expert for conferences or special programs. In 2023, we published the Mid-Atlantic Cybersecurity Buyer's Guide with the Baltimore Business Journal to share resources with their subscribers.



OUR PROGRAMS

BUILDING COMMUNITY

We are proud to serve as a hub for building a strong and supportive cybersecurity ecosystem to foster professional development and industry growth. Our monthly CyberConnex and Cyber Untapped events and signature annual events facilitate connections across our community, leading to strategic partnerships and other opportunities for our members.



CENTERS OF EXCELLENCE



CENTER FOR CYBERSECURITY TALENT

Helps match companies with the right cyber security talent and promotes Maryland as the premier Cybersecurity state.



CENTER OF BUSINESS GROWTH & INNOVATION

Business Value Acceleration: strategy, mentoring, marketing, networking



CENTER FOR CYBER RESILIENCE

Empowers members with cybersecurity awareness, insight, education, solutions



2023

FINANCIAL RESULTS

+ Revenue

Membership &
Directory Income: **12%**

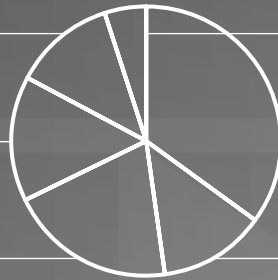
Grant Income: **15%**

Events Income
Sponsorship: **20%**

Other Income: **5%**

Sustaining
Sponsorships: **35%**

Events Income
Registration: **13%**



+ Expenses

Program Costs: **21%**

Overhead: **10%**

Sales & Marketing: **4%**

Staff: **65%**



SPONSORS + PARTNERS

CORNERSTONE SPONSORS



PREMIER SPONSORS



SUPPORTING SPONSORS




PARTNERS




2023 BOARD



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CHAIR
CEO | Think | Stack




SHELLEY LOMBARDO 
VICE CHAIR
President | Evergreen Advisors




GREGG SMITH 
PAST CHAIR
CEO | Technology Assistance
Center




**CHARLES (CHUCK)
FAUGHNAN, III** 
TREASURER
CEO | Personam.ai




SARAH WOODS 
SECRETARY
President | VenturePotential




TINA KUHN 
ASSISTANT TREASURER
President | The Lanzar Group



DR. TIMOTHY SCHILBACH 
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LEGAL COUNCIL
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& Preston



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COO | Ey3 Technologies



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CISO | Edwards Performance
Solutions



LINDA CONRAD 
SVP | Everst Re Group



DR. GWEN GREENE 
CEO | AiTech

2023 BOARD



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VP + CIO | COPT
Defense Properties




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TONY MCINTOSH 
Director | Motorola Solutions



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S. KEITH MOULSDALE 
Partner | Whiteford, Taylor,
& Preston



ERIN ROTH 
Assistant Secretary | MD Dept.
of Labor




J. THOMAS SADOWSKI 
Executive Director | MEDCO



BRUCE SPECTOR 
Chairman | BCR Cyber



TINA WILLIAMS-KOROMA 
CEO + Founder | TCecure, LLC

OUR COMMITTEES

ADVISORY COUNCIL

CO-CHAIRS

Linda Conrad

Senior Vice President (SVP) of Enterprise Information Technology (IT) Risk Management, Everest Re Group

Marcelle Lee

Team Lead, Cyber Threat Research and Operations, Equinix

BUSINESS DEVELOPMENT FOR GOVERNMENT CONTRACTORS

CO-CHAIRS

Tammy Fenwick

Operations Manager, TCenture, LLC

Dennis Windley

Managing Partner, Windley Management Group

CAMI AWARDS COMMITTEE

CHAIR

Melanie Kelleher

Director of Corporate Relations, Towson University

CYBERSECURITY DIVERSITY COMMUNITY

CHAIR

Gwen Greene, Ph.D.

Founder, CEO, and Senior Information Systems Security Engineer at Applied Information Technology (AiTech)

GOLF TOURNAMENT COMMITTEE

CHAIR

Eric Levitas

Director of Commercial Growth, Edwards Performance Solutions

MARKETING & PR COMMUNITY

CO-CHAIRS

Sarah Woods

Founder & President, VenturePotential LLC

Tracy Koppie

Chief Growth Officer, Penacity LLC

OUR COMMITTEES

+

MEMBERSHIP COMMITTEE

CO-CHAIRS

Jacqui Magnes

CEO, COMSO, Inc.

Terry Bazemore

COO, Ey3 Technologies

+

LEGISLATIVE COMMITTEE

CHAIR

Bruce Spector

Chairman, BCR Cyber

+

SPEAKERS BUREAU

CHAIR

Keith Mouldale

Partner, Whiteford Law

+

SPONSORSHIP COMMITTEE

CO-CHAIRS

Shelley Lombardo

President, Evergreen Advisors

Komal Dureja

COO & CMO, TekMonks

+

WORKFORCE ADVISORY BOARD

CHAIR

Tina Kuhn

President, The Lanzar Group

2024

SIGNATURE EVENTS

SEPTEMBER 19

CAMI Awards



APRIL 24

Cyber Mixology Night

A Women in Cyber Social



OCTOBER 30

Cyber Success Stories

The Economics and
Mechanics of Hiring

More Events +

Visit mdcyber.com/events.php

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Discounted rates for CAMI events (\$10-\$250+), select partner events, and a suite of HR products with preferred rates.



Complimentary marketing via CAMI for your company news, blog posts, and event programs; consideration for press.



Participate in CAMI Communities, including our Speaker's Bureau.



Access to Premium Member Only events.

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OF MARYLAND, INC.