Office of
Military & Federal Affairs

Est. 1999

Mission:
To enhance the economic vitality of the military installations and civilian federal agencies in Maryland by protecting, sustaining and growing their associated missions and employment base.

Lisa Swoboda, Senior Director
Office of Military & Federal Affairs
Maryland Department of Commerce
Lisa.Swoboda@Maryland.gov
(410)767-6077
Federal Government Footprint

20 military facilities
  – 12 major installations

60 civilian fed agencies

74 federal labs
  - twice as many as any other state
MARYLAND’S Military Installations

$57.5B total economic output | 376,282 jobs | $23.1B in wages

Maryland DEPARTMENT OF COMMERCE
Military Economic Impact

$57.5 B
FY16
Jobs: 376,282
Payroll: $23.1 B
MD GDP: 15.1%

Total Federal Spending:
• $33.6 billion in contracts performed in Maryland, half is DOD spending
• Maryland ranks #1 in federal R&D obligations

Defense Spending
• Maryland in top 5 states (#4 in FY16)
• Maryland 2nd for Army small business spending
Financing Tools

• **Military Personnel and Veteran-Owned Small Business Loan Program:** No interest loans of up to $50,000 for businesses owned by military reservists, veterans, National Guard personnel and for small businesses that employ or are owned by such persons.

• **Hire Our Veterans Tax Credit:** Provides a State income tax credit to small businesses for hiring qualified veterans based on wages paid to those veteran employees.

• **Buy Maryland Cybersecurity (BMC) Tax Credit:** Provides an income tax credit of 50% of the purchase price for Maryland companies with 50 or fewer employees that purchase cybersecurity goods, products or services from Qualified Maryland Cybersecurity Sellers (QMCS).

• **Cybersecurity Investment Incentive Tax Credit:** Provides a refundable income tax credit to qualified investors who invest in a Qualified Maryland Cybersecurity Company (QMCC).

• **Employer Security Clearances Costs (ESCC) Tax Credit:** Provides income tax credits for expenses related to federal security clearance costs, construction of Sensitive Compartmented Information Facilities (SCIFs) and first-year leasing costs for small businesses doing security-based contract work.

• **R&D Tax Credit:** Businesses that have qualified R&D expenditures in Maryland may qualify for two state income tax credits, the Basic R&D Tax Credit and the Growth R&D Tax Credit.

• **Maryland Technology Internship Program (MTIP):** Administered by UMBC and funded by the State of Maryland, MTIP helps Maryland retain top talent by offering financial assistance to technology-based businesses, as well as state and local agencies, to hire more interns.
Business Tools

- Business to Government (B2G) Website
- Maryland Defense Diversification Assistance Program
- Defense Cybersecurity Assistance Program (DCAP)
- Maryland Defense Technology Commercialization Center (DefTech)
- Maryland Patents Database
Maryland Defense Network

Jennifer White, Grant Program Manager
Office of Military & Federal Affairs
Maryland Department of Commerce
JenniferM.White@Maryland.gov
(410)767-6445
The Maryland Defense Network (MDN) is a robust platform for Maryland's defense industry designed to ensure that defense remains a vibrant and thriving industry sector in Maryland.

- Features over 8,000 Maryland defense companies
- [MarylandDefenseNetwork.org](http://MarylandDefenseNetwork.org)
Vendor Dashboard

Add Map, Table and Chart components to create a dashboard view of vendors located in Maryland.

My Dashboard

3,102 vendors found
Summarizing by vendor

Computer Systems Design and Related Services

Filter all MDN vendors located in Maryland

- NAICS Industry Sector
- Business Type
- Congressional District
- County
- Product Service Code

Filter by DoD contract and grant recipients and their subs (FY18)

- Award Type
- Contracting Agency
- Extent Competed
- Funding Agency
- Vendor Type
Vendor Profile

EARTH SECURITY ELECTRONICS, INC.

Contact: KENDRA COLLIER
kcollier@earthsecurity.com
P: 410-593-2076

Product and Service Provided (FY15-FY19):
- Communications, Detection and Coherent Radiation
- AESP Equipment Software, Supplies, Equipment
- Photographic Equipment

Contract Count:
- 1

These vendors subcontracted to EARTH SECURITY ELECTRONICS, INC. (FY15-FY19):

Places of Performance (FY15-FY19):
- MD: $32,452
- VA: $21,281

NO FIRST-TIER SUBCONTRACTOR RELATIONSHIPS DEFINED.
Maryland Manufacturing Directory

- Diversifies the supply chain as a buy/sell tool.
- 1,735 manufacturers currently in the directory.
- Initially populated with data from SAM but manufacturers self-reporting is key to directory’s growth/value.
- The first of its kind in the State of Maryland.
Directory Search Capabilities

Can search for suppliers through keyword search or filters:

- NAICS Code
- Capabilities (e.g. fabricating, machining, printing)
- Designations (e.g. veteran owned small business)
- Certifications (e.g. ISO, ITAR compliant)
Supplier Profiles

Claim Your Business button allows you to fill out a form with your information that will be certified by Maryland MEP staff.
More Information/Questions

Questions on how to use the MDN?

Jennifer White, Grants Manager
Maryland Department of Commerce
Office of Military & Federal Affairs
JenniferM.White@Maryland.gov
(410)767-6445

Questions specific to the Manufacturing Directory?

Mike Kelleher, Director
Maryland MEP
mKelleher@mdmep.org
(410)505-4142
http://www.mdmep.org/