EXCEL Maryland

GETTING TO #1

October 2017

MARYLAND HAS A SIGNIFICANT BIOSCIENCES PRESENCE:

Life Sciences in Maryland "By the Numbers"

Employment (2016)
41,570

Gross State Product (2015)
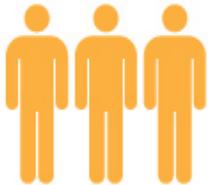**$17.42B**

Total Wages (2016)
$4.28B

Federal Procurement (2016)
$1.55B

MARYLAND HAS AN EVEN GREATER FOOTPRINT IN CYBER SECURITY:

Cyber Security in Maryland "By the Numbers"

Employment (2016)
115,550

Gross State Product (2015)
$39.55B

Total Wages (2016)
$12.42B

Federal Procurement (2016)
$10.36B

Study Complete - Phase I

- EXCEL Maryland "Getting to # 1" study delivered

- Five areas of opportunity to grow BOTH cyber security and life sciences
  - ➢ Building an Integrated, Viable and Supportive **Ecosystem**
  - ➢ **Defragmentation** of Siloed Public and Private Support Entities
  - ➢ Create an Environment that supports **Attractiveness to Capital**
  - ➢ Develop, Recruit, Retain **Executive Level Talent**
  - ➢ Build and Message the **Maryland Innovation Story**

- **Recommendation to establish an authoritative public/private "Innovation Hub"**

Operational Readiness Planning - Phase II

- Build an Operational-Ready Excel Maryland Structure and Plan

- Establish Working Group / Solicit Objective Facilitator
  - Address all areas of opportunity identified in the study phase
  - Perform additional gap analysis where needed (Industry Specific)
  - Identify/visit National Centers of Excellence

- Develop/track/measure progress against a strategic development schedule

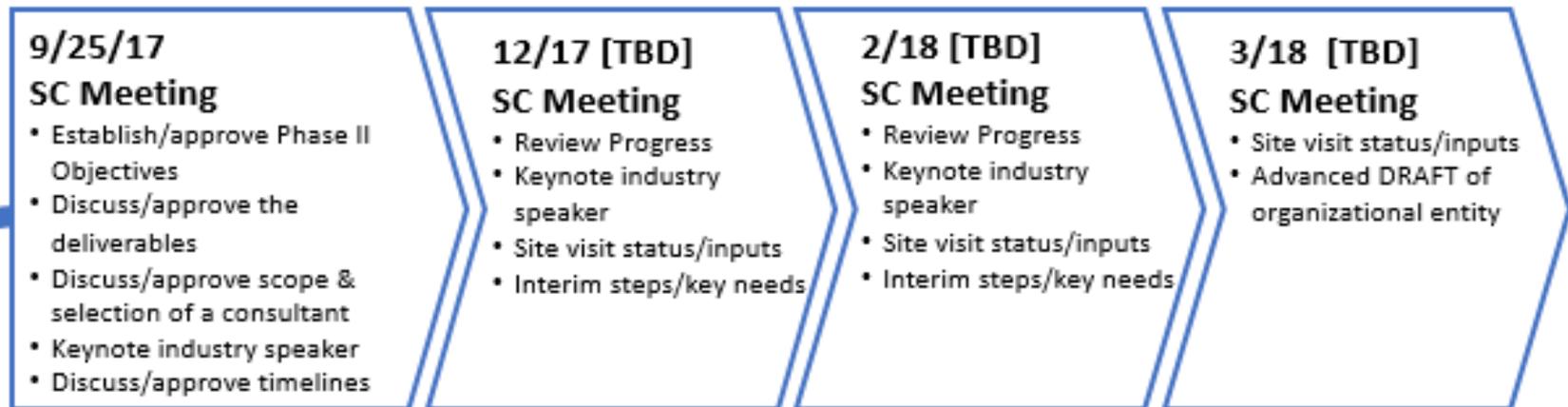- Execute ("early-wins" and long-term initiatives)

Operational Readiness Planning - Conceptual

- **Authoritative Innovation Hub Requirements Development**
  - ➢ Vision/Mission Statement – Economic Development Focus
  - ➢ Policy
  - ➢ Governance (Public/Private Partnership)
  - ➢ Industry advisory groups – Cyber/Life Science initially
  - ➢ Integration into current ecosystem
  - ➢ Develop operational management team requirements and structure
  - ➢ Funding requirements, alternatives and resources (near-term/long-term)
    - ➢ Ecosystem operational support programs
    - ➢ Workforce development; Capital investments; Venture creation

Phase II Timeline & Deliverables

Steering Committee

9/25/17
SC Meeting
- Establish/approve Phase II Objectives
- Discuss/approve the deliverables
- Discuss/approve scope & selection of a consultant
- Keynote industry speaker
- Discuss/approve timelines

12/17 [TBD]
SC Meeting
- Review Progress
- Keynote industry speaker
- Site visit status/inputs
- Interim steps/key needs

2/18 [TBD]
SC Meeting
- Review Progress
- Keynote industry speaker
- Site visit status/inputs
- Interim steps/key needs

3/18 [TBD]
SC Meeting
- Site visit status/inputs
- Advanced DRAFT of organizational entity

Steering Committee & Working Group

Identification & on-site visits for learning & data collection

Working Group

Consult data collection/gap analysis
Hub organizational structure development