SU Job*Hub* Experiential Project LE²AP

Economic Development Support Fund

Go Virginia Region 7 Northern VA

Region 7 includes: Arlington, Fairfax, Loudoun, Prince William, Alexandria, Fairfax City, Falls Church, Manassas, Manassas Park

Region 7 Board is focused on high tech and cyber security including to:
- Upskill cyber workforce - to earn cyber certifications to advance cyber careers
- Enhance cyber pathways to jobs

GoVirginia Funding Request: $500,000 to upskill IT/ cyber workforce -veterans, un/underemployed, women, people of color, to advance in cyber careers in NVA

Fairfax County Funding Request: $100,000 (**20% match**) – to upskill cyber skills of Fairfax residents

Go Virginia Grant Impact

GO VA program investment will increase 300 cyber workforce to fill **300 NVA cyber jobs**

- ROI-impact GMU study, **increase $2.1 million in new state tax revenue**
- estimated 622 direct, indirect and induced jobs
- estimated $56.8 million in additional labor income for Virginia workers.
- contribute an estimated $98.1 million in additional output in Virginia.

Students are 25-65 years old, **84% Fairfax residents working for Fairfax employers**.

Grant will fund instructors, facility, and class materials to provide training specific to grant award

Security University Track Record

- Founded in 1999 – small women owned business

- 2013-2016 awarded Department of Labor TAACCCT grant
  Security University upskilled 847 un/underemployed & incumbent cyber workers (62% veterans) into cyber jobs.

- 2008 -2018 NSA and NIST approved cybersecurity curriculums
- 2005 SCHEV Certified to Operate
- 2015-2023 Regionally accredited by MSA-CESS

- Cyber Certification success is **5 times higher** than VA state average
- 27,000 students are cyber employed at $75,000 or higher

Outreach and equity focus

- This grant will upskill the Fairfax cyber worker to earn cyber certifications to advance in cyber career opportunities:

- Veteran Priority - upskill transitioning military & veterans to earn cyber certifications to advance their cyber careers.

- Woman Priority – upskill women to earn cyber credential to advance their cyber careers

- 2017-2018- upskill people of color to earn cyber certifications to advance in cyber careers.

Thank You

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GoVA Regional Collaboration

Jurisdiction	2016 Population	% or Region Population	Included in Your Project?	Percentage of Region Included
Region 7			*Yes/No*	
Arlington	230,050	9.3%	**Yes**	13%
Fairfax	1,138,652	46.3%	**Yes**	50%
Loudoun	385,945	15.7%	**Yes**	10%
Prince William	455,210	18.5%	**Yes**	14%
Alexandria city	155,810	6.3%	**Yes**	5%
Fairfax city	24,164	1.0%	**Yes**	2%
Falls Church	14,014	0.6%	**Yes**	2%
Manassas city	41,483	1.7%	**Yes**	2%
Manassas Park city	15,915	0.6%	**Yes**	2%
Total	2,461,243	100.0%		100.0%

Security University Team

SU Team:

- Sondra Schneider - SU President, Founder & GO NoVA PM, Cybersecurity subject matter expert.

- Ken Cutler - SU 9 yrs, Sr. Instructor & VP of Certification Programs.

- Kevin Cardwell - SU 15 yrs, Sr. Instructor VP of Q/ISP Programs.

- Patty Kemmerer - Grant Accountant.

- Kevin A. McGrail - Hosting/ Experiential Program partner

- Captain Adam Duby US ARMY

- COL (Ret) Philip Wayslina ISMS Instructor

Impact ROI- Fairfax County Support Fund

G.Mason GOVA study shows

$2,118,500 new state tax revenue

SU asks for $100K to meet the GOVA match requirement.
100% of $100,000 used exclusively for Fairfax County residents.

*Student success will fill **622 direct, indirect & induced jobs***

- ***One direct job filled will lead to an additional 1.1 jobs***
- ***~$3.24 million** additional state tax revenues.*
- ***~$56.8 million** additional labor income*
- ***~$98.1 million** additional output*
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  *$500,000 GO NOVA Grant funds **FREE cybersecurity training for** veterans, un/underemployed, woman - 75% are Fairfax residents*
- **Increasing GROWTH** *in FAIRFAX County up 2% from the previous 5 years.*