Thank you for the opportunity to provide testimony for the July 20, 2021 hearing entitled "Strengthening the Cybersecurity Posture of America's Small Business Community." The Cybersecurity Association of Maryland, Inc. has 580 member companies and was created in 2016 to grow the cybersecurity industry in Maryland. Approximately 80% of member companies are cybersecurity product and services companies, and 20% are academic institutions, workforce programs, and companies that support the cybersecurity industry (legal, accounting, human resources, banking, etc.).

CAMI is committed to strengthening the cybersecurity posture of small businesses through a variety of programs: the Cyber SWAT team; curated directories of products and services; advocating for financial incentives for cybersecurity investment; collaborative educational workshops; and workforce development initiatives.

In 2020, as companies shifted to remote work, the threat surface for small and medium sized businesses also grew. Virtual machines, virtual personal networks (VPNs), and other remote access technologies regularly top the list for cybersecurity incidents. In response to the growing threat surface and in partnership with the State of Maryland, we provide a coordinated breach response effort that includes all components of a response team -- technology providers, cybersecurity providers, cyber insurance, legal and compliance, and communications and PR. Businesses can submit a request via email, online form, or phone. Businesses will then receive a call from a cybersecurity professional within one hour who will gather additional information and triage their hotline request to the best fit cybersecurity firm based on their size, location, industry and breach needs. There is no cost for this hotline service connecting businesses with information, resources and referrals. Our SWAT team has assisted teams in responding to external threats, including phishing campaigns and ransomware, and internal threats, including terminated employees who compromised systems through unauthorized access.

Our website includes a directory of all members, including any relevant designations (MOSB, WOSB,SDVOSB, 8(a), etc.). Small businesses can filter the list by needed service (policy development, system scan, awareness training, etc.) or industry (finance, healthcare, manufacturing, etc.). Additionally, we produce curated directories in response to the needs of small and medium sized businesses. Annually, we partner with the Baltimore Business Journal to produce the Maryland Cybersecurity Buyer's Guide. This guide includes a subset of our member companies, and includes companies that specialize in working with companies <50 employees. Most recently, CAMI is partnering with Exelon, a Fortune 100 company that works in every stage of the energy business, as they take on a new and bold effort to assist the critical infrastructure vendor community. Specifically, CAMI is connecting Exelon to qualified providers to build a network of business coaches and advisors who can help vendors build their security programs and successfully complete the required assessments. The vendor community supporting utilities is highly specialized and typically does not manufacture or support other business verticals. Therefore, the introduction of risk assessments and "trust but verify" audits is new to this population of vendors. Lastly, in response to the need for 300,000+ DoD contractors to be Cybersecurity Maturity Model Certification (CMMC) compliant, we will be

organizing our member companies, and producing a Maryland specific marketplace to facilitate compliance.

CAMI continues to advocate for financial incentives for small businesses investing in cybersecurity services and products. In 2018, Governor Hogan signed the Buy Maryland Tax Credit legislation, which permits businesses with fewer than 50 employees to a tax deduction worth 50% of the purchase price of products/services when they buy from a qualified seller. Additionally, there are funds from the DoD that are available to contractors to perform the necessary assessments and employ remediations for cybersecurity solutions, and we support our partners in MD MEP in promoting this program.

A key factor of our mission is education to our partners. It is very important to socialize the idea of cybersecurity in a way that is relatable to small and medium sized businesses. Through our partnerships with business leagues, Chambers of Commerce, and trade associations, our memberships present educational workshops on highly relevant cybersecurity practices and principles that are vertical-specific or critical for small and medium sized businesses. These workshops are not sales opportunities, and provide baseline knowledge through organizations who already have the trust of small and medium sized businesses.

Our newest initiative surrounds the critical lack of skilled, diverse cybersecurity professionals to protect our critical infrastructure and essential services. Maryland has many training and educational resources, but there is often a disconnect between training and industry needs. With our wide network of partners, we are promoting industry-forward conversations that both inform our training partners of industry best practices and needs, and connect our member companies with existing resources and innovative programming, including apprenticeships.