



IT CENTER OF EXCELLENCE

WESTERN MARYLAND

Meeting Minutes

April 26, 2018

9:00- 10:15am

Present:

Autumn Becker

Jennifer Light, ACM

Gene Silverman, BSI

Melissa Kaye, ACPS

Elizabeth Stahlman, City of Frostburg

David Nedved, Allegany County Government

Troy Donoway, FSU

Matt Growden, First United Bank & Trust

Jonathan Hutcherson, Exclamation Labs

Chris Soule, Rocky Gap Casino Resort

Bill Byers, WMHS

Charlotte Clark, IBM

- Partner Introduction: Berkeley Spring Instruments, Gene Silverman

<http://www.bsisentry.com/>

As our newest employer partner, Gene gave a presentation to the group on his company and their work. BSI is located in Mexico Farms and their main clients are oil and natural gas companies- both stateside and international. They design and fabricate ultrasonic sensors for pipelines to monitor their integrity and predict a pipeline's decline. They also focus on software infrastructure and user interfaces for the data the sensors collect. He employs approximately 20 people currently and he recently acquired an affiliate in New Mexico. One of his latest projects is designing a VR environment for his clients to "see" the sensors in action. Welcome, Gene!

- EARN's 2017 State Report

DLLR recently released their 2017 EARN Annual Report as well as the evaluation of the EARN MD program from BEACON, which they submit every year to legislature. Our partnership is highlighted throughout the 250+ page reports. Autumn pulled out the most relevant information from the report to share with the group (attached with these minutes). Of most exciting news, BEACON has determined our partnership's lifetime ROI to be \$22.58 for every \$1 invested. The EARN MD average is \$17.53 and the national average is \$3-5\$. BEACON goes into detail on how they calculated this ROI, which is also included in the report.

What this report doesn't take into account is all of the unintended consequences of our work, which we report on in our quarterly narrative reporting, but is never really measured by BEACON. Our partners have been instrumental in starting/supporting several Allegany County IT/STEM initiatives including Tech at the Gap, P-TECH, REACT, Mountain Maryland Tech Network, as well as our most recent effort, Girls Who Code clubs in Allegany County for middle school girls.

- Girls Who Code Update

We continue to move forward with our plans to launch a Girls Who Code club in every middle school in the Fall 2018 semester. To garner interest in the clubs, we will be hosting a free Girls Who Code Summer Camp at the South Cumberland library during the week of July 23, 2018. It will be half day club and we will take 25 girls- incoming 6th- 8th graders. We have already received several donations for the clubs including cash donation from the Lavale Lions to purchase t-shirts and snacks for the summer camp as well as recycled laptops from CBIZ and ATK. Once summer camp plans are finalized and registration is open, I will update the group and ask for assistance in recruiting.

- P-TECH Update & Mentorship Onboarding, Melissa Kaye

The current cohort had various breakfast seminars throughout the year and included presentations from many of our partners— FSU, IBM, ATK, First United, and Willets Systems. Exclamation Labs & ACM will present at the last breakfast seminar planned for May 2. Melissa would like to organization a fun tour for the conclusion of the school year and possibly stop by several companies/businesses for 20 minute tours. Students would get a brief tour to see the spaces and meet some employees.

We are actively looking for mentors for each student— if you would like to mentor, please contact Melissa. There are 23 mentors needed for the current cohort and 25 needed for the new cohort. Some mentors can take 2-3 students. Once the details are worked out on the communication platform, Autumn will send a call for mentors via email.

Thank you to Charlotte Clark, IBM, who paid for the grant for PTECH to use MENTORPLACE as the platform for mentors to talk with the students.

For 2018-19 school year, we had 40 students apply! (9 girls total) There was a lottery to select 25 students and 50% are FARMS. There will be a dinner celebration planned for the new cohort in August 2018.

Despite the \$750/student/year designated to ACPS to cover additional P-TECH costs and the 50% subsidy grants ACM will apply for through MSDE, ACPS does have the funds needed to cover the other 50% tuition cost. We need to actively look into other options for funding such as the opportunity scholarship through the County. Melissa will work on a projected expenses report for each cohort and share with the group to help advocate for additional funding.

- REACT Update: Sponsorship & Summer Camp**
 The number of students in the program as well as the number of teams in the County continues to increase. Based on donation history, the 501c3 receives roughly \$1,000 per month in donations. Summer Camps are scheduled for the week of June 25. (Flier attached) REACT's two biggest needs are: coaches (they have had requests to start clubs in some schools but cannot find a willing coach for the team) and SPACE. They are looking for space to host multiple teams on a regular basis. (Spec sheet is available for room size and requirements)
- Quarterly Reports**
 Autumn distributed the most recent quarterly reports submitted to DLLR on 4/16/18. If any partner has questions or needs additional copies, please contact Autumn.
- Workforce Training Plan schedule reminder**

TRAINING	DATE & TIME
Microsoft 2016 Server * certification voucher included	May 7-11, 2018 8:30AM- 4:30PM
Certified Network Defender (EC Council) * certification voucher included	Sep-18

- Tech at the Gap Reminder: October 24, 2018**
 Theme: Igniting Innovation
 The planning committee is meeting monthly. We are actively recruiting presenters and sponsors.
- NEXT MEETING: JULY, 2018**