19/20 ANNUAL REPORT

SOUTHERN MARYLAND NAVY ALLIANCE

To protect and enhance naval aviation and the military economic base in Southern Maryland

2019-20 Southern Maryland Navy Alliance Leadership Officers and Board of Directors

EXECUTIVES

Tim Heely, President

Gary Kessler, Executive Vice President

Bob Russell, Treasurer

Christine Wray, Secretary

Brian Norris, Executive Officer/ Past President

DIRECTORS

Brett Darcey
Tom Dennison
Tom Garrison
Peter Green
Barbara Ives
Glen Ives
Michael Johnston
Alan Parris
Dottie Simeona
Kevin Switick
Pete Williams

contents

02 Statement of Purpose

03 Report from the President

04 Thank You, Tim!

06 Agenda

07 Policy Guidelines & Six Key Objectives

Review & Analysis

08 The Year that Everyone Went Unmanned…Innovating through the Challenges

10 TechPort

12 WorkForce Development

13 Hiring Our Heroes

14 Government Relations

16 Responding to the New Normal While Keeping Mission Focused

18 Teen's Desire to Help Others Takes Flight

20 SMNA Launches New Website

24 Grants & Contributions & Navy Alliance Members

25 Financials & Granting Agencies/ Acknowledgements

26 Accomplishments & Membership Benefits

27 Membership Application

THIS ANNUAL REPORT IS ISSUED BY THE PRESIDENT AND THE BOARD OF DIRECTORS AS REQUIRED BY THE BY-LAWS OF THE CORPORATION.

The Southern Maryland Navy Alliance solicits financial contributions from its sponsors each year. Your participation is vital to our organization; our sponsor list is an indicator to the Congressional Delegation, the State of Maryland, the County Commissioners and other government officials of the level of community support for our military installations. Membership contributions range from $1000 to $7500.

Please mail membership application and check to:

SMNA, P.O. Box 748, Hollywood, MD 20636 or

Contact admin@navyalliance.org for Credit Card or ACH payment information

Statement of Purpose

Southern Maryland Navy Alliance is a private organization whose mission is to support, promote, and enhance the intellectual capital and infrastructure at Patuxent River and St. Inigoes as an economic asset and resource to the Southern Maryland region.

The objectives are:

Support the expansion of technical and engineering jobs in Research, Development, Acquisition, Test & Evaluation, fleet life cycle support, defense-related opportunities as well as the overall growth and diversity of the economy in the Southern Maryland region. This includes vigorous support and assistance for the policies and budgets of Naval Aviation, Federal, and Department of Defense (DoD) Joint activities and support for applicable commercial opportunities that will enhance Southern Maryland's brand as a Technical Center of Excellence.

Educate and inform the businesses, citizens, and governments of Southern Maryland about the economic and cultural benefits of a strong military presence in the region and the importance of supporting regional infrastructure.

Provide leadership to facilitate coordination and build consensus on key projects with various organizations, groups, clubs, governments and individuals who have similar interests in maintaining a healthy and stable community, economy and DoD installations in our area.

Serve as a catalyst to assist other government and private organizations with marketing the science and technology assets at Patuxent River and St. Inigoes and in the larger Southern Maryland community.

Report from the President

Tim Heely, RADM (ret)
President, Southern Maryland Navy Alliance

The Alliance has continued to help the Southern Maryland communities, businesses and installations promote the region's resources and commitment to supporting our national interests.

We are doing this through public and behind the scenes interactions with elected and unelected officials by finding opportunities to collaborate then helping to connect the dots. These are efforts best done in person, so the complications brought on by COVID have certainly made these tasks more difficult, but not impossible, to undertake.

Just before the virus changed all of our lives, a contingent of the Alliance visited Washington DC, and through the help of Congressman Steny Hoyer and his staff, was able to meet face to face with our area Senators and Congressmen, as well as, senior Department of Defense personnel.

Our message, shared by each member of our contingent, was clear: Southern Maryland is ready to work, ready to recruit talent and ready to retain the talent we have. We highlighted local efforts like TechPort, the Airport Zone, the University System of Maryland at Southern Maryland (USMSM) expansion, the UAS Test Site and others that clearly demonstrate Southern Maryland's commitment to these goals.

We left after that two day "meeting-palooza" with promises from several of the principles to come to Southern Maryland in the spring/summer 2020 to help us accentuate what we have to offer.

And then came COVID.

So in person meetings became impossible; and we all learned new words like Zoom, WebEx, FaceTime and on and on. We continued to make our presence known, but like everyone else, things got slower.

But we have not stopped.

We continue to find ways to share our business opportunities across the gamut of individuals, from the non-college graduate through the PhD.

We have diverse, vibrant, pioneering work opportunities, including manufacturing, office work and services.

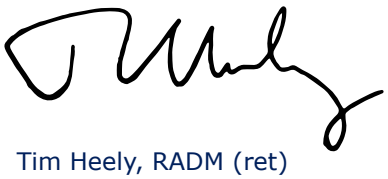
Although we are primarily focused on Defense, we often forget that that "Defense" is not just the Naval Air Systems Command - it encompasses the people who directly support the government, restaurants, health care, construction, education, the outfitting and upkeep of our residences and work spaces,and so much more.

We are working to recruit people to this workforce both locally and from outside the region. The addition of USMSM's Third Building with its internal unmanned air system (drone) test and demonstration areas and state-of-the-art facility will help us attract this vital talent, and the county's efforts to develop the surrounding area will help us retain them for the long term.

We are expanding our outreach to the local education, piloting presentations to college and high school students exposing them to what Southern Maryland has to offer, as well as, show them how important a security clearance is and how certain actions that may not seem out of bounds to them can have a profound, and life-time negative effect on their future.

The current "frozen in time" atmosphere will go away, and things will become more like we remember - but rest assured we are continuing to work to smooth communications and to get the word out of just what a wonderful place Southern Maryland is.

Respectfully,



Tim Heely, RADM (ret)
President, Southern Maryland Navy Alliance

Thank You, Tim!

By Gary Kessler, SES (ret), Executive Vice President, Southern Maryland Navy Alliance

Even during these challenging times, the Southern Maryland Navy Alliance (SMNA) continues its' mission to support, promote and enhance the intellectual capital, economic assets and resources of Patuxent River, St. Inigoes, and other military installations in the Southern Maryland region. We continue to actively communicate with elected and appointed local, county, state and national individuals and U. S. Naval leadership to ensure all sides are heard and understood.

Due to the pandemic, we had to unfortunately cancel our Annual Dinner this year where we always network with our members, update everyone on our accomplishments over the past year and recognize the outstanding work done by our SMNA leadership, Board and members. This event also marks the transition of the SMNA leadership, every two years, and provides the opportunity to highlight the accomplishments of our outgoing President and thank them for their service.

As I take over as President, I want to take a few minutes to highlight the accomplishments of the SMNA over the last two years under the leadership of RADM (ret) Tim Heely and to thank him for his Selfless Support and Honest Leadership of the Southern Maryland Navy Alliance. Under his leadership, we secured $6M to procure a Ground-based sense and avoid radar system for Pax River, secured funding for a new Air Traffic Control Tower at Webster Field, worked to secure funding to help facilitate the widening and lengthening of the runway at St. Mary's County Airport, and worked to secure funding for the 3rd building at the University System of Maryland at Southern Maryland that will build open the University of Maryland's UAS Test Site and Tech Port to further enhance the County's Innovation District initiative at the airport.

These are but a few of the highlights of accomplishments under Tim's leadership, and I hope and he should feel very proud of what the Alliance accomplished under his tenure. Thanks again Tim, and we look forward to your continued support and engagement in our mission.

As we look ahead with the challenges and uncertainties of the current pandemic and its' potential impacts to our community here in Southern Maryland, the Southern Maryland Navy Alliance will continue to connect, learn, inform, and direct as appropriate.

To that end we are focusing our efforts on government and Naval relations as always, but also workforce development. To be a thriving community and a workforce with the latest ideas and applications we need to ramp up our efforts to attract and retain an ever-growing vibrant workforce. We need to be able to offer college, and non-college, graduates good paying jobs doing meaningful work – the kind of work, when you are finished, you can look at it and be proud you were part of something so much bigger than yourself – the kind of work that will make a difference – the kind of work that will change the future.

That kind of work is what goes on each and every day in Southern Maryland.

We will continue to work on expanding the St. Mary's Airport zone, with the University of Maryland's new building and the surrounding Innovation District that the County, under Chris Kaselemis, has laid out. We will engage with the new Southern Maryland NavalX Tech Bridge in conjunction with TechPort to build an innovation eco-system that supports the Navy and the growing technology business community here in Southern Maryland.

We are also working with the state and the county to try to alleviate some of the traffic problems, with road and bridge widenings teed up for the next several years.

And we are looking for your ideas on what needs to be built, tweaked, modified, or cancelled – Tom and I and the rest of the Alliance Board are eager to hear what you think.

This is a wonderful place to live and work and play. With your help, commitment and support we will do our best to keep it that way, and to improve on what we have.

Thanks, and stay safe.

This is a wonderful place to live and work and play. With your help, commitment and support we will do our best to keep it that way, and to improve on what we have.

Upon his transition of leadership, President Tim Heely, RADM (ret) was presented with an award in recognition of his accomplishments and excellence in support and leadership during his tenure as SMNA President from 2019-2020. From left: Gary Kessler, President;Tim Heely, former President; and Tom Garrison, Executive Vice President.

AGENDA

The following agenda for the Southern Maryland Navy Alliance (SMNA) is intended to support the Naval Air Systems Command (NAVAIR), Naval Air Warfare Center Aircraft Division (NAWCAD) including St. Inigoes / Webster Field, Program Executive Offices (PEOs), NAS Patuxent River, tenant commands and the surrounding Southern Maryland region and business community (all referred to as the Patuxent River Complex) as an indispensable national asset.

- Maintain the current courses of action with respect to ongoing SMNA strategic initiatives to ensure continuity and achievement of established goals and objectives.
- Engage in direct and open dialogues with the Navy on all matters pertaining to the health of, and vision for, the Patuxent River Complex. Refine our understanding and advocacy of the NAVAIR vision to be a source for supporting change.
- Promote a cross section of membership that brings representatives from the Southern Maryland community stakeholders in the development of the local economy.
- Continue to be inclusive of other community-based organizations that hold shared and complementary interests with the SMNA.
- Ensure transparency between public and private sectors as a means of promoting the intellectual capital for progressive and diversified development of the Southern Maryland economy.
- Educate stakeholders and decision makers on the capabilities of the Patuxent River Complex for acquisition, deployment and support of military power for the defense of the United States.
- Facilitate awareness for policy makers and senior Navy leadership of the unique world class infrastructure and intellectual capital in our region to support other Federal agencies and commercial based programs.
- Support Navy initiatives for special projects and facility improvements across the Patuxent River Complex.
- Endorse and provide support to the University System of Maryland, the Unmanned Aviation Systems (UAS) Test Site, the Autonomous Research Initiative, the UAS Center of Excellence, Special Operations and Irregular Warfare / Rapid Response programs.
- Protect the Navy facilities from encroachment issues, referencing the NAS Patuxent River Encroachment Plan to ensure consistency with the Navy's strategy in concert with local community interests.

A KC-130T equipped with an upgraded propeller successfully completed an aerial refueling mission with an MV-22 Osprey during a test flight August 24.
U.S. Navy Photo / NAWCAD Facebook

POLICY GUIDELINES

Ensure the Southern Maryland Navy Alliance adheres to its mission of supporting the Navy and business development in the region, with no special advantage to or for any particular company.

- Support the US Navy and US Marine Corps Naval Aviation in our area.
- Understand the limitations of the Navy in its ability to present its position and how the Southern Maryland Navy Alliance can be a strong ally before Congress and the Department of Defense as well as in the private sector.
- Construct political alliances with elected officials at the Federal, State, and local levels and other groups across the country.
- Maintain situational awareness of the budget and political processes and those who have influence within each. Special focus should be on budget activities that have both positive and negative impacts to Naval Aviation, activities within the Patuxent River Complex and the supporting industry.
- Allocate resources to support a systematic effort targeted to secure appropriation of funds for special projects/programs at Patuxent River and Webster Outlying Field (WOLF) and in the community at large.
- Integrate Southern Maryland Navy Alliance strategy with trends in national defense and US foreign and world trade policies.
- Employ a professional support system of Washington consultants to monitor events, develop strategies, and brief key decision-makers.

David Hamm, an engineer with Mechanisms and Modeling and Simulation Lab at Naval Air Station Patuxent River, Md., inspects a 3-D printed face shield as part of the COVID-19 response effort.
U.S. Navy photo by Peter Fitzpatrick

SIX KEY OBJECTIVES

1. **Cost of Operations**

   Reduce cost of NAVAIR operations by optimizing how and where non-mission essential contractors work.

2. **Technical Center**

   Promote Naval Air Warfare Center Aircraft Division as Naval Aviation's premier Technical Center of Excellence.

3. **New Missions**

   Encourage the growth and diversification of new missions in Southern Maryland while ensuring all core work is retained.

4. **Autonomous Systems**

   Help establish NAS Patuxent River as the Navy's focal point for all UAS test and evaluation.

5. **Support Naval and Regional Economy**

   Encourage collaborative efforts between the Navy, Marine Corps and community to eliminate all encroachment risks while promoting the growth and diversification of the regional economy.

6. **Partnerships and Shared Services**

   Be a leader among Naval installations in shared services - think big and be bold.

The Year that Everyone Went Unmanned...

Innovating through the Challenges

By Matt Scassero, Director, University of Maryland Unmanned Aircraft Systems Test Site

We never expected that "unmanned" would apply to our hangar spaces…

In a year that has defied many of our core assumptions and things we just took for granted, we have all been challenged to not only continue producing, but to do it better, in a more efficient way, to be more than we were. This gauntlet has been taken up by this community, one that was already positioning itself to be more innovative, take advantage of new skills and focus areas, build on established strengths, and achieve more. While there are still months of pandemic to get through with the COVID-19 threat, we are convinced more than ever that this community will thrive through it and beyond.

As the leader and on behalf of the "human organ delivery by drone" team, Dr. Joe Scalea, UMMC, accepts the Technically Baltimore Best Invention award in October 2019. (UMSOM)

That mindset is at the core of the UAS Test Site and the immediate research community it is part of. As the hub of the newly unveiled Innovation District in the Saint Mary's County Master Plan surrounding the regional airport, the UAS Test Site took a lick like everyone else and is bouncing back stronger. Success breeds its own challenges, and on top of the pandemic, this has stressed the Test Site and its partners. By focusing on the skills, values and qualities of innovation, using them as guideposts, leaders are coming together to ensure long-term success for the region.

In the immediate geographic area, two of our partners are going through their own evolution and fulfilling their promise to be centers of innovation going forward. TechPort, the UMD incubator located two doors down, has undergone a makeover of sorts, from a traditional technology incubator to a community incubator, one that is as focused on the people and the spirit of invention as much or more than the technology itself. The new Director, Tommy Luginbill, has become a fixture around the community, leading and joining in with a wide variety of efforts focused on jobs, the economy, technology, defense issues, education and diversity. His leadership has opened new doors for not only TechPort, but the region as a whole. As detailed elsewhere in this report, TechPort is a valuable partner in many activities pushing and elevating our people forward and higher.

The University System of Maryland at Southern Maryland is equally receiving a facelift, with the erection of the new Engineering and Research Building. At this writing, approaching the one-third completion point, it is very easy to see the transformative nature this facility will have on not only the airport environs, but the region itself. A complex that will house engineering classrooms, workshops, labs, electronics bays, communications venues, large open air labs for developing and testing unmanned and autonomous systems, and high-capacity meeting spaces, this new building follows through on TechPort's mantra of creating the place as well as the opportunity. This "place" is a boon for developing the students and research faculty that will propel the Innovation District into the future. The UAS Test Site is imagined to become an operational "tip of the spear" for this facility for air vehicles, extending research from basic to applied, and we are excited to see this capability come to life.

As part of the research capability of the flagship campus, the UAS Test Site has followed all protocols put forward by the state and University. Putting an emphasis on role-modeling through the initial crisis and beyond, The UAS Test Site shut down all in-person operations from March through June, and then began reopening under a three phased plan, similar to other portions of the state and university systems. As of September, the UAS Test Site operational staff is almost back to full capability, while the remainder of the team continues teleworking. One of the illuminating points that came out of these days was a look at how unmanned and autonomous systems can assist through these types of impacts, as well as how they may contribute in the future or possibly even help prevent some of these impacts. While the Test Site team stood ready to operate in support of public safety, the impacts locally did not suit themselves to needing this kind of help. As part of a global community supporting the integration of unmanned systems into our daily lives, the Test Site participated in several virtual outreach events, headlining how these systems offer new solutions to old and evolving problems.

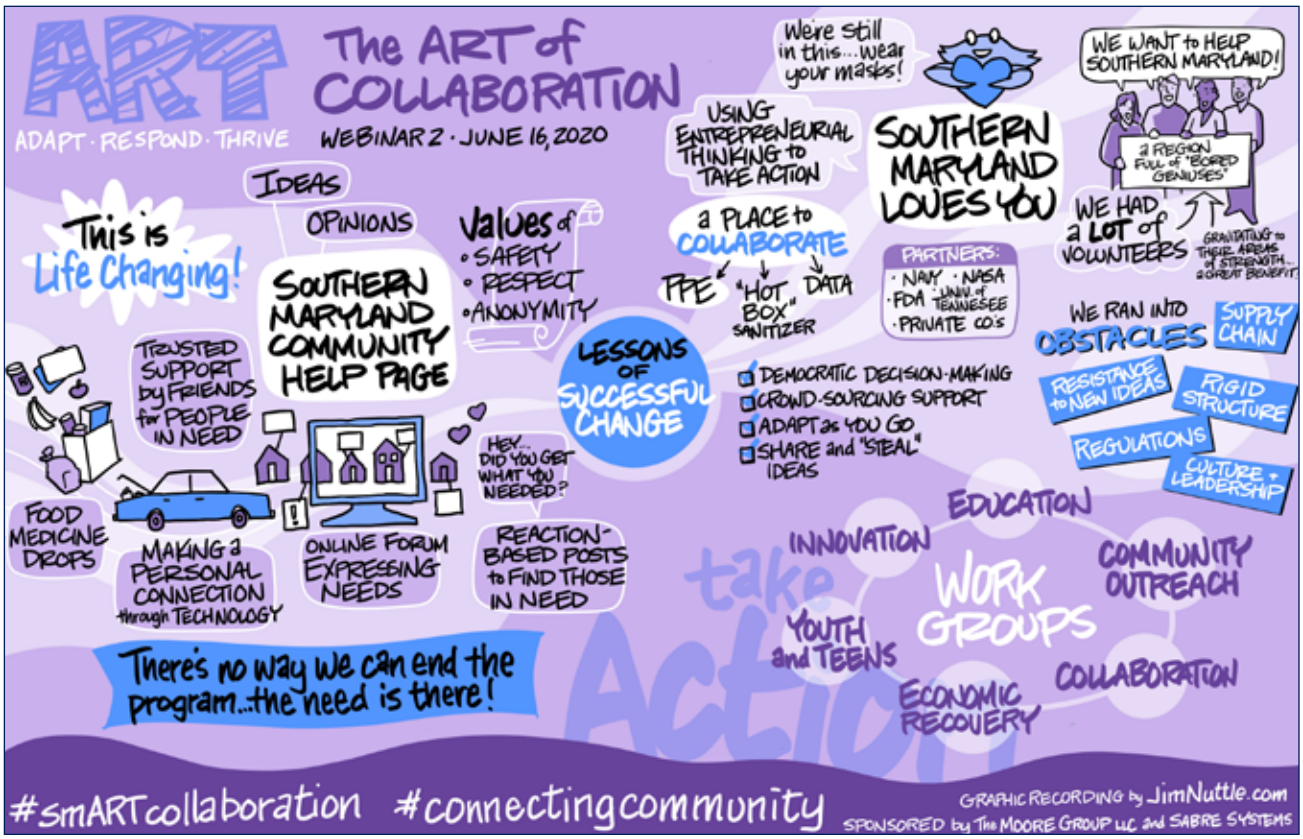
One severe impact that was a crushing blow was the cancellation of the summer intern program. In a normal year, five enterprising undergraduate students join the UAS Test Site for ten weeks of growth, training, accomplishment, and a lot of fun! The team looks forward to this as much as the students do. Since no internships were possible, students were encouraged to continue their paths and stay in touch as we all navigate this "new normal" and look for ways to push forward and challenge themselves. One student who was local and had been

brought aboard as an assist to the operations team, Ethan Aus, was able to continue working with us through the early days of the pandemic and became a fully-contributing member of the team, even travelling across the Chesapeake Bay to Crisfield to support TigerShark operations in August. As he begins his junior year at College Park in a hybrid format, Ethan will be remaining attached at the hip with the Test Site and furthering both our capability and our message reach.

A bright spot that continues to grow is the outgrowth of activity form the human organ delivery flight effort that culminated in a historical flight in April 2019. Several of the people involved in that effort joined forces with Baltimore investors and leaders to create a company, MissionGo, which is forging ahead with cargo delivery and medical support using drones in the Baltimore region and beyond. This is an immense undertaking, involving regulations from the FAA and the medical community and others. Navigating through it all safely and responsibly is the only way to achieve lasting impact, and this company is doing it. The UAS Test Site remains connected to the research and integration efforts of MissionGo, as well as other local companies like Vanilla Aircraft and Platform Aerospace. Developing highly capable air vehicles with significant improvements in sensors and performance are making a name for Maryland, as was imagined from day one of the Test Site. This setting new objectives beyond most people's imaginings is also behind a study currently underway that will put Maryland in the lead, establishing a UAS Route Network across the state to support users from industry, government and academia with a unique approach never before established in the United States. More news to follow!

A thoroughly masked and social-distanced visit by new University System of Maryland Chancellor Dr. Jay Perman gave him a chance to see up close and personal the LG-1000 aircraft used to deliver a kidney to a patient in Baltimore last year. As then-president of UMB, Dr. Perman was both knowledgeable and thrilled to see the research continuing and making a difference.

It has been said often that "there is nothing unmanned about unmanned aviation." In this unprecedented time, we are also putting truth to the words that "leadership is a verb." The UAS Test Site continues to "be there" where it counts, one way or the other, to ensure the Southern Maryland region is leading through innovation. ■



A graphic recording of the activities from the SMART Collaboration webinar series co-hosted by UAS Test Site Director Matt Scassero throughout the summer of 2020.

TechPort

By Annmarie Edwards and
Maureen Thomas, TechPort 2.0

As the novel coronavirus was spreading throughout the United States in March, forcing lockdown situations across the country, a group of innovative minds gathered at TechPort. The mission was to create personal protective equipment (PPE) to assist healthcare workers. But quickly, this enterprising group understood that production of disposable PPE would simply not be enough. What they really needed was a way to sanitize the PPE for re-use.

Gathering the resources of the community, a heat sanitization box was created and in use for testing at a local hospital within one week. It's a perfect example of what stakeholders, the U.S. Navy, St. Mary's County and the University of Maryland envisioned when they initiated and supported TechPort.

Still, TechPort, conceived as a space and opportunity for entrepreneurs to meet and collaborate, has morphed into a think-tank type hub of information, central to our Southern Maryland innovation zone. Techport's charter is to grow the area's economic base by accelerating innovation and assisting entrepreneurs to create and build new tech-based companies. From that platform, over the past year, TechPort 2.0 has emerged in an advocacy role, as a policy influencer with the military and government, and has been that hub of activity during the current pandemic.

TechPort targets startup and early stage companies that specialize in autonomous systems for commercialization of Navy technology while serving as a community resource for innovators of all kinds. Since Tommy Luginbill became its new Director last November, and reenergized TechPort into its fresh 2.0 vision, new clients have moved into TechPort and many important connections have been created.

As an assistant professor and Director of the Entrepreneur & Innovation Institute at the College of Southern Maryland, Luginbill was stunned his students didn't recognize the technology treasure right at their doorstep.

"When I was teaching, I had students all the time say, 'Wow, I had no idea any of this was here,'" Luginbill says. "Our region is not doing the best job of telling people or showing people all, we have to offer here in Southern Maryland."

As TechPort Director, Luginbill aims to cast a "super spotlight on all the incredible technology here."

One way he's doing this is by making TechPort available for community initiatives. In December, he offered TechPort as the collection site for a Southern Maryland holiday toy drive. In March, TechPort was the drop-off point for breast pumps that were engineered into ventilators to assist with pandemic needs.

Luginbill is constantly cultivating relationships in the community, sitting on boards of directors and being involved in Southern Maryland issues. He has successfully built relationships with other members of the Southern Maryland Naval Alliance. He regularly partners with other

Spirit of Innovation - a TechPort client innovating through music and discussion

TechPort-sponsored "Hot Box" Innovation displayed by Southern Maryland Loves You NonProfit co-founder Matt Hayes and board member Barbara Ives

University of Maryland assets, including working with young engineering students who currently attend the University of Maryland College Park through a partnership with the Naval Air Warfare Center, Aircraft Division (NAWCAD) and Southern Maryland Higher Education Center. They attend engineering classes, locally, and work during semester breaks at Naval Air Station Patuxent River (NAS Pax River). Luginbill learned they were interested in creating and competing in BattleBots, so he rallied local companies to donate supplies and funding. TechPort became the home of Leonardo DaPinchy, a crab-themed robot.

"Innovation is a community collaboration," Luginbill says. "Looking forward, we hope to strengthen our ties especially with the Navy's TechBridge and NavalX programs. Connecting the Navy with small businesses that can quickly pivot and respond to military needs for commercial applications is a vital mission of TechPort."

A first step toward bolstering those relationships is the launch of a new live program streaming monthly from the TechPort Hangar beginning in FY21. It will feature Rick Tarr, Director of the Southern Maryland TechBridge and Naval Air Warfare Center Aircraft Division (NAWCAD) Tech Transfer Office at NAS PAX River and his program. The broadcast will highlight information on upcoming challenges and include opportunities to ask questions.

When the organizers of a three month-summer webinar, Art of Collaboration, asked for TechPort representation, Luginbill gladly accepted the offer to join and share with the broader Southern Maryland community. During these sessions, TechPort's quick response to the pandemic needs was used as an example. Not only did a group of bright minds join forces for a moment in time, TechPort helped launch a nonprofit organization from it – Southern Maryland Loves You (SOMDLY). It has attracted about 100 engineers and medical professionals working together to produce and stretch high demand medical equipment.

Says Luginbill: "It was the kind of organic, innovative experience that TechPort exists to support, create and grow." ■

Matt Hayes, a locally-based innovator and co-founder Southern Maryland Loves You, a TechPort initiative, wearing a gown made by volunteers and innovators for regional front-line workers this spring, 2020.

TechPort intern Alec Dobbins' innovation - now in use globally as a tool to mitigate impact of COVID-19

Workforce Development

By Matt Hermann and Dottie Simeona, SMNA Workforce Development Chair

The Workforce Development Committee has worked diligently over the past year to address a wide range of challenges that face the workforce in Southern Maryland and many of our Alliance members. Chief among these challenges is addressing recruiting and retention issues; establishing a pipeline of workers from internship to full-time positions; fostering greater expertise in the area of cyber, engineering, digital, and data science to meet the current and future demand signal from the Navy as well as modernizing the way Navy allows its partners to manage its own workforce.

The Workforce Development Committee was able to raise a number of issues and concerns directly with members of the Maryland Congressional Delegation. One significant point of discussion was on support for the PAX2030 immersion program. This program would support a multitiered approach including apprenticeship for technical skills during high school, internship during college, and graduate (PAX GRADS) students 1-2 years out of college. A participant in this program could participate in a single tier or all resulting in a dynamic workforce immersion program.

The Congressional Delegation saw great value in this endeavor and understood that funding would be used to support PAX2030 in positions that are critical skill and support Naval air missions including unmanned aerial vehicles. They understood that there are significant shortages and challenges in recruiting personnel in certain highly technical fields. The program would help to identify students who have backgrounds in these critical skill areas and support NAWCAD's mission. The program is modeled off successful and existing programs utilized by SOFWERX and at other innovation centers across the United States. The program is intended to be a partnership between the Navy, local community and University System of Maryland. Our Committee will continue to advocate for this effort with the Delegation and work with the Navy to urge for its implementation.

Furthermore, during these meetings the Committee also highlighted challenges with labor qualification categories. Contractors are increasingly relied upon for information technology, artificial intelligence and other emerging technologies and capabilities. In many cases, the personnel that are needed to fulfill the contracts purpose do not fit into traditionally used labor category qualifications. For example, many technology contracts are supported by personnel without 4-year degrees but have extensive experience in coding or other related technology capabilities. As such, the rigid application of more traditional labor category qualifications makes it difficult to attract and retain the right personnel for those jobs. In part, as a result of these discussions, Congressman Anthony Brown sponsored an amendment during mark-up of the House-passed National Defense Authorization Act for Fiscal Year 2021 (H.R. 6395) that requires a GAO review of time- and material contracts and labor category minimums. The review will look into the concerns faced by many contractors in this area.

In the coming year we will continue to work with Alliance members, other local partners, the Navy and educational partners to address the wide range of workforce development challenges we face in the region. We believe a collaborative approach and direct engagement will help to continue to make progress in these areas. ■

Military Spouse Hiring Fellowship Program

By Thomas O. Evans, Esq., Assistant Director, Office of Military and Federal Affairs, Maryland Department of Commerce

The Maryland Office of Military and Federal Affairs wants to bring to your attention a program offered by the US Chamber of Commerce for employing our military spouses. It is the Hiring Our Heroes Military Spouse Fellowship Program (MSFP) and it is a first-in-class initiative that connects military spouses to paid 6-week fellowships that provide professional training, networking, and hands-on experience. This engagement with local employers enables military spouses to quickly build their networks and gain localized job experience. Participating host companies gain access to a pre-vetted, highly skilled, and educated talent pool. The program is seeking local employers in the Maryland area and it's at no cost to host employers.

Employers that are interested in hosting fellows can apply here:

https://www.hiringourheroes.org/fellowships/fellowship-program-employers

Or contact National Capital Region Program Manager Lauren Monnelly – **lmonnelly@uschamber.com**

The MSFP works hand in hand with our Military Spouse Economic Empowerment Zones (MSEEZ) and Military Spouse Professional Networks (MSPN). Through this public and private collaboration, companies are enabled to advocate for, train, and hire military spouses. More details about the MSFP program can be found at this link:

www.hiringourheroes.org/fellowships/spouse

Contact information for the National Capitol Region:

Lauren Monnelly
Fellowship Program Manager
National Capital Region

Hiring Our Heroes
U.S. Chamber of Commerce Foundation

1615 H Street NW
Washington, DC 20062

Mobile: (202) 380-8632

Government Relations

By Matt Herrmann and Tom Garrison, Government Relations Committee Chair

The Southern Maryland Navy Alliance Government Relations Committee, with the assistance of The Roosevelt Group, remained extremely active this past year, continuing our strong relations with the Maryland Congressional Delegation, and the leadership at NAS Patuxent River and the Naval Air Systems Command. Building on efforts and successes from previous years, the GR team has advanced a number of Alliance priorities in the FY20 defense legislation.

Priorities included tangible infrastructure components and intangible employee worklife topics. The FY20 Defense Authorization and Military Construction Appropriations Bill included $15 million in funding to construct a replacement air traffic control tower at Webster Outlying Field (WOLF), in St. Inigoes, MD. This funding was critical to bring the WOLF tower up to code to support current and future flight operations which directly impact flight test effectiveness based on nearby NAS Patuxent River. Furthermore, the bill included authorization and $50 million in appropriations, designed to support an inaugural round of Defense Community Infrastructure Program (DCIP) projects. DCIP is a program that can help to address quality of community life, provide resilience and confidence for industry families, and add military value to NAS Patuxent River while addressing civilian infrastructure outside the gate.

The Navy Alliance also restarted a tradition of travelling to Washington, DC, to engage the Maryland Congressional Delegation and senior Navy leaders, to discuss their priorities for the upcoming year. With the help and assistance of Congressman Steny Hoyer's office, the Alliance group joined several members of the Maryland

SMNA DC Fly-IN - February 2020
From L: Tommy Luginbill, Tom Evans, Tim Heely, Dottie Simeona, Barbara Ives, Gary Kessler, Matt Scassero, Tom Garrison, and Glen Ives

Congressional Delegation at the U.S. Capitol in early February. The Alliance met with Senator Chris Van Hollen; Congressman Steny Hoyer; Congressman Anthony Brown (member of the House Armed Services Committee); Congressman Dutch Ruppersberger (member of the House Appropriations Committee) as well as Stephen Ham of Sen. Cardin's office. Alliance members also met with Assistant Secretary of the Navy for Research, Development and Acquisition, James "Hondo" Geurts; Assistant Secretary of the Navy for Energy, Installations and Environment, Lucian Niemeyer, and Principal Deputy Assistant Secretary of Defense for Sustainment, Mr. Pete Potochney. The meetings provided an excellent opportunity to advance the Alliance priorities and gain unique insights from the delegation, and from senior Navy leaders, to shape future communications strategy and priorities for the Navy Alliance.

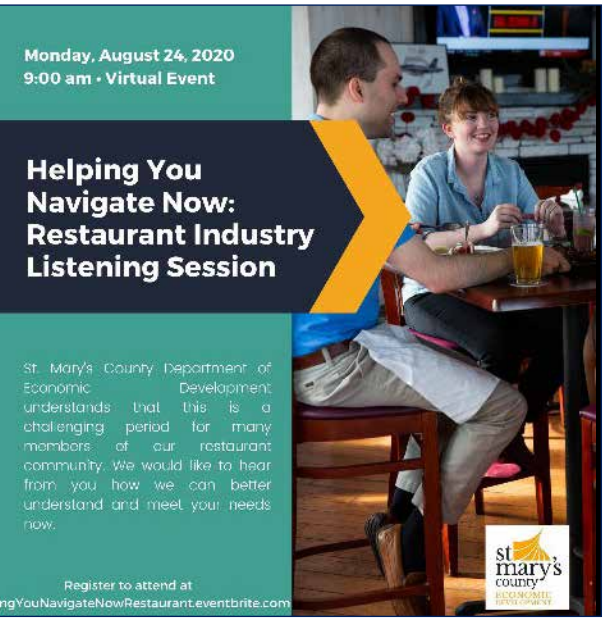
Southern Maryland is home to a remarkable alignment between the US Military leadership and regional industry. The SMNA Government Relations committee looks forward to continuing these priority-shaping successes and meaningful engagements for years to come. ■

Capitol Hill - SMNA engaging House Majority Leader, Steny Hoyer, (D, MD) on workforce issues

Responding to the New Normal While Keeping Mission Focused

By Chris Kaselemis, AICP, Director, St. Mary's County Department of Economic Development

Like many organizations, the pandemic has altered how our organization sets priorities and accomplishes its mission. The St. Mary's County Department of Economic Development has pivoted to address new challenges while ensuring that the core work set before us is not forgotten.



What's New

The local business community has seen dramatic changes in recent months due to the pandemic. Hit particularly hard were the leisure and hospitality industry and personal service businesses. Restaurants, bars, hair and nail salons, gyms, childcare provides, and small retail suffered greatly. Federal, State, and local resources became available to these entities.

In St. Mary's County, County Commissioners allocated $2 million of federal CARES Act funding to assist small businesses and non-profit organizations. Most grantees were funded at the $5,000 level, but commissioners granted an additional $1,000 to each recipient as applications slowed. Over 200 entities received local financial support.

Economic Development initiated a Restaurant BOOST Gift Card program to provide quick cash to local eateries. A $35 gift card could be purchased for only $25. To garner more interest and feed more funding to restaurants, the program was enhanced to offer $50 gift cards for only $25. The program has been administered by Visit St. Mary's MD. In addition to the income provided to each restaurant, the program's promotion added value to the local businesses.

We also initiated a new series of Listening Sessions with local businesses. The sessions are divided by industry, with the first session in August for restauranteurs. These virtual sessions provide an opportunity for operators to voice concerns with resource partners such as the state and local officials, but also share ideas with colleagues. A survey was conducted prior to the session. The second listening session will be with small local retailers.

Keeping Mission Focused

The pandemic has squeezed onto a crowded couch of existing initiatives that the economic development department undertakes:

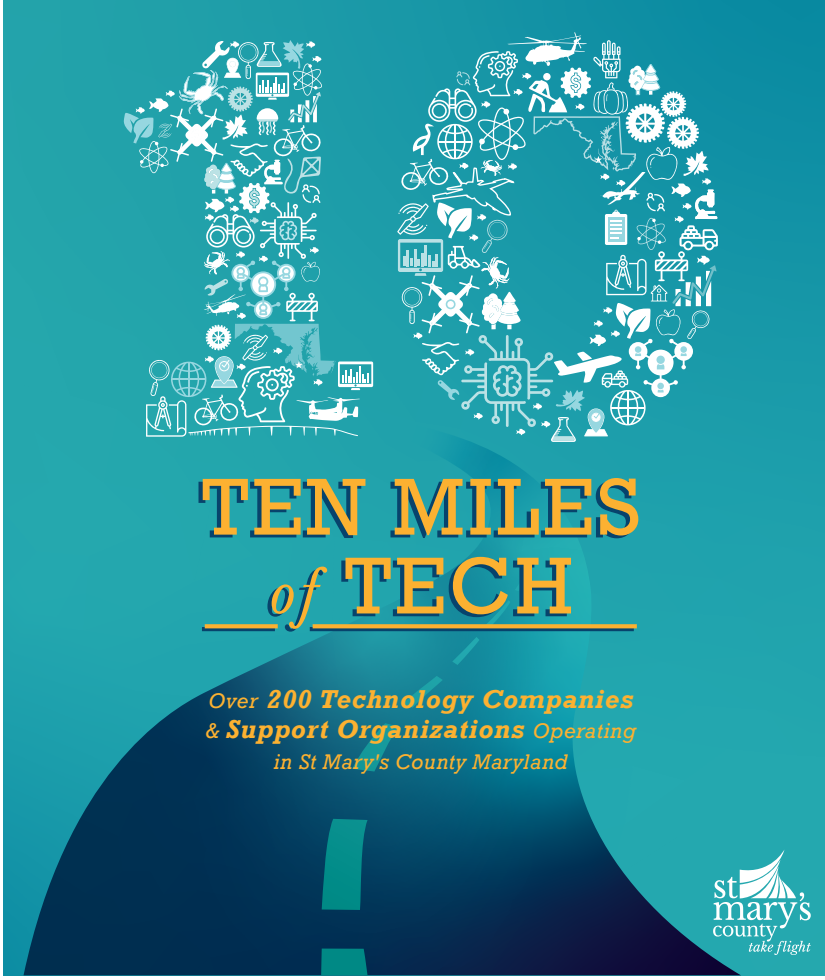
Publishing the Technology Resource Book – the new book updates information for over 200 technology companies in St. Mary's County, as well as information for various institutions, such as NAS Pax River. The "10 Miles of Tech" covers refers to the corridor of technology firms that span from the base to the Airport Innovation District.

Business Attraction and Expansion – the pandemic has slowed the economy for some, but not for others as southern Maryland continues to grow economically. Our office is working with several local and national businesses to expand here in the County. This reflects that the outlook for St. Mary's County's economy is good. In fact, although the hospitality industry overall has been scorched by the pandemic, a new hotel is currently in the works.

TechPort Incubator and Innovation District – the Airport Innovation District continues to prosper as University System of Maryland at Southern Maryland's "third building" is under full construction. This addition will be an important asset to our educational and research offerings in southern Maryland and will help attract businesses and talent. In addition, the County-owned Terminal Building is under renovation to allow the following new uses: pilot's lounge, event space, short-term lease space for aviation/tech businesses, and food service.

Southern Maryland Collaboration Efforts – Calvert, Charles, and St. Mary's County's Economic Development Offices have been collaborating in a Regional Innovation Collaborative (RIC) effort to jointly further the following priorities: 1) joint promotion of Quality of Life assets, 2) a more coordinated start-up support system, and 3) development of programming to support diversification in small business growth.

Regulatory Issue Improvements – we continue to address regulatory issues that may be impeding business growth and have recently worked with the Critical Area Commission to help businesses re-stablish on critical area sites. Other issues related to farm alcohol production have also been studied.



Support for Leonardtown's Economic Development – The Town of Leonardtown has many initiatives related to downtown core improvement and economic expansion. Our office places a high priority on the value of Leonardtown's downtown as a draw for talent and businesses and a quality of life assets for all County residents.

Sustainable Communities Effort for Lexington Park – the County has re-designated Lexington Park as a Sustainable Community, which opens the door for planning and development funding, such as façade improvement grants.

Economic Development Commission – the County's EDC will begin an effort to update the Economic Development Department's strategic plan. The formal plan must be updated by 2022 and the EDC is beginning this work now.

As we assess the current state of economic development, we understand that we have many new challenges that will affect how, when, and where business gets done. This changing environment forces changes to the efforts of the economic development department and our partners. The pandemic has crystalized the need for all organizations to be nimble and expectant of, and prepared for, change. ■

Teen's Desire to Help Others Takes Flight

Article submitted by MedStar St. Mary's Hospital

Rear Admiral Timothy Heely (USN-ret) and Matt Scassero, Navy Academy graduates and members of the Southern Maryland Navy Alliance (SMNA), helped greet teen pilot TJ Kim of Friday, Aug. 21, as he delivered personal protective equipment (PPE) to MedStar St. Mary's Hospital. Matt is director of the University of Maryland Unmanned Aircraft Systems (UAS) Test Site and Rear Admiral Heely (USN-ret) is the former Commander of the Naval Air Warfare Center Aircraft Division, Patuxent River and outgoing SMNA President.

"We are incredibly grateful to be included in TJ's mission," said Christine Wray, president of MedStar St. Mary's and secretary of SMNA. "His desire to help communities such as ours during this crisis is heartwarming and we were excited to be able to greet him and offer our thanks on behalf of our hospital and our community."

The idea of Operation Supplies Over the Skies (SOS) took shape after many other activities TJ was involved in were cancelled due to the COVID-19 pandemic. Already pursuing his private pilot's license, TJ decided to use his time in the air for a greater purpose—delivering much-needed supplies to hospitals in rural communities. Throughout the summer, TJ delivered supplies to critical access hospitals in rural Virginia, Pennsylvania, and Maryland. TJ is a junior at Landon School in Bethesda this fall and hopes to attend and play sports for the Naval Academy following graduation.

"It has always been a dream of mine to become a Navy pilot," said TJ who has received local and national media attention for his efforts in the last few months. The publicity "has been crazy, something I never expected," he said

Following the mission to St. Mary's, TJ's father, Thomas Kim, wrote to thank the hospital for the reception.

"I just wanted to send a quick note to thank you for the incredible reception for TJ today," Thomas said. "I didn't realize your president would be there and that was so above and beyond. TJ said he was honored. And thank you also for the surprise guests—he said there was a retired Navy admiral, captain, and they were Naval Academy grads as well. At the Academy they talk about another link in the chain and TJ can only hope and aspire to follow in their footsteps. Please do give our best to everyone

TJ Kim, a 16-year-old aspiring pilot, delivered personal protective equipment and supplies to MedStar St. Mary's Hospital on Friday, Aug. 21. Pictured from left to right are Christine Wray, president MedStar St. Mary's; Rear Admiral Heely (USN-ret); TJ; Matt Scassero, and John Greely, MedStar St. Mary's vice president over the hospital's Supply Chain department.

at MedStar and we can only hope that TJ's modest donation of PPE and supplies can be of help to you and your mission as you serve your community during this challenging time for us all.'

TJ acquires supplies locally, but on several occasions, he has received donations to his project after local news agency reported on his project. The delivery to MedStar St. Mary's Hospital is the first time he has been able to include ventilator supplies, thanks to a donation made through TJ's flight instructor. He is not sure exactly how many supplies he has delivered so far but estimates it has surpassed 40,000 items.

Like most teens, TJ admits his summer hasn't turned out as he planned but being able to continue to work toward achieving the flight hours needed for his pilot's license while delivering supplies to hospitals has given him purpose and others hope.

"I love being able to see the impact of what I am doing and being able to help out others," said TJ. "It has given me something to do and work toward. It has been very good to have something like that this summer." ■

Greeting Operation S.O.S. pilot TJ Kim at St. Mary's Regional Airport were, from left to right, Rear Admiral Timothy Heely (USN-ret); Christine Wray, president of MedStar St. Mary's Hospital; John Greely, vice president of MedStar St. Mary's; Matt Scassero, director of the University of Maryland Unmanned Aircraft Systems (UAS) Test Site; TJ Kim; and Holly Meyer, director of MedStar St. Mary's Marketing, Public Relations & Philanthropy Department.

Opposite page: High school junior TJ Kim, waves as he prepares to take off following a delivery of supplies to MedStar St. Mary's Hospital.

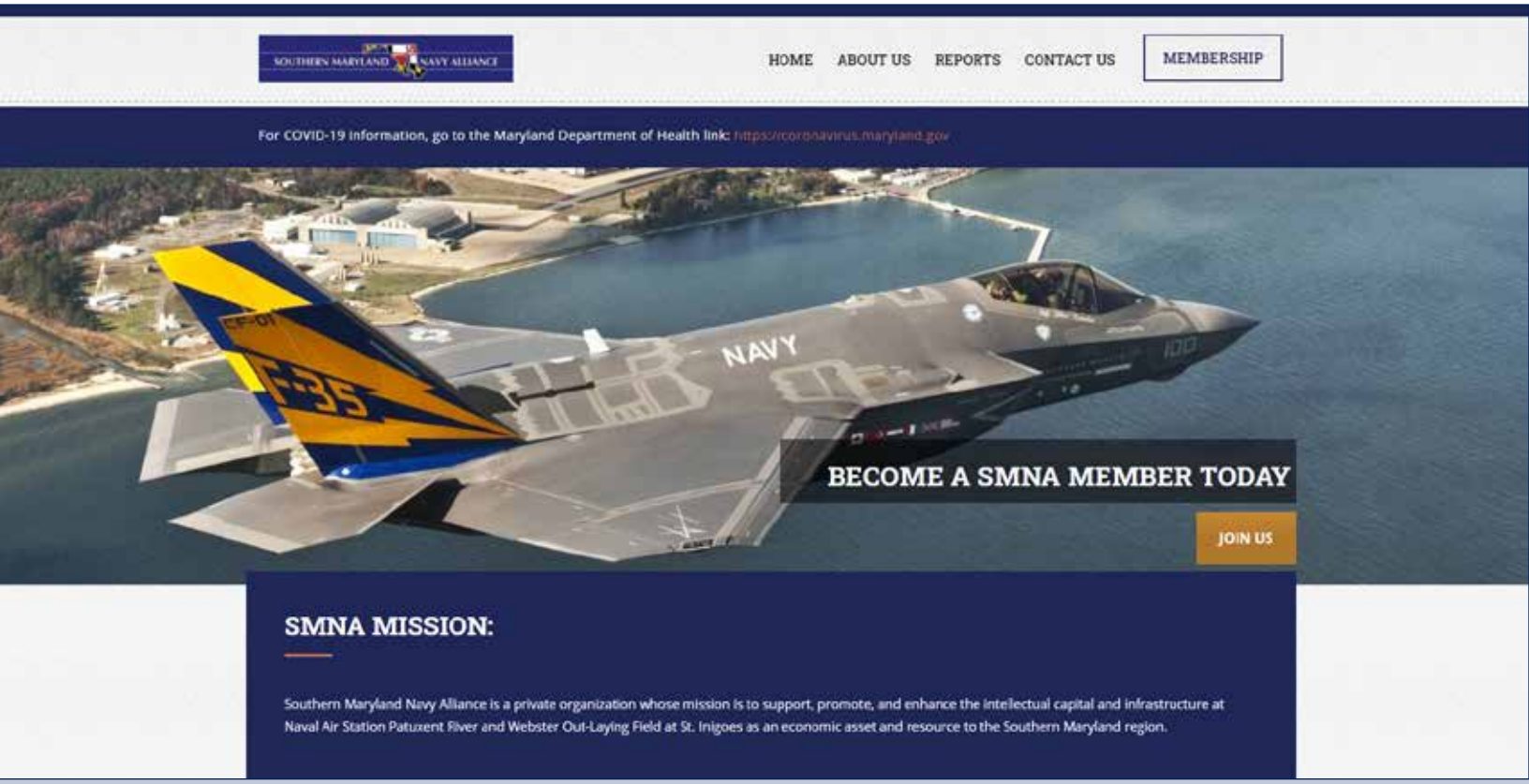
SMNA Launches New Website

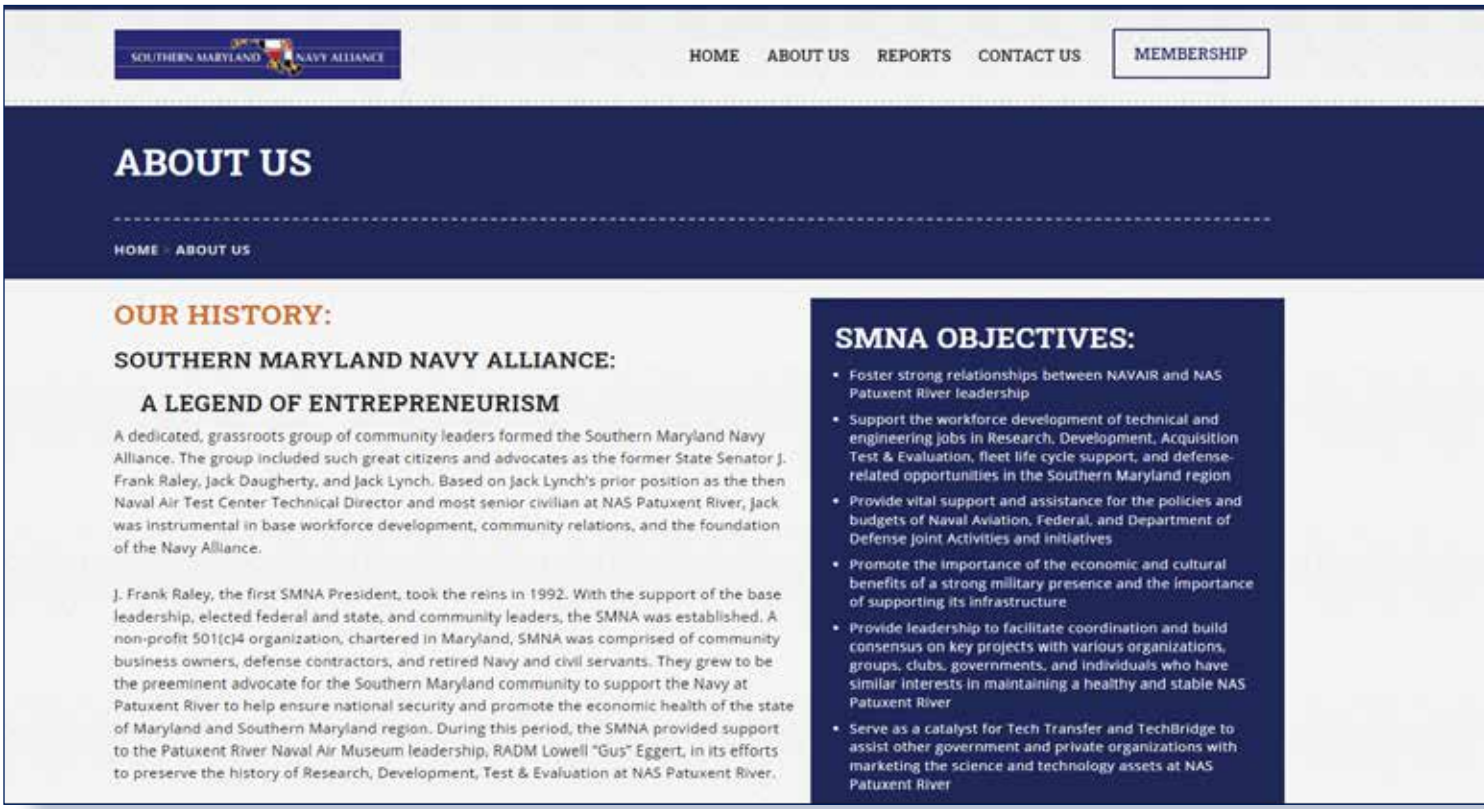
By Barbara Ives, Member

On October 1st, the Southern Maryland Navy Alliance launched its new website! The new website is designed to provide current and relevant information with simple and easy navigation, for all our great members and prospective members to help support the mission and objectives of our Alliance

Our efforts to improve our website began with an extensive search for a reliable and talented website developer that offered nonprofit rates. After a two-month search, we chose a company, Easy Website Care. One key advantage of this company is that they also provide regular website maintenance at a discounted nonprofit monthly rate. The new website and maintenance program will include website security and updates, and regularly uploaded SMNA reports and resources.

Our new website opens with a colorful homepage depicting a vibrant photo of a F-35 flying over the world's finest Naval Air Station Patuxent River and the beautiful Patuxent River and majestic Chesapeake Bay. The website tabs on the top right provide easy site access and include "About Us", "Reports", "Contact Us", and "Membership". Scrolling down below the F-35 photo will take you to SMNA mission and a summary of "Who We Are".





The tagline of "Experienced…Dedicated…Committed" highlights who we are as a team of "Experienced" retired or former senior Navy Leadership, business owners, contractors, and community leaders, as a "Dedicated" group of volunteers working to protect our Navy and our southern Maryland community and economy, and totally "Committed" to protecting the missions, identifying mutual opportunities, and mitigating threats posed to NAS Patuxent River. There then follows a listing of the Benefits of SMNA Membership accompanied by a great photo of our US Flags on the Cedar Point beach. In the footer, the sponsors are listed according to the level of membership.

The "About Us" page details "Our History" titled, "Southern Maryland Navy Alliance: a Legend of Entrepreneurism". Followed by "Our Leadership" which lists the Alliance leadership in the Executive Committee, Board of Directors, Emeritus, and Past Presidents. Included on this page is a bulleted summary of the SMNA Objectives.

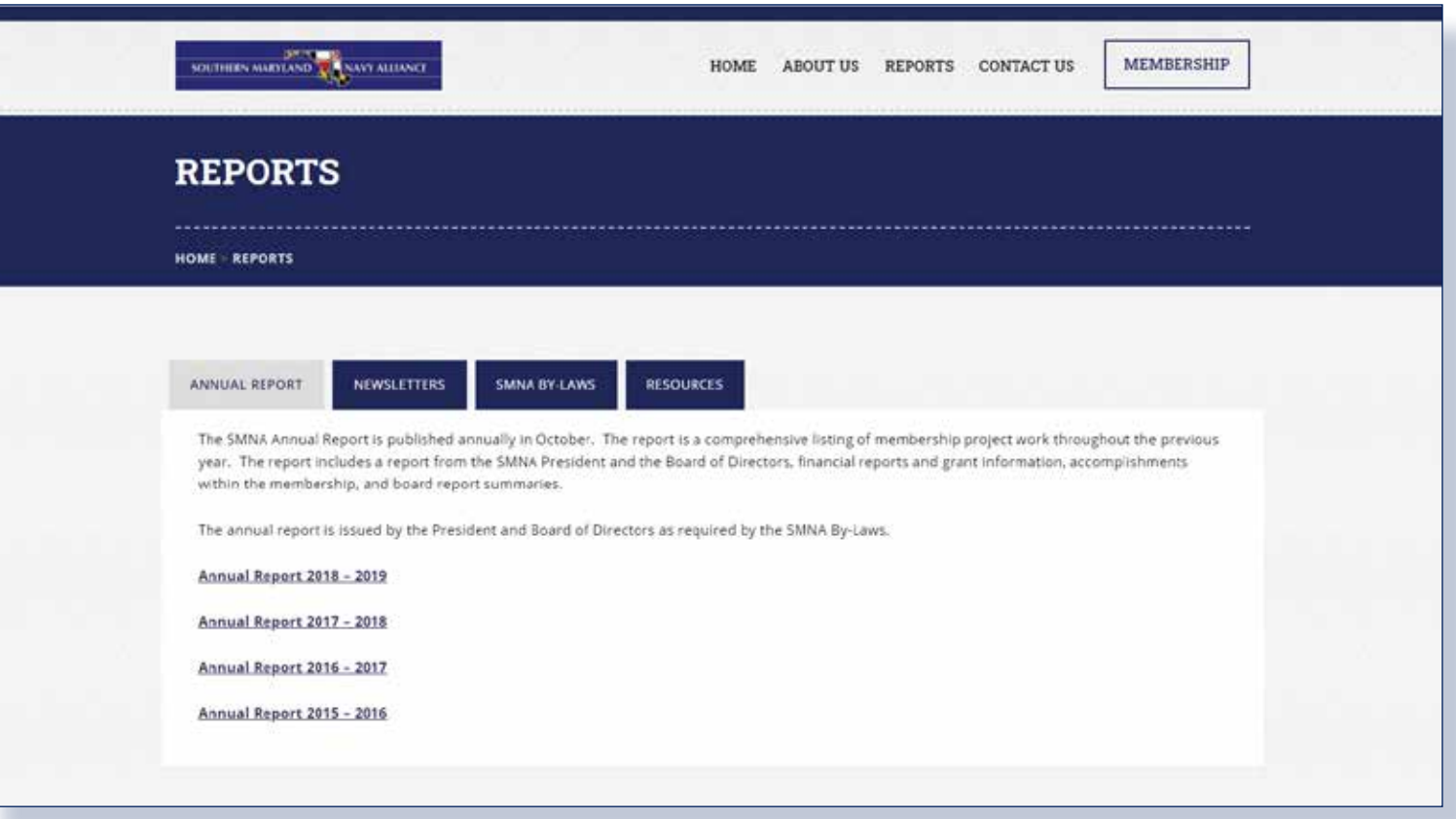
The "Reports" page provides information on the annual report, newsletters, By-Laws, and resources. The Annual Report is published annually in October and includes a comprehensive listing of membership project work throughout the previous year. The report also includes a report from the SMNA President and the Board of Directors, financial reports and grant information, accomplishments within the membership, and board report summaries.

The SMNA Newsletter is published quarterly and provides current and relevant information to the membership. The newsletter includes committee reports and latest news, government relations information, and community awareness articles. The intent of the newsletter is to provide periodic information on the Alliance's project work and interested endeavors.

The SMNA By-Laws provide the guidelines and

Continued on next page

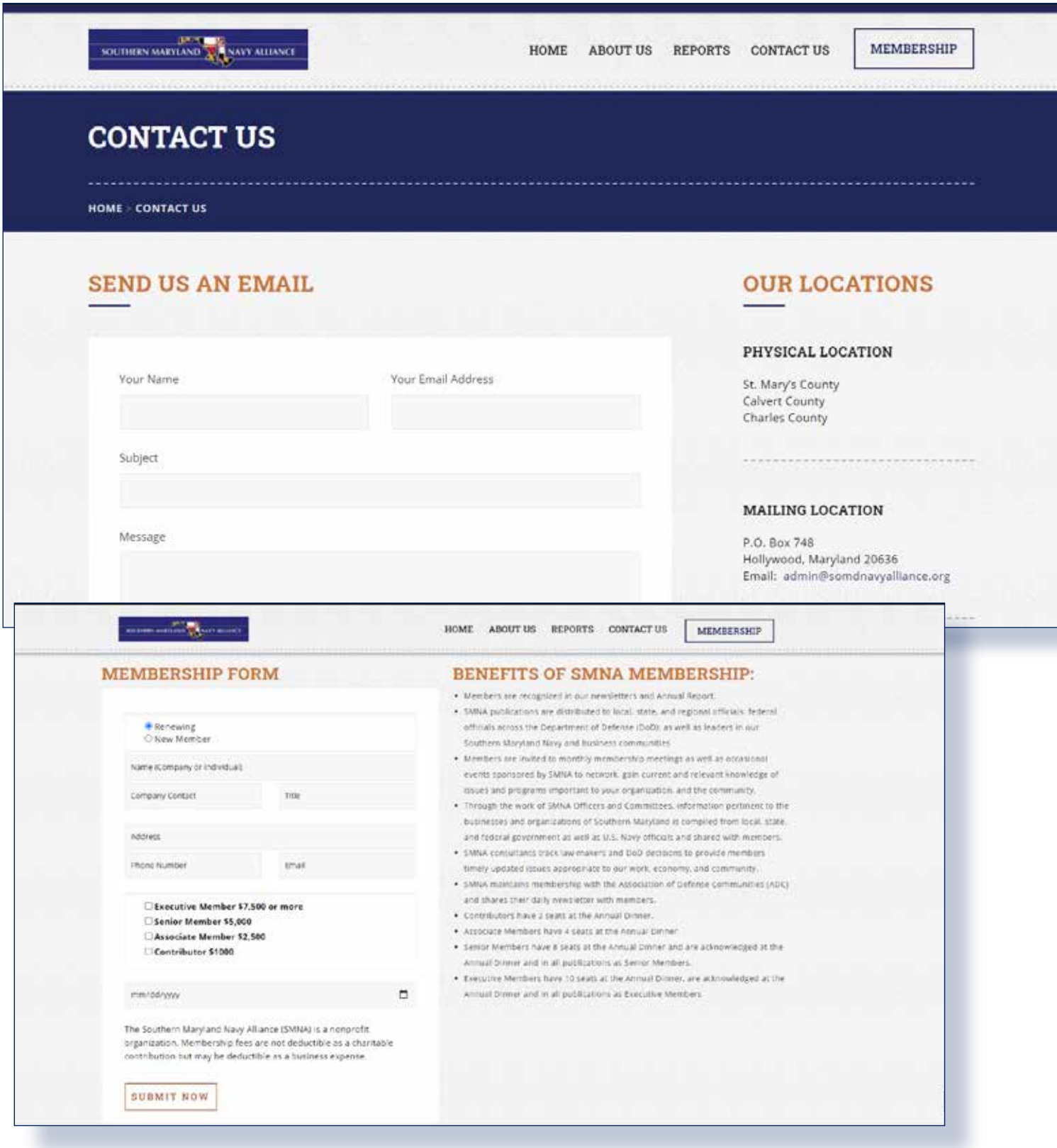
Continued from previous page



directions of the corporation to include Board of Directors responsibilities, membership meetings, committees, fiduciary requirements, and consultants. SMNA is a membership corporation where the members are representatives of companies, organizations, entities, and individuals whose annual membership dues are paid and current. The last portion of the "Reports" is "Resources" and includes archived SMNA historical information, presentations, and any other reports not covered by the annual report, newsletters, or By-Laws.

The "Contact Us" page offers an "Email Us" fill-in form to contact the SMNA Administrator via the website. The fill-in form asks for name, email address, and the opportunity to leave a message. The administrator will respond directly via email and address any concerns or questions. This page also depicts the SMNA physical coverage of the three southern Maryland counties and provides the SMNA mailing and email addresses, as well as the mailing address of NAS Patuxent River Commanding Officer with an accompanying map of the base and the surrounding area.

The last page of the website is "Membership". This section is designed with a fillable membership form that can be completed and submitted via the website. The SMNA Administrator will update the membership information and email a QuickBooks invoice for payment. The Southern Maryland Navy Alliance is a nonprofit organization where membership fees are not deductible as a charitable contribution but may be deductible as a business expense. This page also provides a detailed listing of the benefits of SMNA membership.



The website address is **https://www.navyalliance.org** and can be reached via a computer or mobile means. We encourage everyone to visit the website regularly to stay current with our Alliance's important initiatives and activities. We are excited and confident you will enjoy our improved site and will regularly discover new information and opportunities to stay engaged in supporting our Navy, our community, and our Alliance. ■

Grants and Contributions

The Southern Maryland Navy Alliance is open for participation by any person or organization that supports our goals and objectives. Contributions to the Southern Maryland Navy Alliance are not deductible as charitable contributions but may be deductible as a business expense. A membership application can be found on the last page of this report. Contribution categories are as follows:

Executive Member $7,500 or more

Senior Member $5,000

Associate Member $2,500

Contributor $1,000

Members

Executive and Senior Members | (July 1, 2019 - June 30, 2020)

BAE Systems
Booz Allen Hamilton
KBR
Lockheed Martin
ManTech International
MedStar St. Mary's Hospital
Parraid, LLC
S. Hunt Aero, LLC
SMECO

Associate Members | (July 1, 2019 - June 30, 2020)

Heron Systems
MIL Corporation
PAE
Old Line Bank

Contributor Members | (July 1, 2019 - June 30, 2020)

AIRtec, Inc.

American Electronics, Inc.

AVIAN

Bank of America

BB&T Bank

Calvert County Department of Economic Development

Cedar Point Federal Credit Union

Coherent Technical Services, Inc.

College of Southern Maryland

Compass Systems

CORAS

Tom Daugherty

Envistacom, LLC

GE Aviation

GI Enterprises

HTii

Kessler Integrated Systems Solutions, LLC

Millison Management Co.

Naval Systems, Inc.

Northrup Grumman

Odyssey Systems

Platform Aerospace

Resource Management Concepts, Inc. Specialty Systems, Inc.

Systems Application and Technologies, Inc.

Taylor Gas Company

Technologies, Inc.

Technology Systems & Business Solutions, LLC

Tri-County Council for So. MD

University System of Maryland at Southern Maryland

Zenetex

Financials **Fiscal Year ending June 30, 2020**

INCOME	FY2019	FY2020
Private Sector	$81,000.00	$71,150.00
Public Sector	$90,370.00	$73,580.00
Interest Income	$1,242.16	$1,554.00
Total Income:	**$172,612.16**	**$161,034.00**
EXPENSES		
Program Services	$160,475.00	$162,983.00
Management & General	$28,023.87	$24,695.00
Total Expenses	**$188,498.00**	**$187,679.00**

Submitted by Bob Russell, Treasurer, Financial Report

Southern Maryland Navy Alliance Granting Agencies

The Southern Maryland Navy Alliance benefits from the support of several government entities. The SMNA could not do its work without their support. The following have supported the Alliance's efforts in many ways, including extensive personnel assistance in addition to significant financial grants:

- State of Maryland Board of Public Works
- Department of Commerce
- St. Mary's County Government
- Calvert County Government

Acknowledgements

Special appreciation also goes to the following persons/organizations for their support and assistance to the Southern Maryland Navy Alliance:

Senator Ben Cardin
Senator Chris Van Hollen
Congressman Steny Hoyer
Senator Jack Bailey
Delegate Jerry Clark
Delegate Matt Morgan
Delegate Brian Crosby
Rachel Jones
Scott Travers
Terrance Taylor
Gretchen Hardman
St. Mary's County Commissioners
Leslie Taylor
CAPT Chris Cox
Sheriff Tim Cameron
Thomas O. Evans
Lisa Swoboda
Chris Kaselemis
Keith Fairfax
Matt Scassero
Patuxent Partnership
MedStar St. Mary's Hospital
Ruby Hawks
Bonnie Abell
Nicki Strickland

SOUTHERN MARYLAND NAVY ALLIANCE

Working to protect the current and future economy of Southern Maryland

The Southern Maryland Navy Alliance (SMNA) is comprised of more than 61 leaders representing companies and organizations of all sizes across the region. SMNA member assist the Navy and Maryland, at both the state and county level, to protect and enhance Maryland's naval aviation tradition and the broader economic base in Southern Maryland.

St. Mary's County Airport Expansion

Safeguarding and supporting diversity in the region's economy and strategic positioning are SMNA's primary objectives. As the UMD Unmanned Test Site at the St. Mary's County Airport continues to grow and thrive, SMNA has been working with our County and State elected officials to secure funding for infrastructure on County property to serve the runway expansion planned by the county and support the growing businesses at the airport complex.

University Systems of Maryland Academic and Research Facility

Thought leadership requires a well educated workforce, capable of building tomorrow's technologies. SMNA worked to secure funding for a third building at the USMSM. We will continue to advocate for expanded funding to ensure the region's intellectual capital is strong.

Become a SMNA Member Today!

How Will Your Company Benefit?

Build a legacy by ensuring the continued success and growth of Naval Air Station (NAS) Patuxent River and its proud naval aviation tradition.

Shape the future through SMNA priority initiatives in areas including mission priorities, economic diversification,workforce development, higher education, and infrastructure improvements.

Influence the agenda as thought leaders during collaborative events with NAVAIR leadership, NAS Patuxent River installation command, federal, state, local and community leaders.

Work together in partnership with government, industry and military leaders to accelerate the economic and community development of Southern Maryland.

Learn early and often via access to key regional stakeholders, decision makers, influencers and SMNA's consultants, including direct briefings on the activities both inside and outside the NAS Patuxent River gates.

Succeed for themselves and others as influential members supporting high priority initiatives with impacts for local, state, regional and national communities of interest.

Network at SMNA sponsored events, including our Annual Dinner bringing over 200 leaders together.

Represent SMNA at local, regional and national meetings impacting the region's shared agenda.

SOUTHERN MARYLAND NAVY ALLIANCE

Benefits of Membership

Members are recognized in our newsletters and Annual Report. SMNA publications are distributed to local, state, and regional officials; federal officials across the Department of Defense (DoD); as well as leaders in our Southern Maryland Navy and business communities.

Members are invited to monthly membership meetings as well as occasional events sponsored by SMNA to network, gain timely knowledge of issues and programs important to your organization and the community as a whole. Through the work of SMNA Officers and Committees, information pertinent to the businesses and organizations of Southern Maryland is compiled from local, state, and federal government as well as U.S. Navy officials and shared with members.

SMNA consultants track law-makers and DoD decisions to provide members a timely update of issues relevant to our work, economy, and community.

SMNA maintains membership with the Association of Defense Communities (ADC) and shares their daily newsletter with members.

Contributors have 2 seats at the Annual Dinner.

Associate Members have 4 seats at the Annual Dinner.

Senior Members have 8 seats at the Annual Dinner and are acknowledged at the Annual Dinner and in all publications as Senior Members.

Executive Members have 10 seats at the Annual Dinner, are acknowledged at the Annual Dinner and in all publications as Executive Members.

Thank you for your continued support!

Membership Application

❑ **Renewing** ❑ **New Member** (Please check only one)

Name (Company or Individual):

Company Contact and Title:

Address:

Phone Number:

E-mail:

Annual Membership Fees

Please check one of the following membership categories. Membership fee must accompany application.

- ❑ Contributor $1,000
- ❑ Associate Member $2,500
- ❑ Senior Member $5,000
- ❑ Executive Member ..... $7,500 or more

Date:

Please mail membership application and check to:
SMNA, P.O. Box 748, Hollywood, MD 20636 or
Contact admin@navyalliance.org for Credit Card or ACH payment information

The Southern Maryland Navy Alliance (SMNA) is a nonprofit organization. Membership fees are not deductible as a charitable contribution.

SOUTHERN MARYLAND NAVY ALLIANCE

P.O. Box 748
Hollywood, Maryland 20636

www.navyalliance.org