

Office of Military & Federal Affairs

Est. 1999

Mission:

To enhance the economic vitality of the military installations and civilian federal agencies in Maryland by protecting, sustaining and growing their associated missions and employment base.

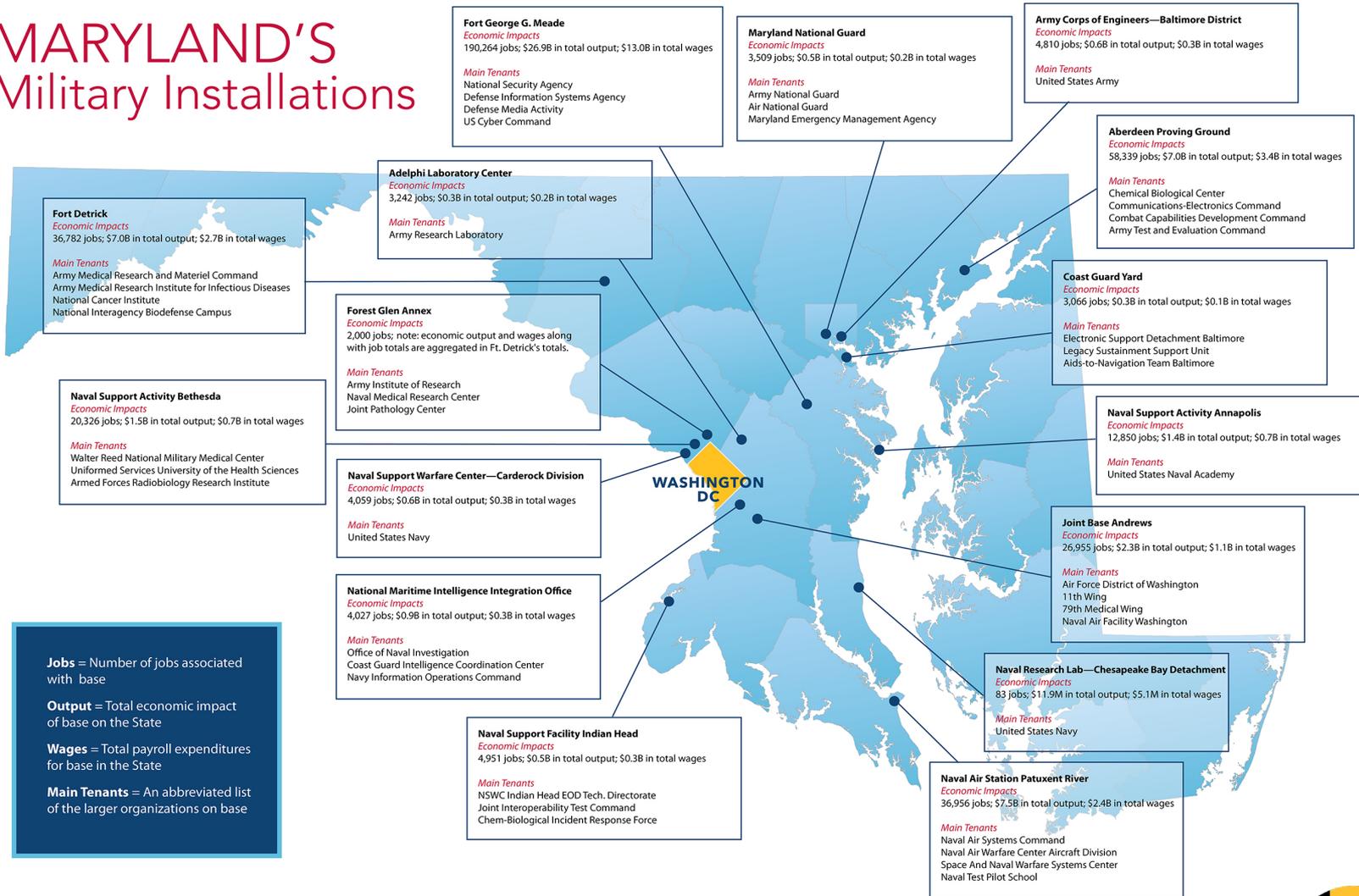


Maryland 888-246-6736 | COMMERCE.MARYLAND.GOV
DEPARTMENT OF COMMERCE



Maryland
DEPARTMENT OF COMMERCE

MARYLAND'S Military Installations



Jobs = Number of jobs associated with base

Output = Total economic impact of base on the State

Wages = Total payroll expenditures for base in the State

Main Tenants = An abbreviated list of the larger organizations on base

\$57.5B total economic output | **376,282** jobs | **\$23.1B** in wages

Federal Government Footprint

20

military facilities

– 12 major installations

60

civilian fed agencies

74

federal labs

- twice as many as any other state



Maryland Military Installation Economic Impact

\$57.5 B

FY16

Jobs: 376,282

Payroll: \$23.1 B

MD GDP: 15.1%

Total DoD Spending in Maryland:

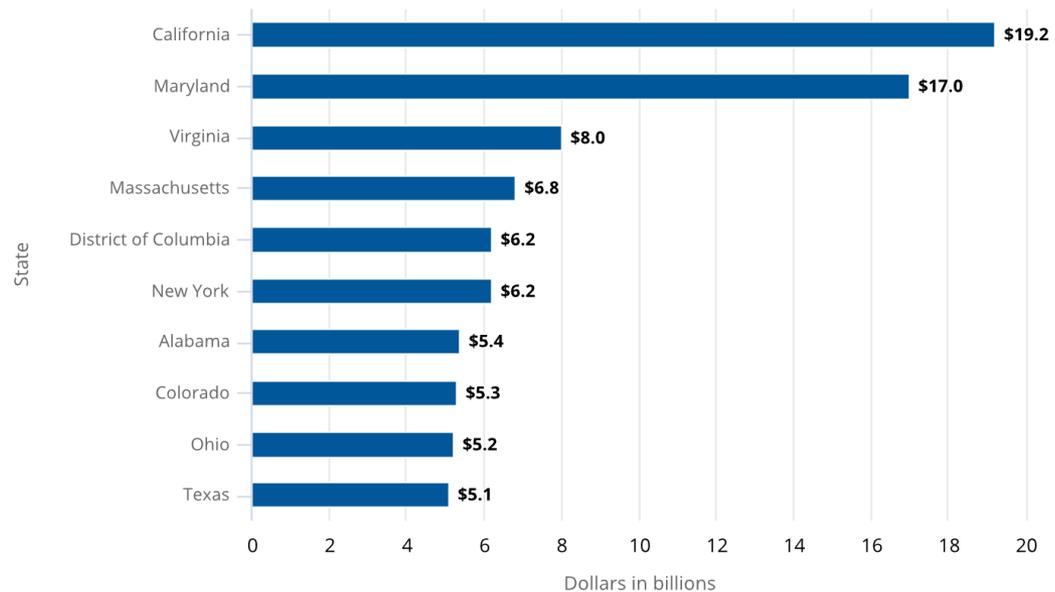
- \$18B in FY21 contracts performed
 - \$30.4B spent in FY20
- #1 in federal R&D obligations
 - \$1.6B in FY21 with Johns Hopkins University
- Top 5 states in the nation (#4 in FY20)
- Represents 5.2% of DoD spending budget
- 2nd for Army small business spending

FY20 Federal R&D Spending By State

National Center for Science and Engineering Statistics | NSF 22-318

Figure 2

Ten states with the largest federal obligations for research and experimental development: FY 2019



Note(s):

Eleven agencies are required to report data for this section of the survey: the Departments of Agriculture, Commerce, Defense (DOD), Energy, Health and Human Services, Homeland Security, the Interior, and Transportation; the Environmental Protection Agency; the National Aeronautics and Space Administration; and the National Science Foundation. Obligations of these 11 agencies represented more than 97% of total federal R&D obligations in FY 2019. Geographic distribution of DOD development funding to industry reflects location of prime contractors and not the numerous subcontractors who perform much of the R&D.

Source(s):

National Center for Science and Engineering Statistics, Survey of Federal Funds for Research and Development, FYs 2019–20. See data table 89.

Programs & Resources for Government Contractors

Programs:

- Maryland Defense Network (MDN)
- Maryland Manufacturing Database
- Maryland DefTech Center

Resources:

- Maryland Defense Patent Database
- Maryland STEM Connect

[Create Account](#)

Business Development Resource

Maryland Defense Network (MDN)

MarylandDefenseNetwork.org

- Interactive web-based research tool
- Over 8,000 Maryland companies included
- Uses of the tool:
 - Track companies within DoD supply chain
 - Follow contract activity within DoD
 - Identify new opportunities/FedBizOps integration
 - Find subcontracting partners
 - Industry Networking Forum
- Maryland Manufacturing Directory



Vendor Dashboard

Add Map, Table and Chart components to create a dashboard view of vendors located in Maryland.

Apply Filters

Filter all MDN vendors located in Maryland

> NAICS Industry Sector ⓘ

54151

Computer Systems Design and Related Services

> Business Type ⓘ

> Congressional District ⓘ

> County ⓘ

> Product Service Code ⓘ

Filter by DoD contract and grant recipients and their subs (FY18)

> Award Type ⓘ

> Contracting Agency ⓘ

> Extent Completed ⓘ

> Funding Agency ⓘ

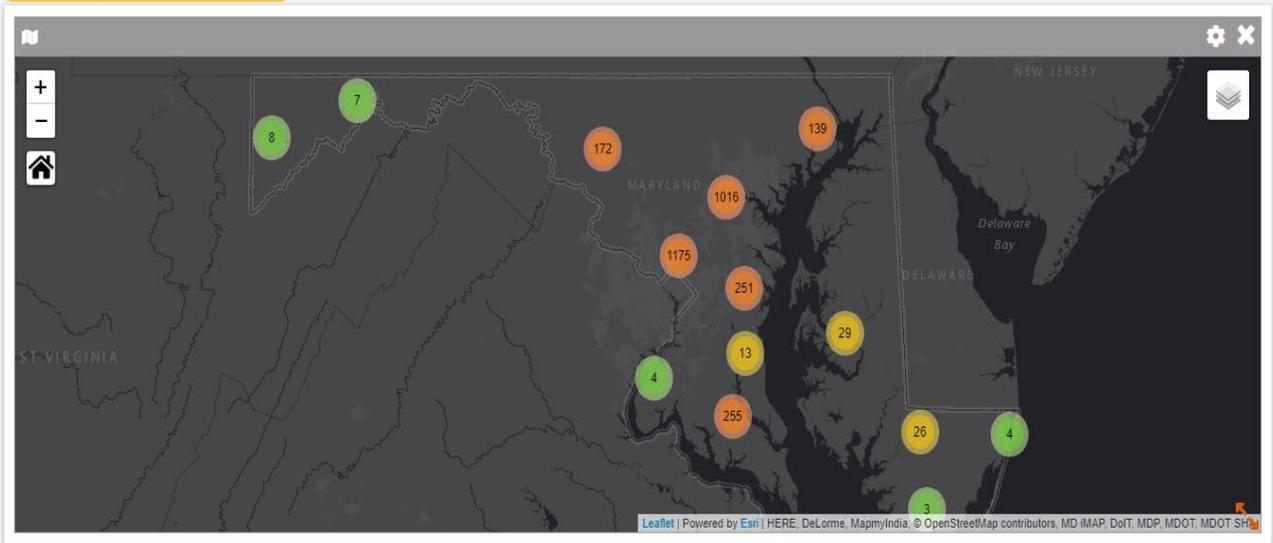
> Vendor Type ⓘ

My Dashboard

3,102 vendors found Summarizing by vendor

Add Component | Summarize By | Save | Print

Computer Systems Design and Related Services



Vendor Profile

SAM

244 8TH AVENUE NW
GLEN BURNIE, MARYLAND 21061
ANNE ARUNDEL COUNTY

Contact

KENDRA COLLIER
KCOLLIER@EARTHSECURITY.COM
P: 410-590-2076

SAM

Legal Name: **EARTH SECURITY ELECTRONICS, INC.**

DBA Name: ES COMPANY

Primary NAICS: (561621) - SECURITY SYSTEMS SERVICES (EXCEPT LOCKSMITHS)

Business Type(S):

- Contracts and Grants
- For Profit Organization
- Subchapter S Corporation



Maryland Relationship Map

EARTH SECURITY ELECTRONICS, INC. subcontracted to: (FY15- FY19)

FPDS-NG/FSRS

NO FIRST-TIER SUBCONTRACTOR RELATIONSHIPS DEFINED.

These vendors subcontracted to EARTH SECURITY ELECTRONICS, INC.: (FY15- FY19)

FPDS-NG/FSRS

NO FIRST-TIER SUBCONTRACTOR RELATIONSHIPS DEFINED.

Product and Service Provided (FY15- FY19)

FPDS-NG/FSRS

PRODUCT AND SERVICE DESCRIPTION	CONTRACT COUNT
COMMUNICATIONS, DETECTION AND COHERENT RADIATION	1
ADP EQUIPMENT SOFTWARE, SUPPLIES, EQUIPMENT	1
PHOTOGRAPHIC EQUIPMENT	1

Places of Performance (FY15- FY19)

FPDS-NG/FSRS

STATE/TERRITORY	DOLLARS OBLIGATED
MD	\$82,452
VA	\$21,291

MDN Manufacturing Directory

EXPLORE ▾

ABOUT

Keyword Search

Search by Keyword

Search

☑ Show Advanced Filters

Quick Search Categories

Chemical and Petroleum



Electronic



Fabricated Metal



Food and Beverage



Furniture and Wood



Leather Products



Machinery



Miscellaneous



Nonmetallic Mineral



Paper and Packaging



Plastics and Rubber



Primary and Metal



Printing



Textiles and Apparel



Transportation



Manufacturing Directory

MARYLAND DEFENSE NETWORK

EXPLORE ▾

ABOUT

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Maryland Manufacturing Directory

« New Search

Map Results

Export as CSV 

Grid

Table

Narrow Search

Search

Hide NAICS Filters 

- 311 - Food Manufacturing
- 312 - Beverage and Tobacco Product Manufacturing
- 313 - Textile Mills
- 314 - Textile Product Mills
- 315 - Apparel Manufacturing
- 316 - Leather and Allied Product Manufacturing
- 321 - Wood Product Manufacturing
- 322 - Paper Manufacturing
- 323 - Printing and Related Support Activities
- 324 - Petroleum and Coal Products Manufacturing
- 325 - Chemical Manufacturing
- 326 - Plastics and Rubber Products Manufacturing
- 327 - Nonmetallic Mineral Product Manufacturing
- 331 - Primary Metal Manufacturing
- 332 - Fabricated Metal Product Manufacturing
- 333 - Machinery Manufacturing
- 334 - Computer and Electronic Product Manufacturing
- 335 - Electrical Equipment, Appliance, and Component Manufacturing

Total number of search results: 471

360 MEDIA MANAGEMENT GROUP LLC

FORT WASHINGTON, MD 20744

NAICS Code:

334220 - Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing

Last Updated: 2018-05-17

3CPM CO., INC.

TOWSON, MD 21204

<http://www.3cpmcompany.com>

NAICS Code:

334510 - Electromedical and Electrotherapeutic Apparatus Manufacturing

Last Updated: 2018-05-17

3I LLC

GERMANTOWN, MD 20874

NAICS Code:

334516 - Analytical Laboratory Instrument Manufacturing

Last Updated: 2018-05-17

5K SOLUTIONS, LLC

CENTREVILLE, MD 21617

NAICS Code:

334210 - Telephone Apparatus Manufacturing

Last Updated: 2018-05-17

A & T MARKETING INC.

COLUMBIA, MD 21046

NAICS Code:

334310 - Audio and Video Equipment Manufacturing

Last Updated: 2018-05-17

ACCESSIBILITY SOLUTIONS, LLC

KENSINGTON, MD 20895

<http://www.accessibility-solutions-group.com>

NAICS Code:

334310 - Audio and Video Equipment Manufacturing

Last Updated: 2018-05-17

Partnership: Accelerating Innovation



Goal: To stimulate and support commercialization; and strengthen entrepreneurial ecosystem.

- Piloted in 2018 with 3 Army labs
- Expanded to 5 DoD labs in 2019
- Pre-DefTech
 - Only five PLAs (four active; one inactive) between MD companies and four Navy labs (NAS Pax River, NSWC Indian Head Explosive Ordnance Disposal Technology Division (IHEODTD), NRL, & NSWC Dahlgren Division) in 2016 (FY17 SMTCPP report).
- Post-DefTech (2018-2020)
 - 21 new agreements between labs and MD companies; 17 CRADAS & 4 PLAS. Doubled PLA activity in three years.
- Received national FLC award in 2021
- Re-established in 2023 through Maryland TEDCO for program sustainability



Maryland Defense Patent Database



Biotechnology and Healthcare



Mechanical and Fluid Systems



Machines and Processing



Thermal Systems



Engines, Pumps, and Turbines



Sensors and Measurement



Control Systems



Machine Tools



Civil Engineering



Chemical Engineering



Handling and Transportation



Materials and Coatings



DOD Patent Database

Labs ▾ Explore ▾ Resources ▾

Maryland's Defense Patent Database

The defense community in Maryland is an R&D powerhouse.

Use this database to see the innovative patents that are poised for commercialization.

Labs

- CERDEC
- ECBC
- AMRMC
- ARL
- NSA
- NAWCAD
- NMRC
- NRL
- NSWCCD
- NSWCDD
- NSWCIH

Technology Domains

- Analysis of biological materials
- Audio-visual technology
- Basic communication processes
- Basic materials chemistry
- Biotechnology
- Chemical Engineering
- Civil engineering
- Computer technology

Show entries

Search:

Patent ▾	Title	Field	Lab	Issue Date
US9531027	Method and apparatus for generating electrical power using sunlight and microorganisms	Electrical machinery, apparatus, energy	NRL	2016-12-27
US9530535	Hydrogen-free amorphous dielectric insulating thin films with no tunneling states	Electrical machinery, apparatus, energy	NRL	2016-12-27
US9527413	Reclining seat to mitigate the effects of mine blast load on spine and lower leg injuries	Transport	ARL	2016-12-27
US9527050	Rotationally actuated magnetic bead trap and mixer	Chemical engineering	NRL	2016-12-27
US9525866	Building a digital camera fingerprint from cropped or corrupted images	Telecommunications	NSA	2016-12-20
US9524809	Optically controllable composite dielectric	Electrical machinery, apparatus, energy	NSWCDD	2016-12-20
US9524358	Core-modular interoperability architecture for modeling and simulation	Computer technology	NSWCDD	2016-12-20
US9523547	Bore healing mechanism	Other special	NSWCDD	2016-12-20

Business Resources

Business-to-Government (B2G) Website

- *Maryland's Government Contracting Guide*: how-to do business with the government
- Federal and Military Agency profiles with key contacts and links to resources
- Portals to Prime Contractors
- Doing business with the Federal, State and Local government

B2G Events Newsletter

- Over 700 subscribers

Maryland Business Express

BusinessExpress.maryland.gov

- One-stop shop for all stages of business – plan, start, manage, grow



[Create Account](#)

Maryland Business Incentives

Veterans

- [Hire our Veterans Tax Credit](#): This program provides a state income tax credit to **small businesses** that hire qualified veterans. The credit is based on wages paid to those veteran employees.
- [Military Personnel and Veteran-Owned Small Business Loan Program](#): Small businesses that employ or are owned by military reservists, veterans, and National Guard personnel are provided with **no-interest loans**.
- [Maryland State Procurement and Veteran-Owned Small Business](#): Each state agency in Maryland must structure procurement procedures with the goal of achieving an overall minimum of 1% of the agency's total dollar value of procurement contracts to be indirectly or directly made up of veteran-owned small businesses.

Maryland Business Incentives

General Business Incentives

Biotechnology Investment Incentive Tax Credit

- Provides an investor with income tax credits equal to 33% or 50% of an eligible investment in a Qualified Maryland Biotechnology Company (QMBC), supporting investment in seed and early-stage biotech companies.

Buy Maryland Cybersecurity (BMC) Tax Credit

- Provides an income tax credit of 50% of the purchase price for Maryland companies with 50 or fewer employees that purchase cybersecurity goods, products or services from Qualified Maryland Cybersecurity Sellers (QMCS).

Child Care Capital Support Revolving Loan Fund

- Provides no-interest loans for capital expenses to childcare providers who participate in the State Department of Education's Child Care Scholarship Program.

Employer Security Clearances Costs (ESCC) Tax Credit

- Provides income tax credits for expenses related to federal security clearance costs, construction of Sensitive Compartmented Information Facilities (SCIFs) and first-year leasing costs for small businesses doing security-based contract work.

Maryland Manufacturing 4.0

- Provides grants to small and mid-sized Maryland manufacturers to invest in Industry 4.0-related technologies, machinery and robotics, and digital business practices in order to remain competitive and drive growth.

Maryland Military Installation Council (MMIC)



Workforce Committee

State Statutory Members

Commerce
MDE
MDOT
MDP
MdVA
MMD

Military Alliances (7)

- Statutory MMIC Members
- Board Meetings
- Legislative Networking Reception
- Federal Priorities Submission

