MISSION

Cyber Center of Excellence is a non-profit dedicated to accelerating the region's cyber economy and positioning it as a global hub of cyber innovation.

CONTACT CCOE

Rear Admiral Ken Slaght, USN, Retired
Chair & President

Lisa Easterly
Chief Operating Officer

Cyber Center of Excellence
610 West Ash Street, Suite 701
San Diego, CA 92101

www.sdccoe.org | info@sdccoe.org | in 𝕏 @sdccoe

SAN DIEGO CYBER CENTER OF EXCELLENCE

ANNUAL REPORT 2019

This year, CCOE continued the momentum in **workforce development, creating new business opportunities** and **fostering collaboration in the cyber community**. In tandem, we promoted our region's vibrant cyber ecosystem through the voices of the industry's leaders.

These efforts put San Diego on the map with high-ranking state, national and international leaders and are serving as templates to mobilize other regions. So, what's our special sauce? It's the collaboration between the private sector, academia and government. Together, we've helped San Diego's cyber industry grow by 50% since CCOE's inception!

San Diego's cyber industry has grown by 50% since CCOE's inception

We thank you for your continued support in advancing the region's cyber workforce, infrastructure and global market share for an industry that impacts 19,660 jobs and invests $2.2 billion into San Diego's economy.

Here's to our next milestones!

– Retired Rear Admiral Ken Slaght
CCOE Chair and President

The cybersecurity industry impacts 19,660 jobs and invests $2.2 billion into San Diego's economy

📊 REVENUE

Membership, Sponsorship & Grant Revenue

$195,733

$265,873

💲 EXPENSES

Programs & Initiatives

$55,011

$96,549

Marketing & Communications

$17,046

$21,554

Management & Operations

$108,553

$134,727

👥 RESERVES

Reserves

$79,214

$89,758

*Accounting on accrual basis

☐ FY 2018   ▮ FY 2019

WORKFORCE

CASCADE II Grant Award

CCOE is a proud awardee of the CASCADE II Grant from the U.S. Department of Defense, led by the California Governor's Office of Planning and Research, to bolster the state's defense supply chain cybersecurity, innovation capacity and workforce. CCOE's grant deliverables include expanding the Cyber Career Map as well as hosting the Link to San Diego: Cyber program, Defense FBI Briefing and a 10-part podcast series with iHeartMedia.

"CCOE brings a fresh approach to collaborative cyber resiliency and workforce development, creating a scalable template to mobilize other regions in our state."

— Eileen Sanchez, California Governor's Office of Planning and Research

CALIFORNIA ADVANCED SUPPLY CHAIN
CASCADE
ANALYSIS & DIVERSIFICATION REPORT

Talent Pipeline

CCOE's Job Board hosted 2,904 applications for 1,532 jobs this year and the Cyber Career Map was touted as a critical workforce development tool at NICE's Annual Conference. CCOE also teamed with EDC on Link to SD: Cyber programs at CSUSM, SDSU and UC San Diego and partnered with NAVWAR and SD Community College District to pilot a regional apprenticeship program.
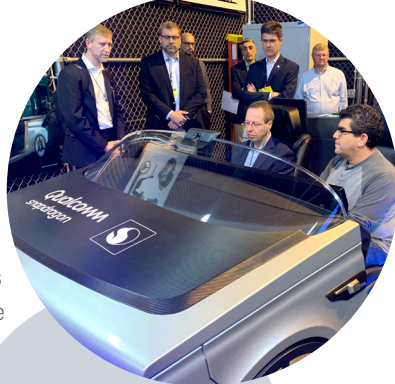
"CCOE is helping position San Diego as an epicenter for cyber talent and training as the global shortfall climbs to 3.5 million openings."

— Chris Simpson, Director Center for Cybersecurity, National University

---

DHS CIO Tour

CCOE, EDC and NAVWAR hosted the U.S. Department of Homeland Security information and cybersecurity leadership, including more than 30 senior government and military officials for a tour of San Diego's cutting-edge work in artificial intelligence and machine learning, 5G, data analytics and cybersecurity. The tour featured dynamic presentations from Qualcomm, Shield AI, Redhorse Corp., Teradata, Analytics Ventures and Walmart Labs with a reception sponsored by Booz Allen Hamilton and Redhorse Corp.

"Collaborative innovation ecosystems across industries, like San Diego can help advance our country's homeland security."

— Dr. John Zangardi, U.S. DHS CIO, Cyberwire, March 2019

Thought Leadership

CCOE launched Women in Cyber and AI & Machine Learning initiatives to tackle the industry's challenges, diversify the workforce and accelerate new innovations.

CCOE also led cyber panels for Congresswomen Davis' Cyber Summit, American Red Cross & Chamber's Disaster Preparedness Academy, Propel San Diego, SDSU's Left of Boom Conference, USD's Bootcamp Launch, City of San Diego Small Business Advisory Board, Merage Institute Israeli Delegation and the Techno Security Conference.

"59% of San Diego's cyber companies are actively developing or advancing their products and services in machine learning and artificial intelligence."

— San Diego Cybersecurity Economic Impact Study 2019

NEW BUSINESS OPPORTUNITIES 💡

COLLABORATION

San Diego Cybersecurity Economic Impact Study

CCOE released the 2019 study in March with a stakeholder forum featuring Mayor Kevin Faulconer; keynote by Dr. John Zangardi, Chief Information Officer for the U.S. Department of Homeland Security; EDC study highlights and an engaging panel starring panel starring leaders from the City of San Diego, Sentek, NAVWAR, Teradata and USD. And the news is good...the region is now home to more than 150 cyber firms and 8,450 cyber professionals that generate an annual economic impact of $2.2 billion (*16% increase since the 2016 study!*).

"The FBI's partnership with CCOE is critical to ensuring that San Diego's private sector is aware of the evolving cyber and counterintelligence threat landscape, and that we are developing partnerships to collectively protect our nation's economy and national security."

— Omer Meisel, Assistant Special Agent in Charge, FBI

FBI Executive Briefing Series

In partnership with the FBI, CCOE hosted briefings for Corporate Directors, General Counsels, CEOs, Small Businesses, Defense Contractors and Financial Executives. These San Diego briefings are critical to protecting our cyber community and were featured in San Diego Business Journal's Cybersecurity Special Report.

Marketing and Communications

CCOE and KCD PR are excited to produce Cyber Insiders, a 10-part Podcast Series on iHeartRadio as part of the CASCADE II Grant. The series tells the story of California's cyber economy, current threat landscape, protection and risk management strategies, cyber innovations and workforce needs. Our very own Kevin Dinino, KCD PR is hosting the podcasts, featuring cyber leaders from CA Guard, FBI, ESET, GoSecure, EY, Lockton, Cooley, Sentek, NAVWAR, FICO, Qualcomm, Sharp Healthcare, Teradata, Journeys Map, Booz Allen Hamilton, CSUSM and more.

CCOE also secured 14 stories highlighting the region's cyber prowess and increased our digital community by 24% to connect on industry news and events, best practices and career and business opportunities.

"This study shows how our innovation, education, research and defense industries have created a productive ecosystem for companies and talent to thrive together."

— San Diego Mayor Kevin Faulconer, Security Magazine, March 2019

"San Diego is a Top 10 global cybersecurity hub... famous for its military presence."

— CSO Online, April 2019

CYBER INSIDERS

Cybersecurity is everyone's business.

2019 ANNUAL REPORT