



PRINCE GEORGE'S COMMUNITY COLLEGE

DATE: May 19, 2023

TO: All Prospective Proposers

FROM: Nena Charity
Purchasing Manager, Office of Procurement
301-546-0025

RE: **Addendum 1: RFP 23-14 – National Cyberwatch Marketing Services**

The following amends the above referenced RFP documents. Receipt of this Addendum 1 is to be acknowledged by completing the enclosed "Acknowledgement of Receipt of Addenda Form" and including it in the Technical Proposal.

1. Questions and Responses.

Questions and Responses received during the Questions period are provided via the attached Question and Response Log.

Last Day for Questions was: May 15, 2023 10:00 AM ET

ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA FORM

RFP NO.: 23-14

TECHNICAL AND FEE PROPOSAL DUE DATE:

Wednesday, May 24, 2023, on or before 2:00 P.M. ET

RFP FOR: RFP 23-14 – National Cyberwatch Marketing Services

NAME OF PROPOSER: _____

ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA

The undersigned, hereby acknowledges the receipt of the following addenda:

Addendum No. 1 dated 9-19-2022

Addendum No. _____ dated _____

Addendum No. _____ dated _____

Addendum No. _____ dated _____

Addendum No. _____ dated _____

As stated in the RFP documents, this form is included in our Technical Proposal.

Signature

Name Printed

Title

Date

END OF FORM

RFP 23-14 National Cyberwatch Marketing Services

No.	Addendum No.	Solicitation Section/Reference	Question	PGCC Response
1	1		What is the revenue source % split for NSF grants, other federal agency grants, and program income from events, products, and services?	We are currently working with our auditors to finalize income classifications for the past fiscal year. However, the attached 2022 Annual Report provides an unaudited breakdown of revenues. All grant funds received in this fiscal year were from the National Science Foundation.
2	1		How many corporate members does NCRC have right now?	Corporate members include those who support or sponsor our programs. For FY2023, 28 organizations are listed as supporting or sponsoring corporate members of the Center.
3	1		Will PGCC provide examples of past marketing campaigns conducted for	Examples of marketing programs can be found in an example issue of the National

RFP 23-14 National Cyberwatch Marketing Services

			the National Cyberwatch Resource Center?	CyberWatch Communicator eNewsletter available at: https://www.nationalcyberwatch.org/2022/03/national-cyberwatch-commuincator-december-edition-2-2-2-3-2-3-2-5-3/ .
4	1		Are there any testimonials or success stories from previous marketing service providers that can be shared?	The 2022 Annual Report lists and briefly describes several programs that were led or promoted by prior marketing services providers.
5	1		What was the attendance at the 3CS regional events and the 3CS national event in 2022 - 2023? Were there exhibiting / sponsoring companies at the events? If so, how many at the regional events and national event? Would we be responsible to promote to companies to participate in the Employer Job Fair and other	Attendance at regional events is between 200-350 while the national event is 500+. We seek to double or triple the attendance in future years. Exhibitors/sponsors are an integral part of each event with involvement in the Careers Symposium, Demonstration Sessions, and the Competition, Games, and Simulations Symposium. The number of sponsors typically

RFP 23-14 National Cyberwatch Marketing Services

			<p>sponsorship opportunities?</p>	<p>ranges from 15-30, though this has been mainly limited by space availability. We seek to expand the exhibit and career fair space in our solicitation of future venues. The marketing services team will produce promotions that support our partner and sponsor sales channels.</p>
6	1		<p>Have the dates and locations of the 3CS regional, national and international events been determined? If not, when will they be scheduled?</p>	<p>All but the next two (one regional and the next national 3CS) will be scheduled based on response to a solicitation for co-producers of the events which can include universities, colleges, nonprofits, and corporate training or professional services companies.</p>
7	1		<p>What is the size of the database in Wild Apricot including the total number of "members" and the total number of "prospects"</p>	<p>Our Wild Apricot configuration differentiates between members and contacts, rather than prospects. Currently, the total membership is 7,695 which are</p>

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				<p>included in the 13,302 contacts. We are planning a campaign to identify and solicit membership from all colleges and universities offering cybersecurity programs which should considerably increase both counts. For example, today only approximately 10% of the 3,700 colleges and universities are recognized as Centers of Academic Excellence in Cybersecurity Education suggesting that we may only be currently reaching a similar percentage of prospective faculty and students. Furthermore, we have only begun to reach out to practitioners to participate in CyberWatch programs.</p>
8	1		Are we responsible for the NCRC website updates	The website is managed through a separate contract and is therefore

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			and new content for the site?	not included in the services to be provided pursuant to this RFP. The marketing services team will be expected to contribute content for the website related to program marketing campaigns, product and service marketing collateral, event promotion, and general marketing communications
9	1		Would we be responsible to increase membership for NCRC, including the new corporate membership program?	Marketing services is responsible for developing programs that drive revenue growth, including corporate memberships, but not the direct sales of these programs which are sold by the program directors or through channel partners.
10	1		In addition to Wild Apricot, is there a list of preferred software for graphic design, social media management, digital publications or others we would	No, other than all software must be accessible by members of the program management team and therefore would either need to be separately procured after approval by the

RFP 23-14 National Cyberwatch Marketing Services

			be required to use?	college or made available at no cost through cloud services.
11	1		Is the contractor required to have staff physically located on the PGCC campus or can this work be done remotely with meetings held at PGCC or off-site on a periodic basis?	Remote work is expected.
12	1		What are the required insurance coverage amounts for the COI?	The Contractor shall maintain in full force and effect adequate insurance coverage to protect against the risks associated with the performance of services under this Agreement. The Contractor shall also maintain in full force and effect workers' compensation insurance as required by the laws of the jurisdiction in which the services are performed. Upon request, the Contractor shall provide the College with evidence of such insurance.

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13			Is the contractor required to hold an active Maryland business license?	No, however an active business license in which the contractor resides must be active.
14			Is there a page limit for the technical proposal? Does the page limit include marketing samples we may include with our proposal?	No
15			Is there a page limit for the Price proposal?	No
16			Describe your firm's experience with providing accounting/financial services for community colleges/higher education institutions/agencies, if any. Please share what other colleges/universities/agencies that you have worked with (if applicable).	RFP should read: Describe your firm's experience with providing marketing services for community colleges/higher education institutions/agencies, if any. Please share what other colleges/universities/agencies that you have worked with (if applicable).


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17			<p>Proposal states that rates will be in effect for the contract year and renewal terms - how many years does PGCC expect the same pricing to be valid after the initial contract term?</p>	<p>The contract will be for producing deliverables at a fixed fee. However, we anticipate that the contractor may identify opportunities to extend services to support further growth of the Center which could be funded from operating income or future grants. We expect to at least double the current funding level by September 2024 based on past performance. These extensions would be priced at the unit rate for the relevant deliverables or calculated as a fixed fee based on the expected hours multiplied by proposed rates for relevant personnel. Service expansion was anticipated in the maximum allowable proposal total of \$180,000. Total fees for the work to be performed through</p>

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				September 30, 2024 should not exceed \$90,000.
18			Are there specific labor rates and categories that bidders should use for the pricing proposal?	No provide the labor rates and categories as the firm sees fit.
19			For the client references, do you only want names and contact information or do you want a summary of the work we completed too?	A summary of work would be valuable, but not required.

NATIONAL CYBERWATCH CENTER



ANNUAL REPORT 2022



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A word from Executive Director and Principal Investigator Dr. David Tobey

Fiscal 2022, beginning in October 2021, was a year of transitions. I transitioned from teaching at the University of Indiana South Bend and as the CyberWatch Center's Director of Research and Assessments to become the fourth Principal Investigator and Executive Director of the center at Prince George's Community College. I am succeeding Casey O'Brien, who moved to the University of Illinois. Casey transitioned into the role of Co-Principal Investigator and Assistant Executive Director, responsible for Dissemination. This year also marked the Center's transition from being the National Science Foundation (NSF) Advanced Technological Education (ATE) national center for cybersecurity education to our new role as the ATE national resource center for cybersecurity education. Instigated by substantially reduced funding levels as a resource center, the CyberWatch Center is also transitioning towards self-sustainability by developing community service offerings that warrant financial support from organizations and individuals required to maintain and grow the Center's programs. Towards this end, we are thrilled to announce that we achieved our first goal of replacing the reduced grant support from NSF with income from other sources.

This report will highlight the tremendous impact that the CyberWatch Center has on increasing the readiness of workers, students, instructors, and researchers to meet the ever-growing threat to our nation's security and prosperity. The CyberWatch Center's many accomplishments would not be possible without the tremendous support and leadership provided by Dr. Corby Hovis, the ATE program director at the National Science Foundation, Dr. Falecia D. Williams, the president of Prince George's Community College, our world-class program management team, and the hundreds of volunteers and dozens of alliance partners who guide and contribute their time, talent, and financial support of our programs.

As a guiding principle, we believe that the most critical national resource we can develop is to convene and engage a diverse set of stakeholder groups, including educators, students, administrators, employers, policy-makers, and vendors, especially those from underrepresented populations. We embrace inclusivity by encouraging contributions from any and every cybersecurity education community member who wants to have a voice. We hope that this annual report will entice you to join us by becoming a member, joining a committee, and helping us accomplish our mission to:

Increase the readiness of students and professionals to learn, become certified, and masterly perform cybersecurity functions and roles to produce a more diverse pool of talent with skills needed to protect organizations and improve national security.

Very Respectfully,

A handwritten signature in black ink that reads "David Tobey". The signature is written in a cursive, slightly stylized font.

About National CyberWatch Center

National CyberWatch Center (NCC), headquartered at Prince George's Community College (PGCC), builds on a 17-year foundation of success. As evidenced by five successive National Science Foundation (NSF) Advanced Technological Education (ATE) grants since 2005, the network of excellence, innovative programs, and far-reaching support services the Center created and honed has been essential to bringing cybersecurity education to academic institutions, employers, and the country at large. This has enabled NCC to impact many higher education institutions, students, faculty, and public and private sector organizations across the U.S.



INITIATIVES

- Community College Cyber Summit
- Cybersecurity Skills Journal: Practice and Research
- Innovations in Cybersecurity Education awards & recognition program
- Webcast Series
- National Cybersecurity Student Association
- NCC Digital Press
- Virtual Brown Bag Lunch program

SERVING UNDERREPRESENTED GROUPS THROUGH PARTNERSHIPS

- National Institute for Women in Trades, Technology and Science
- Cyber and STEAM Global Innovation Alliance
- Information Systems Security Association Women in Security Special Interest Group



Far-reaching and effective dissemination and outreach campaigns



WORLD-LEADING CYBERSECURITY COMPETITIONS

Mid-Atlantic Collegiate Cyber Defense Competition and National Cyber League

Continued voice of community colleges in national cybersecurity education and workforce development discussions

NCC membership saw exponential growth during the past eight years to over

400

academic institutions

Resource Center

The ATE program recognizes the importance of continuing to support existing centers so they may continue to contribute to the fields of technician education. After ten years of funding, ATE Centers may submit a proposal that describes a plan to continue a subset of center practices along with new objectives that will support technological education in their respective field.

THE PROPOSAL DETAILS THREE PRINCIPAL GOALS:

Capacity Building

promotes, supports, and enhances program, faculty, and student capability maturity based of effective models of impact

of exemplary programs, practices, and materials

Dissemination

Research

of evidence-based Cybersecurity education and workforce development strategies and practices

ATE Resource Center funding is for three years (\$550,000 per year, \$1.65 million total):

NCRC ATE Resource Center Grant Round 1:

- Year 1: October 1, 2021 - September 30, 2022
- Year 2: October 1, 2022 - September 30, 2023
- Year 3: October 1, 2023 - September 30, 2024

NCRC ATE Resource Center Grant Round 2:

- October 1, 2024 - September 30, 2025
- October 1, 2025 - September 30, 2026
- October 1, 2026 - September 30, 2027

In Year 3, NCC will submit a follow-on proposal for an additional three years of funding:

Skill Up to Scale Up

A "reverse-apprenticeship" program designed to raise the capability maturity of the incumbent workforce and help ease the transition of post-secondary graduates into the workplace by leveling expectations with the capability to perform job responsibilities.

- Incumbent IT workers who have been upskilled through the program can be promoted into high-demand specialist cybersecurity roles.
- College graduates who lack work experience but possess greater proficiency in cybersecurity than previous entrant workers can replace the promoted worker.
- Newly gained competencies can be raised to professional mastery by instituting residency programs that integrate contracted job rotations and assessed authentic learning experiences in the first few years on the job.

Growth of cybersecurity specialist job openings, over the last 5 years

340%
entry- level

311%
mid-level

1,186%
senior-level

However, in the Center's Fiscal Year 2022 the national need for these job roles totaled only 198,839. For comparison, CyberSeek.com reported 650,073 job openings for networking, engineering, and system support, while 1,420,009 software developers were needed. In total, cybersecurity specialist position openings are a fraction (9.6%) of the national need for information technology workers that will securely perform their roles.

Seeking Regional Nodes and Local Sites

Skill Up to Scale Up regional centers (Nodes) organize and manage the distribution of products and services through local workforce development centers at colleges, universities, and commercial training providers (Sites). The program participants receive 24/7 access to online Competency-Based Mastery Learning (CBML) instructional modules. Each participant is assigned a success coach who will be continually informed through system reports about their progress toward mastery. The system reports and the coach will determine readiness to be assigned work responsibilities based on the participant's level of competency or mastery of tasks and performance scenarios. The upskilling through training enables the incumbent to begin a job rotation to perform more specialized tasks, as is typical of resident intern programs in healthcare, aviation, law, and other cognitively demanding occupations.

We seek Skill Up to Scale Up participants and partners in state and county government, K-12 and higher education, regional technology councils, professional services, technology services, and non-profit organizations. Special consideration will be given to increasing the participation of underrepresented populations including women and people of color, disabled veterans, and economically disadvantaged areas through strategic partnerships. Skill Up to Scale Up is the workforce counterpart to the CyberWatch Center's Cyber Ready Professionals Consortium. Want to learn more, [click here](#).

Cyberwatch International

Three Seas Cybersecurity Exchange Program

CyberWatch launched the Three Seas Cybersecurity Exchange Program to foster interprofessional dialogue and collaboration to enhance cyber readiness. Delegates from the initiative attended workshops in Washington DC and New York City. The initial program led to the creation of the CyberWatch International Exchange Program with standing committees for:

- Semester or Year Abroad Faculty/Student Exchange Program
- CyberWatch International Chapter Development
- 2024 Three Seas Cybersecurity Capabilities and Careers Symposia (Three Seas 3CS)
- Science of Cybersecurity: Research and Scholarship Committee

Cybersecurity in Universities: A Global Exchange Program

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**PARTICIPANTS
FROM EUROPEAN
DELEGATION**

- Co-sponsored with Fulbright, World Learning Organization, U.S. Department of State, and Marymount University.
- March 12 – April 8, Largo, MD; New York, NY.

Presentations provided by two universities: Marymount University and University of Maryland Global Campus and two NCC workshops:

- David Tobey led a workshop “The Cyber-Ready Professionals Consortium: Global learning exchange and collaboration”
- Casey O’Brien moderated a panel discussing “Using Cybersecurity Competitions to Facilitate Learning”

Both faculty and students, registered to receive the initial CyberWatch International Delegate Fellowship to travel to Europe for the founding meetings of the CyberWatch International and International Cybersecurity Student Association chapter meetings.

VOLUNTEERS NEEDED

Registrations received after April 28th will be eligible for travel stipends to attend the Three Seas Cybersecurity Capabilities and Careers Symposia to be held in Eastern Europe in either 2024 or 2025. Volunteers may elect to be involved in any of the four CyberWatch International committees listed above.

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REGISTRANTS



Participating Institutions

- AGH University of Science and Technology
- American University in Bulgaria
- BA School of Business and Finance
- Comenius University in Bratislava
- Fulbright Commission - Bulgaria
- G. S. Rakovski National Defence College (RNDC)
- Gheorghe Asachi Technical University of Iasi
- Lazarski University
- Lucian Blaga University of Sibiu, Romania
- National University of Public Service, Budapest, Hungary
- Nikola Vaptsarov Naval Academy
- Ovidius University of Constanta
- Polish-U.S. Fulbright Commission
- Romanian-U.S. Fulbright Commission
- SGH Warsaw School of Economics
- Széchenyi István University
- Technical University of Sofia, Bulgaria
- Transilvania University of Brasov, Romania
- University of National and World Economy
- University of Szeged
- University of Tartu, Estonia
- University of Warsaw
- University of Žilina
- University Politehnica of Bucharest
- Vidzeme University of Applied Sciences
- Vilnius University
- Vytautas Magnus University
- Wroclaw University of Science and Technology

Collaboration & Events

National CyberWatch Center continues to be a voice of higher education in national cybersecurity education. In 2022, NCC achieved major national impact including but not limited to:

Curriculum Standards Panel

124

INSTITUTIONS
REPRESENTEDS

- Establishing and validating national and Federal education and training standards
- Building new cybersecurity curricula, the first to align instructional design, skill practice facilities, cybersecurity professional job performance standards, national workforce frameworks, and industry needs, which are desperately needed to guide responsible curriculum development for the new generation of Information Security specialists
- Expanding the Cybersecurity Capabilities and Careers Symposia (3CS), with attendees now representing every stakeholder group in cybersecurity education

Raise the BAR
Mastery Badge
Program

63
REGISTRANTS

FOCUS on Diversifying the Cybersecurity Workforce

The first annual Facilitated Online Collaborative U.S. (FOCUS) Conference sponsored by the Cybersecurity Skills Journal, January 21, 2022



5th Innovations in Cybersecurity Education Awards & Recognition Program

Best Submission: Protecting Election Infrastructure: The Virginia Cyber Navigator Internship Program (VA-CNIP): Angela Orebaugh, Jack Davidson, Deborah Johnson, and Daniel Graham, University of Virginia

Best Submission: Runner-Up: CyberWorks: A Workforce Development Training Program to Prepare Career-Changers for New Positions in Cybersecurity, Mai Ensmann, Cyber Florida

Collaborate with Us

- Join a Curriculum Standards Panel
- Become Digital Press Author
- Facilitate a Cybersecurity Skills Development Workshop
- Join the Raise the BAR Mastery Badge Program



8TH ANNUAL COMMUNITY COLLEGE CYBER SUMMIT (DAYTON, OH)

235

REGISTRANTS

193

ATTENDEES

18

PAID SPONSORS

70+

SPEAKERS

Digital Press

As the field of cybersecurity education has advanced in recent years, there is an emergent need for better knowledge about the field. The National CyberWatch Center Digital Press was created to fill this need.

PUBLICATIONS:

- **2022 Innovations in Cybersecurity Education** booklet
- **Cybersecurity Skills Journal: Practice & Research NICE Framework Special Issue: Investigating Framework Adoption, Adaptation, or Extension**
- **Cybersecurity Skills Journal: Practice & Research Special Issue: Diversifying the Cybersecurity Workforce** (est. publication date - September 2022)
- **Working Papers Series** (free to premium members)
 - **Tobey, D. (2022) The Two-Sigma Solution: Why competency-based mastery learning is more effective in readying students to succeed in college and a career**
 - **Tobey, D. (2022) CBML: A brief guide to what's different about it and the effects on students and faculty**
- **McNally, O. (2022) New models for cybersecurity teaching and training: The case for national action, The Role of Community Colleges in Cybersecurity Education: Future Directions** (p. 52-63), Bellingham, WA: NCyTE.

PAPER DEVELOPMENT WORKSHOPS (PDW)

159%

INCREASE OF REGISTERING AUTHORS

48%

OF REGISTRANTS ATTENDED THE WORKSHOP

80%

INCREASE OF ATTENDANCE

PEER REVIEWER WORKSHOPS (PRW)

77%

OF REGISTRANTS ATTENDED THE WORKSHOP

156%

INCREASE IN DOWNLOADS OF SPECIAL ISSUES

157%

INCREASE IN DOWNLOADS OF 3CS FIFTH ANNIVERSARY SPECIAL ISSUE

CSJ EDITORIAL CALENDAR

	Call Released	Submissions Open	Initial Ideas Due	Final Manuscripts	Digital Release
2023 Special Issue (SI) : NICE	9/1/22	10/1/22	1/31/23	7/15/23	9/15/23
2023 SI: 3CS	11/1/22	12/15/22	5/15/23	9/30/23	12/15/23
2023 SI: DCW	1/1/23	10/1/23	1/31/24	7/15/24	9/15/24
2023 SI: Secure Programing	4/1/23	12/15/23	5/15/24	9/30/24	12/15/24
2023 SI: EC	1/1/24	10/1/24	1/31/25	7/15/25	9/15/25
2023 SI: NICE	11/1/24	3/1/24	5/15/25	9/30/25	12/15/25

CURRICULUM

The National CyberWatch Center continues to update and create model curricula, which support the growth of cybersecurity education nationally, including complete courses for degrees and multiple certificates. The emphasis of this curricula is the intersection of applied IT and cybersecurity foundational tactics, techniques, and procedures desperately needed to produce the next generation of Information Security specialists.

- Curriculum Guide
- Degree Programs
- Certificates
- Technical Courses
- Curriculum Standards Panel
- Competency-Based Curriculum
- Virtual Brown Bag Lunch program



ADVISORY SERVICES

- Degree and Certificate program creation, adoption, adaptation
- Technical course creation, adoption, adaptation
- Articulation agreement models
- Faculty professional development workshops
- Mapping services to various national and federal standards, job roles, and certifications
- ...and more

CONTACT US AT
INFO@NATIONALCYBERWATCH.ORG

OUTCOME-BASED EDUCATION RESOURCES

Model degree programs
 (from one to seven over 12 years)

Technical courses
 (from 7 to 34 over 12 years)

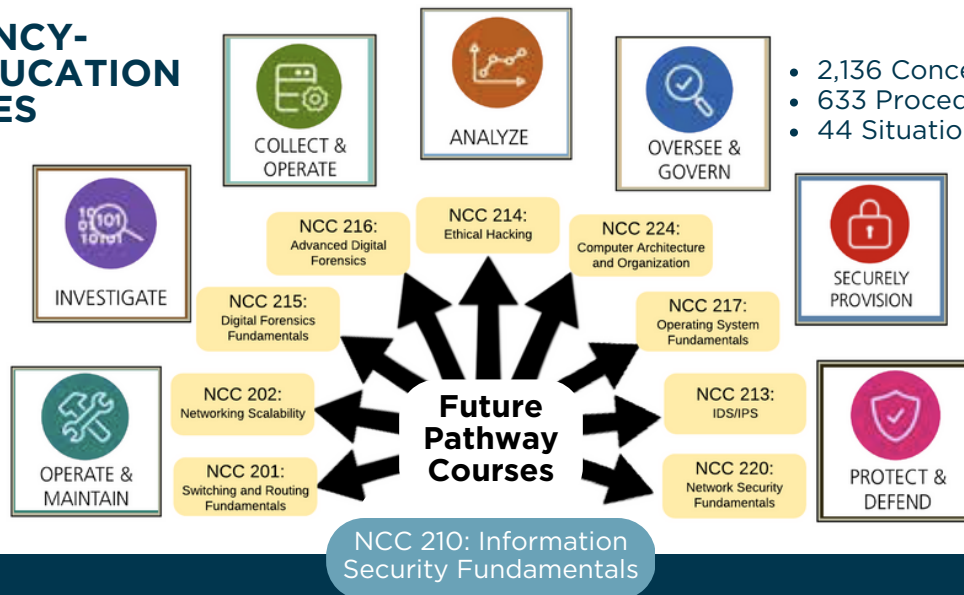
Certificates
 (from one to 12 over 12 years)

Community College Cyber Summit attendance
 (from 189 to 516 over five years)

Hands-on practice and challenge labs
 (from 45 to 400+ over eight years)

Cybersecurity competition participation
 (from 1,368 to 3,290 in four years)

COMPETENCY-BASED EDUCATION RESOURCES



Cybersecurity Foundation Series (NSA CAE-CD Core Knowledge Units, 2Y/4Y)

NCC 200: Networking Fundamentals	NCC 212: Scripting Fundamentals	NCC 204: Linux Server Fundamentals	NCC 206: Windows Server Fundamentals
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Dissemination

- High-quality publications and graphic design
- Integrated marketing and communications tied to specific program goals (e.g., x attendance percentage at webcast presentation; increase # of registrations for Mid-Atlantic Cybersecurity Capabilities & Careers Symposium)
- Full complement of services: Social media, branding, publication and graphic design, media releases, copywriting, monthly e-Newsletter design and dissemination
- Tightly integrated across all Center programs & services
- Data-driven decision making
- Expertise in the latest marketing and communication trends
- Easy distribution of content across the Center's various web, Association Management, and social media platforms
- Tracking, reporting, and usage of these systems

NCC continues to identify and promote innovative programs and partnerships making an impact in cybersecurity education and workforce development

26,672 impressions
(endemic)
31% avg open rate

NATIONAL CYBERWATCH COMMUNICATOR
May 2022
Volume 2

Community College Cyber Summit (3CS)
May 23-25
Don't Miss Out!

The 7th annual 3CS is fast approaching (May 23-25). In addition to a plethora of presentations and hands-on workshops, there will be a Career Exploration Event, Vendor Showcase, CTFs (hosted by MetaCTF and GRIMM), plenty of time to network (including Birds of a Feather sessions), an awards & recognition program, DJs, and more.

If you haven't registered, please do so [HERE](#).

Welcome National CyberWatch Center's Newest Member

Lenoir Community College
University of Tennessee at Chattanooga

Not a National CyberWatch member?
It's free for academic institutions. Benefits include access to exclusive publications, grant opportunities, curricular resources, and more.

Learn more and become a member [HERE](#).

NATIONAL CYBERWATCH CENTER COMMUNICATOR
September 2022

A Awards and Recognition

Nmap's 25th Anniversary
Nmap celebrated its 25th anniversary on September 1st! Twenty five years ago, Gordon ("Fyodor") Lyon released the first version of Nmap in the Phrack article, [The Art of Port Scanning](#). To coincide with the 25th anniversary, Nmap released [v7.93 - 25th Anniversary Release](#). Be sure to also check out the [moderated conversation](#) between security industry legends H.D. Moore (the creator of Metasploit and runZero) and Fyodor.

C Capability Development

Miami Dade College: Creating a Talent Pipeline to the Jobs of the Future
As the technology ecosystem grows in Miami and ushers in a new wave of innovation, National CyberWatch Center member Miami Dade College is leading the way to ensure everyone has access to the opportunities these innovations create.
Read more [here](#).

The Microsoft Cybersecurity Scholarship Program
The Microsoft Cybersecurity Scholarship Program, powered by the [Last Mile](#), supports community college students in a cybersecurity pathway (any program such as IT, Information Security, Networking, etc. qualifies) through grants of \$500 to cover short-term basic needs (e.g., food, rent, health-related, transportation/car issues, and/or a laptop/device). This program also offers subsidies for cybersecurity certification exam costs up to \$375. In addition to funding, all grantees will receive a year of LinkedIn Premium and access to the GitHub Developer tools for free.

Eligibility Criteria: Currently enrolled at a two-year institution in the U.S., pursuing a cybersecurity pathway, and in financial need (as demonstrated by Pell grant status or a financial aid letter). *No strings attached, no paying back, and no GPA minimum!*

Have something you'd like us to promote?
Contact us at info@nationalcyberwatch.org

Social Media Analysis

Monthly	Total Followers	Followers Growth Gain/Loss	Percent Growth	# of Tweets	Impression	Impression Growth	Av Daily Eng Rate
November	1,728	6	0.35%	38	5,900	-25%	2.50%
December	1,732	4	0.23%	25	4,100	-31%	2.00%
2022							
January	1,738	18	0.35%	17	2,308	-44%	1.90%
February	1,746	8	0.46%	11	1,147	-50%	2.41%
March	1,747	1	0.06%	25	5,427	373%	2.55%
April	1,760	13	0.74%	5	567	-90%	2.00%
May	1,766	6	0.34%	16	1,334	135%	1.82%
June	1,768	2	0.11%	25	2,618	96%	3.23%

Twitter

Monthly	Total Followers	Followers Growth Gain/Loss	# of Posts	Average Monthly Clicks	Impression	Impression Growth	Av Daily Eng Rate
November	548	5	12	48	1,246	8%	6.40%
December	556	8	9	11	603	-52%	2.80%
2022							
January	575	19	11	29	819	36%	3.20%
February	579	4	6	14	622	-24%	4.31%
March	585	6	12	26	863	39%	5%
April	604	19	7	8	500	-42%	4.30%
May	670	43	8	23	744	49%	6.15%
June	670	23	15	166	3,206	331%	7.80%

LinkedIn



NationalCyberWatchCenter



NationalCyberWatchCenter



@CyberWatchCtr



NationalCyberWatchCenter.org

National Cybersecurity Student Association

The National Cybersecurity Student Association is a resource hub to enhance the educational and professional development of cybersecurity students through activities, networking and collaboration. This group supports the cybersecurity educational programs of academic institutions, inspires career awareness and encourages creative efforts to increase the number of graduates in the field.

CONFERENCES,
TRAININGS & EVENTS

RESEARCH &
DEVELOPMENT

NETWORKING

INTERNSHIPS, SCHOLARSHIPS,
MENTORING & JOBS

From 2021 to 2022 the number of participating members in NCSA grew by **31.7%**. This is substantially above the goal of a 10% increase in overall membership.

NCSA's website has expanded significantly from 5 pages in 2015 to 62 pages in 2022. The paid member portal offers **650+** resources links.

148
2015



5753
2022

5
2015



62
2022

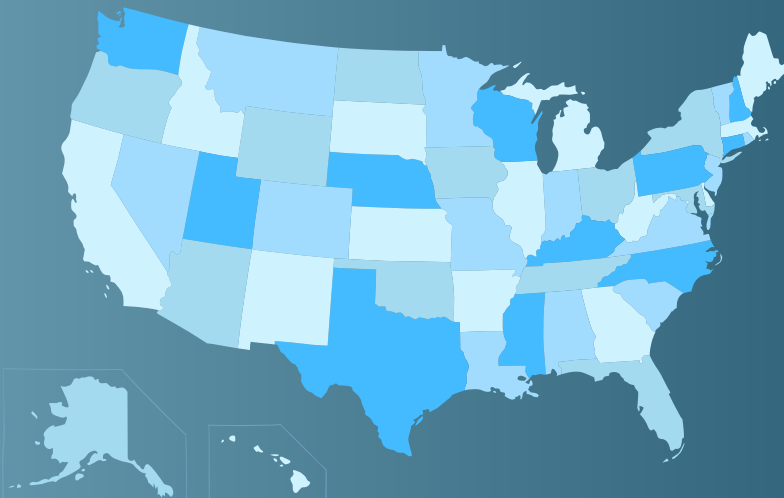
NCSA Webcasts were created to keep students up to date on industry trends, while addressing their needs and challenges. NCSA promotes its webcasts through email blasts, its website, and its social media platforms. The webcasts were held Wednesday evenings from 7-8pm ET via Zoom. All were recorded and made available on the NCSA YouTube channel.

Current NCSA Chapters

- Stillman College, Tuscaloosa, AL
- Sacramento State University, CA
- Prince George's Community College, MD
- Western Michigan University, MI
- Ashland University, OH
- Northeastern State University, OK
- Texas A&M San Antonio, TX
- LeTourneau University, TX

Chapters in Progress

- River City College, CA
- Colorado State University Fort Collins, CO
- Colorado State University Pueblo, CO
- St. Petersburg, FL
- Lakeland Community College, OH
- Interactive College of Technology, GA
- Augusta Technical College, GA
- Montgomery College, MD
- Oklahoma Christian University, OK
- Community College of Rhode Island, RI
- University of Tennessee at Chattanooga, TN
- Pellissippi State Community College, TN
- Dallas College Mountain View Campus, TX
- Marymount University, VA



Statement of Comprehensive Income and Retained Surplus

for the year ended 30 June 2022 (pending account reconciliation)		
		2022
Receipt Commitments		
• Grants and Contracts		\$675,000.00
◦ Government direct grants (FY amortization)	\$550,000.00	
◦ Subawards/ subcontracts	\$125,000.00	
• Event Registration		\$53,980.12
◦ 3CS (supported by NCC-II grant)	\$46,480.12	
◦ MACCDC	\$7,500.00	
• Center Sales		\$71,755.12
◦ Sponsorship		
• 3CS \$45,000.00	\$45,000.00	
• MACCDC \$20,100.00	\$20,100.00	
◦ Membership \$6,075.16	\$6,075.16	
◦ Other (e.g., Textbook royalties and Donations)	\$579.96	
TOTAL RECEIPTS		\$800,735.24
PGCC Bridge Financing		
• CyberWatch staff expenses paid by PGCC		\$238,608.75
◦ Salaries	\$133,450.08	
◦ Indirect expense	\$105,158.67	

Total Receipts and PGCC Bridge Financing		\$1,039,343.99
Cost of Program Services Provided		\$339,466.80
◦ Contracted Program Staff	\$336,071.25	
◦ Printing and Program supplies	\$3,395.55	
Contribution Margin		\$461,268.44
		57.61%
Operating Expenses		\$209,083.13
Salaries & wages	\$137,931.19	
Employee benefits and other indirect expense	\$44,213.00	
Cloud and Hosted Software	\$9,966.98	
Employee travel and other reimbursements	\$1,131.67	
Non-employee travel and other reimbursements	\$15,840.29	
Other Expenses	\$0.00	
Surplus / (Deficit) before interest & tax		\$252,185.31
Finance costs		\$0.00
Surplus / (Deficit) for the year		\$252,185.31
Retained surplus at the start of the year		\$200,580.94
Program income from grant-funded sources		-\$46,480.12
RETAINED SURPLUS AT END OF YEAR		\$406,286.13