



## **Southeastern New England Defense Industry Alliance 2016 Annual Report**

### **— Vision —**

To serve as a catalyst for thought leadership and technical innovation in the areas of undersea technology; cybersecurity; and other critical defense technologies

### **— Mission —**

Enable the development and transition of critical technologies, foster thought leadership in the above areas of interest, and facilitate economic and workforce development in support of these focus areas

### **Membership**

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SENEA is a 501(c)6 membership association formed in 2002 to support defense and national security efforts in southeast New England. SENEA's membership is approximately 100 small and large businesses that provide products and services for the Departments of Defense and Homeland Security, and individuals who have an interest in Defense and Homeland Security. Members are in Connecticut (8%), Washington, DC (1%), Massachusetts (18%), New Hampshire (2%), Rhode Island (70%), and Virginia (1%).

In 2016, SENEA added 27 new members:

AAA Alarms and Fire Protection	Kelley Drye & Warren, LLP
Adler Pollock and Sheehan P.C.	Leidos
Ametek SCP Inc.	Mark Gagnon
Applied Physical Sciences Corporation	Massa Products Corp.
Battelle Memorial Institute	Matthew McCoy
CDP Fastener Group, Inc.	Michael Fowler
Chris Harrington	Michael O'Sullivan
Crawford High Performance Composites	Minuteman Automation Systems
E2SOL / PowerDocks	Onyx Spectrum Technology, Inc./Shearwater
FarSounder, Inc.	EM Division
George Nickolopoulos	Planate Management Group LLC
Globe Composite Solutions Ltd	PreparedEx
Jeffrey Cares	Robert Badgett
Jim Bouthillier	TD Bank

## Programs for Economic and Workforce Development

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**Business Development Support** – Developed business intelligence information (program thrusts; budget projections; Government and prime contractor POCs) for defense and homeland security areas for undersea technology, cybersecurity, and other industry-identified areas with the objective to better assist companies in discovering new business opportunities.

- SENEDIA developed and conducted three workshops presenting information and strategies for pursuing opportunities
- Support provided by the RI Defense Industry Cluster Grant from Commerce RI

**Internship/Incumbent Worker Programs** – SENEDIA-led programs implemented to meet immediate demand for employers as well as incumbent workers and the un/underemployed.

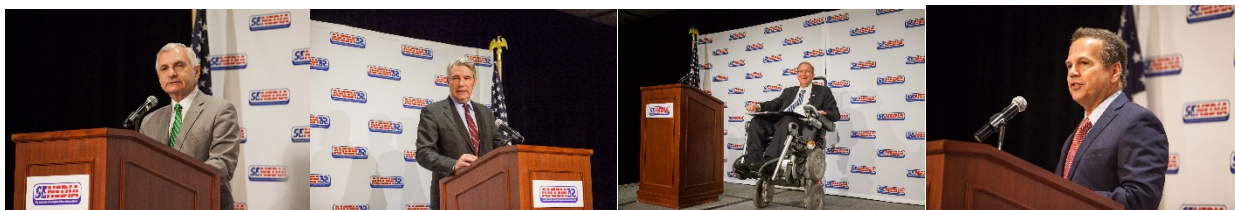
- 23 cybersecurity awareness presentations to future workers and businesses
- +100 cybersecurity candidates assessed through tool developed with LaunchCode
- 36 enrolled in Network + and Security+ rapid trainings at CCRI Newport Campus
- 24 cybersecurity/IT interns enrolled and placed in member companies and State agencies
- 8 undersea technology/engineering interns enrolled with 5 placed
- Undersea Technology Overview Training Module drafted with two detailed reviews
- Support provided by the Real Jobs RI Grant funded by the RI Department of Labor and Training

### Education Outreach

- Presentations to 218 high school students in 10 RI school districts
- Presentations to 72 college students at 4 RI colleges
- 50 students and 6 businesses participated in SENEDIA High School Career Fair focused on undersea technology and IT/cybersecurity, with site visit to Naval War College and Surface Warfare Officers School
- Participated in college career fairs at RWU IT/Cybersecurity and URI Engineering & Technology
- Participated in three Veterans career events
- Support provided by Real Jobs RI Grant funded by the RI DLT

**Pathways in Technology Early College High School (P-TECH)** An education and economic initiative supported by RI DLT, Commerce RI, and the RI Department of Education to provide incoming high school freshmen the opportunity to earn a free CCRI Associate's degree in a specified field in four to six years. SENEDIA is the industry partner for P-TECH Cybersecurity.

- P-TECH Cybersecurity Newport County
  - First student freshman cohort enrolled Sept. 2016: 41 students, 22 female/19 male
  - 37 industry mentors from member companies, State agencies, and NUWC
  - Cohort 1 students scheduled to take first college level class at CCRI in Summer 2017
  - Recruiting 50 incoming students for Sept. 2017 cohort as well as mentors from industry
  - Workplace learning curriculum includes industry-developed focus areas: *Creativity & Innovation, Critical Thinking & Problem Solving, Communication & Collaboration, Information & Media Literacy, Leadership & Responsibility, and Life & Career Skills*
  - Support provided by Real Jobs RI Grant funded by the RI DLT



Rhode Island's U.S. Congressional Delegation speaking at 2016 Defense Innovation Days

## 2016 SENEDIA Networking and Training Events

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1 April – Northrop Grumman Rhode Island Supplier Symposium  
5 April – Lunch with RDML Moises DelToro III, Commander Naval Undersea Warfare Center  
9 May – MCC Cybersecurity Awareness Briefing  
14 July – SENEDIA Annual Meeting and Member Appreciation Event  
16 August – Leveraging Value-Based Relationships to Sustain and Grow Your Business  
29-31 August – Defense Innovation Days 2016  
12 September – 14th Annual SENEDIA Golf Tournament  
13 September – SBIR Workshop with Dick McNamara, former Executive Director of PEO Submarines and currently of the Naval Sea Systems Command Small Business Innovation Research (SBIR) Program Office  
2 November – FY2017 Defense Budget & Undersea Technology Business Opportunities  
10 November – Business Development Pursuit Essentials Workshop  
2 December – SENEDIA Member Open House  
6 December – SBIR Event with NAVSEA and NAVAIR

## Planned 2017 Events (additional events posted at [www.senedia.org](http://www.senedia.org))

12 June – SENEDIA Annual Golf Tournament, Montaup Country Club  
28 – 30 August Defense Innovation Days, Newport Marriott  
Tech Talk Series will be held throughout the year

## Strategic Partnerships

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### Maritime Cybersecurity Center

*Awareness • Communities of Practice • Training*

### Undersea Technology Innovation Center

*Building Resources and Relationships to Accelerate Undersea Technology Innovation*

### Partnership Intermediary Agreement with the Naval Undersea Warfare Center

Signed in December 2016, the PIA will promote cooperative activities between NUWC Division Newport, the State of Rhode Island, SENEDIA members including small business firms, and educational institutions.



RI Governor Gina Raimondo, RI DLT Director Scott Jensen at 2016 Defense Innovation Days; Pell Center Executive Director Jim Ludes, Thomas Donilon, and U.S. Senator Jack Reed paneled a session at 2016 Defense Innovation Days; October RI Cyber Range Ribbon Cutting, CCRI Newport Co. Campus

## SENEDIA Board of Directors

<u>Company</u>	<u>Name</u>
Adler, Pollock and Sheehan	Stephen Ucci
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Balfour Beatty	Ed Lopes
Booz Allen Hamilton	Kevin Morrissey
Commerce RI	John Riendeau
Electric Boat	Susan Adams
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Purvis	Deb Proffitt
Raytheon	Tim DelGiudice
Raytheon	Joe Monti
Rite Solutions	Joe Marino
SAIC	Kathy Pazera
Sea Corp	Jon Tetreault

## SENEDIA Staff

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Paul Mankofsky	Senior Analyst
George McNamara	Senior Analyst
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Greg Monti	Intern



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[www.senedia.org](http://www.senedia.org) • [www.maritimecybersecurity.org](http://www.maritimecybersecurity.org) • [www.underseatech.org](http://www.underseatech.org)