

January 21, 2020

Howard County Office of County Executive
3430 Courthouse Drive
Ellicott City, Maryland 21043
Attn: Howard County Council

Good Evening,

Thank you Members of the Howard County Council for the opportunity to testify today regarding my nomination to the Howard County Economic Development Authority. My name is Margaret Dean and I am the Chief Government Relations Officer for the Johns Hopkins University Applied Physics Laboratory.

I first moved to Maryland in 1993 to attend the Naval Academy where I graduated with a degree in Ocean Engineering. I then served in the Navy around the world before returning to make Maryland my home.

The economic opportunities of Howard County are well known. Personally, these opportunities have enabled me to be employed in Howard County for nearly all of those years. I began my professional career at the start-up technology firm, Next Century Corporation, in Columbia. Howard County's central location to government, health care, and national law enforcement agencies provides a wealth of opportunities and potential customers to these start-up companies. During that time with Next Century, I learned about the challenges of a small business working to achieve its vision and deliver unique capabilities to their customers. Also, during that time, I joined the Navy Reserves. It was through my Navy Reserve work at the Pentagon, that I met engineers and scientists from the Applied Physics Lab. Those relations led me to join APL.

As you may be aware, APL is the largest employer in Howard County and in the top 10 private employers in the state of Maryland. As the nation's first and largest University Affiliated Research Center, APL allowed me to join the over 7,500 staff members who are making critical contributions to a wide variety of nationally and globally significant technical and scientific challenges. During my tenure at APL, I have specialized in a variety of technical areas from data fusion to cyber to manpower and work-load analysis. In my current role, I oversee governmental relations activities across APL in relation to our work with the Department of Defense, the Intelligence Community, the National Aeronautics and Space Administration, and other federal agencies.

In 2015, I was afforded the opportunity to join the professional staff of the U.S. House of Representatives, Committee on Armed Services where I served until 2019 when I returned to APL. While working for Congress, I was responsible for fiduciary oversight and policy for all Navy and Air Force Operations and Maintenance.

Returning to APL, I now have the pleasure of working again in Howard County and with the local government. For APL, the county is a valued partner. Enabling that Partnership, APL not only provides jobs for its residents, APL also

~~For Howard County, APL~~ provides a variety of STEM programs to the school system. Last year those STEM opportunities reached over 1,300 students and faculty. APL also infuses innovation into the Howard County business ecosystem through technology transfer. Recent examples of innovative Howard County companies with links to APL include

- Enveil, in Fulton,
- Teamworx Security, in Columbia,
- Sensics, Inc, also in Columbia; and,
- FRIS, LLC, in Highland,.

Howard County is a nexus of opportunity for families and businesses across a wide swath of sectors. I look forward to the opportunity to further those opportunities for the counties, its businesses and residents.

Thank you for your consideration of my nomination to the Howard County Economic Development Authority.

Margaret E. C. Dean



**HOWARD COUNTY COUNCIL
AFFIDAVIT OF AUTHORIZATION
TO TESTIFY ON BEHALF OF AN ORGANIZATION**

I, Margaret Dean, have been duly authorized by
(name of individual)

Johns Hopkins University Applied Physics Laboratory to deliver testimony to the
(name of nonprofit organization or government board, commission, or task force)

County Council regarding CR3-2020 to express the organization's
(bill or resolution number)

support for / opposition to / request to amend this legislation.
(Please circle one.)

Printed Name: Margaret Dean

Signature: Margaret Dean

Date: 21 Jan 2020

Organization: Johns Hopkins University Applied Physics Lab

Organization Address: 11100 Johns Hopkins Road
Laurel, MD, 20723

Number of Members: _____

Name of Chair/President: _____

This form can be submitted electronically via email to councilmail@howardcountymd.gov no later than 5pm the day of the Public Hearing or delivered in person the night of the Public Hearing before testifying.