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CITY OF BEAUFORT
1911 BOUNDARY STREET
BEAUFORT MUNICIPAL COMPLEX
BEAUFORT, SOUTH CAROLINA 29902
(843) 525-7070
CITY COUNCIL WORKSESSION AGENDA
December 14, 2021
STATEMENT OF MEDIA NOTIFICATION

"In accordance with South Carolina Code of Laws, 1976, Section 30-4-80(d), as amended, all local media was duly notified of the time, date, place and agenda of this meeting."

WORKSESSION - City Hall, Planning Conference Room, 1st Floor - 5:00 PM

Please note, this meeting will be broadcasted via zoom and live streamed on Facebook. You can view the meeting at the City's page; City Beaufort SC

I. CALL TO ORDER

A. Stephen D. Murray III, Mayor

II. EMPLOYEE NEW HIRE RECOGNITION

- A. Fire Department - Shawn Minzes
- B. Public Works - Gerald Bush and Spencer Alston

III. PRESENTATION

- A. State Cybersecurity Funds Check Presentation
- B. Beaufort Digital Corridor - Update on the Strategic Plan and current projects, Jess O'Brien

IV. EXECUTIVE SESSION

- A. Pursuant to Title 30, Chapter 4, Section (70) (a) (1) of the South Carolina Code of Law: Discussion regarding Personnel

V. ADJOURN

2022-2024 STRATEGIC PLAN UPDATE

PRESENTED BY: JESS O'BRIEN
JESS@BEAUFORTDIGITAL.COM | 843-470-3506
DECEMBER 2021





About Us

The Beaufort Digital Corridor Foundation is an independent 501(c)(6) non-profit corporation focused on diversifying Beaufort's economy by pursuing an array of innovative programs, events, and services focused primarily on the tech industry.

Our History

The BDC is the response to a request by the City and the citizens of Beaufort, SC, to grow a high-wage economy while further diversifying it. Established in 2016 under the direction of the Charleston Digital Corridor, the BDC opened its BASEcamp facility in January 2017.



What We Do

Located in downtown Beaufort, the BDC's BASEcamp facility provides scalable office space for tech startups and remote workers. Currently, the location includes 10 office spaces, 7 coworking desks, a kitchen, conference room, common area, and high-speed Wi-Fi.

For Start-Ups

Along with office space, the BDC also offers business incubation & mentorship for tech entrepreneurs, startups, or established companies offering new or cutting-edge products, services, or approaches in their fields.

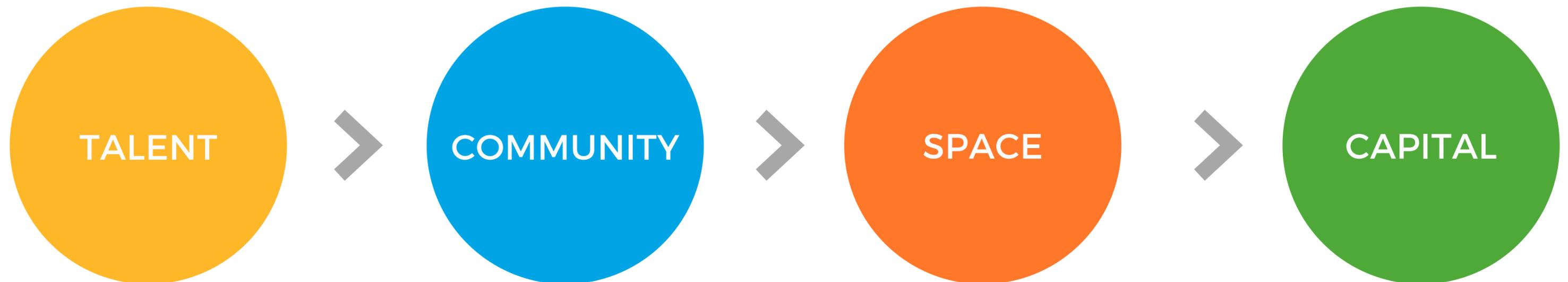
OUR MISSION

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The Beaufort Digital Corridor (BDC) nurtures and promotes technology entrepreneurs, providing office space, networking opportunities, continuing education, and programming designed to grow the tech economy in the Lowcountry.

OUR STRATEGY

The Beaufort Digital Corridor (BDC) is a community-sourced initiative to attract, nurture, and promote Beaufort's technology entrepreneurs and ultimately the region's tech economy through an array of impactful programs, products, and events while leveraging Beaufort's renowned livability. This work is accomplished through alignment of effort and resources in four areas:



TALENT

The economic vitality, global competitiveness, and prosperity of our community depend on the innovation and skills of the workforce. The BDC aims to develop the local technical talent pool through multiple objectives and initiatives.

Challenges include: need for structured approach to mentoring program.

1

Objective: Enhance mentorship process and participation.

- Initiative: Develop revised mentorship framework
- Initiative: Resume LiveWorkMentor program supporting College of Charleston

2

Objective: Attract experienced VC mentors and tech investors to participate in BDC initiatives.

COMMUNITY

The BDC provides a variety of business, social, and educational programs and events to connect with and cultivate a vibrant tech community.

Challenges include: need to expand efforts and collaborative partnerships to increase awareness and participation as the organization moves into post-pandemic operations.

3

Objective: Increase representation of underserved local populations in leadership and programming

- Initiative: Strengthen board diversity and recruitment strategy
- Initiative: Develop vision for DEI consideration in BDC programs and operations

4

Objective: Bridge the tech career path gap between school and work

- Initiative: Develop Cybersecurity program deliverables as participant in South Coast Cyber Center grant

5

Objective: Increase awareness of and participation in the organization's mission

- Initiative: Establish a marketing and outreach plan.

SPACE

The BDC's BASEcamp facility is in downtown Beaufort and was designed to meet the needs of tech entrepreneurs related to adaptable, affordable office and co-working space.

Challenges include: need to prioritize use of space as resident and remote membership increases.

6

Objective: Continue to offer physical office space to eligible entrepreneurs and tech workers

- Initiative: Review and update membership and sponsorship opportunities, clarifying availability and access to BASEcamp offices, work, and meeting spaces

- Initiative: Expand space available through partnership with the City of Beaufort and the Beaufort County Economic Development Corporation for second floor renovation at the existing BASEcamp location

CAPITAL

The BDC's role is not to aggregate capital but instead to aggregate investors and provide information to tech entrepreneurs operating in the Beaufort community.

Challenges include: need to develop additional sources for funding to support increase in programs and services, and long-term goal of financial independence from the City.

7

Objective: Identify and engage in new fundraising opportunities

- Initiative: Sponsor and coordinate the City of Beaufort Shrimp Festival 5K

8

Objective: Identify and pursue grant opportunities

- Initiative: Resubmit a proposal for the Relentless Challenge Grant

OUR LEADERSHIP

BDCF BOARD



BDC STAFF



CYBER
SCHOLARSHIP
FUNDING REQUEST

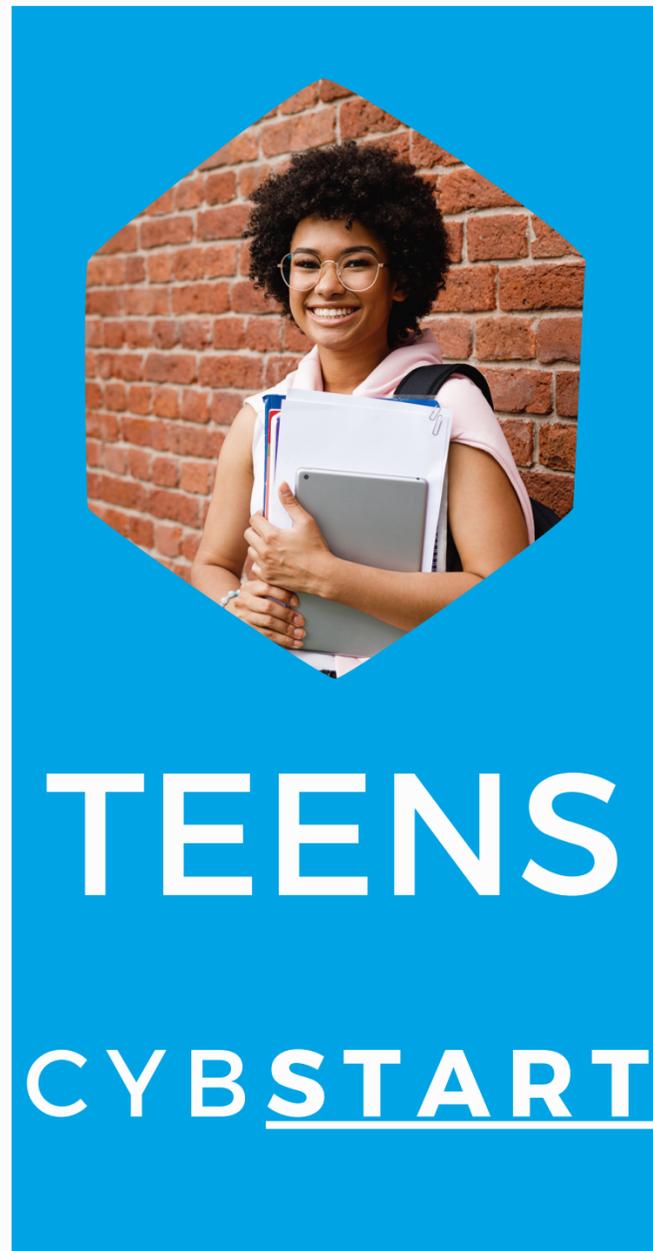


What's the plan all about?

As a partner of the South Coast Cyber Center TEAM, our vision is to establish a world class center of excellence for cybersecurity, cyber defense education, research, innovation, and business. We will build an educated workforce as well as grow a dynamic business and economic environment.

The BDC's Role

The Beaufort Digital Corridor will help by offering training programs that lay the groundwork, create jobs and help with the retention of cybersecurity professionals via improved compensation and flexible work schedules. Our role is to supplement the areas outside of higher education by addressing the other stages of education, spanning all types of learners.



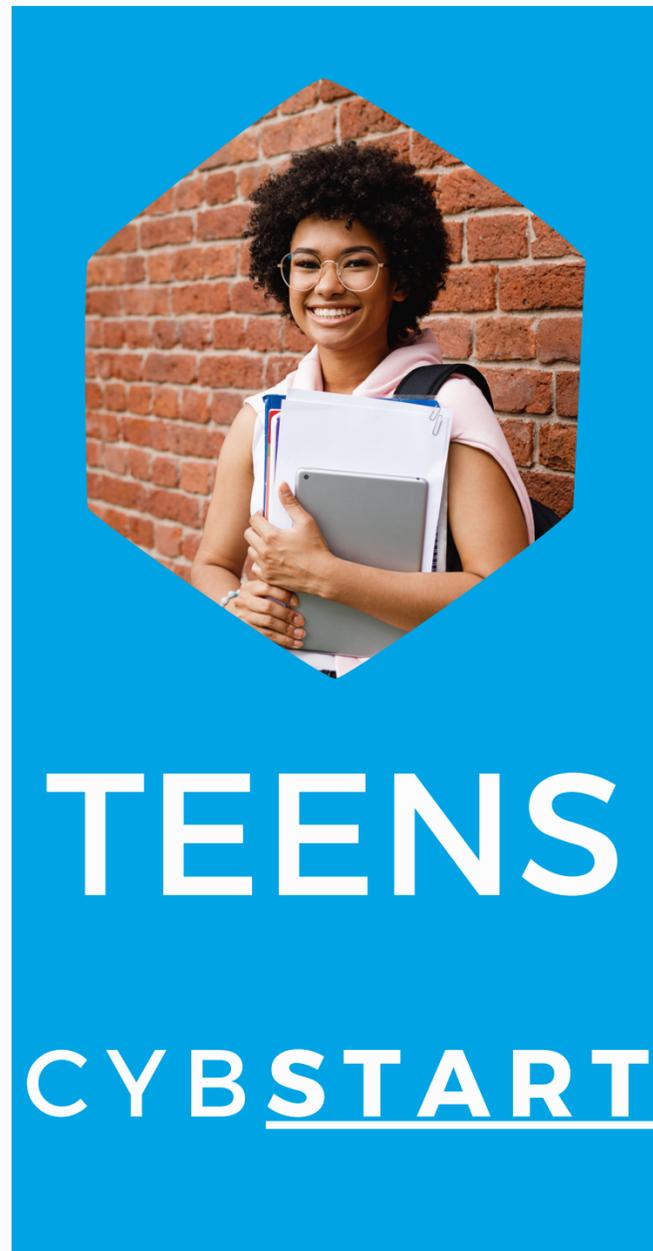
Teen Entrepreneur Program

Who can participate?

- **High school students (9th - 12th grades)**
- The goal of this program is to train high school students how to start their own IT businesses. Students will be given the opportunity to earn an IT-skills based certificate, attend entrepreneurial workshops / breakout-sessions and receive a business starter kit including a Windows OS laptop and downloadable templates to help pave their way.

What's included?

- One (1) laptop with a 12-month subscription to Microsoft Office.
- Enrollment in BDC's **PC Pro** certificate course with exam voucher.
- Access to in-person and pre-recorded entrepreneurial workshops.
- Digital certificate / badge for LinkedIn profile and resume.
- Downloadable entrepreneur starter kit including: editable business cards, templates and additional resources to help get their business started.



Continued...

What will they learn?

"The PC Pro Certification exam measures an examinee's ability to install, repair, configure, secure, and manage the following systems and devices:

- Computer Operating Systems
- PC Hardware
- PC Software
- Basic Networking Devices and Printers
- Mobile Devices"

-TestOut

PC Pro is a prerequisite course for the BDC's stackable cybersecurity certificates. Students who obtain this certificate will be a step ahead on their path towards higher education.

	SECURITY PRO <small>(PREREQ. FOR CYBERDEFENSE PRO & ETHICAL HACKER PRO)</small>	NETWORK PRO <small>(PREREQ. FOR CYBERDEFENSE PRO & ETHICAL HACKER PRO)</small>	CYBERDEFENSE PRO <small>(COMPARES TO COMPTIA CYSA+)</small>	ETHICAL HACKER PRO
IT FUNDAMENTALS PRO	✓	✓	✓	✓
OFFICE PRO	✓	✓	✓	✓
PC PRO	✓	✓	✓	✓
LINUX PRO	✓	✓	✓	✓
MS WINDOWS 10 CLIENT PRO	✓	✓	✓	✓
MS SERVER PRO	✓	✓	✓	✓



TEENS

CYBSTART

Funding Request

What does it cost?

- \$750 per student.
- The City of Beaufort can help bridge the talent gap by offering scholarship funds for **80 students** for a total request of **\$60,000**.
- Of the 80 available scholarships, 50% of the scholarship funds will be set aside specifically for minority and diverse underrepresented individuals*.

*Diversity is the representation of differences across race, color, gender, gender identity, religion, sexual orientation, ethnicity, nationality, socio-economic status, language, abilities, age, political perspective, experiences, and other unique characteristics.



ADULT

CYBPRO

Cybersecurity & Networking Certificates

Who can participate?

- Offered as early as 11th grade.
- Transitioning military, spouses and family.
- Career professionals / career advancement.
- Anyone seeking skill development.

What happens next?

- Prepares students for entry into TCL & USCB cyber degree programs.
- Prepares participants for apprenticeship programs as well as feeder and entry-level cybersecurity jobs with local businesses.

STACKABLE CERTIFICATE PATHWAYS

STARTING
AT \$299
PER CLASS

IT FUNDAMENTALS PRO
OFFICE PRO
PC PRO
LINUX PRO
MS WINDOWS 10 CLIENT PRO
MS SERVER PRO
HOURS
FULL-TIME
PART-TIME

	SECURITY PRO	NETWORK PRO	CYBERDEFENSE PRO	ETHICAL HACKER PRO
	(PREREQ. FOR CYBERDEFENSE PRO & ETHICAL HACKER PRO)	(PREREQ. FOR CYBERDEFENSE PRO & ETHICAL HACKER PRO)	(COMPARES TO COMPTIA CYSA+)	
IT FUNDAMENTALS PRO	✓	✓	✓	✓
OFFICE PRO	✓	✓	✓	✓
PC PRO	✓	✓	✓	✓
LINUX PRO	✓	✓	✓	✓
MS WINDOWS 10 CLIENT PRO	✓	✓	✓	✓
MS SERVER PRO	✓	✓	✓	✓
HOURS	400 - 700 HOURS	600 - 700 HOURS	700 HOURS	700 HOURS
FULL-TIME	10 - 18 WEEKS	15 - 18 WEEKS	18 WEEKS	18 WEEKS
PART-TIME	6 MONTHS - 1 YEAR	6 MONTHS - 1 YEAR	1 YEAR	1 YEAR



Disclaimer: Full-time coursework estimated at 40 hours / week. Part-time coursework estimated at 20 hours / week. All certificate programs are virtual and asynchronous. Students may set their own pace over a 12-month completion period per course. Courses with a yellow check mark are not required, but are recommended for maximum student benefit. Students receive orientation, onboarding, regular check-ins and support from BDC staff. \$2,500 estimated cost for certificate pathway completion for: Security Pro, Network Pro, CyberDefense Pro or Ethical Hacker Pro.

CYBPRO

CERTIFICATE PATHWAYS:

- SECURITY PRO
- NETWORK PRO
- CYBERDEFENSE PRO*
- ETHICAL HACKER PRO

*COMPARES TO COMPTIA CYSA+

Funding Request

- It costs \$2,500 per student to obtain full certification in one of the following pathways: **Security Pro, Network Pro, CyberDefense Pro (Compares to CompTIA CySA+), or Ethical Hacker Pro.**
- The City of Beaufort can help bridge the talent gap by offering scholarship funds for **16 students** for a total request of **\$40,000.**
- 50% of the scholarship funds will be set aside specifically for minority and diverse underrepresented individuals**.

**Diversity is the representation of differences across race, color, gender, gender identity, religion, sexual orientation, ethnicity, nationality, socio-economic status, language, abilities, age, political perspective, experiences, and other unique characteristics.

CYBSTART



\$60,000

9TH - 12TH GRADERS
80 SCHOLARSHIPS
90 DAYS
PC PRO CERTIFICATE

CYBPRO



\$40,000

ADULTS 18+
16 SCHOLARSHIPS
6 MONTHS - 1 YEAR
4 PATHWAYS TO CHOOSE

TOTAL ASK

\$100,000

to train

96 individuals

and help bridge the
gap in the workforce.

THANK
YOU!

PRESENTED BY: JESS O'BRIEN
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DECEMBER 2021

