



MARYLAND - VIRGINIA  
"Potomac River Compact of 1958"



## Potomac River Fisheries Commission

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June 14, 2023

Atlantic Coastal Cooperative Statistics Program  
1050 N. Highland St. Ste. 200 A-N  
Arlington, VA 22201

Dear ACCSP:

The Potomac River Fisheries Commission (PRFC) is pleased to submit its proposal for the Fiscal Year 24 ACCSP Request for Proposal, titled "FY24: Geographic Information System Tracking Enhancement for Potomac River Fisheries Commission Commercial Fisheries" for your consideration. This new capability would be an advantageous upgrade of PRFC's current GIS capabilities and greatly enhance PRFC's ability to monitor fishing gear deployed in the Potomac River. It would also greatly enhance law enforcement's capabilities in monitoring Potomac River fishing activity for violations.

This proposal is the first step in building on PRFC's capabilities introduced through the Sport & commercial Application Integrated Licensing tool (SAIL); a cloud-based, catch and reporting tool. Thank you for your consideration and please reach out to Marty Gary with any questions.

Sincerely,

Martin L. Gary  
Executive Secretary  
(804)456-6935  
[martingary.prfc@gmail.com](mailto:martingary.prfc@gmail.com)

Proposal for Funding made to:  
Atlantic Coast Cooperative Statistics Program  
Operations and Advisory Committees  
150N. Highland Street, Suite 200 A-N  
Arlington, VA 22204



FY24: Geographic Information System Tracking  
Enhancement for Potomac River Fisheries  
Commission Commercial Fisheries

Submitted by:  
Martin L. Gary  
Executive Secretary  
Potomac River Fisheries Commission  
222 Taylor Street  
Colonial Beach, VA 22443  
[martingary.prfc@gmail.com](mailto:martingary.prfc@gmail.com)

**Applicant Name:** Potomac River Fisheries Commission

**Project Title:** **Geographic Information System Tracking Enhancement for Potomac River Fisheries Commission Commercial Fisheries**

**Project Type:** New Project

**Principal Investigator:** Martin L. Gary, PRFC Executive Secretary

**Project Manager:** Martin L. Gary, PRFC Executive Secretary

**Requested Award Amount:** **\$76,541.00** for year one.

**Requested Award Period:** One year after receipt of funds

**Objective:** This is the first-year proposal for adding GIS information for more timely tracking and monitoring of fishing equipment in the Potomac River. This capability would greatly increase the visibility and timeliness of tracking the locations of fishing equipment deployed in the Potomac River.

**Need:**

Understanding static fishing gear locations is an important part of fisheries management. Today, there are three types of gears (Fyke net, Gill net, and Pound nets) licensed in the Potomac River that require a fixed location and have been hand charted by PRFC staff for the last 50 years. This is currently a manual process by PRFC staff to map the over 900 fixed gear stands each season during the commercial renewal period which is the busiest time of year. In the past three years, PRFC staff has explored GIS mapping solutions to improve this workflow and have found a need to incorporate GIS capabilities into the Sport & commercial Application Integrated Licensing tool (SAIL) currently being developed. Further, incorporating GIS tools into SAIL will allow the commission to better track spatial shifts of various fish populations such as Atlantic Striped Bass, American Shad, Blue crab and others.

Another impact due to the current manual workflow is the delayed delivery of fixed gear charts to law enforcement. Typically, the charts are provided to law enforcement (LE) only at the end of the renewal period (the last business day of January) after all fixed location stands have been charted, and staff gets physical copies of the charts made. PRFC's Gill Net fishery is currently capped at 733 stands/licenses and the season runs from November 7<sup>th</sup> to March 25<sup>th</sup> of the following year; therefore, LE does not have access to an accurate chart of the river for the majority of the Gill Net season. GIS imbedded within the SAIL application could allow a web map to be populated in real time – providing LE a tool to ensure that watermen are properly licensed and deployed; as well as identifying which stands are not in compliance or illegally placed.

## Results and Benefits:

Implementation of an easily updateable fixed gear GIS module would greatly increase PRFC's ability to gather timely, accurate data of fishing gear deployment outside of trip reporting. It would provide watermen with a way of visualizing the location of their equipment, tied to their license and records. Additionally, watermen would be able to see where others are locating their gear so they could target different areas without the constraints of physically coming into the office to view the charts. It would also provide PRFC with a more automated and streamlined workflow and method of actively monitoring the Potomac River and law enforcement with a way to efficiently monitor compliance.

**Data Delivery Plan:** All data would be delivered to ACCSP via the electronic interface implemented in SAIL and would supplement the catch data already being reported.

## Biological Sampling Priority

PRFC's managed fisheries include five of the species identified in the FY24 Biological Sampling Priority Matrix, these include: #1 ranked Black Sea Bass, #6 ranked Atlantic Menhaden, #7 ranked Cobia, #9 ranked Spanish Mackerel, and #22 ranked American eel.

For species such as Atlantic Menhaden, Cobia, and Spanish mackerel, they are managed under a coastwide quota with state-by-state allocations. When a percentage of the total quota is reported, possible coastwide closures would be initiated to avoid overages. Menhaden is one of PRFC's biggest fisheries, last year PRFC reported over 3.5 million pounds landed. PRFC fixed stand gears (Gill net, pound net, and fyke net) are focused on the striped bass fishery; however, American shad has a by-catch provision which allows two bushels per licensee-day for both Pound net and Gill net gears. PRFC's ability to improve spatial data quality on locations for where these species are being harvested may inform shifts in spawning range or timing. Spanish Mackerel is also typically caught in Pound nets when they enter into the Potomac River in mid-summer.

**Metadata:** Below is a list of metadata that PRFC will be capturing via SAIL and providing to ACCSP as part of this project.

Meta Data Field	Definition
Gear Code	Code for gear used during trip
Gear Name	Name for gear used during trip
Gear Quantity	Quantity of gear used during trip
Gear Sets	Sets of gear used during trip
Depth	Depth of gear used during trip
Latitude	Latitude of gear used during trip
Longitude	Longitude of gear used during trip

## Approach:

PRFC's approach to implementing a GIS module capability and ACCSP interface is broken in to seven (7) tasks. It leverages an agile development approach to streamline the gathering and refinement of requirements, along with delivery of multiple Minimum Viable Products (MVP).

Potomac River Fisheries Commission (PRFC)

2

ACCSP Funding Proposal: Geographic Information System Tracking Enhancement for Potomac River Fisheries Commission Commercial Fisheries

**Bold Comments indicate sections that help with the ranking process**

**Highlighted text indicates changes from the first submission**

Each MVP will be deployed when usable capability and functionality is thoroughly tested and deployed. During Year 1, PRFC will be actively developing for the following items:

**1. T1: Finalize requirements for GIS implementation and interfaces**

**PRFC will actively work internally, with watermen, and with law enforcement to review current requirements for GIS implementation. These requirements will be refined in to actionable user stories with a detailed definition of done. This will generate a backlog of changes and development items in a priority list to guide the lifecycle of development.**

**2. T2: Develop public and private user interfaces**

**It is important to have both a publicly available map with limited information on the gear/waterman/location that each waterman can reference and view updates as needed. Additionally, a more comprehensive private interface that law enforcement and PRFC staff can view and update will be necessary to accurately track usage, manage the fisheries, and enforce compliance.**

**3. T3: Implement GIS database improvements**

**Development of new database structures to support the reporting, historical tracking, and current deployment of fishing equipment associated to GIS location data.**

**4. T4: SAIL Software modifications**

**Update SAIL to support the new data structures, provide administrative interfaces, and enhance security architecture to support publicly exposure of limited data without compromising security of non-public data.**

**5. T5: Maintain Oracle Cloud Database**

**Procure required new OCI infrastructure and services, update existing infrastructure and architecture, and develop comprehensive security testing and enforcement.**

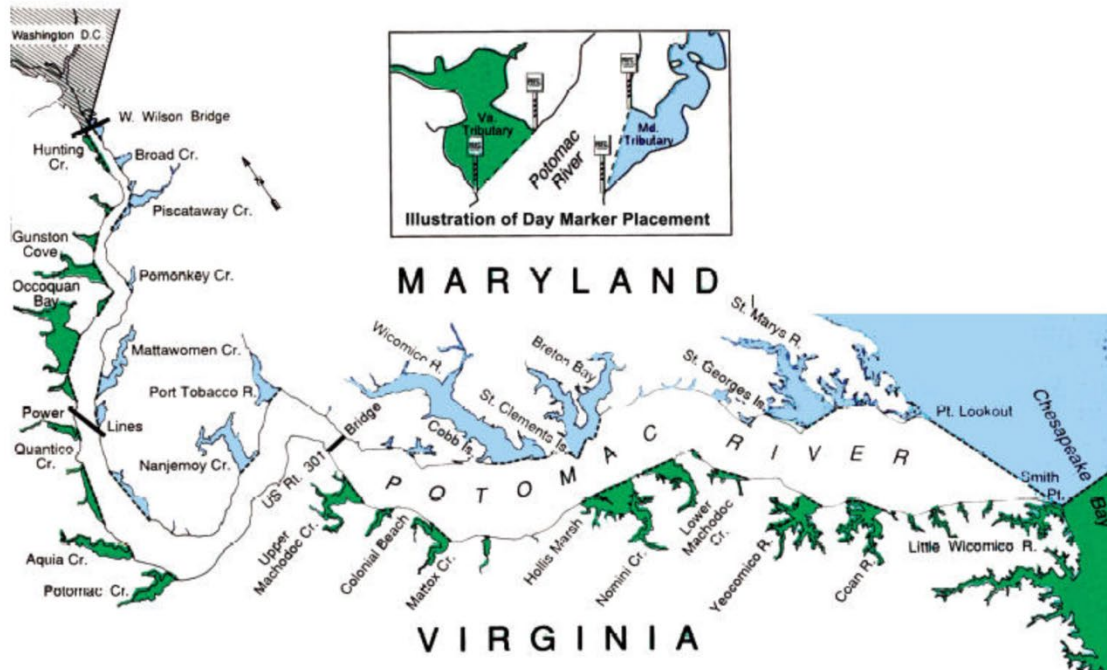
**6. T6: Deploy to PRFC, LE, and watermen**

**Provide an active deployment plan and use change management principles to release the updated interfaces to both PRFC, Law Enforcement, and watermen.**

**7. T7: Training & User Guides**

**Develop both in-person and virtual training classes that waterman can attend to understand the new capability. Develop and make available user guides.**

**Geographic Location:** Jurisdictional waters of the Potomac River Fisheries Commission. From the Woodrow Wilson Bridge (District of Columbia Demarcation) downriver to the confluence of the Chesapeake Bay. Approximately 100 nautical miles.



### Milestone Schedule:

Task # / Month	Project Period Month											
	1	2	3	4	5	6	7	8	9	10	11	12
T1: Finalize requirements for GIS implementation and interfaces	X	X	X	X	X	X	X	X	X	X	X	X
T2: Develop public and private user interfaces	X	X	X	X	X	X	X	X	X	X	X	X
T3: Implement GIS database improvements	X	X	X	X	X	X	X	X	X	X	X	X
T4: SAIL Software modifications	X	X	X	X	X	X	X	X	X	X	X	X
T5: Maintain Oracle Cloud Database	X	X	X	X	X	X	X	X	X	X	X	X
T6: Deploy to PRFC, LE, and watermen	X	X	X	X	X	X	X	X	X	X	X	X
T7: Training & User Guides	X	X	X	X	X	X	X	X	X	X	X	X

### Project Accomplishments Measurement:

The results of this project will provide the basis to improve the accuracy and timeliness of catch and effort estimations, and could subsequently inform science, stock assessments, and management policies.

PRFC will monitor progress and accomplishment using the following goals and measurements.

Task	Goal	Measurement
T1: Finalize requirements for GIS implementation and interfaces	Build a complete requirements traceability matrix, associated with user stories. Identify MVP milestones.	RTM generation, prioritized and refined backlog of development stories.
T2: Develop public and private user interfaces	Design and implementation of both public and private user interfaces.	User interfaces designs available and user

		interfaces delivered and available for use.
T3: Implement GIS database improvements	All data structures defined and created in the SAIL database.	Verification that data structures are implemented in SAIL for tracking GIS information.
T4: SAIL Software modifications	All administrative interfaces for reviewing, updating, correcting, and reporting on GIS information are available.	PRFC staff can access interfaces and report on GIS information.
T5: Maintain Oracle Cloud Database	100% of cloud-based services procured and available.	Verification by PRFC staff that cloud services are invoiced and available.
T6: Deploy to PRFC and watermen	Watermen and PRFC have access to all GIS module requirements and functionality.	Verified access to new capabilities in the SAIL tool.
T7: Training & User Guides	100% of training presentations and user guides available.	Training held for watermen and PRFC staff. User guides printed and made available.

### **Project Funding Justification for Continuance / Transition Plan:**

PRFC has used a comprehensive analysis of personnel, level of effort, and requirements to generate a detailed budget proposal that is reasonable and actionable. This budget will be strictly followed and allow PRFC to achieve the goals laid forth in this proposal. Once development is complete and the capability is delivered, PRFC will leverage existing IT maintenance budgets to provide support and ongoing maintenance to the GIS module capability.



## BUDGET FOR PROPOSAL PLANNING – FY2024

Description	Calculation	ACCSP Cost	PRFC Cost	Total Cost
<b>Personnel (a)</b>				
Principle Investigator	60 ACCSP / 100 PRFC hours @ \$60.42/hr	\$3,625.00	\$6,042.00	\$9,667.00
Chief Scientist & Admin. Officer	200 ACCSP / 640 PRFC hours @ \$28.61/hr	\$5,722.00	\$18,310.00	\$24,032.00
<b>Personnel Subtotal</b>		<b>\$9,347.00</b>	<b>\$24,352.00</b>	<b>\$33,699.00</b>
<b>Fringe (b)</b>				
Principle Investigator	16% of salary	\$576.00	\$19,398.00	\$19,974.00
Chief Scientist & Admin. Officer	30% of salary	\$1,742.00	\$16,373.00	\$18,115.00
<b>Fringe Subtotal</b>		<b>\$2,318.00</b>	<b>\$35,771.00</b>	<b>\$38,089.00</b>
<b>Travel (c)</b>				
n/a				
<b>Travel Subtotal</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Equipment (d)</b>				
a. Compute VM AMD Standard Flex 1 instance, 744 hrs/month, 24 hours/day 2 OCPU 16 GB Memory 100 GB Storage	\$59.31/month x 12 months	\$712.00	\$0.00	\$712.00
b. Block Storage 1 TB Balanced Performance 10 VPU 25000 Max IOPS 480 MBps Max Throughput	\$42.50/month x 12 months	\$510.00	\$0.00	\$510.00
<b>Equipment Subtotal</b>		<b>\$1,222.00</b>	<b>\$0.00</b>	<b>\$1,222.00</b>
<b>Supplies (e)</b>				
n/a				
<b>Supplies Subtotal</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

<b>Contractual (f)</b>				
Vendor/Developer	500 ACCSP / 200 PRFC Hours @ \$127.31/hr	\$63,654.00	\$25,461.60	\$89,115.60
<b>Contractual Subtotal</b>		<b>\$63,654.00</b>	<b>\$25,461.60</b>	<b>\$89,115.60</b>
<b>Other (h)</b>				
n/a				
<b>Other Subtotal</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Totals</b>				
Total Direct Charges (i)		\$76,541.00	\$85,584.60	\$162,125.60
Indirect Charges (j)	n/a	\$0.00	\$0.00	\$0.00
<b>Total (sum of Direct and Indirect)</b>		<b>\$76,541.00</b>	<b>\$85,585.00</b>	<b>\$162,126.00</b>
<b>Percentage</b>		<b>47%</b>	<b>53%</b>	<b>100%</b>

## BUDGET NARATIVE

(Funding Period, FY24)

**Project:** Geographic Information System Tracking Enhancement for Potomac River Fisheries Commission Commercial Fisheries

**Project Period:** 1 March 2024 – 28 February 2025

**1 Year Funding:** \$76,541.00

**Prepared By:** Martin L. Gary, PRFC Executive Secretary

**Personnel (Salaries) \$9,347.00:** Two PRFC employees' salary time will be partially covered using these funds in support of the GIS project. These employees are Principle Investigator, for 60 hours (\$3,625.00); and Chief Scientist & Admin. Officer, for 200 hours (\$5,722.00).

**In-Kind \$24,352.00:** The PRFC employees proposed in this effort spend considerable time today manually processing the GIS information and will continue to provide that support as this project progresses. For each employee, their salary + Fringe costs not covered by the ACCSP grant is considered In-Kind by the PRFC. For this proposal Principle Investigator (100 hours, \$6,042.00 + \$19,398.00 Fringe), and Chief Scientist & Admin. Officer (640 hours, \$18,310.00 + \$16,373.00 Fringe) sum up to \$24,352.00 or 53% of total expense for Year 1.

**Fringe Benefits \$2,318.00:** The current PRFC fringe benefit cost is set per employee at: Principle Investigator at 16% of Salary (\$576.00), and Chief Scientist & Admin. Officer at 30% of salary (\$1,742.00). Both employees fall within the fringe guidelines set forth by NOAA, however, a full breakdown of how the Fringe Benefits are calculated below (PRFC does not have a NICRA established).

Fringe Benefits Details			
		Principle Investigator	Chief Scientist & Admin. Officer
Gross	Annually	\$125,664.00	\$59,516.00
	Hourly	\$60.42	\$28.61
Fringe	Health	\$17,090.00	\$8,717.00
	Retirement	\$1,684.00	\$8,094.00
	Life		\$798.00
	Disability	\$600.00	\$506.00
	Def Comp	\$600.00	
	Total	<b>\$19,974.00</b>	<b>\$18,115.00</b>
	Per Hour	\$9.60	\$8.71
	Rate	16%	30%
ACCSP Project Hours			
FY 2024 Hours / Year:		2080	

	ACCSP Hours	60	200
	Fringe Cost	\$576.17	\$1,741.83
	ACCSP Cost	\$3,624.92	\$5,722.69
	PRFC Hours	100	640
	PRFC Fringe	\$19,397.83	\$16,373.17
	PRFC Cost	\$6,041.54	\$18,312.62

**Travel \$0.00:** N/A

**Equipment \$1,222.00:** Oracle Cloud Infrastructure (OCI) resources are procured to host the PRFC interface between ACCSP and PRFC's SAIL application on a monthly basis and serves as the main data repository and analytics platform. PRFC plans to leverage its existing Oracle Autonomous Database, with APEX, to host the SAIL application GIS module and provide the primary data interface between PRFC and ACCSP catch and report information. Additionally, a cloud Compute Virtual Machine, and additional block storage will be required to host the GIS specific application business logic, interface connection management, and user interface. All cloud services will be procured in full for the year in order to lock in cloud discounts for reserved usage.

**Supplies \$0.00:** N/A

**Contractual \$63,654.00:**

**Talent & Technical Solutions Corporation (TTSC): \$63,654.00**

Developing the new PRFC SAIL GIS module, procuring cloud services and infrastructure, and assisting with the PRFC-ACCSP integration will be handled by TTSC. PRFC has contracted with TTSC at a rate of \$127.31 an hour and expects the work to support T1, T2, T3, T4, T6, and T7 to take 12 months of part-time work and an estimated 500 hours.

**Other \$0.00:** N/A

# Summary of Proposal for Ranking

## Project Details

**Proposal Type:** New

### **Primary Program Priority:**

**Catch and Effort (10 points / 100%):** Implementing the GIS module in SAIL will allow PRFC to better manage catch and fisheries stock while improving reporting accuracy and timeliness to ACCSP.

**Metadata (2 points):** All metadata collected and supplied has been defined in this proposal.

## Project Quality Factors

**Multi-Partner/Regional impact including broad applications (5 points):** PRFC's implementation of GIS will enable all regional partners to have more accurate, timely data of management of static fishing gear. This will also be a good template for other organizations to implement.

**Contains funding transition plan (4 points):** A detailed justification and funding transition plan is laid out in the proposal.

**In-kind contributions (3 points):** PRFC has provided a breakdown of the in-kind contributions made in support of this program and show that PRFC is providing **53% In-kind contributions**. The contributions are significant and cover all the time for two personnel that manage and oversee the current manual GIS process.

**Improvement in data quality/quantity/timeliness (4 points):** Transition to the new GIS module in the SAIL application will greatly increase the timeliness of reporting. This will reduce manual entry and ensure much high-quality data is available for review by PRFC and other members.

**Potential secondary module as a by-product (4 points):** This GIS project will improve law enforcement and fishery management activities in addition to improving quality, level of detail, and timeliness of location reporting.

**Impact on stock assessment (3 points):** Regional management organizations that perform stock assessments will have better data to operate from as a direct result of this proposal and continued funding for PRFC's efforts.

## Other Factors

**Properly Prepared (1 point):** PRFC followed all applicable ACCSP and RFP guidelines in preparing this document along with feedback gleaned from previous years proposal.

**Innovative (3 Points):** GIS is a critical advanced methodology for improved accuracy of fisheries management and location tracking.

**Merit (3 Points):** PRFC's managed fisheries include five of the species identified in the FY24 Biological Sampling Priority Matrix, these include: #1 ranked Black Sea Bass, #6 ranked Atlantic Menhaden, #7 ranked Cobia, #9 ranked Spanish Mackerel, and #22 ranked American eel.

## **APPENDIX A: Resumes for all personnel proposed on the project.**

### **Martin L. Gary**

#### **Education**

**Texas A&M University: B.S. Wildlife & Fisheries Sciences May 1986**

**Specialization: Fisheries Ecology**

#### **Experience**

**Potomac River Fisheries Commission: July 2013 to Present**

##### **Executive Secretary**

- Currently:
  - Co-Chair, NOAA Chesapeake Bay Program Sustainable Fisheries Goal Implementation Team
  - Chairman, Atlantic States Marine Fisheries Commission's Atlantic Striped Bass Board
  - President Elect, Tidewater Chapter of the American Fisheries Society
  - Member, Chesapeake Bay Program Invasive Catfish Work Group
  - Member, Maryland Sea Grant External Advisory Board 2016-Present
- Previously:
  - Co-Chair, Atlantic States Marine Fisheries Commission's Striped Bass Work Group (2020)
  - Chairman, Atlantic States Marine Fisheries Commission's American Eel Board (2017-2019)

**Member, Interstate Commission for the Potomac River Basin (ICPRB) Blue Ribbon Panel for Comprehensive Watershed Planning (2017-2019)**

#### **Maryland Department of Natural Resources, Fisheries Service: (July 1985 through June 2013)**

- Fisheries Service - Assistant Director (2006-2013)
- Fisheries Service – Program Manager for Recreational & Commercial Fisheries and Outreach (1996-2006)
- Fisheries Service – Program Manager for Recreational Fisheries and Commercial Striped Bass Fisheries (1995-1996)
- Fisheries Service – Legislative Officer (1994-1995)
- Fisheries Service – Striped Bass Stock Assessment Biologist (1990-1994)

- Fisheries Service – Program Manager for Artificial Reefs & Habitat Enhancement (1988- 1990)
- Fisheries Service: Estuarine Finfish Biologist (1986-1988)

### **Affiliations**

American Fisheries Society Member American  
 Fisheries Society Southern Division  
 American Fisheries Society Tidewater Chapter (President Elect) American  
 Fisheries Society Estuaries Section  
 American Fisheries Society Invasive & Introduced Species Section American  
 Fisheries Society Fish Habitat Section  
 American Fisheries Society Fish Health Section American  
 Fisheries Society Fish History Section American Fisheries  
 Society Fish Management Section  
 American Fisheries Society Fisheries Information & Technology Section  
 American Fisheries Society Virginia Chapter Member  
 American Fisheries Society Mid Atlantic Chapter Member  
 American Fisheries Society Potomac Chapter  
 American Fisheries Society Marine Fisheries Section American  
 Fisheries Society Science Communication Section American  
 Fisheries Society Socioeconomics Section American Fisheries  
 Society Water Quality Section American Society of Ichthyologists  
 & Herpetologists  
 The Interstate Shellfish Sanitation Conference (ISSC)  
 National Association of Underwater Instructors (NAUI Scuba certifications for: Advanced Open Water, Ice,  
 Night, Cave, Nitrox)

# Ingrid Braun

5184 Colebrook Dr. La Plata, MD 20646 | 301-742-9997 | ingridbraun98@gmail.com

## Core Competencies & Areas of Expertise

- Highly organized and skilled time manager
- Flexible and creative in meeting tight deadlines while juggling multiple projects
- Understanding the big picture (strategic) without losing sight of the details (operational)
- Working productively both independently and collaboratively as part of team

## Work Experience

### CHIEF FISHERIES SCIENCE & ADMINISTRATIVE OFFICER | PRFC | JULY 2022 – PRESENT

- Lead science and technology staffer, functioning as biological and technical liaison for Potomac River Fisheries Commission to the Atlantic State Marine Fisheries Commission, EPA-NOAA Chesapeake Bay Program, Chesapeake Bay Stock Assessment Committee, and other science-based groups
- Administrative oversight for PRFC's three advisory committees and PRFC's oyster programs, including logistical and financial oversight
- Oversees fixed gear fishery charting, electronic reporting, and material logistics coordination for PRFC's limited entry striped bass and crab fisheries
- Fiscal responsibilities include assistance with budget preparation and review, front desk financial transactions, posting daily financial transactions, and daily bank deposits

### GIS TECHNICIAN | IIC TECHNOLOGIES INC. | MARCH 2021 – MAY 2022

- Compiled and maintained NOAA Nautical Charts for the entire US marine territory, mainly charting depths, soundings, and other various map features as needed
- Packaged, advised and reviewed large scale mapping projects compiled by off site team
- Bridged communication between off site team(India) and National Ocean Service Marine Charting Division to complete tasks within tight deadlines

### GIS/OUTREACH TECHNICIAN | PRFC | FEBRUARY 2020 – MAY 2022

- Created and maintained online maps for Fixed Fin Fish gear, PRFC Jurisdiction, and Oyster Bars in the Potomac River to integrate public with online map applications such as ArcGIS
- Delineated potential oyster planting locations for 2021 and 2022 plantings
  - Created a plan for mobile app development that is integrated with current online maps to streamline efficiency

### NATURAL RESOURCE TECHNICIAN I | MD DNR | APRIL 2020 – FEBRUARY 2021

- Assisted in the reproduction of native wild oysters(diploid and triploid) for commercial industry and restorative efforts
- Maintained water chemistry in larval tanks by use of YSI observing pH, temperature, and salinity
- Outside maintenance of property and assorted tasks as needed



#### GIS INTERN | CITY OF CUMBERLAND DEPT. OF ENGINEERING | MAY 2019 – AUGUST 2019

- Collected survey points using Survey123 and Trimble GPS for Parks and Recreation Department to assess the condition of existing park equipment and produce maps for further use
- Maintained and updated large data sets on varying city municipalities such as street signs, hydrants, and water line maintenance
- Partnered with city engineers to integrate GIS into infrastructure to assess efficiency and develop WorkForce to better record data in field

#### INTERN | PRFC | MAY 2018 – JANUARY 2019

- Reviewed and assessed current PRFC regulations for two invasive species: Northern snakehead & Blue catfish, recommended regulatory and policy changes. Represented PRFC at First Annual Northern Snakehead Symposium
- Assessed the status of PRFC jurisdictional boundary markers on the Potomac River on the MD & VA shorelines
- Inputted catch reports for Blue Crab Harvest and recreational pleasure boat licenses

#### CLERK | AQUALAND CAMPGROUND & MARINA | APRIL 2017 – AUGUST 2021

- Set up new software system and trained employees on new procedures while maintaining inventory of campground and marina RVs and boats
- Effectively performed day-to-day front-end operations of a busy store front; taking reservations, collecting payment for recurring charges, providing fuel( gasoline, diesel, propane) and renting Carolina skiffs to a variety of customers
- Sold PRFC Recreational Individual and Pleasure Boat licenses

#### Education

##### BACHELOR OF SCIENCE | FROSTBURG STATE UNIVERSITY | (Graduation Dec. 18<sup>th</sup>, 2019)

- Major: Fisheries; Minors: Sustainability, Geography, and Biology. Cumulative GPA: 3.65, Dean's List (2016-2019)
- Related coursework: Ichthyology, Fish Management, Environmental Chemical Analysis, Surface Water Hydrology, Scientific Writing, Management & Conservation of Natural Resources, Principles of Geographical Information Systems, Fundamentals of Cartography, Fundamentals of Geographic Databases
- Involvement: President(2019) & Treasurer(2018), The Wildlife Society

**TECHNICAL SKILLS & HOBBIES:** Proficient with Microsoft Suite (word, excel, outlook, PowerPoint, access); efficient with ESRI ArcGIS software. Completed DNR Boaters Education Certification, CPR and First Aid, and MD Hunting/Firearm Safety Certification. Nationally ranked USAPL powerlifter, and wildlife/portrait photographer. Member of American Fisheries Society.



## J. BLAIR PARSONS III, PMP, CISSP, ITIL4

Chief Information Officer (CIO)

### PROFILE

Blair Parsons is a partner and CIO of Talent & Technical Solutions Corporation (TTSC). He has been an IT industry leader for the last 16 years where he has served in various senior leadership roles, including: Activity Command Information Officer (ACIO), Senior IT Program Manager (PM), Senior Software Engineer PM, and Senior Information Systems Engineer. Blair is laser focused on continuous process improvement through advanced use of IT systems both on-prem and in the cloud to provide accountability, performance monitoring, process metrics, and advanced reporting. His accomplishments include the design and implementation of a dynamic, workflow based, custom action tracking system at NAVSEA; a custom, Talent Management application across the US Navy; and numerous successful cloud native system migrations and refactoring projects.

### CONTACT

PHONE: 540.903.3537

EMAIL: [blair@tts-c.com](mailto:blair@tts-c.com)

WEBSITE: [www.tts-c.com](http://www.tts-c.com)

## PROFESSIONAL HIGHLIGHTS

### TTSC – Chief Information Officer (CIO)

Oct 2019 – Current

- ◆ Design and execute the corporate IT solutions business strategy to include identification of solutions and services being offered, targeting of customer markets and outreach to potential clients, development of technology roadmaps and trends assessments, and establishment of partner programs for rapid execution and value maximization.
- ◆ Lead all IT related efforts, including the implementation and deployment of MS365, design and development of the TTSC Assessment Model (OAM), design and development of the [tts-c.com](http://tts-c.com) corporate home page, and design and development of the PowerBI OAM Dashboard.

### Falconwood, Inc – Senior Cloud Engineer (DevSecOps)

Sep 2019 – April 2020

### CACI – Senior IT Program Manager (PM) / ACIO

Oct 2017 – Sep 2019

### CACI – Developer, Group Lead, Project Manager

July 2004 – Sep 2017

## EDUCATION

### MASTER OF BUSINESS ADMINISTRATION (2010)

University of Mary Washington ▪ Fredericksburg, VA

### MASTER OF MANAGEMENT OF INFORMATION SYSTEMS (2010)

University of Mary Washington ▪ Fredericksburg, VA

### BACHELOR OF SCIENCE IN COMPUTER SCIENCE (2004)

University of Mary Washington ▪ Fredericksburg, VA

## CERTIFICATIONS

### PROJECT MANAGEMENT PROFESSIONAL

(PMP) (2016)

Project Management Institute (PMI) ▪ ACTIVE



### CERTIFIED INFORMATION SYSTEMS SECURITY

PROFESSIONAL (CISSP) (2016)

International Information System Security  
Certification Consortium (ISC)² ▪ ACTIVE



### ITIL 4 FOUNDATION (2020)

ITIL ▪ ACTIVE



FISHBONES

**Bold Comments indicate sections that help with the ranking process**

**Highlighted text indicates changes from the first submission**

### Ranking Guide - New Projects:

Program Priority	Point Range	Description of ranking consideration
Catch and Effort	0-10	Rank based on range within module and level of sampling defined under Program design. When considering biological or bycatch funding rank according to priority matrices.
Biological Sampling	0-8	
Bycatch/Species Interactions	0-6	
Social and Economic	0-4	
Metadata	+2	Additional points if metadata collected and supplied to Program defined within the proposal.

Project Quality Factors	Point Range	Description of ranking consideration
Multi-Partner/Regional impact including broad applications.	0-5	Rank based on the number of Partners involved in project or regional scope of proposal (e.g. fisheries sampled).
Contains funding transition plan / Defined end-point	0-4	Rank based on quality of funding transition plan or defined end point.
In-kind contribution	0-4	1=1%-25% 2=26%-50% 3=51%-75% 4=76%-99%
Improvement in data quality/quantity/timeliness	0-4	1=Maintain minimum level of needed data collections.  ↓ 4=Improvements in data collection reflecting 100% of related module as defined within the Program design.
Potential secondary module as a by-product (In program priority order)	0-4, 0-3, 0-2, 0-1	Rank based on <u>single</u> additional module data collection and level of collection as defined within the Program design of individual module.
Innovative	0-5	Rank based on new technology, methodology, financial savings, etc.
Impact on stock assessment	0-3	Rank based on the level of data collection that leads to new or greatly improved stock assessments.

Other Factors	Point Range	Description of ranking consideration
Innovative	0-3	Rank based on new technology, methodology, financial savings, etc.
Properly Prepared	0-5	Meets requirements as specified in funding decision document Step2b and Guidelines
Merit	0-3	Ranked based on subjective worthiness