



Washington, DC

ARTIFICIAL INTELLIGENCE OVERVIEW



In an era of rapid technological advancement, Washington, DC has emerged as a beacon of innovation in the artificial intelligence sector. The U.S. government spending on artificial intelligence contracts totaled \$3.3 billion in 2022.¹ AI companies in DC benefit from direct access to federal contracts. Nearly 50% of AI-related job positions require a Top Secret/Sensitive Compartmented Information Clearance (TS/SCI),² much more common in the nation's capital than in the rest of the country. DC government has made AI a priority, recently releasing *Artificial Intelligence Values*,³ a robust roadmap for integrating generative AI into government operations and positions DC to be a nationwide leader in AI adoption.

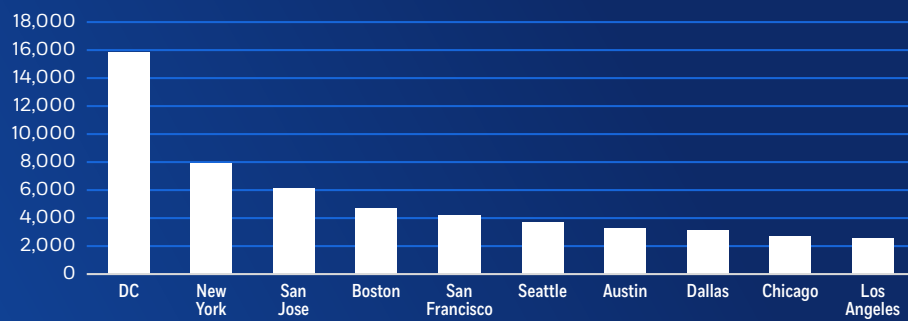


4x the national average in concentration of Computer and Information Research Scientists talent in the U.S.⁶



#4 Market for Top Tech Talent in North America.⁷

ACTIVE JOB ADS BY MSA



The AI job market in DC is booming, with postings for AI-related positions more than triple in the last five years. This growth is complemented by a surge in lobbying efforts, with nearly 160 entities advocating for AI-related issues, highlighting the city's central role in shaping the future of AI technology and regulation.⁴ The DC MSA has the highest AI job postings of any MSA in the U.S., nearly twice as much as second place- New York MSA (DC MSA-15,838; NYC MSA-7,956).⁵

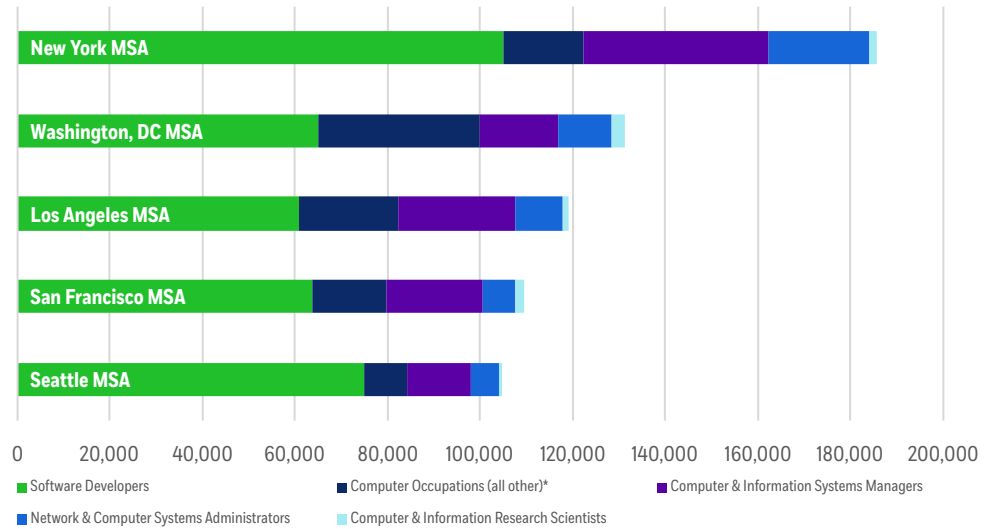
1. Capital of Artificial Intelligence: Metro Washington, DC's role in shaping the AI industry, JLL, Fall 2023 2. Capital of Artificial Intelligence: Metro Washington, DC's role in shaping the AI industry, JLL, Fall 2023 3. Flynn, Meagan. "AI Comes to the D.C. Government." Washington Post, The Washington Post, 8 Feb. 2024, www.washingtonpost.com/dc-md-va/2024/02/08/dc-ai-government-bowser/. Accessed 22 Mar. 2024 4. Capital of Artificial Intelligence: Metro Washington, DC's role in shaping the AI industry, JLL, Fall 2023 5. JobsEQ, 3/25/2023-3/25/2024, key words: 'artificial intelligence', Region data may not sum to the total of all job postings-for county units and higher; ad counts are the sum of counts from all ZCTAs intersecting with that unit; therefore, for example, an ad in a ZCTA that intersects with two counties will appear in the ad count for each county. 6. JobsEQ, covered employment, place of work, Q3 2023, Occupation Data, Washington-Arlington-Alexandria, DC-VA-MD-WV MSA, Computer and Information Research Scientists, Covered Employment 7. "D.C. Region Ranks #4 in CBRE's Annual "Scoring Tech Talent" Report." Cbre.com, 2023, www.cbre.com/press-releases/d-c-region-ranks-4-incres-annual-scoring-tech-talent-report. Accessed 27 Mar. 2024.





Talent

TOP U.S. IN-DEMAND AI OCCUPATIONS - TOTAL EMPLOYMENT

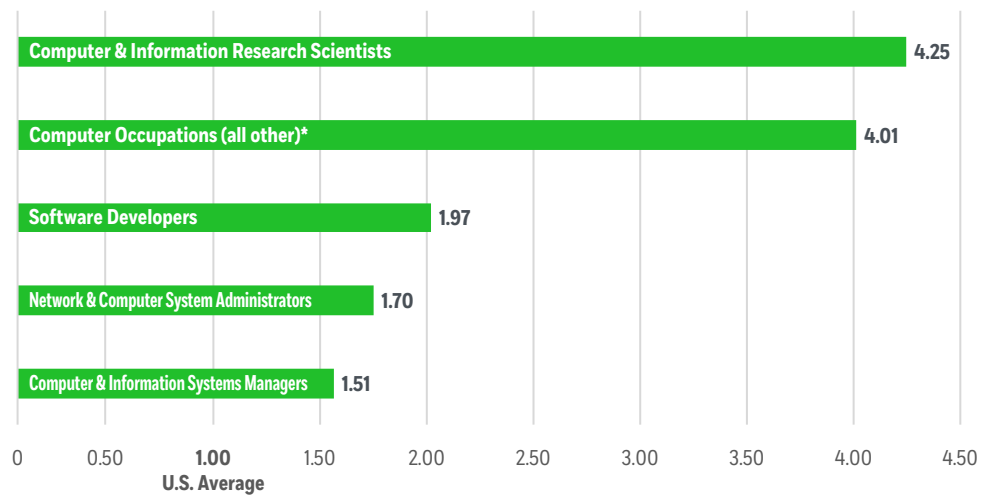


JobsEQ (covered employment, place of work, Q3 2023). AI occupations derived from job postings listing artificial intelligence from 3/23/23 - 3/23/24. *Includes occupations such as Information Technology Project Managers and Computer Systems Engineers/Architects

Washington, DC is #1 in the U.S. for Tech Careers
Forbes Advisor, 2024

Among the top five most in-demand occupations within AI, Washington, DC has the second highest number of employees in the U.S., indicating a deep existing talent base for this sector.⁸

TOP U.S. IN-DEMAND AI OCCUPATIONS - WASHINGTON, DC MSA EMPLOYMENT CONCENTRATION



JobsEQ (covered employment, place of work, Q3 2023). AI occupations derived from job postings listing artificial intelligence from 3/23/23 - 3/23/24. *Includes occupations such as Information Technology Project Managers and Computer Systems Engineers/Architects

8. WDCEP analysis of JobsEQ employment data for Q3 2023 comparing top 15 most populous MSAs. AI occupations derived from job postings listing artificial intelligence from 3/23/23 - 3/23/24.



DC's talent pool is enriched by prestigious educational institutions providing programs in AI. These programs ensure a steady stream of graduates trained in AI. Several universities have additionally opened up research centers focused on AI. The University of Maryland, College Park has a top 15-ranked Artificial Intelligence Program.⁹

DEGREE PROGRAMS OR CERTIFICATES AVAILABLE IN THE DMV

- George Washington University
 - Masters and Graduate Certificate in Artificial Intelligence
- Georgetown University
 - Online Certificate in Artificial Intelligence Management
- Howard University
 - Master of Science in Computer Science - Algorithms and Machine Learning
- Bay Atlantic University
 - Masters in Artificial Intelligence
- Capitol Technology University
 - Bachelors in Artificial Intelligence
- Marymount University
 - Bachelor of Science degree in Artificial Intelligence
- Strayer University
 - Artificial Intelligence Graduate Certificate
 - BS in IT Artificial Intelligence
 - MSIS Artificial Intelligence Systems Management
 - MBA in Artificial Intelligence Systems Management

RESEARCH CENTERS

- Howard University: DoD Center of Excellence in Artificial Intelligence & Machine Learning (CoE-AIML)
- Gallaudet University: Artificial Intelligence, Accessibility and Sign Language Center
- George Mason University Center for Mathematics and Artificial Intelligence (CMAI)
- University of the District of Columbia Center for the Advancement of Learning (CAL-AI)
- University of Maryland - Center for Machine Learning
- The Sanghani Center for Artificial Intelligence and Data Analytics at Virginia Tech

9. "The Best Artificial Intelligence Programs in America, Ranked." @USNews, 2023, www.usnews.com/best-graduate-schools/top-science-schools/artificial-intelligence-rankings. Accessed 27 Mar. 2024.



The George Washington University Campus in Washington, DC

Higher Education

The George Washington University is set to co-lead the NSF Institute for Trustworthy AI in Law & Society (TRAILS), a \$20 million initiative aimed at developing AI technologies to foster trust and mitigate risks while empowering the public. TRAILS brings together experts from various fields to evaluate trust in AI, develop trusted AI solutions, and create effective policy models. Through collaborative efforts, the institute seeks to address biases in AI systems and promote broader participation in AI design, ultimately enhancing societal trust in AI-infused systems.¹⁰



PENN·WEST™

EQUITY & INNOVATION DISTRICT

GWU is located in the Penn West Equity and Innovation District. Innovation districts are concentrated urban clusters of tech startups, entrepreneurs, incubators, and associated businesses in STEM-related industries, usually located near anchor academic institutions in walkable, transit-accessible neighborhoods offering room to grow.¹¹

American University's Kogod School of Business, is integrating artificial intelligence into all degree programs, aiming to equip students with practical skills beyond theoretical knowledge. This initiative involves updating 20 courses, teaching programming languages like R and Python, and addressing ethical considerations, reflecting a response to the growing prevalence of AI in the business landscape.¹²

10. "GW to Co-Lead New \$20 Million NSF Artificial Intelligence Institute | GW Today | the George Washington University." GW Today, 2023, gwtoday.gwu.edu/gw-co-lead-new-20-million-nsf-artificial-intelligence-institute. Accessed 26 Mar. 2024. 11. "Penn West Equity and Innovation District - Golden Triangle." Golden Triangle, 8 Apr. 2022, goldentriangledc.com/locate-here/innovation-district/. Accessed 26 Mar. 2024. 12. Doughty, Nate. "Local University's Business School Goes All in on AI." DC Inno, DC Inno, 26 Mar. 2024, www.bizjournals.com/washington/inno/stories/profiles/2024/03/26/american-university-kogod-business-school-ai.html. Accessed 28 Mar. 2024.



Washington, DC provides a unique advantage of being home to the federal government. Unparalleled proximity to decision makers allows for direct access to the nearly 438 federal government agencies in the region. There is a precedent of companies within the Washington, DC region receiving AI-related federal contracts. In fact, since 2019, companies in Metro DC have been awarded over \$3.2 billion in government contracts of artificial intelligence projects.¹³

Artificial Intelligence investments continue to be a priority for the federal government, particularly the Department of Defense. The 2025 federal budget for AI development is over \$3B.¹⁴

Leading AI companies, including global giants like SAP, Databricks, and Palantir Technologies, have benefited from DC presence. These companies choose DC for its unique mix of policy influence, technological prowess, and access to a vast network of AI professionals and decision-makers.

MAJOR AI COMPANIES

- FiscalNote (~680 total employees)
- Morning Consult (~400 total employees)
- Urgent.ly (~375 total employees)
- Rebellion Defense (raised \$224M)
- Endgame (\$290M annual rev.)
- SAP
- Databricks
- Palantir Technologies
- SAIC
- Booz Allen
- Leidos
- Deloitte
- IBM
- Meta

Federal Connections

COMPANY SPOTLIGHT

Enquire AI, a DC startup, decided to build in Washington, DC because of access to global markets and the world's foremost talent. The company launched its PRO insights platform to aid with professional decision-making. The suite of tools uses AI to optimize access to business intelligence, including Ayda, a ChatGPT-based copilot for professionals, which empowers users with nuanced business analysis in seconds. Ayda also recommends relevant subject matter experts through Enquire's global human network, who can be called upon for deeper analysis and discussion. CEO and Co-Founder Cenk Sidar emphasizes the synergy of human + AI decision-making, combining the speed and efficiency of AI-generated answers in tandem with human expertise and judgment.

enquire.ai

"We strategically chose DC as the home for Enquire's global headquarters to leverage the city's rich pool of top-tier talent, its status as a launchpad for international business, and its recognized position as leader in AI innovation."

- Cenk Sidar, Founder & CEO, Enquire.ai

13. Capital of Artificial Intelligence: Metro Washington, DC's role in shaping the AI industry, JLL, Fall 2023 14. cnihill. "Biden Administration Requests \$3B for Federal AI Application Development, Procurement and Integration in 2025 Budget." FedScoop, FedScoop, 11 Mar. 2024, fedscoop.com/biden-administration-requests-3b-for-federal-ai-application-development-procurement-and-integration-in-2025-budget/. Accessed 27 Mar. 2024.



Thank You

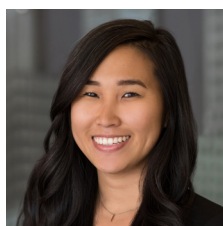
As you navigate your path forward in the nation's capital, WDCEP is here to help support your journey. We look forward to hearing from you and how we can grow your company in the District.



Derek Ford
President & CEO, WDCEP
dford@wdcep.com
(202) 661-8670



Kevin Morgan
Vice President of Tech Sector Attraction & Retention, WDCEP
kmorgan@wdcep.com
(202) 661-8675



Sara Adams
Director of Business Attraction & Expansion, Office of the Deputy Mayor for Planning and Economic Development
sara.adams@dc.gov
(202) 727-6365