

# Board of Directors



#### **OUR VISION**

A transparent,
integrated enterprise
where technology
decisions are made
with the citizen in mind

#### OUR MISSION

To provide technology leadership to the state of Georgia for sound IT enterprise management

June 5, 2025



#### Agenda

#### Welcome

Approval of Minutes – March 13, 2025

**Executive Director's Report** 

- Financial Update: FY2026 Budget Approval
- Chief Development Officer Program Overview
- Legislative Update
- Broadband Program Update

Executive Session – Cybersecurity

Closing and Adjournment



## Executive Director's Report

Jessica Simmons

Deputy State CIO and Executive Director of the Georgia Broadband Program



#### **Executive Director's Report**

- Great Place to Work recertification
- Top 25 Doers, Dreamers and Drivers
- Model Agency Award for HR
- Emerging Leaders Program



# Financial Update Update



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### Financial Update

Kevin Stanford Chief Financial Officer



## FY2025 Financial Update



#### Financial Performance FY2025 (Non-Operating Pass-Through)

|  | FY2025<br>Budget | FY2025<br>Projection | FY2025<br>Variance |
|--|------------------|----------------------|--------------------|
| REVENUES:                                      |                  | ,                    |                    |
| Non-operating Pass-through Revenue             |                  |                      |                    |
| GETS INF                                       | \$103,846,746    | \$103,359,434        | (\$487,312)        |
| GETS MNS                                       | \$65,799,446     | \$65,361,428         | (\$438,018)        |
| Oracle   | \$2,306,948      | \$2,222,479          | (\$84,469)         |
| IV&V   | \$1,715,680      | \$2,294,410          | \$578,730          |
| Broadband                                      | \$0              | \$0                  | \$0                |
| EGAP - Project Management                      | \$11,974,142     | \$12,723,692         | \$749,550          |
| CJEP e-filing                                  | \$12,000         | \$1,200,000          | \$1,188,000        |
| Security                                       | \$15,358,105     | \$15,358,105         | \$0                |
| AOC IGA  | \$341,561        | \$341,561            | \$0                |
| Technology Empowerment Funds                   | \$451,237        | \$451,237            | \$0                |
| Total Non-Operating Pass-Through Revenues      | \$201,805,865    | \$203,312,346        | \$1,506,481        |
| EXPENSES:  Non-Operating Pass-through Expenses |                  |                      |                    |
| GETS INF                                       | \$107,275,260    | \$99,362,208         | (\$7,913,052)      |
| GETS MNS                                       | \$57,995,020     | \$59,053,465         | \$1,058,445        |
| Oracle   | \$3,222,245      | \$3,322,689          | \$100,444          |
| IV&V   | \$1,715,680      | \$2,120,874          | \$405,194          |
| Broadband                                      | \$0              | \$0                  | \$0                |
| EGAP - Project Management                      | \$11,974,142     | \$12,445,192         | \$471,050          |
| CJEP e-filing                                  | \$12,000         | \$12,000             | \$0                |
| Security OPB                                   | \$15,358,105     | \$15,358,105         | \$0                |
| IGA's  | \$341,561        | \$341,561            | \$0                |
| Technology Empowerment Funds                   | \$451,219        | \$562,715            | \$111,496          |
| Total Non-Operating Pass-through Expenses      | \$198,345,232    | \$192,578,809        | (\$5,766,423)      |
| Net Income/(Loss)                              | \$3,460,633      | \$10,733,537         |                    |



#### Financial Performance FY2025 (Operating)

|                                | FY2025       | FY2025       | FY2025        |
|--------------------------------|--------------|--------------|---------------|
|                                | Budget       | Projection   | Variance      |
| REVENUES:                      |              |              |               |
| State Appropriated Funds       | \$0          | \$0          | \$0           |
| GETS Administrative Fees       | \$7,626,980  | \$7,743,205  | \$116,225     |
| Revenue from Data Innovations  | \$53,000,000 | \$56,307,078 | \$3,307,078   |
| Revenue from Retained Services | \$13,405,835 | \$9,948,289  | (\$3,457,546) |
| Total Operating Revenue:       | \$74,032,815 | \$73,998,572 | (\$34,243)    |
| EXPENSES:                      |              |              |               |
| Personnel                      | \$34,943,853 | \$33,334,735 | (\$1,609,118) |
| Regular Operating Expense      | \$2,301,336  | \$1,029,860  | (\$1,271,476) |
| IT Supplies & Software Expense | \$6,157,329  | \$5,039,444  | (\$1,117,885) |
| Rent                           | \$1,498,294  | \$1,635,931  | \$137,637     |
| Telecommunications             | \$5,075,778  | \$4,649,398  | (\$426,380)   |
| Retained Services Contracts    | \$23,135,122 | \$20,746,519 | (\$2,388,603) |
| Transfers                      | \$0          | \$0          | \$0           |
| Other Financing                | \$0          | \$0          | \$0           |
| Total Operating Expenses:      | \$73,111,712 | \$66,435,887 | (\$6,675,825) |
| Net Income/(Loss)              | \$921,103    | \$7,562,685  |               |
| Authorized Positions           | 206          | 206          |               |



#### Financial Performance FY2025

|   | FY2025        | FY2025        | FY2025         |
|---|---------------|---------------|----------------|
|   | Budget        | Projection    | Variance       |
| REVENUES:                                 |               |               | _              |
| State Appropriated Funds                  | \$0           | \$0           | \$0            |
| GETS Administrative Fees                  | \$7,626,980   | \$7,743,205   | \$116,225      |
| Revenue from Data Innovations             | \$53,000,000  | \$56,307,078  | \$3,307,078    |
| Revenue from Retained Services            | \$13,405,835  | \$9,948,289   | (\$3,457,546)  |
| Total Operating Revenue:                  | \$74,032,815  | \$73,998,572  | (\$34,243)     |
| Total Non-operating Pass-through Revenue  | \$201,805,865 | \$203,312,346 | \$1,506,481    |
| TOTAL REVENUES                            | \$275,838,680 | \$277,310,918 | \$1,472,238    |
| EXPENSES:                                 |               |               |                |
| Personnel                                 | \$34,943,853  | \$33,334,735  | (\$1,609,118)  |
| Regular Operating Expense                 | \$2,301,336   | \$1,029,860   | (\$1,271,476)  |
| IT Supplies & Software Expense            | \$6,157,329   | \$5,039,444   | (\$1,117,885)  |
| Rent                                      | \$1,498,294   | \$1,635,931   | \$137,637      |
| Telecommunications                        | \$5,075,778   | \$4,649,398   | (\$426,380)    |
| Retained Services Contracts               | \$23,135,122  | \$20,746,519  | (\$2,388,603)  |
| Transfers                                 | \$0           | \$0           | \$0            |
| Other Financing                           | \$0           | \$0           | \$0            |
| Total Operating Expenses:                 | \$73,111,712  | \$66,435,887  | (\$6,675,825)  |
| Total Non-Operating Pass-through Expenses | \$198,345,232 | \$192,578,809 | (\$5,766,423)  |
| TOTAL EXPENSES:                           | \$271,456,944 | \$259,014,696 | (\$12,442,248) |
| Net Income/(Loss)                         | \$4,381,736   | \$18,296,222  |                |



#### Financial Performance at a Glance

Staffing Update

97%

GTA is 97% staffed in terms of authorized positions 206; 194 FTE, 10 new hires (the new hires are actively being recruited) and 2 Vacant. DATA INNOVATIONS REVENUES ARE STABLE

\$56.3 Million

FY25 revenues \$3.3M higher than projected through March 2025

CONTINUED FOCUS
ON INVOICE
COLLECTIONS

**31.0** days

Accounts Receivable turnover as of March 2025 is 31 days.
Average for FY'25 is 34.0 days.



## FY2026 Budget



#### FY2025 Budget vs. FY2026 Budget

|  | FY2025        | FY2026        |                  |
|--|---------------|---------------|------------------|
| _  | Budget        | Budget        | Variance         |
| REVENUES:                                  |               |               |                  |
| State Appropriated Funds                   | \$0           | \$0           | \$0              |
| GETS Administrative Fees                   | \$7,626,980   | \$7,504,329   | (\$122,651)      |
| Revenue from Data Innovations              | \$53,000,000  | \$54,100,000  | \$1,100,000      |
| Revenue from Retained Services             | \$13,405,835  | \$9,242,711   | (\$4,163,124)    |
| Total Operating Revenue:                   | \$74,032,815  | \$70,847,040  | (\$3,185,775.00) |
| Total Non-operating Pass-through Revenue = | \$201,805,865 | \$202,242,721 | \$436,856        |
| TOTAL REVENUES                             | \$275,838,680 | \$273,089,761 | (\$2,748,919)    |
| EXPENSES:                                  |               |               |                  |
| Personnel                                  | \$34,943,853  | \$37,956,741  | \$3,012,888      |
| Regular Operating Expense                  | \$2,301,336   | \$2,000,012   | (\$301,324)      |
| IT Supplies & Software Expense             | \$6,157,329   | \$5,718,227   | (\$439,102)      |
| Rent                                       | \$1,498,294   | \$1,917,485   | \$419,191        |
| Telecommunications                         | \$5,075,778   | \$4,538,098   | (\$537,680)      |
| Retained Services Contracts                | \$23,135,122  | \$12,672,593  | (\$10,462,529)   |
| Transfers                                  | \$0           | \$0           | \$0              |
| Other Financing _                          | \$0           | \$0           | \$0              |
| Total Operating Expenses:                  | \$73,111,712  | \$64,803,156  | (\$8,308,556)    |
| Total Non-Operating Pass-through Expenses  | \$198,345,232 | \$202,064,113 | \$3,718,881      |
| TOTAL EXPENSES:                            | \$271,456,944 | \$266,867,269 | (\$4,589,675)    |
| Net Income/(Loss)                          | \$4,381,736   | \$6,222,492   |                  |
| Authorized Positions                       | 206           | 232           |                  |



#### Proposed FY2026 Budget (Non-Operating Pass-through)

|  | FY2026        |
|--|---------------|
|  | Budget        |
| REVENUES:                                      |               |
| Non-operating Pass-through Revenue             |               |
| GETS INF                                       | \$100,300,468 |
| GETS MNS                                       | \$64,736,791  |
| Oracle   | \$1,155,726   |
| IV&V   | \$3,300,000   |
| Broadband                                      | \$0           |
| EGAP - Project Management                      | \$15,000,000  |
| CJEP e-filing                                  | \$0           |
| Security                                       | \$15,097,403  |
| AOC IGA  | \$341,561     |
| Technology Empowerment Funds                   | \$2,310,772   |
| Total Non-Operating Pass-Through Revenues      | \$202,242,721 |
| EXPENSES:  Non-Operating Pass-through Expenses |               |
| GETS INF                                       | \$106,110,313 |
| GETS MNS                                       | \$58,539,745  |
| Oracle   | \$1,352,679   |
| IV&V   | \$3,300,000   |
| Broadband                                      | \$0           |
| EGAP - Project Management                      | \$15,000,000  |
| CJEP e-filing                                  | \$12,000      |
| Security OPB                                   | \$15,097,043  |
| IGA's  | \$341,561     |
| Technology Empowerment Funds                   | \$2,310,772   |
| Total Non-Operating Pass-through Expenses      | \$202,064,113 |
| Net Income/(Loss)                              | \$178,608     |



#### Proposed FY2026 Budget (Operating)

|                           |                                | FY2026       |
|---------------------------|--------------------------------|--------------|
|                           |                                | Budget       |
| REVENUES:                 |                                |              |
|                           | State Appropriated Funds       | \$0          |
|                           | GETS Administrative Fees       | \$7,504,329  |
|                           | Revenue from Data Innovations  | \$54,100,000 |
|                           | Revenue from Retained Services | \$9,242,711  |
| Total Operating Revenue:  | <u> </u>                       | \$70,847,040 |
|                           |                                |              |
| EXPENSES:                 |                                |              |
|                           |                                |              |
|                           | Personnel                      | \$37,956,741 |
|                           | Regular Operating Expense      | \$2,000,012  |
|                           | IT Supplies & Software Expense | \$5,718,227  |
|                           | Rent                           | \$1,917,485  |
|                           | Telecommunications             | \$4,538,098  |
|                           | Retained Services Contracts    | \$12,672,593 |
|                           | Transfers                      | \$0          |
|                           | Other Financing                | \$0          |
| Total Operating Expenses: | _                              | \$64,803,156 |
|                           |                                |              |
| Net Income/(Loss)         | <u> </u>                       | \$6,043,884  |
|                           |                                |              |
| Authorized Positions      |                                | 232          |



#### Proposed FY2026 Budget

|                           |                                | FY2026        |
|---------------------------|--------------------------------|---------------|
|                           |                                | Budget        |
| REVENUES:                 |                                |               |
|                           | State Appropriated Funds       | \$0           |
|                           | GETS Administrative Fees       | \$7,504,329   |
|                           | Revenue from Data Innovations  | \$54,100,000  |
|                           | Revenue from Retained Services | \$9,242,711   |
| Total Operating Revenue:  |                                | \$70,847,040  |
| Total Non-operating Pa    | ss-through Revenue             | \$202,242,721 |
| TOTAL REVENUES            |                                | \$273,089,761 |
| EXPENSES:                 |                                |               |
|                           | Personnel                      | \$37,956,741  |
|                           | Regular Operating Expense      | \$2,000,012   |
|                           | IT Supplies & Software Expense | \$5,718,227   |
|                           | Rent                           | \$1,917,485   |
|                           | Telecommunications             | \$4,538,098   |
|                           | Retained Services Contracts    | \$12,672,593  |
|                           | Transfers                      | \$0           |
|                           | Other Financing                | \$0           |
| Total Operating Expenses: | _                              | \$64,803,156  |
| Total Non-Operating Pa    | ss-through Expenses            | \$202,064,113 |
| TOTAL EXPENSES:           | _                              | \$266,867,269 |
| Net Income/(Loss)         |                                | \$6,222,492   |
| Authorized Positions      |                                | 232           |



## Questions





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## Chief Development Officer Overview

June 5, 2025



## Program Overview from the Chief Development Officer

Keith Perry
GTA Chief Development Officer



#### An Introduction of the CDO Organization

Video removed so file can be shared.



## Questions



# Legislative Update Update



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## Legislative Update

Cameron Fash

Director of Government Relations



#### **Notable Legislation**

HB 67 Rep. Burns AFY25

AFY25 Budget - PASSED

- \$40.5 billion (\$74.9 billion incl. federal funds)
- \$58,510,710 million into Technology Empowerment Fund

HB 68 Rep. Burns

FY26 Budget - PASSED

• \$37.7 billion (\$67.1 billion incl. federal funds)

HB 111 Rep. Hong

Accelerated Income Tax Reduction - PASSED

• Reduced from 5.39% down to 5.19% starting in 2025

HB 112 Rep. McDonald One-time Tax Credit for Individual Taxpayers - PASSED

- \$250 for individuals/married filing separately
- \$375 for heads of household
- \$500 for married couples filing jointly



#### Gold Dome Highlights

#### **Artificial Intelligence**

HB 147 Rep. Thomas GTA annual inventory of AI usage by state agencies

HB 171 Rep. Thomas Obscene material depicting a child

SB 9 Sen. Albers Obscene material depicting a child

SB 37 Sen. Albers "AI Accountability Act"

SB 104 Sen. Anavitarte Prohibit Chinese AI systems on state equipment

#### **GTA Related**

HB 113 Rep. McDonald GTA maintained list of "Concerned Goods" - PASSED

SB 28 Sen. Dolezal "Red Tape Rollback Act of 2025"

SB 46 Sen. Harbin State of Georgia Government Service Delivery Lead within GTA -

**VETOED** 

SB 103 Sen. Anavitarte Scrutinized company - Iran



## Questions



## Broadband Update



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## Broadband Program Update

Jessica Simmons

Deputy State CIO and Executive Director of the Georgia Broadband Program



#### Georgia's BEAD Allocation

### Infrastructure Investment and Jobs Act (IIJA) Broadband Equity Access and Deployment (BEAD) Program

- \$42.45 billion to expand high-speed internet access by funding planning, infrastructure deployment, and adoption programs in all 50 states and territories
- Georgia Allotment: \$1,307,214,371.30
- BEAD Planning Funds: \$4,999,994.65



locations

#### **GTA's Grant Structure**

**Application preparation** "Extremely High Cost Per Scoring **Negotiation Provisional awards** Location Threshold" GTA will solicit Applicants select the GTA will score all GTA will set the OPB will preliminarily proposals for County County Grant Area that applications based on Extremely High-Cost per award projects Grant Areas that did the relevant scoring Location Threshold to they want to serve GTA will prepare the Final not receive a proposal rubric determine the cost at Applicants will be Proposal to NTIA to seek GTA will also solicit which other technology required to propose a cost approval of the revised pricing for types make more sense to build broadband to preliminary awards proposals that exceed than fiber based on unserved and • The Final Proposal will be the EHCPLT Round 1 data underserved locations in released for public that County Grant Area comment before Applicants may exclude submission to NTIA extreme high-cost



#### Potential Updates to the BEAD Program

- Updated guidance from NTIA is expected in June/July
- Streamlining permitting
  - National Environmental Policy Act (NEPA)
- Program waivers to expedite deployment
- Updates to the low-cost service option
- Technology preferences



#### State Digital Equity Capacity Grant

#### Infrastructure Investment and Jobs Act (IIJA) Digital Equity Act (DEA)

- Funding for states to implement their digital connectivity plans
- Georgia Allotment: \$22,455,639.68
- Grant terminated on May 9, 2025
- The State is currently awaiting grant closeout guidance from NTIA



## Questions



# Executive Session



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## Security Briefing

Steve Hodges

Chief Information Security Officer





## Questions



## End of Executive Session



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Teresa Windom

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### Next Meeting: September 2025, 10 a.m.



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