

From the Office of Governor Sonny Perdue

State of Georgia ARRA Broadband Technology Opportunity Program Round 2 Recommendations to the U.S. Department of Commerce - NTIA

May 3, 2010

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#### Letter from Governor Perdue



STATE OF GEORGIA OFFICE OF THE GOVERNOR ATLANTA 30334-0900

Sonny Perdue GOVERNOR

May 3, 2010

Secretary Gary Locke U. S. Department of Commerce 1401 Constitution Avenue, N.W. Washington, D.C. 20230

Dear Secretary Locke,

CC:

Thank you for the opportunity to submit comments and recommendations for projects in Georgia seeking grants through the second round of the Broadband Technology Opportunities Program. The projects listed in the enclosed document were evaluated through a comprehensive grading process involving officials from numerous state of Georgia government entities, including the Department of Economic Development, Georgia Technology Authority, One Georgia Authority and the Board of Regents. We also received input from private-sector broadband stakeholders.

Each of these projects was judged according to their capability to promote job creation and economic development. In addition, we looked carefully at whether they are ready for implementation and offer a sustainable approach to ensuring access to broadband services, especially in counties of persistent poverty and other unserved and underserved areas of Georgia.

We have a highly successful record in Georgia with the types of projects that the Broadband Technology Opportunities Program seeks to promote. I look forward to your favorable consideration of the projects from Georgia and encourage you to contact me with questions or concerns.

Sonny Perdue

Larry Strickling Assistant Secretary, Department of Commerce Administrator, National Telecommunications and Information Administration

Ian Martinez Senior Advisor and Director of Outreach National Telecommunications and Information Administration



## STATE OF GEORGIA BROADBAND STRATEGY OVERVIEW

Georgia has long recognized the importance of broadband technology in promoting economic development, education, public safety, and access to government information and services. Our work in the Georgia Telecommunications Act of 1995 as well as on-going leadership of Governor Perdue's Office, Georgia Technology Authority, and One Georgia Authority, an agency focused on rural economic development, have been central to the progress made in the state. We believe the funding now available through the ARRA Broadband Technology Opportunity Program for infrastructure and non-infrastructure is critical to continuing this work.

In preparing for this application, we wish to present some context for Georgia:

- Georgia is the largest state east of the Mississippi River •
- Georgia has 159 Counties. This number is second only to Texas.
- Georgia has more counties in persistent poverty region than any other state. •
- Georgia has a long standing commitment to broadband through several innovative programs that allow our state to compete favorably for grant funds

Since 2006, the state of Georgia has provided \$10 million in funding to promote the development of broadband services in urban and rural areas through the Wireless Communities Georgia Program<sup>1</sup> and the BRIDGE Program<sup>2</sup>. In addition, Georgia has closed the gap in E-911 public safety services through a concerted effort to work regionally rather than locally.

Georgia's strategy for broadband encompasses four particular areas of needed investment by the public and private sectors:

- Backhaul infrastructure in our 91 counties of persistent poverty 1.
- 2. Access and backhaul infrastructure statewide in unserved and underserved areas
- Enable digital literacy, adoption, and utilization statewide 3.
- Telecommunications data collection, analysis, and mapping statewide 4.

Following the approval of stimulus funding, we immediately began building upon our proactive strategy for bringing broadband services to Georgians. We launched the Georgia Stimulus Accountability for Broadband Web site (http://georgiabroadband.net) as our primary means of sharing information with local communities and service providers who are interested in receiving stimulus funding for broadband initiatives.

Our broadband programs often focus on partnerships between local governments and private-sector providers to establish sustainable and affordable broadband services for residents, schools, police, healthcare delivery organizations, and others

STATE OF GEORGIA



<sup>&</sup>lt;sup>1</sup> 2006 – Governor's Wireless Initiative, www.gta.ga.gov/wcg

<sup>&</sup>lt;sup>2</sup> 2006 – OneGeorgia Rural Technology Initiative, www.onegeorgia.gov/programs/bridge

## **EVALUATION PROCESS AND CRITERIA**

#### PROCESS

Georgia Technology Authority (GTA), as the lead agency for broadband in the state, organized an evaluation and recommendation process.

- Sourcing and collection of BTOP (Broadband Technologies Opportunity Program) and BIP (Broadband Improvement Program) / BTOP applications. NTIA provided only a web based report of applications relevant to the state. Georgia parsed this information to develop a database of applications with service areas including the state of Georgia. Through multiple email communications, Georgia collected applications 63 entities throughout the nation that have proposed services or infrastructure in Georgia.
- 2. Categorization of applications by:
  - a. Comprehensive Community Infrastructure
  - b. Public Computing Center
  - c. Sustainable Broadband Adoption
- 3. Initial screening of multi-state applications by the evaluation team using the project summary made available online by NTIA. The online project summary includes the applicant name, project name, program, funding sought, and project summary. Multi-state applications are defined as applications that intend to provide service for more than a single state. In Georgia's case, approximately 60% of the applications listing Georgia as a service area are multi-state.

Evaluators analyzed these multi-state projects using the following criteria and their own specific expertise of Georgia:

- Good value proposition for Georgia
- Significant economic development potential for Georgia
- Significant job creation potential for Georgia
- Likely to compete favorably nationally

Evaluators were from the following entities:

- OneGeorgia Authority
- Georgia Technology Authority
- Board of Regents
- Department of Economic Development
- Carl Vinson Institute of Government
- Technical College System of Georgia
- CIFAL Atlanta

In addition, the state received input from various private sector stakeholders.

Evaluators discussed these projects and came to consensus recommendations on whether these projects should be considered further.





- 4. Evaluation of all remaining projects listing Georgia as a service area.
  - Individual review of the application a.
  - Group discussion and consensus scoring of applications within each category b.
- 5. Review of the high scoring projects in each category and recommendation of the top projects to Governor Perdue's Office. These recommendations took into account the scores as well as the total requested funds for Georgia.
- 6. Certification of project recommendations by Governor Sonny Perdue.

### CRITERIA AND SCORING

Georgia created a set of evaluation criteria with the state leadership before beginning its evaluation activities. These criteria were constructed within the context of the Georgia Broadband Stimulus Guidance supplied by GTA to applicants prior to the NTIA Round two NOFA. The final criteria were then reviewed and explained to the Evaluation Team at the beginning of the evaluation activities.

The criteria are:

Evaluated Section	Risk	Merit	Max Points	Score
<ol> <li>Governor's Priorities         <ol> <li>Infrastructure build out in 91 Counties of persistent Poverty</li> <li>Infrastructure build out statewide that improves speed, capacity, and reach</li> <li>High Impact and long term Sustainable Adoption</li> <li>Utilization &amp; Public Computer Centers</li> <li>State-wide Mapping</li> </ol> </li> </ol>			25	
Financial Sustainability			20	
Economic Development			15	
Readiness and Governance			20	

OR BROADBAND



Technology Assessment		15	
Collaboration and Partnership		5	
Written Evaluation Total		100	

### SCORING GUIDELINES

GTA instructed evaluators to use the following guidelines in making evaluations on both a risk and merit basis. For each score, evaluators were asked to note specific deficiencies, strengths, weaknesses or uncertainties that factored into their ratings.

	Risk Rating Definitions
Low	Any proposal weaknesses that have little potential to cause disruption of schedule increase in cost, or degradation of performance. Normal BTOP Recipient effort and normal monitoring will likely mitigate these risks.
Moderate	Approach has weaknesses that can potentially cause some disruption of schedule, increase in cost, or degradation of performance. However, special BTOP Recipient emphasis and close monitoring will probably minimize difficulties.
High	Approach has weaknesses that have the potential to cause serious disruption of schedule, increase in cost, or degradation of performance even with special BTOP Recipient emphasis and close monitoring.

	Merit Rating Definitions
Excellent	Proposal demonstrates excellent understanding of requirements and approach that significantly exceeds performance or capability standards. Have exceptional strengths that will significantly benefit the initiative.
Satisfactory	Proposal demonstrates acceptable understanding of requirements and approach that meets performance or capability standards. Acceptable solution. Few or no strengths.

STIMULUS ACCOUNTABILITY FOR BROADBAND

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Unsatisfactory	Fails to meet performance or capability standards and/or overall quality cannot be
	determined because of errors, omissions or deficiencies. These conditions cannot be
	corrected without a major rewrite or revision of the proposal and requirements still
	may not be met without major changes to technical capability offered.

#### Definitions of Key Evaluation Terms where Comments were made

- Deficiency A material failure of a proposal to meet a requirement or a combination of significant weaknesses in a proposal/product that increase the risk of unsuccessful contract performance to an unacceptable level. Examples of deficiencies include a statement by the Respondent that it cannot or will not meet a requirement, an approach that clearly does not meet a requirement or omission of data required to assess compliance with the requirement.
- **Strength** An aspect of a proposal that appreciably decreases the risk of unsuccessful contract performance or that represents a significant benefit to the project.
- **Weakness** A flaw in the proposal that increases the risk of unsuccessful contract performance. A "significant weakness" in the proposal/product is a flaw that appreciably increases the risk of unsuccessful contract performance.
- **Uncertainty** Any aspect of the proposal for which the intent of the Respondent is unclear because there may be more than one way to interpret the offer or because inconsistencies in the offer indicate that there may be an error, omission and/or mistake. Examples include a mistake in calculation or measurement and contradictory statements.



# SCORING SHEET

The following scoring sheet was used to evaluate infrastructure projects. A similar sheet was used for non-infrastructure projects.

	RISK	MERIT	Key Comments			
Description			Deficiency	Strength	Weakness	Uncertainty
Written Evaluation						
1. Governor's Priorities						
Infrastructure builds out in 91 Counties of persistent Poverty						
Infrastructure build out statewide that improves speed, capacity, and reach						
High Impact and long term Sustainable Adoption						
Utilization & Public Computer Centers						
State-wide Mapping						
2. Financial Sustainability						
Does the project demonstrate that it has secured the required 20% matching funds? More favorable consideration for a 30% match.						
Does the project demonstrate an ability to achieve long-term financial sustainability						
3. Collaboration and Partnership						
Does the project demonstrate partnerships and collaborative efforts leveraging state, federal, local, regional assets, programs, and activities?						
4. Economic Development						
and Job Creation						
Does the project demonstrate how it supports state economic development initiatives?						
Does the project demonstrate how it will create sustainable jobs?						



	RISK	MERIT	Key Comments			
Description			Deficiency	Strength	Weakness	Uncertainty
Written Evaluation						
5. Project Readiness, Governance, and Reporting						
Has the project appropriately planned for licenses, regulatory approvals, and agreements as well as construction and vendor contracts?						
Does the project demonstrate an ability to begin startup activities before the end of 2010?						
Does the project demonstrate that it has a solid governance structure to manage the project?						
Does the applying organization demonstrate sufficient capability to complete the project on time and operate it successfully?						
Does the project demonstrate an ability to collect, track and report relevant information based on state and federal guidelines?						
6 Technology						
6. Technology Assessment						
Does the project, if applicable, demonstrate it has developed a spectrum policy that will ensure timely deployment of the project?						
Does the project demonstrate a clear understanding of its target coverage area?						
Does the system design appear robust and well designed?						



# **STATE OF GEORGIA RECOMMENDATIONS**



### GEORGIA PROJECT FINANCIAL SUMMARY

After completing an extensive process, Georgia has compiled a list of eight project applications recommended with the following summary by category:

Category	Projects Recommended	Grant Requests
Sustainable Broadband Adoption	3	\$14,234,485.00
Public Computer Center	3	\$13,974,787.00
Comprehensive Community		
Infrastructure	2	\$58,818,936.00
Total	8	\$87,028,208.00

Awards to these eight projects detailed in these categories will best serve Georgia's needs as determined by our evaluation team and certified by Governor Perdue. The projects recommended, listed by Easygrants ID and Applicant and a breakout on highly recommended and recommended as requested.

				-			Priority H = Highly Recommended
Ap	plicant	Federal	l ID	Grai	nt Request	Area	R = Recommended
1.	CSRA Fibernet Cooperative,						
	Public Computer Center						
	Initiative	5305		\$	10,245,649.00	PCC	Н
2.	Central Savannah River Area						
	(CSRA) Fibernet Cooperative,						
	Inc.	5194		\$	45,851,995.00	CCI	Н
3.	Darton College	5625		\$	2,605,102.00	PCC	Н
4.	Georgia Partnership For						
	Telehealth	6364		\$	2,462,975.00	SBA	Н
5.	Robert W. Woodruff Arts						
	Center	5364		\$	5,690,362.00	SBA	Н
6.	Goodwill Industries Of The	4660		\$	1,124,036.00	PCC	
	Coastal Empire Inc.						R
7.	Board Of Regents Of The	5343		\$	6,081,148.00	SBA	R
	University System Of Georgia				, ,		
	(Library)						
8.	City Of Savannah	6999		\$	12,966,941.00	CCI	R
	-		Total	\$	87,028,208.00		



## Enclosed are the State of Georgia recommendations by BTOP project category.

# SUSTAINABLE BROADBAND ADOPTION – RECOMMENDATIONS

Priority	Easy	<b>•</b> • • •		
	Grant ID	Organization	Description	Grant Amount
			The TeleConnect GA for Better Health program	
			will utilize telemedicine, broadband adoption &	
			awareness campaign to address declining health	
			of rural Georgians. Key public and private sector	
			stakeholders join hands to improve access to	
			400,932 poor & underserved in 91 county areas,	
Lichty Deserversended		Cooveie Douteouchie	create 10 new jobs, and promote broadband	\$ 2,462,975.0
Highly Recommended	5004	Georgia Partnership	demand & sustainability through the expanded	\$ 2,402,975.0
	5364	For Telehealth, Inc.	GPT telehealth network.	
			GAIN will use broadband connections in schools	
			to provide interactive arts education to K-12	
			students throughout Georgia. Many students'	
			only access to broadband is at school. GAIN will	
			drive broadband usage in schools and adoption	
			at home. GAIN will be run by the Woodruff Arts	
Lighly Pocommonded		Robert W. Woodruff	Center. Partners include the Georgia Department of Education, Georgia Tech and the Georgia	\$ 5,690,362.0
Highly Recommended	6364	Arts Center	Council for the Arts.	Ş 3,030,302.0
	0304	Alts center	council for the Arts.	
			The Georgia Interconnected Learning	
			Network will install real time high quality web	
			casting technology into 63 anchor institutions	
			including 61 headquarters libraries, the	
			Georgia Public Library Service office and the	
			State Archives. Network will provide access	
			to real-time webcasted educational	
			programming (created by State Agencies)	
		Board Of Regents Of	and digitally capture materials in statewide	
Recommended		The University System	repository.	\$ 6,081,148.0
	5343	Of Georgia	Topository.	ψ 0,001,140.0
	5545			
			Total Recommended	\$14,234,485.0
			3 Projects	



Priority	Easy Grant	Querrietien	Presiden	
Filonty	ID	Organization	Description	Grant Amount
Highly Recommended	5625	Darton College	The Darton College Public Computing Center will provide Southwest Georgia with free access to computers and broadband and to free training in basic computer/Internet skills through workshops and seminars. It will serve the underserved, disabled, senior, and disadvantaged populations. It will offer a website with archived workshops and seminars for later viewing and extensive information.	\$ 2,605,102.00
Recommended	4660	Goodwill Industries of the Coastal Empire Inc.	PCAP provides increased, affordable access to computers, the internet, broadband and related technology through: 12 Cyber Access Centers, housed in Goodwill retail stores in coastal Georgia & South Carolina, 2 Cyber Cafés (Brunswick and Savannah, Georgia)	\$ 1,124,036.00
Highly Recommended	5305	CSRA Fibernet Cooperative, Public Computer Center Initiative	This initiative will broaden the availability of high-speed computers and computer education in an extensive area known as the Central Savannah River Area. The project is the coordinated undertaking of 5 regional libraries, 2 technical colleges, a university and other partners. The project's theme is to address problems associated with economic distress: unemployment, health care, and education	\$10,245,649.00
			Total Recommended	\$13,974,787.00
			3 projects	

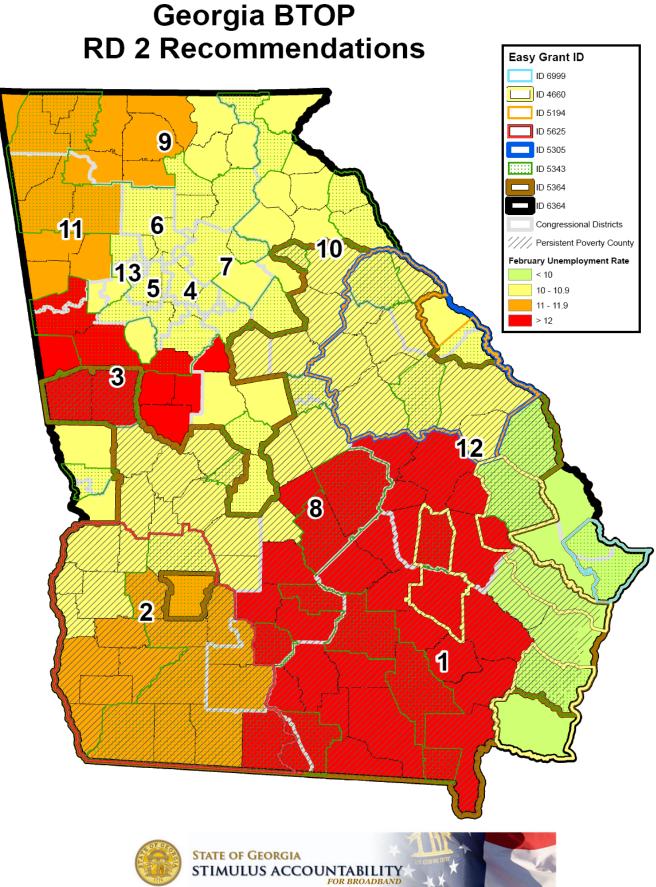
### PUBLIC COMPUTER CENTER – RECOMMENDATIONS



### COMPREHENSIVE COMMUNITY INFRASTRUCTURE RECOMMENDATIONS

Priority	Easy Grant ID	Organization	Description	Grant Amount
Highly Recommended	5194	CSRA Fibernet Cooperative, Inc.	CSRA Fibernet Cooperative, Inc. (Fibernet), a public/private non-profit, will build and operate a Middle Mile fiber optic ring serving 12 rural, persistent poverty counties. The project will focus on the community institutions' needs for competitive economic development, education, healthcare and public safety in nearly 6,000 square miles of currently underserved area.	\$ 45,851,99
Recommended	6999	Greater Savannah Connectivity Initiative	To install city-wide fiber ring to provide connectivity to key underserved areas. Approximately 22% of residents live below the poverty line on the City's east side. In five west side neighborhoods, 54% of residents under the age of 18 live below the poverty line. Will also enhance City services, including public safety and utility monitoring and allow for connection w/ anchor institutions.	\$ 12,966,941
			Total Recommended	\$ 58,818,936
			2 Projects	





#### Economic Benefits of Recommended Projects

The Department of Commerce - NTIA broadband investments in Georgia's regional and local economic development ecosystem will contribute significantly to job creation and business development opportunities.

All of our recommended projects possess good governance structures and a competent economic development leadership mindset. It is our hope that these projects when coupled together will have a ripple effect on economic development in Georgia.

The following information demonstrates the passion of these entities have in supporting economic development from the local community perspective. This includes job creation, collaborative partnership, infrastructure buildout, good public policy initiatives, citizen access to healthcare, and improving educational academic outcomes

Project	Economic Development	Website Information
Greater Savannah Connectivity Initiative	"Company estimates call for EFACEC to employ 672 workers by 2015, at which point the plant will be the second largest manufacturing employer in Effingham, behind only Georgia-Pacific's 1,200-member workforce."	http://savannahnow.com/opinion/201 0-04-21/confidence-building
CSRA Fibernet Cooperative	"I call it a fairly aggressive project in that all 13 counties in the region have agreed to work together to try to design a middle mile fiber optic ring that would get broadband access to rural areas, certainly underserved," Crosson said.	http://chronicle.augusta.com/news/me tro/2010-02-28/federal-funds-could- improve-broadband-access- residents-13-county-area
Darton College	"Darton has an economic impact on City of Albany, GA of \$108.8 million."	http://www.usg.edu/inst/profile/darton _college/
Jefferson County Public Computer Center Initiative	"Qualified companies in Jefferson County can receive a \$4000 tax credit per year for five years for every job created, with a minimum of five jobs."	http://www.jeffersoncounty.org/econo micdevelopment.htm
Goodwill Industries Of The Coastal Empire	"Workforce Development - Each year, 1,000 people will come to us for work opportunity and 400 will return to work. We will employ 800 people on December 31, 2012.	http://www.goodwillsavannahga.org/in dex.php?s=economic+development
TeleConnect Georgia For Better Health	"I think telemedicine offers an opportunity for all Georgians to access the very finest in healthcare in a way that's available and affordable and easily accessible," Georgia Rep. Ralston said.	http://www.11alive.com/rss/rss_story. aspx?storyid=141686
Georgia Arts Interactive Network (Gain)	The Woodruff Arts Center has a core competency in arts education, with a network of programs that reaches over 700,000 students in 76 counties each year.	http://www.woodruffcenter.org/Center -Initiatives/Arts-Education.aspx
Georgia Interconnected Learning Network (Board of Regents)	"With good libraries, we can do anything," Harp said, as he explained Georgia's need to build and maintain a highly educated work force. "We compete with the world, and an educated Georgia is the linchpin in our future success. Libraries are critically important as a source of knowledge, and knowledge is power."	http://www.georgialibraries.org/news/ articles.php?searchid=87

# **SUPPORTING INFORMATION**



# State of Georgia Evaluation Team for BTOP Round 2



Ms. Nancy Cobb Executive Director OneGeorgia Authority



Mr. Erich Starrett, Business Development Director World-Wired, LLC



Mr. Frank Howell, PhD Senior Research Associate Board of Regents



Mr. Roop Singh, Program Director CIFAL Atlanta



Mr. Eric McRae, Director ITOS Division Carl Vinson Institute



Mr. Bill Gray, CIO Technical College System of Georgia



Mr. Glen Whitley, Project Manager Department of Economic Development

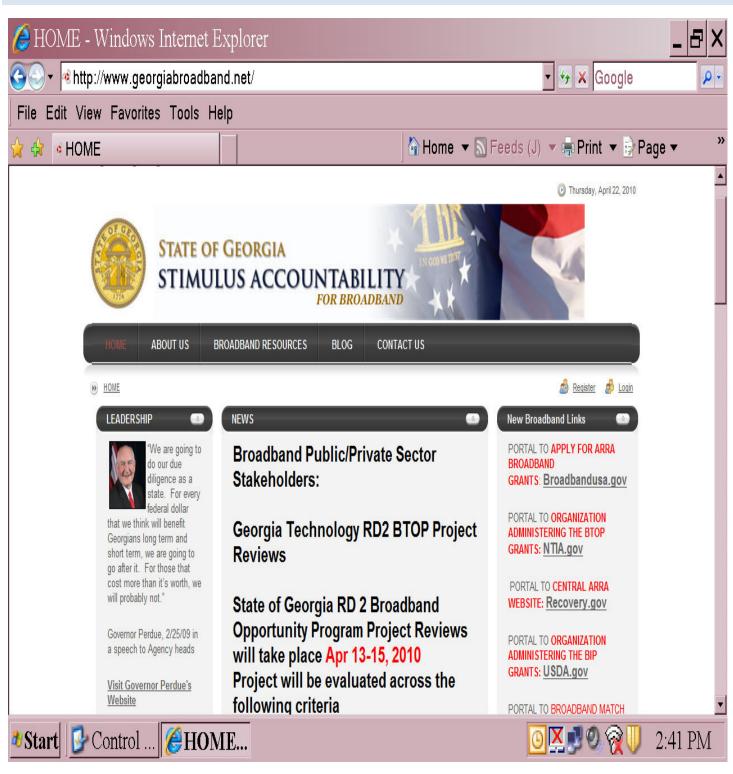


Mr. Rich Calhoun, Facilitator Director Broadband Office

Georgia Technology Authority



# GEORGIABROADBAND.NET



The <u>www.georgiabroadband.net</u> website has been a great resource to communicate broadband news from NTIA and will be an ongoing tool that we will use to communicate our state project status in order to manage expectations.



# GEORGIA BROADBAND RESOURCES

Organization	Description	Contact	Website
Georgia Center for Advanced Telecommunications Technology (GCATT	GCATT is an initiative to create real and virtual research centers of excellence in advanced telecommunications - the latest	Dr. Nikil Jayant - Director rex.smith@ece.gatech.edu 404-894-9212	http://www.gcatt.org/
Center for Telehealth Medical College of Georgia	To develop, investigate and implement telecommunication and information technologies that will Enhance access to health care in underserved rural and urban areas	Max E. Stachura, M.D Director maxs@mcg.edu 706-721-6616	http://www.mcg.edu/telehealth/
OneGeorgia Authority – BRIDGE	The Broadband Rural Initiative to Develop Georgia's Economy (BRIDGE) Fund provides financial assistance including grants and loans to support deployment of high-speed broadband in rural areas of Georgia. At the Governor's request, the General Assembly has appropriated \$5M for BRIDGE broadband projects.	Nancy Cobb – Director nancy.cobb@onegeorgia.org 478 274-7734	http://www.onegeorgia.org/progr ams/bridge
Georgia Technology Authority (GTA) – Wireless Communities Georgia	The Georgia Technology Authority seeks to ensure that the state's IT infrastructure is stable, secure and well-governed, and provides Georgians with the services they need and expect. The Wireless Communities Georgia program provides funding to local governments to build wireless networks in their communities. Wireless connectivity allows users to access the internet through personal computers, PDA's and other wireless devices. At the Governor's request, the General Assembly has appropriated \$6M for Wireless Communities Georgia grants.	Rich Calhoun - Director richard.calhoun@gta.ga.gov 404-463-5906	www.gta.georgia.gov/wcg



Georgia Technology Authority - State of Georgia Broadband Stimulus Office	The Georgia Broadband Stimulus Office is the unified state effort dedicated to furthering the state's broadband infrastructure and utilization. Its partners include Outreach, Public Safety, Education, Healthcare, Economic Development, Rural Development, Office	Rich Calhoun –Director richard.calhoun@gta.ga.gov 4044635906	www.georgiabroadband.net
	of Planning and Budget, Georgia Telephone Association, Georgia Cable Association, ILECs, and numerous cellular commercial carriers. The Initiative's activities include broadband mapping, community education, technical		
	assistance, governance and business model assistance, and project oversight. The Georgia Broadband Initiative has catalogued, analyzed and reviewed over 100 public and private sector proposed ARRA broadband projects for Georgia as		
	part of its work at the website www.georgiabroadband.net.		



#### ACKNOWLEDGEMENTS

- Patrick Moore Georgia Technology Authority State of Georgia CIO
- Steven Nichols Georgia Technology Authority State of Georgia -CTO
- Mark Reardon Georgia Technology Authority State Security Officer
- Charlie Sasser Georgia Technology Authority Director
- Jeff McCord Georgia Technology Authority Intergovernmental Affairs
- Chuck Brooks Georgia Technology Authority Procurement
- Teresa Greenway Georgia Technology Authority
- Matt Baxter Governor's Office Policy Advisor
- Sid Johnson Director Georgia State-wide Stimulus Accountability
- Terry Ball Georgia Emergency Management Agency
- Eric Wearne Governor's Office of Student Achievement
- Michael Clark Georgia Technology Authority Communications
- Deirdre Johnson Georgia Technology Authority Procurement
- Stephen Lofton State Cable Association
- John Silk Georgia Telephone Association
- Shawn Raymond Public Service Commission
- Nancy Cobb OneGeorgia Authority
- Jim Thomas Georgia Technology Authority General Counsel
- Jack Welch Georgia Technology Authority Business Continuity Manager
- Lois Hurt Georgia Technology Authority
- Dr. Carladenise Edwards Department of Community Health
- Pat Wilson Governor's Office Policy Advisor



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