Introducing GovFi Solutions Inc.

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At GFOA we take great pride in our reputation as a thought leader. For decades, the core knowledge base for advancing excellence in public finance—and for GFOA members pursuing sound financial management—has been GFOA's library of best practices and advisories. This guidance provides clear recommendations for finance professionals, executive leaders, and elected officials leading government organizations.

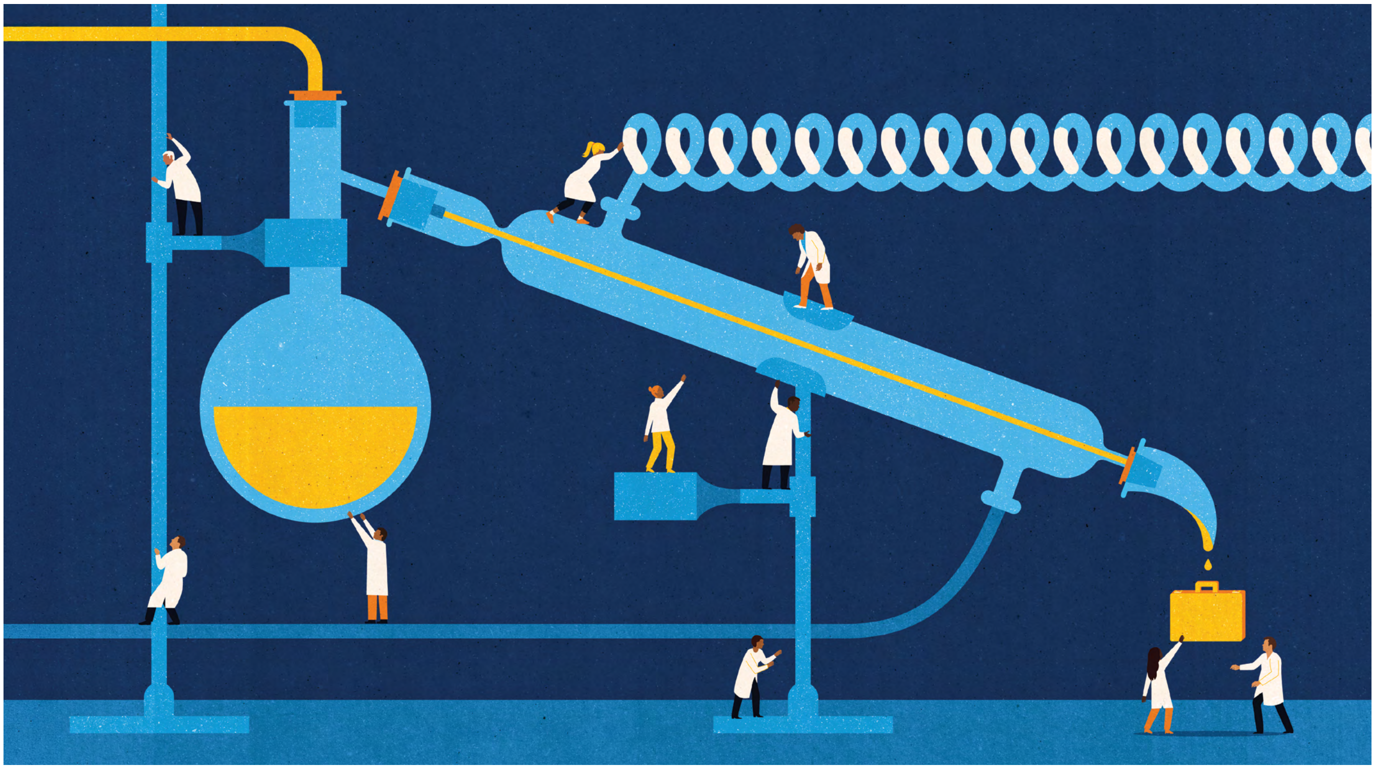
However, GFOA doesn't work alone in getting best practices implemented. Governments often hire consultants to provide practical guidance on the best ways to put best practices into action. Governments also work with private-sector companies that provide tools, technologies, and other solutions to create efficiencies and ensure scalability. The exhibit hall at GFOA's annual conference represents an impressive collection of firms that are vital to supporting both governments and GFOA.

Unfortunately, in the pursuit of some best practices, governments can feel left out by the private-sector market. Sometimes there just aren't any products available to help them implement certain practices, especially in the case of innovative approaches. And where tools are available, access may be constrained and locked behind proprietary commercial systems that are expensive or otherwise inaccessible to the governments that would benefit from them the most. Product development can be misaligned, as well— automating existing practices for the mass market often provides more incentives than helping leading-edge organizations forge a new path.

We've also observed that small companies and startups with innovative government technology—applications that could make a real difference in service delivery—struggle to bring their products to market. They often lack the capital or market awareness needed to scale their technology solutions, leaving many local governments without access to tools that could otherwise improve how they operate.

I'm excited to announce a new initiative and bold strategy to address these challenges and better serve our members. In July, the GFOA executive board created GovFi Solutions Inc., a for-profit subsidiary of GFOA that will develop new technology solutions and services for the public finance industry. GovFi Solutions will invest in partnership opportunities with other organizations to develop, scale, and bring technology solutions to local governments.

GovFi Solutions is governed by an independent five-member board of directors responsible for hiring staff and managing the corporation, while ensuring alignment with GFOA's overall mission and values. As a separate organization, GovFi Solutions will be able to position itself to make investments and focus on innovative product development while GFOA continues to provide best practice guidance, along with high-quality education, research, thought leadership, advocacy, and more.



GovFi Solutions will serve as a lab for incubating innovative products that can provide practical solutions to support new ideas, assist resource-constrained organizations, and serve local governments facing unique public finance challenges.

Working with the support of GFOA, GovFi Solutions is well-positioned to support the next generation of practice, ensure that innovation aligns with public interest rather than commercial incentives, and make technology solutions available to help the public sector implement and adopt best practices.

GovFi Solutions will serve as a platform for continued investment in innovative products, ensuring that local governments are not left behind in the rapidly increasing technology revolution. Serving as an accelerator, GovFi Solutions begins operations this fall. GovFi Solutions will serve as a lab for incubating innovative products that can provide practical solutions to support new ideas, assist resource-constrained organizations, and serve local governments facing unique public finance challenges.

GFOA members will have opportunities to provide feedback for new products, serve as pilot cases, or help inform decisions that drive innovation. GovFi Solutions will initially focus on helping scale products for risk assessment, probability management, and policy development related to resiliency. The firm will use artificial intelligence to help accelerate GFOA's efforts around Rethinking Financial Reporting and modernized practices for transparency. Revenue generated by GovFi Solutions will be reinvested in new products to tackle evolving government finance needs so you can better serve your communities.

This is a significant step for GFOA, and one we take seriously as an extension of our mission—not a departure from it. GovFi Solutions reflects what GFOA has always stood for—making sure good ideas reach the governments that need them most. We're excited for you to be part of what comes next.

Sincerely,

Chris