

GOODWILL EDUCATION INITIATIVES, INC.
BOARD OF DIRECTORS MEETING
November 7, 2022

MINUTES

The Board of Directors of Goodwill Education Initiatives, Inc. met at 10:30 a.m. November 7, 2022, at Goodwill's headquarters. Present were:

Gita Baker, present

Perry Griffith, present

Kent Kramer, present

Jay Oliver, present

Don Palmer, present

Laura Pickett, present

Doris Pryor, present

Josh Shelton, present

Staff/Other:

Shannon Brown

Katie Bustamante

Ivan Cropper

Betsy Delgado

Sheila Dollaske

Rachel Eble

Miriam Henry

Brandon Marks

Kim Myers

Khalilah Palmer

Dan Riley

Dan Scott

Amy Thomas

Sarah Thomas

Jen Wade

Board Chair Doris Pryor presided and called the meeting to order.

On a motion by Gita Baker, duly seconded, the meeting minutes for the August 8, 2022, Board of Director's meeting were approved as previously distributed. Roll call by individual members' present were all in agreement of approval.

Dan gave the Treasurer's Report for the period ending September 30, 2022. Dan noted Central Office total year-to-date revenue is \$1,227,000, \$67,000 ahead of budget (GEI only) and total year-to-date operating income of \$244,000, \$257,000 ahead of budget (GEI only). The National Office total year-to-date revenue is \$289,000, 199,000 ahead of budget and total year-to-date operating income is \$103,000, \$244,000 ahead of budget. Grants total year-to-date revenue is \$160,000, \$160,000 ahead of budget and total year-to-date operating income is (\$60,000), \$6,000 behind budget. Goodwill funding is ahead of budget due to the change in intercompany leases to fully in-kind. The eliminated in consolidation here represents the leases between GEI and Excel (Meadows and Kokomo). Private funding is ahead of budget due to the receipt of the OPUS, Cummins, EmployIndy, and AECF (National Office) grants for the 2022-23 fiscal year. All expense lines are at or below budget (after eliminations).

On a motion by Perry Griffith, duly seconded, the financials through September 30, 2022, were approved unanimously. Roll call by individual members' present were all in agreement of approval.

Perry Griffith commented on Dan Riley's upcoming retirement in 2023 and thanked him for his 25+ years of service.

Kent Kramer gave the Legislative Update, highlighting the following:

- The 2023 focus is on the budget process. The Governor will put forth Phase One of the budget early in the session. Then Phase Two will be passed to the House Ways and Means Committee and ultimately to the Appropriations Committee. Lastly, a new budget will be voted in by the third or fourth week of April.
- This will be Goodwill's biggest ask of 1,650 seats, which will help growth in existing schools, as well as add Excel Centers in Evansville, Terre Haute, Indy (near Community Justice Center) and Columbus. The ask totals \$11 million over two years, which will be ongoing and a 33% increase overall.
- There have been many meetings and tours. In September, we had former Speaker of the House Paul Ryan participate in a session where we had Senator Jon Ford (Terre Haute), Rep. Robert Behning (Indianapolis) and Rep. Tim O'Brien (Evansville), who are three key people, serving on the appropriate committees, to help push forward and support our ask.
- There was a meeting at the University of Notre Dame with the Lab for Economic Opportunity (LEO). LEO presented data and Betsy Delgado presented the model with really good results.
- Betsy and Kent attended a Republican event at the Indiana State Fairgrounds for a kick-off session with the top leaders attending. Rep. Jeff Thompson had just been appointed the Ways & Means Committee Chair, which is a key position because of opportunity for the seats to be in the Governor's budget. Follow-up meetings are planned.

Rachel Eble reported on the new signature event held recently, Goodwill Unboxed. She asked for any feedback from the board.

There was discussion on the great location, design, timing, branding, food vendors, and execution of the event. It was suggested to build on the invitee list and potentially include legislators.

Rachel commented on the end of year appeal and addition of a QR code with the mission video from Unboxed event attached this year. She noted there is good participation by the GEI Board and Foundation staff will be in touch with Directors regarding their individual giving.

Doris noted the need for the GEI Board Bylaws to be reviewed with policies, procedures and language updated.

Sarah Thomas reviewed the Phase 1 and 2 statuses of Goodwill's noted in the National Office report.

Khalilah Palmer reported on Goodwill's in Phase 4 and 5, noting Goodwill Arizona and Kentucky have opened. She commented that the National Team has completed an audit for Goodwill Michiana. Khalilah attended an open house in Washington, DC where they have just opened their second school. Also, there was a Learning Lab for enrollment and retention on Oct 26-28 with 30 participants.

There was discussion on the Michiana audit with further clarification and observations while ensuring quality and adherence to standards as well as what is included in base membership fees and any monetary add-ons.

Miriam Henry, Amy Thomas, and Brandon Marks reviewed the Post-Graduation College Success Report, highlighting the following:

- Post-secondary Education Participation and Enrollment
- Post-secondary Success
- Challenges Facing College Students
 - 65% of college-bound graduates report experiencing at least one issue
 - 36% of college-bound graduates report experiencing two or more issues
 - 96% of college-bound graduates did not report any issues or struggles with meeting the academic challenge of college coursework

Shannon Brown reported on GEI's Diversity, Equity, and Inclusion (DEI). She noted that the DEI Committee is currently working with Marketing on a template for a monthly newsletter, which is set to go out on December 1. All Excel Centers and Indy Met staff will then have content focused on strategies and resources they can use within their site and to support their equity goals. Since the last meeting, they have held focus groups and plan to use that information for framework in moving forward. They continue to work on professional development and ongoing trainings. During the upcoming Goodwill Education and Mission (GEM) conference, the committee will have a session on Critical Consciousness and how it effects our work. The DEI Committee is also providing professional development to all the Excel Center schools each term and bi-monthly to the Indy Met.

There was discussion on reviewing data around inequities and understanding who is benefiting from the outcomes described and attendees at GEM.

The meeting was adjourned.