

**THE EXCEL CENTER, LLC
BOARD OF DIRECTORS MEETING
NOVEMBER 7, 2022**

MINUTES

The Board of Directors of The Excel Center, LLC met at 8:30 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:

Shelley Ashley	Sylvia Lauer
Katie Bustamante	Kim Myers
Twyla Carlson	Khalilah Palmer
Ivan Cropper	Shonda Russell
Anne Davis	Dan Riley
Betsy Delgado	Dan Scott
Sheila Dollaske	Amy Thomas
Rachel Eble	Sarah Thomas
Emily Fritsch	Jen Wade
Lynn Greggs	Jeri Zawadzki
Miriam Henry	

Guests: Mary Craig, Ivy Tech, Janet Gall, Ivy Tech, Ethan Heicher, Ivy Tech, Robyn Murray, Kokomo graduate

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

There was no public comment.

On a motion by Jay Oliver, duly seconded, the meeting minutes of the August 8, 2022, meeting were approved as previously distributed. Roll call by individual members' present were all in agreement of approval.

Dan Riley gave the Treasurer's report for the period through September 30, 2022. Dan noted the total year-to-date revenue is \$7,564,000, \$160,000 ahead of budget and total year-to-date operating income is \$591,000, \$536,000 ahead of budget. Goodwill funding is ahead of budget because of the intercompany leases (both with GEI And GCSI) becoming entirely in-kind as of July 1, 2022. Clarksville, Michigan Street, Meadows, and Kokomo (effective 9/15) are affected. Federal funding is slightly behind budget as claims were smaller while schools were closed for the summer, and some open grant-covered positions. Rent is over budget due to Anderson's move and rent incurred in both locations. GEI has adopted the new lease standard in this month, resulting in additional rent expense recognition. Operations provided \$304,000 year-to-date. Investing activities used \$39,000, net, for the purchase of Fixed Assets. GEI has also paid down \$400,000 in intercompany payables. Net increase in cash year-to-date is \$265,000.

On a motion by Don Palmer, duly seconded, the financial report through September 30, accounts payable vouchers for July, August and September were approved unanimously. Roll call by individual members' present were all in agreement of approval.

There was discussion on current unfilled staff positions, especially with special needs teachers and ongoing recruitment efforts.

Miriam Henry reviewed the Enrollment Count Update, highlighting the following:

- Excel Centers exceed their budgeted enrollment target by 20 students.
- 13 of the 15 schools grew their enrollment total this fall compared to last year's count total.
- Specifically want to underscore the following efforts:
 - Anderson leveraged their new location along I-69 and stepped up to the challenge of a higher enrollment target this year.
 - Meadows and Michigan Street have turned in their highest student counts since the pandemic began in 2020.
 - Excel Centers outside of Marion continue to demonstrate consistent student demand and execution of hitting enrollment targets.

There was discussion on numbers/outcomes, workforce shortages, parallel strategies with the nurse shortage, the prospect of a recession in 2023 along with strategy planning, barrier removal and any staffing needs.

Emily Fritsch introduced Janet Gall, Kokomo College & Career Readiness (CCR) and Mary Craig, Executive Director of K-14 Initiatives for the Kokomo service area. Emily explained the 'why' for their partnership with Ivy Tech and Kokomo's development of career pathways for students after their struggle with post-secondary readiness. She noted there were no diverse certifications offered and many were getting a certificate just to check a box for accountability to the Department of Education (DOE). In addition, students with college credits were not pursuing post-secondary education following graduation.

Janet Gall explained the long-time partnership with Ivy Tech and the creation of certifications and dual enrollment where students could take classes with other Ivy Tech students. Students do career exploration and take assessments to figure out their career path and then they work with coaches to get enrolled in any Ivy Tech classes offered. Instruction is given along the way from enrollment to tours and how to navigate any processes to ensure future success.

Emily added that calendars have been aligned with the Excel Center and Ivy Tech to improve any barriers or gaps to being able to attend classes.

Emily introduced Ethan Heicher, Chancellor for Kokomo Ivy Tech Campus and Mary Craig, Executive Director for K14 Initiatives.

Ethan commented on the great work done by Emily and Janet and his appreciation for the partnership.

Mary noted 53% of the graduating class of 2021-22 took either dual credit, dual enrollment classes or both. 61% of both students are currently enrolled this semester in either a certificate program or a degree pathway. She highlighted the following:

For the entire Ivy Tech Community College - Kokomo service area (including all grads from all area schools:

- 11.8% of 21-22 grads are currently enrolled in a technical certificate or associate degree program.

For Excel Center Kokomo only:

- 32% of 2021-22 grads are currently enrolled in a technical certificate or associate degree program. All 32% of those grads earned dual credit and/or certifications at Ivy Tech while still enrolled with us.

There was discussion on what is success in the future - the percentage of graduates and/or how many pursue post-secondary education?

Excel Center student, Robyn Murray spoke on her story/journey through the Excel Center and her success into a welding career.

Anne Davis reported on the Indiana Charter School Board (ICSB) renewals. She noted that Kokomo, Lafayette, Richmond, and Muncie were due to renew. Site visits and public hearings begin this week, and the board meeting is on December 13.

Gita Baker requested the link for Directors to send comments to the ICSB for board support.

There was discussion on the workforce impact to communities that have an Excel Center.

There were no updates/comments from the Mayor's Office.

The meeting was adjourned.