

**GOODWILL EDUCATION INITIATIVES, INC.**  
**BOARD OF DIRECTORS MEETING**  
**January 30, 2023**

**MINUTES**

The Board of Directors of Goodwill Education Initiatives, Inc. met at 10:30 a.m. January 30, 2023, at Goodwill's headquarters. Present were:

Gita Baker, not present

Perry Griffith present

Kent Kramer, present

Jay Oliver, present

Don Palmer, present

Laura Pickett, present

Doris Pryor, present

Josh Shelton, not present

**Staff/Other:**

Shelley Ashley

Katie Bustamante

Josh Cooper

Anne Davis

Betsy Delgado

Sheila Dollaske

Rachel Eble

Corey Emery

Lynn Greggs

Miriam Henry

Kim Myers

Lakia Osborne

Dan Riley

Dan Scott

Sarah Thomas

Jen Wade

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

On a motion by Perry Griffith, duly seconded, the meeting minutes for the November 7, 2022, Board of Director's meetings 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 December 31, 2022. Dan noted total year-to-date revenue (Non-school only) is:

- Central Office - \$2,481,000, \$161,000 ahead of budget
- National Office - \$380,000, \$4,000 behind budget
- Grants - \$242,000, \$242,000 ahead of budget

Year-to-date operating income (Loss) (Non-school only) is:

- Central Office - \$145,000, \$171,000 ahead of budget
- National Office – (\$18,000), \$58,000 ahead of budget
- Grants – (\$205,000), \$98,000 behind budget

The Income Statement (GEI only) - 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). Depreciation expense will be increased this year for computers and equipment purchased with prior year grants.

On a motion by Don Palmer, duly seconded, the financials through December 31, 2022 were approved unanimously. Roll call by individual members' present were all in agreement of approval.

Dan Riley pointed to the GEI Finance & Audit Committee Minutes from December 14, 2022, to review and approve the final drafts of the Excel Centers and Indianapolis Metropolitan High School audited financial statements for the fiscal year ended June 30, 2022. There were no adjustments and no findings.

Dan noted the Conflict of Interest Policy, noting that any board members who had not yet signed the Conflict of Interest Policy should do so as soon as possible. He also commented on the Corporate Compliance Officers Report and noted all policies are published and posted in the OnBoard portal.

Dan also reported on the Summary of Corporate Insurance Coverages and Programs for 2023, noting we are appropriately covered at this time. We do have cyber liability and ransomware coverage up to \$7 million.

There was discussion on cyber security.

Kent Kramer reported on the lobbying update, highlighting the following:

- Spent the better part of the last year having 1:1 meetings, providing tours with legislators and attending fundraising events; getting in front of key individuals from the House and Senate.
- Key message for the last year has been to add 1,650 Excel Center seats to the 4,900 we have had for the last two budget cycles.
- This is a significant request, asking the state to invest \$11,137,500 annually on top of the \$33,075,000 they currently invest in. The current process requires us to do this every two years.
- The additional investment will allow for growth in current schools and to add four new schools. We would help the Evansville and Terre Haute Goodwills open schools in their territories as well as two more in our territory, one on the southeast side of Indy and possibly one in Columbus.
- We have also hosted key legislators at Notre Dame to receive a report out of our most recent research from the Lab for Economic Opportunity (LEO).
- Before the current session started, we received good news about the Governor including our full ask in his version of the budget.
- During a special January 6 meeting/lunch we had with the House Ways and Means Committee, who does the budget work on the House side, Betsy and Kent spoke, had a presentation by the lead economist from LEO present our research and had an all-star panel of graduates relay their experiences. Our goal is to keep the 1,650 seats in the budget. The meeting went very well, we received great feedback, and many stated they would support our ask.
- Next up is a February 20 meeting with the Senate Appropriations Committee. It will be a similar format to the Ways and Means Committee. We are hopeful that this Committee will support our ask as well.
- In addition to the ask we have been working with Representative Behning, Chair of the Education Committee, and a supporter of Goodwill and The Excel Center, HB 1634. This proposed bill would support growth, but also has limitations. We would get more money per seat and like other Charter schools, we could grow at our own pace, eliminating the need to come back every two years. Our concerns include the State Board of Education missing language around dual credits being of value and funding being limited to adults under 22.

- We were able to meet with Rep. Behning to provide feedback, but some of the concerning aspects of the bill are still in there. We will continue to stay very close to this bill.
- We still have another 2.5 months to continue this work and will have a firm answer by the next meeting.

There was further discussion on this topic and exporting the model to the rest of the country.

Doris Pryor remarked on the GEI Board Bylaws, noting the need for an update due to non-relevant items. She commented that a red-line copy would be sent out for review and a deeper dive into the document will be done at the next board meeting.

Sarah Thomas reported for The Excel Center National Office noting a recent Lunch and Learn with Goodwills from Terre Haute and Evansville, Indiana. She also highlighted Goodwill Industries of the Valley in Roanoke, VA, and Goodwill of Colorado in Colorado Springs, CO in Phases One and Two of the report.

Katie Bustamante also commented on The Excel Center National Office noting Goodwills in Phases Four and Five. She commented that Rockford, MD now has capital spends and Washington, DC has just hit 500+ graduates to date. Katie also noted the National Conference keynote speaker will be Doris Pryor. Any Goodwill can attend regardless of the Phase they are in. She commented that the “85 schools by 2030” goal/projection is moving forward with measured growth.

Rachel Eble reported for the Foundation, highlighting the following:

- Thank you for giving and 100% participation by this Board.
- Watch for upcoming events – would love for all members to attend.
- Directors will be receiving a new ask for 2023 via email today.
- Unboxed event set for September 14 this year – Nick Ison will be the contact person.
- The Goodwill Young Leaders are looking for new recruits, please consider bringing forward a name of someone you think would be a good fit for this group – great entry point into Goodwill.
- The Annual Fund goal for 2023 is \$1 million. The strategic goal is for the fund to be sustainable, renewable, and replaceable giving. This is the building block of all other fundraising and monies are deployed where needed most.

The meeting was adjourned.