

GOODWILL EDUCATION INITIATIVES, INC.
BOARD OF DIRECTORS MEETING
August 7, 2023

MINUTES

The Board of Directors of Goodwill Education Initiatives, Inc. met at 10:30 a.m. August 7, 2023, at Goodwill's headquarters. Present were:

Gita Baker, present
Kofi Barko, present
Garland Graves, present
Perry Griffith, not present
Kent Kramer, present
Jay Oliver, present
Don Palmer, present
Laura Pickett, present
Doris Pryor, not present
Josh Shelton, not present

Staff:

Shelley Ashley	Kim Myers
Josh Cooper	Lakia Osborne
Ivan Cropper	Khalilah Palmer
Betsy Delgado	Kari Podany
Sheila Dollaske	Dan Scott
Corey Emery	Sarah Thomas
Matt Fortney	Jen Wade
Lynn Greggs	

Guests:

Carl Conwell – Goodwill TEC Director, Terre Haute
Meredith Osburn – Goodwill CEO, Terre Haute
Connie Ralph – Goodwill CEO, Evansville

Board Chair Gita Baker presided and called the meeting to order.

On a motion by Laura Pickett, duly seconded, the meeting minutes for the May 1, 2023, Board of Director's meeting were approved as previously distributed. Roll call by individual members' present were all in agreement of approval.

Josh Cooper gave the Treasurer's Report for the period ending June 30, 2023. Josh noted the Central Office total year-to-date revenue is \$5,483,000, \$843,000 ahead of budget (GEI only) and total year-to-date operating income of \$606,000, \$574,000 ahead of budget (GEI only). The National Office total year-to-date revenue is \$666,000, 401,000 behind budget and total year-to-date operating income is (\$285,000), \$327,000 behind budget. Grants total year-to-date revenue is \$499,000, \$499,000 ahead of budget and total year-to-date operating income is (\$431,000), \$217,000 behind budget. Private funding is behind budget due to a change in timing for the next installment of the Charter School Growth Fund to the National Office. Service Fee Income - GEI is ahead of budget due to the additional GEI fees assessed in June. Depreciation is over budget due to Fixed Asset clean up completed in March.

On a motion by Laura Pickett, duly seconded, the financials through June 30, 2023, were approved unanimously. Roll call by individual members' present were all in agreement of approval.

Kent Kramer gave the Legislative Update, highlighting the following:

- We were approved for our request of 1,650 seats, which included the addition of Excel Centers in Evansville and Terre Haute scheduled to open in 2024 as well as the Southeast location and a site in Columbus.
- Thankful for board support, legislators, Goodwill CEOs from Evansville and Terre Haute, Lab for Economic Opportunities (LEO) testimony, the marketing staff, and many others.
- Will be requesting an increase in the \$6,750 per seat in the next session.
- The Goodwill Unboxed event will invite legislators to attend for continued advocacy.

Kent then reported on the Annual Board Self-Assessment Survey, noting the following:

- Assessments are good practice and are required by our authorizers.
- 5 of 7 Directors completed the survey (does not include two new board members).
- Results will be utilized to help form topics for future meetings.
- Overall, a very good survey with a few “disagrees” and no “strongly disagree” measurement.
- There were also a few “I don’t know” responses, which will also help to frame future topics for board meetings and communication.

Khalilah reviewed the Phase 4 and 5 statuses of Goodwill’s noted in the National Office report, highlighting that Goodwill Kentucky had their first graduation, Goodwill of Northern and Central Arizona had their first graduate, Baltimore has hired their leadership team and will open in September, and the Palmetto Goodwill is opening in August with 150 candidates and a waitlist.

Sarah Thomas commented that Evansville has moved into Phase 3. She pointed to the National Network of Excel Centers map, noting green dots are open Excel Centers, yellow squares are in the process and blue triangles are approved to open. There will be 40 in total open by the end of the year.

Betsy noted the function of the National Office is to work with Goodwills across the country to help growth and expansion of the model. The long-term strategic goal is 85 by 2030. There has been an invitation from two funders to apply for separate grants totaling \$4 million, which will go toward a plan of sustainability. Funding is included in the Strategic Plan.

There was discussion regarding schools in TX, which operate the regular school model and one included inside their women’s prison.

Nick Ison reported on the Goodwill Unboxed event on September 14 at the AMP from 6 – 10 pm. He also commented on the private reception from 5 – 6 pm hosted by Mark Denien. He noted sponsorships are going well and they have moved into ticket sales. He encouraged Directors to attend.

Gita noted that at our last meeting in May when the annual governance takes place, we approved the President (Kent Kramer) and Secretary/Treasurer (Dan Riley) as Officers of the Board. Therefore, with a new CFO in place, Matt Fortney, there will need to be a motion and vote for Matt as the Secretary/Treasurer.

On a motion by Jay Oliver, duly seconded, the board unanimously approved Matt Fortney as Secretary/Treasurer.

There was open discussion on reviewing days of week and times for board meetings moving forward and it was unanimously decided to move all subsequent meetings to a 9:00 am start time. (Directors not attending gave their agreement via email consent).

The meeting was adjourned.