GOODWILL EDUCATION INITIATIVES, INC.
BOARD OF DIRECTORS ANNUAL MEETING
May 19, 2025

MINUTES

The Board of Directors of Goodwill Education Initiatives, Inc. met on May 19, 2025, at The Excel Center – Southeast location. Present were:

Gita Baker, present
Kofi Barko, present
Patricia Castaneda, not present
Garland Graves, present
Perry Griffith, present
Kent Kramer, present
Jay Oliver, present
Don Palmer, present
Laura Pickett, present
Josh Shelton, present/virtual

Staff/Other:

Shelley Ashley
Katie Bustamante
Ivan Cropper
Betsy Delgado
Rachel Eble
Corey Emery
Matt Fortney
Emily Fritsch
Lynn Greggs
Amanda Grube
Mirian Henry
Kim Myers
Lakia Osborne
Kari Podany
Dan Scott
Sarah Thomas

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

On a motion by Don Palmer, duly seconded, the meeting minutes for January 27, 2025, Board of Director's meeting were approved as previously distributed. Roll call by individual members' present were all in agreement of approval.

Matt Fortney and Lynn Greggs gave the Treasurer's Report for the period ending March 31, 2025. Matt/Lynn reviewed financial statements showing $35.6 million in consolidated revenue, $2.6 million in operating profit, and a cash balance of $12.9 million. They discussed a decrease in other current assets due to timing of software agreements and noted $420,000 in foundation health funds at the school level and $27.9 million at the National office.

There was discussion on the strategy of what the cash is going to be spent on including the authorizer's minimum amount that needs to be on hand for each school. There was a request for a breakdown of cash spending at a future meeting.

On a motion by Perry Griffith, duly seconded, the financials through March 31, 2025, were approved unanimously. Roll call by individual members' present were all in agreement of approval.

Kent Kramer gave the legislative update, highlighting the following:

- The better part of the two years has been focused on increasing our seat allotment, which has been at $6,750 for eight years. Several elected officials bought into our plan and the Excel Centers were in a good position at the start.

- Since the Governor released his budget, followed by the House and Senate versions, there has been a 5% reduction in our allotment, to a 2 % increase, to where numbers currently landed, which has quite a bit of grey area in it.
- Breakdown:
    - Excel Centers stayed flat in the number of seats appropriated, which is 6,550 for all 24 Excel Centers across the state, and the funding spelled out in the line item also states that Excel Centers will get the same $6,750.
    - In another part of the budget, Excel Centers are under appropriated with a spending cap that is $3 million less on an annual basis for all Excel Centers, which would only affect us if the others hit their count goal but is unlikely in year one.
    - For year two, work is ongoing with strategies that could help us, should the ceiling be reached. Betsy and Kent have lunch planned with Secretary Jenner and have begun our outreach to others.

Kent noted there are grey areas but is grateful the Excel Centers did not take the hit that several other programs did. He is optimistic of weathering the storm and will be ready to advocate should the actual revenue numbers exceed forecast and there is revenue to invest.

There was discussion on funding, high quality diplomas and sharing out success stories.

Kent also commented on the board's annual self-assessment survey. He instructed Directors to watch for an email through OnBoard asking them to complete the Board Self-Assessment. The charter authorizers require this annually, and Executives utilize the results to help establish board meeting topics. Directors will receive notice to complete in the first two weeks of June.

Gita Baker reported on behalf of the Governance Committee who recommended the following:

<u>For election to a three-year term as Director:</u>
Laura Pickett (2022)
*Don Palmer (2022)
*Gita Baker (2020)

<u>For election to a one-year term as Officer:</u>

Chair	Gita Baker
Vice Chair	Laura Pickett
Secretary	Kofi Barko
President	Kent Kramer
Treasurer	Matt Fortney

<u>To be appointed by GCSI Board for a three-year term as Director – May 22, 2025:</u>
*Don Palmer (2022)
*Gita Baker (2020)

*The bylaws of Goodwill Education Initiatives, Inc. (GEI) require that a majority of the GEI board be appointed by the board of directors of Goodwill of Central & Southern Indiana, Inc.

On a motion by the Governance Committee, duly seconded, the board unanimously approved the slate as presented. Roll call by individual members' present were all in agreement of approval.

Katie Bustamante and Sarah Thomas provided National Office updates, highlighting new Excel Center locations plotted on the national network map and ongoing projects like data automation and curriculum development. Sarah commented on the three areas of focus: 1) College and Career Readiness (CCR); 2) Onboarding professional and leadership development; 3) Benchmarking tool. Following the recent successful completion of the national conference in St. Louis, Missouri, Sarah noted next year's national conference will be in Little Rock, Arkansas. Sarah noted an application had been submitted to the Ballmer Group for a $4.8 million grant to continue to fund the National Office team.

Rachel Eble reported on the Foundation, highlighting the following:

- Goodwill Young Leaders are holding their annual Gather for Goodwill event on July 17 at the Half Liter BBQ from 6 – 9 pm. The theme is "All Star Games". She encouraged members to buy tickets and attend.
- The Goodwill Unboxed event will happen again this year on September 10. She noted they already have some top-level sponsors including Sullivans as the title sponsor and are on track to exceed their goal.
- She encouraged all to purchase tickets before they sell out.
- June 30 will be the last day for donations to meet the new fiscal year deadline.
- The annual fund goal is $1.2 million.

The meeting was adjourned.