Goodwill Industries of Central Indiana & The Excel Center:

Paving the Road to Postsecondary Education and Better Jobs
More than 1 million jobs are projected to be available between now and 2025.

More than half of the job postings in the wealth driving sectors generally require an industry certification or associate’s degree.

In Indiana, 55% of jobs require technical skills, but only 49% of the workforce is qualified.
HIGH SCHOOL DROPOUTS

• Roughly 15% of Hoosier adults lack a high school diploma
  – Approximately 700,000 people
  – At least 7,000 students every year

• Lifetime earnings are $327,000 less than a graduate

• Increases likelihood of future dropouts
  • 50% -- the increased likelihood of a dropout’s child to be a future dropout than a graduate’s child
  • 5% -- the dropout rate of children whose parents graduate high school and have some post-secondary education
HOW WE GOT STARTED/WHAT WE SAW

For many years Goodwill served as a resource for job search and placement support but most individuals only qualified for low-paying jobs – limited options.

Mayor Bart Peterson, the first mayor with chartering authority, urged Goodwill of Central Indiana to consider a charter school

• 2004: Launched Indianapolis Metropolitan High School

• 2010: Opening of The Excel Center
THE EXCEL CENTER
Our Model & Our Outcomes
KEY ELEMENTS OF THE MODEL

• Year-round with flexible morning, afternoon and evening class offerings
• Free child drop-in centers and transportation assistance
• Life coach for each student
• Blended courses and licensed teachers
• Individual attention and support
• High school diploma + dual credit or industry certification
• Prepares graduates to be “work-ready”
GOODWILL’S WRAPAROUND APPROACH

• One Goodwill connection is an all-Goodwill connection
• Meet individuals/families where they are in life
  • Two generation impact = real change
  • What’s the path to the next level?
• Address continuum of needs at various stages
  • Job readiness evolves to career advancement
  • Income changes – up & down
  • Child care, development, education plan
  • Housing, transportation
GRADUATE OUTCOMES

• More than 2,000 graduates
• More than 850 post-secondary credentials earned by graduates this year
GRADUATE OUTCOMES

Number of diplomas meaningless unless they lead to economic success

- Increased educational attainment and wages positively impact all other social issues

EXCEL IMPACT STUDY

Dr. Michael Hicks, Director of Center for Economic Research, Ball State University

- Excel Center graduates, inception through June 2013
- Follow-up analysis of 2013-14 graduates showed strong economic results

<table>
<thead>
<tr>
<th>Excel Center Impact Analysis</th>
<th>Annualized Employment Effect</th>
<th>Average Annual Wage Growth</th>
<th>Total Benefit per Capita</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graduates</td>
<td>$4,758</td>
<td>$4,572</td>
<td>$9,330</td>
</tr>
<tr>
<td>Non-Graduates</td>
<td>-$2,021</td>
<td>$2,856</td>
<td>$835</td>
</tr>
<tr>
<td>Never Attended</td>
<td>-$2,361</td>
<td>$17</td>
<td>-$2,344</td>
</tr>
</tbody>
</table>

Change in employment for 2013–14 graduates

- 88% % Employed or in college post-grad
- 73% % Unemployed at entry
## GROWTH AND EXPANSION

<table>
<thead>
<tr>
<th>Year</th>
<th>Schools</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>Indianapolis, IN</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>Indianapolis, IN (2 sites)</td>
<td></td>
</tr>
</tbody>
</table>
| 2012 | Anderson, IN  
Indianapolis, IN                                   |       |
| 2013 | Indianapolis, IN  
Kokomo, IN  
Lafayette, IN  
Richmond, IN                                              |       |
| 2014 | (Goodwill Industries of Central Texas)                       |       |
| 2015 | Noblesville, IN  
Indianapolis, IN  
(Goodwill of Michiana)  
(Memphis Goodwill)                                           |       |
| 2016 | Shelbyville, IN  
(Goodwill of Greater Washington)                          | 4,400 |
Congratulations Memphis Graduates!