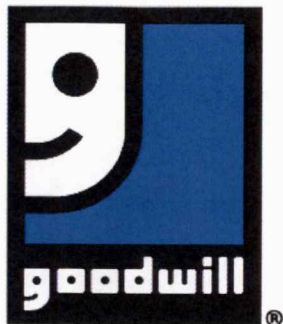


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JUN 06 2024

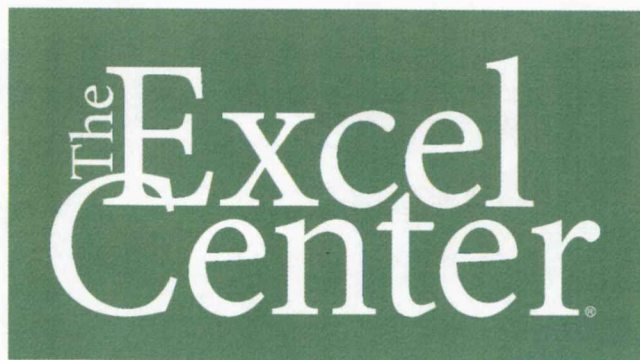
CITY CLERK



WABASH VALLEY
Goodwill



TIME TO CELEBRATE

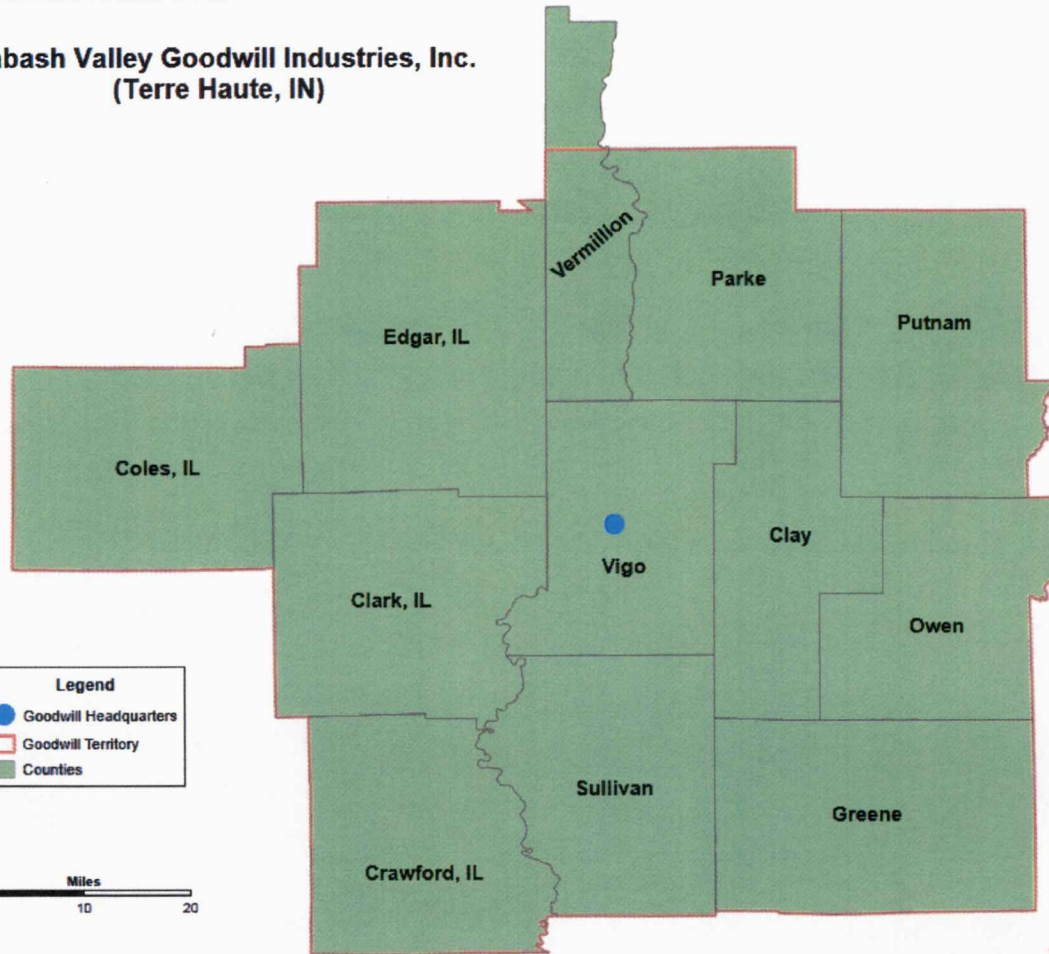




.....since 1927



Wabash Valley Goodwill Industries, Inc.
(Terre Haute, IN)




Updated August 2012

THE CHALLENGE

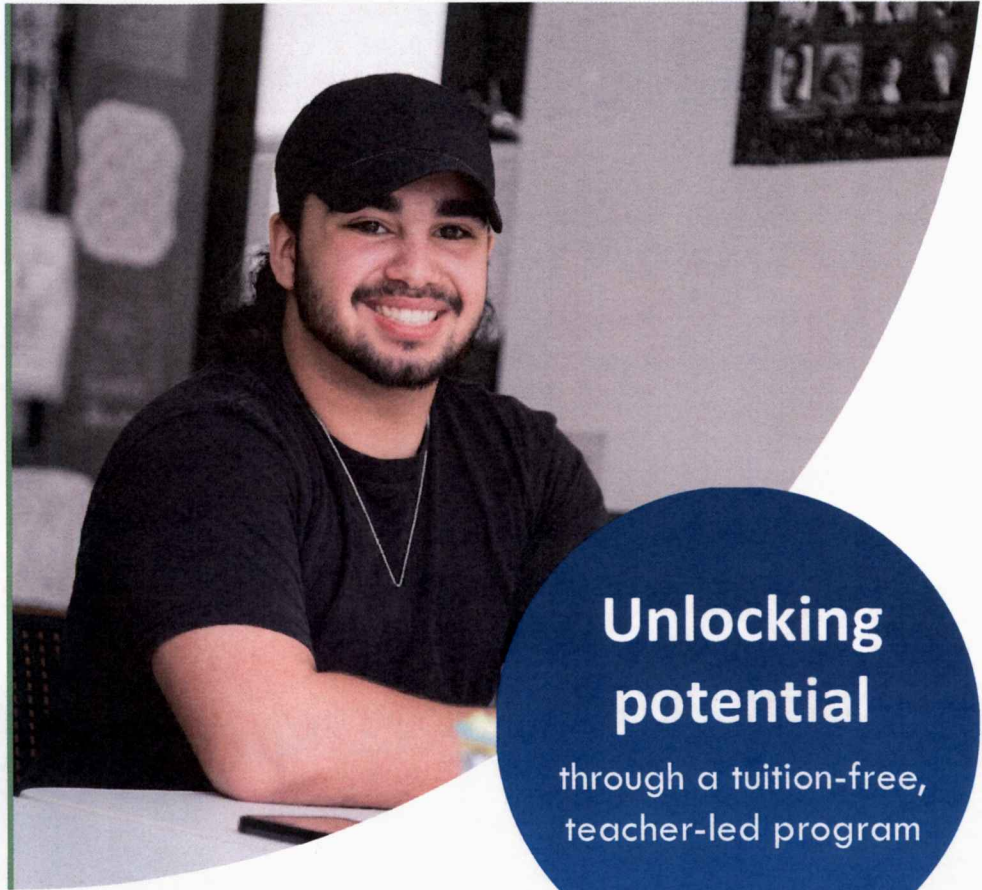
29 Million American Adults Without a High School Diploma

A high school diploma is the passport to participation in today's labor market. In Indiana nearly 600,000 adults do not have a high school diploma.

As the number of jobs requiring some form of education beyond high school continues to grow, people without a high school diploma are falling even farther behind.



Children of adults without a high school diploma are **2X more likely** to drop out of their traditional schooling.



Unlocking potential
through a tuition-free, teacher-led program

THE SOLUTION



Goodwill's high school for adults imagines a future where any adult without a high school diploma can access a free and excellent education that empowers them to increase their independence, attain meaningful employment and reach their full potential.

HOW WE EXCEL

We meet underserved students where they are in their education by:

1

Removing
barriers to
education

2

Providing
life coaches

3

Awarding
a state-
recognized,
high-quality
high school
diploma

4

Supporting
transitions to
college and
career

5

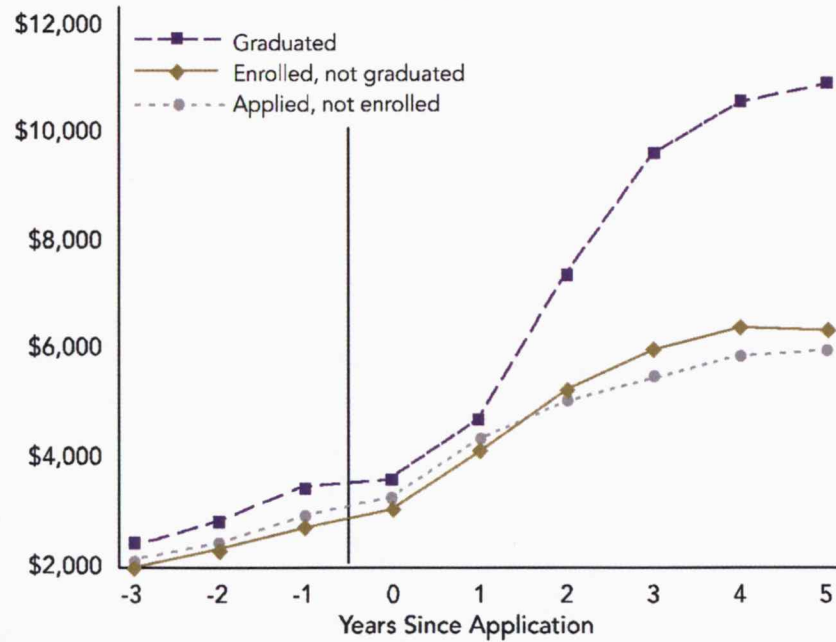
Ensuring
continuous
improvement

Excel Center of West Central Indiana Timeline

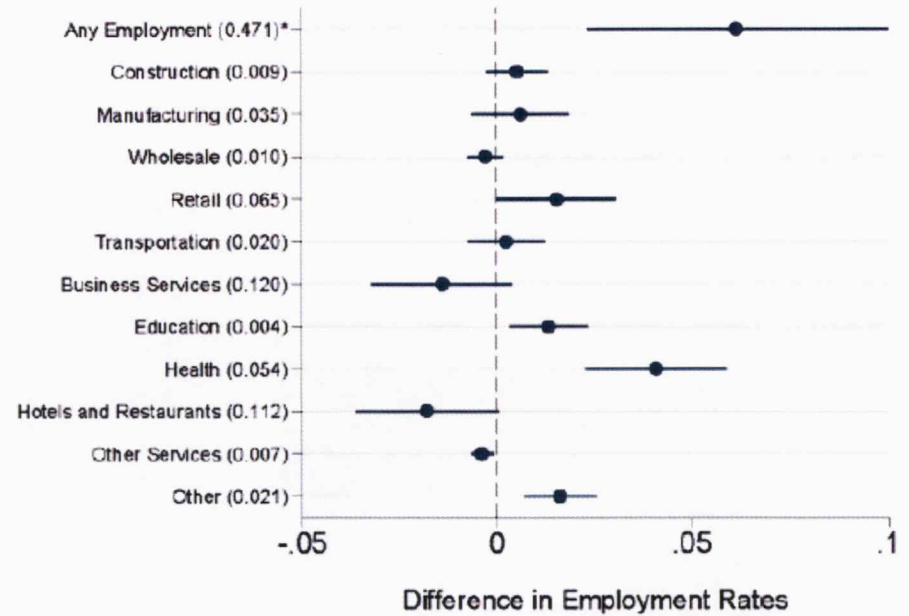
- December 2022: Excel Center Feasibility Study concluded. Determined that this model is self-sustaining for West Central Indiana
- April 2023: Approved for 300 seats for West Central Indiana
- July 2023: Excel Center of WCI Director was hired
- September 2023: Goodwill Workforce Enterprises was 'formed', the operating 501c3 for the Excel Center of WCI
- December 2023: Application was authorized to open the adult high school
- June/July 2024: Excel Center staff recruitment, hiring, training, and development
- May 1, 2024: Excel Center student enrollment opened **30 students enrolled as of 6/2/2024**
- August 5, 2024: First Day of classes for the Excel Center of WCI
- August 2024: Construction begins on the build-out of the school space (Meadows Shopping Center)
- February 2025: Transition from temporary basement location to the permanent space

LONG-TERM, TRANSFORMATIONAL RESULTS FOR FAMILIES AND COMMUNITIES, continued

Average earnings of 2013 Excel Center applicants in Indiana



Probability of Employment in Different Sectors



Research conducted by Laboratory for Economic Outcomes (LEO) at the University of Notre Dame



WABASH VALLEY
Goodwill



LONG-TERM, TRANSFORMATIONAL RESULTS FOR FAMILIES AND COMMUNITIES, continued

Workforce Development

40% increase in employment
20% greater workforce participation

Reduced Unemployment

70% of grads are employed within six months, with a 50% wage increase

Decreased Reliance on Social Services

At least \$ 10MM in annual public assistance savings and \$17.4MM in federal government public assistance savings as a result of Excel Center interventions.

Increased Consumer Spending

Grads are 11% more likely to be employed in the formal sector.

An estimated \$3MM in additional earnings annually by Excel Center Grads.

Reduced Crime Rate

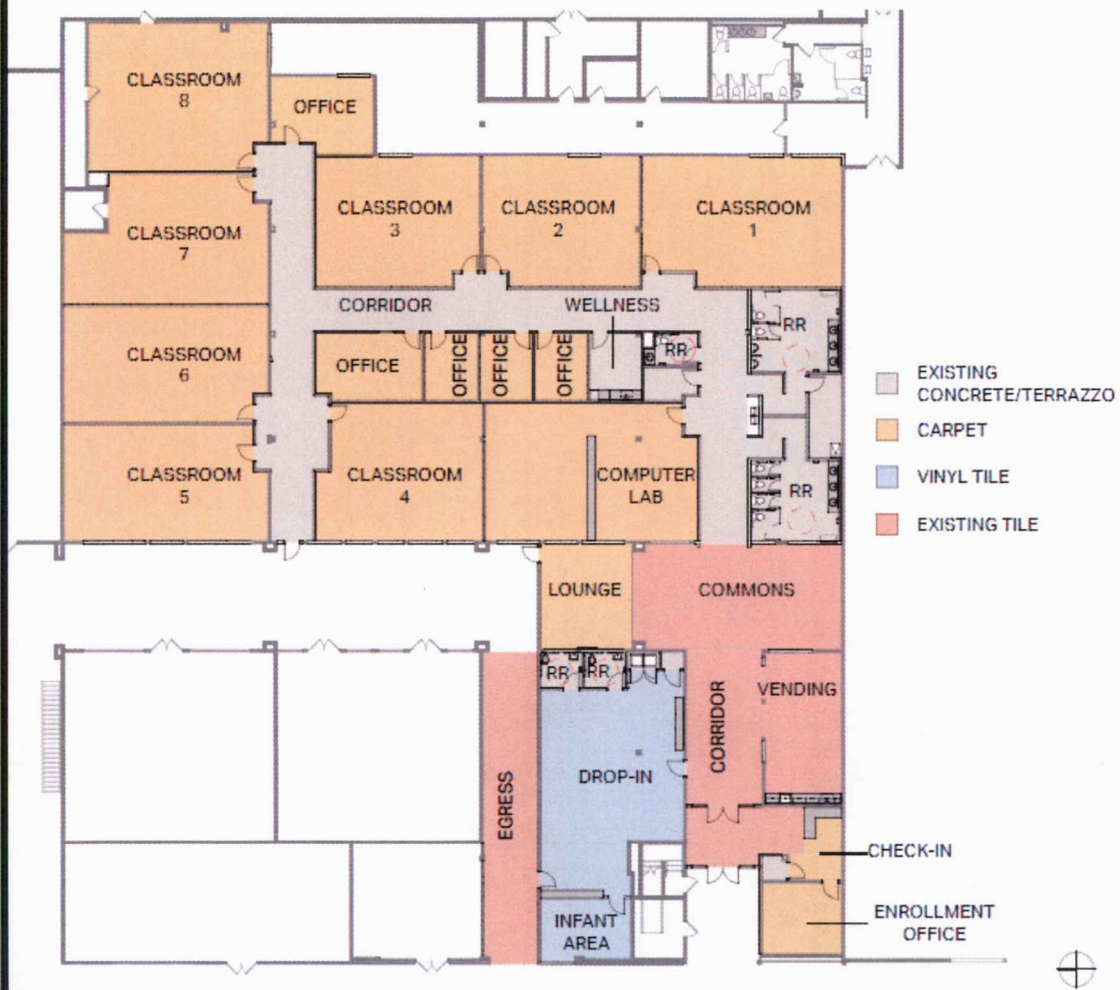
High school drop-outs are 3.5 times more likely to be arrested, and more than 8 times as likely to be incarcerated. Bureau of Justice sites 68% of state prison inmates did not receive a high school diploma.



Construction
Build Out
Plans

The Meadows
Shopping Center

Terre Haute, IN



FINISH PLAN

STUDIO AXIS

**Excel Center
Start-Up
Budget**

Years 0 – 5

*ADM
reimbursement
\$ 6750/student

**Includes ARPA
request of
\$ 250,000

	2023-2024	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029
Budgeted Student Count	0	150	200	300	300	300
ADM Reimbursement*	0	\$1,012,500	\$1,350,000	\$2,025,000	\$2,025,000	\$2,025,000
Operating Expenses	\$ 514,626	\$1,164,274	\$1,356,208	\$1,708,859	\$1,746,850	\$1,794,841
Operating Margin	-\$ 514,626	-\$151,774	-\$6,208	\$316,141	\$278,150	\$230,159
Capital Expenses	\$ 261,095	\$2,800,000				
Free Cash Flow Before Grants	-\$ 775,721	-\$2,951,774	-\$6,208	\$ 316,141	\$ 278,150	\$ 230,159
Cumulative Free Cash Flow Before Grants	-\$ 775,721	-\$ 3,727,494	-\$3,733,703	-\$ 3,417,561	-\$ 3,139,411	-\$ 2,909,251
Capital Stacking Opportunities	\$ 287,500**	\$ 2,900,000				
Gift from WV Goodwill	\$ 520,000					
Potential Free Cash Flow	\$ 31,779	-\$ 51,774	-\$ 6,208	\$ 316,141	\$ 278,150	\$ 230,159
Potential Cumulative Free Cash Flow	\$ 31,779	-\$ 19,994	-\$ 26,203	\$ 289,939	\$ 568,089	\$ 798,249

IT'S
TIME
TO
EXCEL

THANK YOU!!

QUESTIONS?

