The Excel Center®

Why The Excel Center?
What is its history and journey?
Does it work?
Why does it work?
WHY PURSUE A HIGH SCHOOL DIPLOMA?

Turning point to provide adults the opportunity to pursue a high school diploma was based on research linking various social issues:

- Educational attainment
- Crime
- Health
- Drug and alcohol abuse
- Employment
- Poverty

Each issue influences the others

- Ex: As poverty increases, educational attainment decreases, crime increases, health decreases
The Excel Center school opened in fall 2010

- Opened 1 site with 300 students
  - Better serving older students in traditional high school
- With support from local authorizers, rapid expansion began in fall 2011, while improving the school model
- The Excel Center opened its first school in 2010.
- Rapid expansion followed in 2011.
- With growing interest from the Goodwill Movement, The Excel Center Network started in 2013.

<table>
<thead>
<tr>
<th>State</th>
<th>Legislation</th>
<th>Number of Schools</th>
<th>Number of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>IN (2010-2017)</td>
<td>-Opened without legislative barriers -Legislation introduced</td>
<td>12</td>
<td>300 → 3,600 (GEI) 600 (South Bend Goodwill)</td>
</tr>
<tr>
<td>TX (2014)</td>
<td>-Legislative pilot approved -Legislation introduced</td>
<td>1</td>
<td>500</td>
</tr>
<tr>
<td>TN (2015)</td>
<td>-Opened without legislative barriers -Pursuing regulatory changes</td>
<td>1</td>
<td>350</td>
</tr>
<tr>
<td>DC (2016)</td>
<td>-Opened without barriers</td>
<td>1</td>
<td>350</td>
</tr>
<tr>
<td>AR (2017)</td>
<td>-Legislative pilot approved</td>
<td>1</td>
<td>125</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td><strong>18</strong></td>
<td><strong>5,525</strong></td>
</tr>
<tr>
<td>MD (2018)</td>
<td>-Legislation passed (2017)</td>
<td>1</td>
<td>300</td>
</tr>
<tr>
<td>IL</td>
<td>-Legislation passed (2017)</td>
<td>1</td>
<td>pending funding</td>
</tr>
</tbody>
</table>
## CURRENT NATIONAL NETWORK

<table>
<thead>
<tr>
<th>Phase 1: Feasibility &amp; Discovery</th>
<th>Phase 2: Community Development</th>
<th>Phase 3: Prospectus &amp; Planning</th>
<th>Phase 4: Implementation</th>
<th>Phase 5: Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Assessment of:</td>
<td>• Legislative work</td>
<td>• Development and</td>
<td>• School start-up and</td>
<td>• Ongoing support</td>
</tr>
<tr>
<td>- legal and regulatory</td>
<td>- Developing stakeholder</td>
<td>submission of school</td>
<td>- Staff hiring and</td>
<td>and consultation</td>
</tr>
<tr>
<td>landscape supporting</td>
<td>- buy-in</td>
<td>application</td>
<td>- training</td>
<td>• Access to</td>
</tr>
<tr>
<td>The Excel Center</td>
<td></td>
<td></td>
<td></td>
<td>trademark and</td>
</tr>
<tr>
<td>- Available funding</td>
<td></td>
<td></td>
<td></td>
<td>model materials</td>
</tr>
<tr>
<td>- Capacity of local Goodwill</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>____________________________</td>
<td>______________________________</td>
<td>______________________________</td>
<td>__________________________</td>
<td>____________________</td>
</tr>
<tr>
<td>• Phoenix, AZ</td>
<td>• Rockford, IL</td>
<td>• Baltimore, MD</td>
<td>• Goodwill Industries</td>
<td>• Austin, TX</td>
</tr>
<tr>
<td>• Charleston, SC</td>
<td>• Louisville, KY</td>
<td></td>
<td>of Michiana – Hammond,</td>
<td>• South Bend, IN</td>
</tr>
<tr>
<td></td>
<td>• Rochester, NY</td>
<td></td>
<td>IN</td>
<td>• Memphis, TN</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>• Washington D.C.</td>
</tr>
</tbody>
</table>

### CURRENT NATIONAL NETWORK

- **Phoenix, AZ**
- **Charleston, SC**
- **Rockford, IL**
- **Louisville, KY**
- **Rochester, NY**
CURRENT NATIONAL NETWORK

Established
- Austin, TX
- Memphis, TN
- South Bend, IN
- Washington, DC
- Hammond, IN
- Little Rock, AR
- Gary, IN (2018)

Pending
- Baltimore, MD (2018)

Pursuing
- Rockford, IL
- Phoenix, AZ
- Charleston, SC
- Louisville, KY
THE MISSION

The mission of The Excel Center is to provide adults who have dropped out of school the opportunity and support to earn a high school diploma and post-secondary education (certification or dual credit) while developing career paths that offer greater employment, college and career growth opportunities.

- Meet students “where they are”
- Navigate academic and non-academic barriers to success
THE BUILDING BLOCKS

• Flexible, year-round schedule
• Free drop-in childcare centers and transportation assistance
• Barrier removal (every student gets a life coach)
• Target is a rigorous high school diploma combined with dual credit or industry certification
• Focus is on qualifying them as “work-ready”
• Mature learning environment
The Excel Center Model

Key Pillars:
- Secondary-Level Education
- Postsecondary Education and Career Pathways
- Coaching

Structures and practices for student success:
- Flexible scheduling available to meet needs of working and busy adults
- Available transportation and easy access for non-driving students
- Child care provided for students with children
- Mature learning environment: Student population is a mix of younger and older students
DOES IT WORK? - MEASURABLE ACTIVITIES

SEPTEMBER 2010 – JANUARY 2017

2,392 GRADUATES

3,589 industry-recognized certificates or credentials earned by graduates

5,238 dual (college) credits earned by students at The Excel Center
## DOES IT WORK? - MEASURABLE OUTCOMES

<table>
<thead>
<tr>
<th>Program</th>
<th>Eligibility Change</th>
<th>Per Capita Savings (Annual)</th>
<th>Total Annual Savings (All Graduates of the Excel Center)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Healthy Indiana Plan</td>
<td>-11.66%</td>
<td>$504.83</td>
<td>$1,207,553</td>
</tr>
<tr>
<td>SNAP</td>
<td>-11.70%</td>
<td>$61.89</td>
<td>$148,041</td>
</tr>
<tr>
<td>EITC (State)</td>
<td>-25%</td>
<td>$64.67</td>
<td>$154,691</td>
</tr>
<tr>
<td>EITC (Federal)</td>
<td>-25%</td>
<td>$162.21</td>
<td>$388,006</td>
</tr>
<tr>
<td>Total Impact</td>
<td></td>
<td>$793.60</td>
<td>$1,898,291</td>
</tr>
</tbody>
</table>

70% of The Excel Center graduates are employed and have a 50% wage increase six months after graduation.

38% of The Excel Center graduates are enrolled in post-secondary education, and 76% have a two-year persistency rate.

**Note:** Aggregate data is used for calculations. All calculations will be revised after obtaining individual level data from Indiana Department of Workforce. Census data for Indiana is used for calculations.
WHY DOES IT WORK?

Relationships
- Life Coaches
- Extended class periods
- Key part of culture

Rigor
- Face-to-face instruction
- Accelerated pace

Relevance
- Early focus on what comes next
- Transition to connected coursework
- Work experiences
MEET KATIE