Mission Statement
To work in partnership with businesses and organizations to meet their goals with consultation, program development, and quality training.

Business Institute Staff
Scott Anderson – Dean, Business & Technology
Kathleen Weber – Training Coordinator
Deb Hayenga – Coordinator, Business Institute & Conference Center
Highland Business Institute
YTD Report

FY-11
- 9 Companies Served
- 399 Total Students Served
  - Non-Credit (343)
  - Truck Driving (47)
  - BI Credit Generating (9)

FY-10
- 13 Companies Served
- 529 Total Students Served
  - Non-Credit (428)
  - Truck Driving (16)
  - BI Credit Generating (85)
Highland Business Institute
YTD Report

FY-11

• 71 Total Classes/Seminars/Consultation
  – Non-Credit (56)
  – Truck Driving (14)
  – BI Credit Generating (1)

• 329.0 Credit Hours Generated
  – Truck Driving (324.5)
  – BI Credit Hrs Generated (4.5)

• 107.63 Non-Credit Hrs Equiv.

FY-10

• 81 Total Classes/Seminars/Consultation
  – Non-Credit (61)
  – Truck Driving (6)
  – BI Credit Generating (14)

• 199.25 Credit Hours Generated
  – Truck Driving (112.0)
  – BI Credit Hrs Generated (87.25)

• 131.22 Non-Credit Hrs Equiv.
<table>
<thead>
<tr>
<th>FY-11</th>
<th>FY-10</th>
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</thead>
<tbody>
<tr>
<td>Berner Cheese Corporation (Stephenson)</td>
<td>Charles Electronics (Carroll)</td>
</tr>
<tr>
<td>Dura Automotive (Jo Daviess)</td>
<td>C.J. Vitner (Stephenson)</td>
</tr>
<tr>
<td>Forrestville Valley School District #221 (Ogle)</td>
<td>Chestnut Mountain Resort (Jo Daviess)</td>
</tr>
<tr>
<td>Highland Community College (Stephenson)</td>
<td>Design Mill (Jo Daviess)</td>
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<tr>
<td>Honeywell (Stephenson)</td>
<td>Elkay Manufacturing (Carroll)</td>
</tr>
<tr>
<td>Jo-Carroll Electric (Jo Daviess)</td>
<td>Galena Police Department (Jo Daviess)</td>
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<tr>
<td>Parkview Home (Stephenson)</td>
<td>Galena Territory Associations (Jo Daviess)</td>
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<tr>
<td>Quebecor World (Ogle)</td>
<td>Honeywell (Stephenson)</td>
</tr>
<tr>
<td>Stockton Cheese (Jo Daviess)</td>
<td>Invensys (Jo Daviess)</td>
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<td>Mechanical, Inc. (Stephenson)</td>
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<td>Office of Attorney General (Cook)</td>
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<td></td>
<td>Quebecor World (Ogle)</td>
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<td>Star Manufacturing (Stephenson)</td>
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</tbody>
</table>
Highland Business Institute
Breakdown of Classes Run Per Company

**FY-11**
- Community Ed: 23%
- Honeywell: 28%
- Truck: 20%
- Dura: 8%
- Stockton: 4%
- Quebecor: 7%
- All Other: 10%

**FY-10**
- Community Ed: 38%
- Honeywell: 27%
- All Other: 15%
- Truck: 7%
- Vitner: 5%
- Elkay: 4%
- Quebecor: 4%
Highland Business Institute
Breakdown of Classes Run Per Type of Training

FY-11
- Technical: 28%
- Community Ed: 23%
- Safety: 8%
- Computer: 15%
- Management: 4%
- Truck: 20%
- Other: 2%

FY-10
- Technical: 26%
- Community Ed: 38%
- Safety: 10%
- Computer: 4%
- Management: 12%
- Truck: 8%
- Quality: 2%
- Other: 2%
Highland Business Institute
Training Revenue Breakdown

FY-11 Income Breakdown

ICCB
($49,616)
41%

Company
($45,981)
38%

Truck
($25,820)
21%

FY-10 Income Breakdown

ICCB
($50,391)
40%

Truck
($8,710)
7%

Company
($67,791)
53%