Highland Business Institute
YTD Report
7/1/08-6/30/09

• 14 Companies Served
• 706 Total Students Served
  – 139 in BI Credit Generating
  – 0 in Truck Driving
  – 567 in Non-Credit

• Cancel Rate
  - FY-09 – 29.6%
  - FY-08 – 11.4%
  - FY-07 – 15.5%

• 81 Total Classes/Seminars/Consultation
  – 11 BI Credit Generating Classes
  – 0 Truck Driving Classes
  – 70 Non-Credit Classes

• 4.5 Credit Hours Generated
  – 0 Truck Driving
  – 4.5 BI Credit Hrs. Generated

• 268.4 Credit Hrs Equiv.
  – 268.4 Non-Credit
Single Companies which ran Contract Training Classes:

Charles Electronics (Carroll)
C.J. Vitner (Stephenson)
Design Mill (JoDaviess)
Dura Automotive (JoDaviess)
Forster Products (Carroll)
Freeport School District #145 (Stephenson)
HCC (Stephenson)
Honeywell (Stephenson)
Mitek (Stephenson)
Parkview Home (Stephenson)
Pinecrest Manor (Stephenson)
Quebecor World (Ogle)
Star Mfg (Stephenson)
State Bank of Davis (Stephenson)
Highland Business Institute
YTD Report - Classes
7/1/08 - 6/30/09

• Breakdown of Classes run per Company

<table>
<thead>
<tr>
<th>Company</th>
<th>Classes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Honeywell</td>
<td>31</td>
</tr>
<tr>
<td>HCC</td>
<td>12</td>
</tr>
<tr>
<td>Quebecor</td>
<td>8</td>
</tr>
<tr>
<td>FSD</td>
<td>3</td>
</tr>
<tr>
<td>Mitek</td>
<td>3</td>
</tr>
<tr>
<td>Dura</td>
<td>2</td>
</tr>
<tr>
<td>Forster</td>
<td>2</td>
</tr>
<tr>
<td>Star Mfg</td>
<td>2</td>
</tr>
<tr>
<td>All other</td>
<td>7</td>
</tr>
</tbody>
</table>

**Subtotal** 70

<table>
<thead>
<tr>
<th>Category</th>
<th>Classes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Ed</td>
<td>11</td>
</tr>
<tr>
<td>CDL Truck</td>
<td>0</td>
</tr>
</tbody>
</table>

**Total** 81
Highland Business Institute
YTD Report – Topics
7/1/08 - 6/30/09

- Type of Training - Number of Classes
  - Technical 34
  - Management 17
  - Community Ed 11
  - Health 9
  - Computer 4
  - Safety 4
  - Quality 1
  - SBDC 1
  - Total 81

![Pie chart showing the distribution of classes by type. Technical classes make up 42%, Community Ed 13%, Management 21%, Computer 5%, Safety 5%, Healthcare 12%, and All other 2% of the total classes.](chart.png)
Highland Business Institute
YTD Report Comparisons
Number of Single Company Contract & Multi-Company Training Business Customers

* Note: Effective FY-07 no longer recording Multi-Company
Highland Business Institute
YTD Report Comparisons

Number of Classes

<table>
<thead>
<tr>
<th>FY-09</th>
<th>FY-08</th>
<th>FY-07</th>
<th>FY-06</th>
<th>FY-05</th>
</tr>
</thead>
<tbody>
<tr>
<td>81</td>
<td>88</td>
<td>106</td>
<td>149</td>
<td>208</td>
</tr>
</tbody>
</table>

Number of Students

<table>
<thead>
<tr>
<th>FY-09</th>
<th>FY-08</th>
<th>FY-07</th>
<th>FY-06</th>
<th>FY-05</th>
</tr>
</thead>
<tbody>
<tr>
<td>706</td>
<td>763</td>
<td>863</td>
<td>1171</td>
<td>1723</td>
</tr>
</tbody>
</table>

Credit Hours Generated

<table>
<thead>
<tr>
<th>FY-09</th>
<th>FY-08</th>
<th>FY-07</th>
<th>FY-06</th>
<th>FY-05</th>
</tr>
</thead>
<tbody>
<tr>
<td>4.5</td>
<td>333</td>
<td>255</td>
<td>393</td>
<td>670</td>
</tr>
</tbody>
</table>

Credit Hours Equivalent

<table>
<thead>
<tr>
<th>FY-09</th>
<th>FY-08</th>
<th>FY-07</th>
<th>FY-06</th>
<th>FY-05</th>
</tr>
</thead>
<tbody>
<tr>
<td>268.4</td>
<td>279.4</td>
<td>460.73</td>
<td>422.72</td>
<td>519.38</td>
</tr>
<tr>
<td># of Classes</td>
<td>FY-05</td>
<td>FY-06</td>
<td>FY-07</td>
<td>FY-08</td>
</tr>
<tr>
<td>--------------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
</tr>
<tr>
<td># of Students</td>
<td>FY-05</td>
<td>FY-06</td>
<td>FY-07</td>
<td>FY-08</td>
</tr>
<tr>
<td># of Students/Class</td>
<td>FY-05</td>
<td>FY-06</td>
<td>FY-07</td>
<td>FY-08</td>
</tr>
</tbody>
</table>
Highland Business Institute
YTD Report – FY -09 vs FY-08

FY-09 Training Income Breakdown
• ICCB Subsidize Grant- BI $20,573
  • FY09 total grant is $50,573
  • SBDC Received $30,000
  • BI received remaining $20,573
• ETIP Training Grants $17,185
  • FY09 7/1/08 – 6/30/09 $17,185
• Company Charges & Other Revenue $68,358
• Net Truck $0
• Total $106,116

FY – 08 Training Income Breakdown
• ICCB Subsidize Grant- BI $20,704
  • FY08 total grant is $50,704
  • SBDC Received $30,000
  • BI received remaining $20,704
• ETIP Training Grants $41,995
  • FY08 7/1/07 – 6/30/08 $41,995
• Company Charges & Other Revenue $65,158
• Net Truck $17,592
• Total $145,449
Highland Business Institute
FY-09 vs FY-08 YTD Report (without CDL) Need work – for next year

Training Income Breakdown

• ICCB Subsidize Grant-BI $20,704
  • FY08 total grant is $50,704
  • SBDC received $30,000
  • BI received remaining $20,704

• ETIP Training Grants $41,995
  • FY08 7/1/07 – 6/30/08 $41,995

• Company Charges & Other Revenue $65,158

• Total $127,857
Highland Business Institute
FY-09 Cancel Report

**FY-09**
- 81 Classes Scheduled
- 24 Classes Canceled
- 29.6% Cancel Rate

**FY-08**
- 88 Classes Scheduled
- 10 Classes Canceled
- 11.4% Cancel Rate

**FY-07**
- 116 Classes Scheduled
- 18 Classes Canceled
- 15.5% Cancel Rate