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CAREER COLLEGE UPDATES

Specs Howard Honored on His 80th Birthday With "This is Your Life" Surprise Tribute

Son and school CEO Jon Liebman planned a major surprise for his father that included a decoy party and fake graduation to provide cover for the real event. p.1

Univision's WUDT Channel 23 Collaborates With Specs Howard School to Produce Public Affairs Show for Metro Detroit's Hispanic Community

Shot at the school, "Informando" will focus on topics of importance to the area Hispanic community. Detroit is the largest market in the U.S. without a daily Spanish paper or FM radio station. p.2

How Career School Helped Heather Find Her Way

Washington's 250 private vocational colleges gaining visibility and boosting enrollments

There are over 35,000 students attending Washington's private career colleges according to Gena Wikstrom, executive director of the Washington Federation of Private Career Schools and Colleges. p.3

Motorcycle Mechanics Institute Female students achieve and excel

While women in the field may still run into discrimination at some point in their careers, those who approach the field with dedication will be treated with respect. p.5

Baker College Makes GetEducated.com Top Best Buys Lists

Baker Center for Graduate Studies was named as one of the Top 25 Best Buys in distance learning MBAs. Baker College Online was named a Top 10 Ranked Best Buy for its human resources graduate and undergraduate degrees. p.9



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Kaplan Financial Offers Training Solutions for New California Continuing Education Requirements

Kaplan has released a new four-hour annuity training course, in textbook and online formats, to help meet the new CE requirements. p.9

Apollo's Sperling Puts Up Cash to Defeat Marriage Ban

Sperling is the largest contributor (\$91,000) to Arizona Together, the group that opposes the gay marriage ban and supports gay rights. p.10

The Relentless Pursuit of Trump University

Once enrolled, the "student" receives a barrage of spam e-mails offering yet more courses and products. There is no end to what the "Donald" wants to sell his students. p.11

NEW CAMPUS LOCATIONS

UoP Expands to South Carolina

University of Phoenix will open a new campus in Columbia in April 2007. p.12

ITT Announces the Opening of Two New Learning Sites

The learning sites are extensions of the ITT Technical Institute campuses in Canton, Michigan and San Diego, California. p.13

PERSONNEL APPOINTMENTS AND PROMOTIONS

Veteran Attorney and Well-Known Political Figure Joins CECO

Bill O'Connor, a highly regarded Chicago attorney and distinguished political veteran, will serve as vice president and associate general counsel for regulatory law. p.14

EDUCATION TRENDS

Traditional Universities' Continuing and Professional Education Units Position to Win in the Online Education Market

The study by Eduventures reports that between 16 percent and 20 percent of the typical CPE unit's course enrollments are now from online

courses, and online enrollments are growing at an annual rate of 20 percent. p.15

Affordability, Diversity, and Enrollment Strategy Top the Eduventures "Hot List" of Burning Issues Facing Enrollment Management Professionals

Data indicates a transition from tactical "bread and butter" enrollment management issues—such as quality, retention and data management—to a focus on strategy and finances. p.16

Not-for-Profits Pushing Aggressively Online

In a survey, 82 percent of the for-profit institutions claim that they devote more than fifty percent of their budgets to online marketing versus only 40 percent for the not-for-profits. However the not-for-profits are planning budget increases and will become a force in the online space. p.17

U.S. Teenagers Setting Overly Ambitious Goals

The goals of many teens now outpace what they are likely to achieve, a problem that can lead to wasted time and resources as well as anxiety and distress. p.18

LEGAL ISSUES AND INVESTIGATIONS

Former Owner of Hair Academy Charged in Fraud Scheme

Laurie Yocum, former owner of a hair design school in Topeka, has been charged with 33 counts of wire fraud, one count of tampering with a witness and three counts of altering or destroying records. p.19

FINANCE AND INVESTMENT

For-Profit Schools Get Boost From Sluggish Economy

Well-established schools are experiencing growth in enrollment thanks to strong marketing efforts and a hot technology job market. p.20

PUBLIC POLICY

Tennessee Governor Pushes for "Wal-Mart Degrees"

The governor wants to tailor community

college programs to offer courses on retail management. p.21

Regulatory Activism?

As the Department of Education begins to craft its plan to carry out some of the Secretary of Education's Commission on the Future of Higher Education recommendations, accreditation appears to have become a likely target for changes. p.22

CORPORATE SCHOOL NEWS AND REPORTS

APOL Apollo Group, Inc.

Stanford Group Company analyst Trey Cowan has raised the company to a Buy rating and believes that the company may be winning the zero sum game of attracting students with fewer credit hours. p.25

CCDC Concorde Career Colleges, Inc.

In its last report as a public company, Concorde reported revenue increased 12 percent for the quarter, and net income decreased 22.1 percent. All expense categories increased compared to 2005 with the largest percentage increase occurring in the provision for bad debt. p.26

The quarterly results also included \$599,000 for expenses related to the transaction with Liberty Partners. p.27

The Concorde stockholders approved the company's \$114.5 million sale to a unit of Liberty Partners. p.27

CECO Career Education Corporation

The company reported revenue of \$486.8 million and a net loss of \$47.5 million for the second quarter. The net loss includes an estimated non-cash, after-tax charge for goodwill impairment of \$85.0 million. p.28

The company has received Department of Education approval to open new schools in Sacramento, Calif. and San Antonio, Tex. p.29

COCO Corinthian Colleges, Inc.

The company reported that it is postponing its fiscal 2006 earnings release while the independent stock option review is underway. p.31

The company also announced that it received notice of an informal SEC inquiry and that shareholder derivative lawsuits have been filed. p.31

DV DeVry

The company reported for the quarter and year end that DeVry University new undergraduate students increased 12.2 percent and Ross University new students increased 63.8 percent. For the full year, revenues were \$843.3 million, an increase of 7.9 percent, compared to \$781.3 million last year. p.33

ECLG eCollege®

The company reported second quarter revenue of \$28.3 million, an increase of 23 percent from last year. Company results were heavily impacted by 3Q guidance, which indicated that the Datamark division has come on hard times as its largest customers face lower marketing budgets. p.35

LAUR Laureate Education, Inc.

The company will acquire the remaining 20 percent interest in its Chilean businesses, which include a subsidiary in Ecuador, for \$161 million. p.38

LINC Lincoln Educational Services Corporation

The company reported revenue growth of 10.4 percent to \$75.4 million for the quarter. Enrollment growth came from the new Queens campus while systemwide organic growth was flat. p.39

UTI Universal Technical Institute, Inc.

The company reported an 11 percent net revenue growth and an 8 percent operating income margin for the third quarter of fiscal 2006. Average undergraduate enrollment for the quarter was 15,166 students, an increase of 4.1 percent. p.42

WPO The Washington Post Company's Kaplan Schools

The company's education division reported that revenue totaled \$409.2 million for the second quarter, an 18 percent increase from last year. p.44

REVIEW OF ADVERTISEMENTS

Display Ads p.46

- Empire College
- Collins College
- Texas A&M University-Commerce