

Finger Lakes Wired Scholarship Program

A Summary of Regional Incumbent Worker Training
from October 2006 through March 2009

Prepared by
Pat Piles
Program Manager
Finger Lakes Wired

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Scholarship Program Overview

The Finger Lakes Wired Scholarship program provides up to \$25,000 to businesses in the nine-county Finger Lakes Region (Genesee, Livingston, Orleans, Wyoming, Monroe, Ontario, Wayne, Seneca and Yates counties) to upgrade the skills of their incumbent workforce in order to meet the demands of emerging industries. Emerging Industries are defined as Advanced Manufacturing, Alternative Energy, Bio/Life Sciences, Business Services, Engineering, Food & Agriculture, Health Care (including not-for-profit Health Care organizations), Information Technology, and Optics/Imaging. Training funds are primarily utilized to: 1) Develop management competencies of mid - senior level Managers, 2) Develop technical/occupational skill competencies of their employed workers or 3) Implement process or productivity improvement initiatives (such as Lean, ISO, Six Sigma, Sarbanes Oxley, etc). Funds are awarded through a contract process.

Finger Lakes Wired began funding incumbent worker training in October 2006. The information contained in this report reflects Scholarship contracts awarded from October 2006 through March 2009.

Objectives

This analysis was undertaken to better understand:

- The effectiveness of the Scholarship program
- Utilization of the program by the targeted industry sectors
- The types and categories of training considered “in-demand” by industries
- The impact on the region’s workforce with regard to Finger Lakes Wired’s objective of empowering a globally competitive workforce
- Types of training providers used by business to meet their training needs
- To provide the three Workforce Investment Systems serving the 9 county Finger Lakes region with industry specific information that will enhance their capability to serve unemployed workers

Between October 2006 and March 2009, 318 scholarship contracts were entered into with regional businesses. Of those 318 contracts, 241 were with distinct businesses. See Attachment A for the list of businesses utilizing the program. The duplication is expected as some businesses were awarded multiple contracts and exposed their workforce to several different types of training, while other businesses divided their training sessions on the same subject into multiple events in consideration of on-going operational needs. (Note: Each individual contract had to be completed and closed out before a new contract could be awarded.)

Technical and Competency Training Categories

Through the Scholarship program, Finger Lakes region businesses invested in training for 6,407 incumbent workers, ranging from front line, hourly staff to company principals including Presidents and CEOs. (Note: As data is represented in graphical form, totals in some areas may exceed this 6,407 as a consequence of individuals participating in multiple trainings.) For the purposes of this analysis, training activities were broken into two categories: technical and competency training.

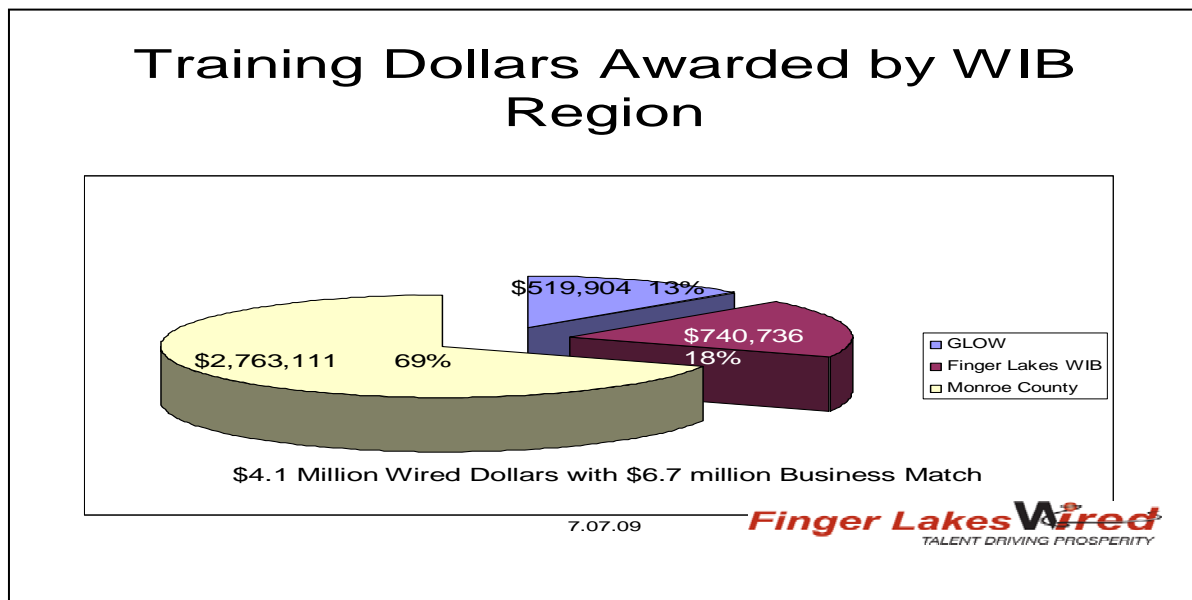
Technical training refers to “hard skill” topics including occupation and industry-specific training, and many types of productivity improvement training including Lean and Six Sigma. The second category of training is referred to as Competency Skills training, often described as “soft skills,” employability skills or skills training identified in Tiers One and Three of the Competencies Pyramid endorsed by the U.S. Department of Labor Employment and Training Administration. Tiers One and Three skills include teamwork, problem-solving and decision-making, interpersonal skills, and leadership training.

Competency skills training was only funded sporadically during the early months of the Scholarship program in 2006. In the fall of 2008, competency training was formally recognized as a fundable and encouraged type of training under the Scholarship program. The decision was influenced by the growing acceptance of competency models being developed by the business community, and the increasing requests for funding for competency training. In the period reviewed, competency skill training was provided to 1,270 workers across multiple industry sectors.

Training Dollars Across the Finger Lakes Wired Region

Businesses in Monroe County were awarded 69%, or \$2,763,111, of the total Scholarship funding. Businesses in the GLOW WIB (Genesee, Livingston, Orleans and Wayne) area accounted for 13% of the Scholarship awards, totaling \$519,904. Businesses in the Finger Lakes WIB (Ontario, Seneca, Wyoming and Yates) received 18% of the Scholarship award dollars, totaling \$740,736. (See Figure 1)

Figure 1



This data demonstrates the high density of businesses located in Monroe County. Both the GLOW WIB and the Finger Lakes WIB counties were well represented in the presence of businesses who invested in workforce skills development.

Worker Populations Impacted

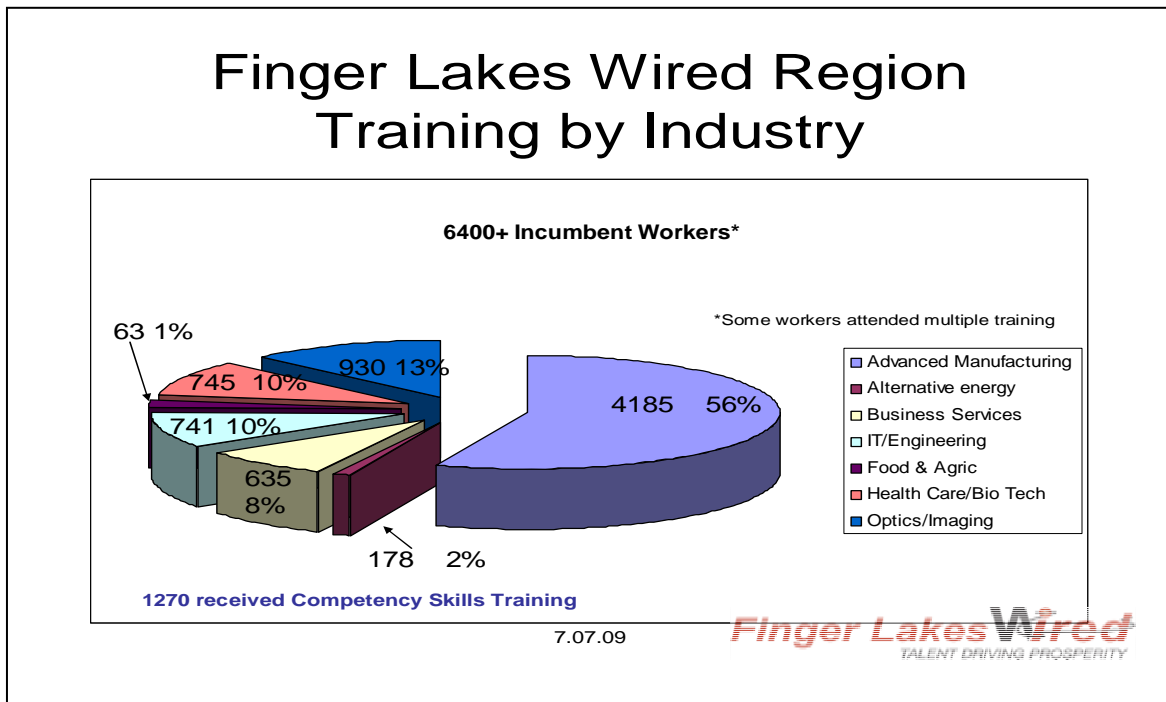
The majority of workers receiving training through the Scholarship program were employed in the Advanced Manufacturing industry. Over 4,000, or 56%, of the 6,400 total workers worked at a business in the Advanced Manufacturing industry.

Optics and Imaging companies had the second highest number of workers, representing 13% of total individuals trained, or approximately 900 workers.

The Health Care/BioTech and the IT/Engineering industries were tied for third, each representing 10% of total workers, with businesses investing in training for 745 and 741 workers, respectively.

Workers in the Business Services industry represented 8% of the workers trained or 635 individuals. Alternative Energy represented 2% with roughly 178 workers receiving training. Approximately 1% of workers receiving training were from the Food & Agriculture industry (See Figure 2).

Figure 2



See Attachment C for breakdowns by individual WIB region.

Topics of Interest

Three hundred and thirty five (335) unique training courses/topics were funded by the Scholarship program (see Attachment B). Popular training topics included productivity and process improvement initiatives such as Lean and Six Sigma. (Note: The amount of training dollars invested in specific training areas was not submitted in a way that would allow clean breakout by concentrated areas.)

Identifying specific training priority topics and/or subject areas was challenging due to the variety of offerings and terminology utilized by the business applicants and training providers. For example, productivity improvement efforts include a variety of names and titles including Lean, Six Sigma, ISO, Kaizen, and a variety of customized names representing productivity improvement efforts.

Process Improvement and Quality Improvement training were the most prevalent training topics across those training providers receiving more than \$40,000 in training funding. Technical topics (e.g. MCSE Certified Engineer, Photoshop, Quickbooks, CNC Operator, etc.) and Supervisory and Team Building were almost equally present across this provider group in frequency; but not necessarily dollars. Taking into consideration that manufacturing accounted for 56% of the workforce trained through the scholarship program alone, the dominance of process and quality improvement training topics should not be a surprise. Overall the investment across all of the region's industry sectors in process and quality improvement training should be a publicized and marketable insight into the quality and attractiveness of the Region's workforce.

In some cases, training classes funded by the Scholarship program represent specific subsets of a broader training effort that was begun prior to the availability of or a company's knowledge of the Scholarship program. For example, worker participation in a Lean training class might represent one in a series of courses to help a business achieve ISO certification.

Analysis is further complicated by the distinctions between Lean programs operating in manufacturing and non-manufacturing industries. It is difficult to distinguish whether Lean courses should be classified as competency or technical training, as Lean training in any industry can encompass culture change and leadership training which are identified as competency skills.

Regional employers and employees both benefit from the investment in Lean-like process improvement and productivity training. Lean certifications benefit business operations, while also providing the existing regional workforce with additional skills and making them more marketable to future employers.

Sources of Training in the Finger Lakes Wired Region

Scholarship training for regional businesses was generally facilitated by two types of providers: post-secondary education institutions and third party providers. See Attachment D for a list of training providers.

Third-party providers include specialty training companies, individual training specialists, and consulting companies providing certification in specialized content areas. The post-secondary education providers consist of colleges, community colleges and universities and include six

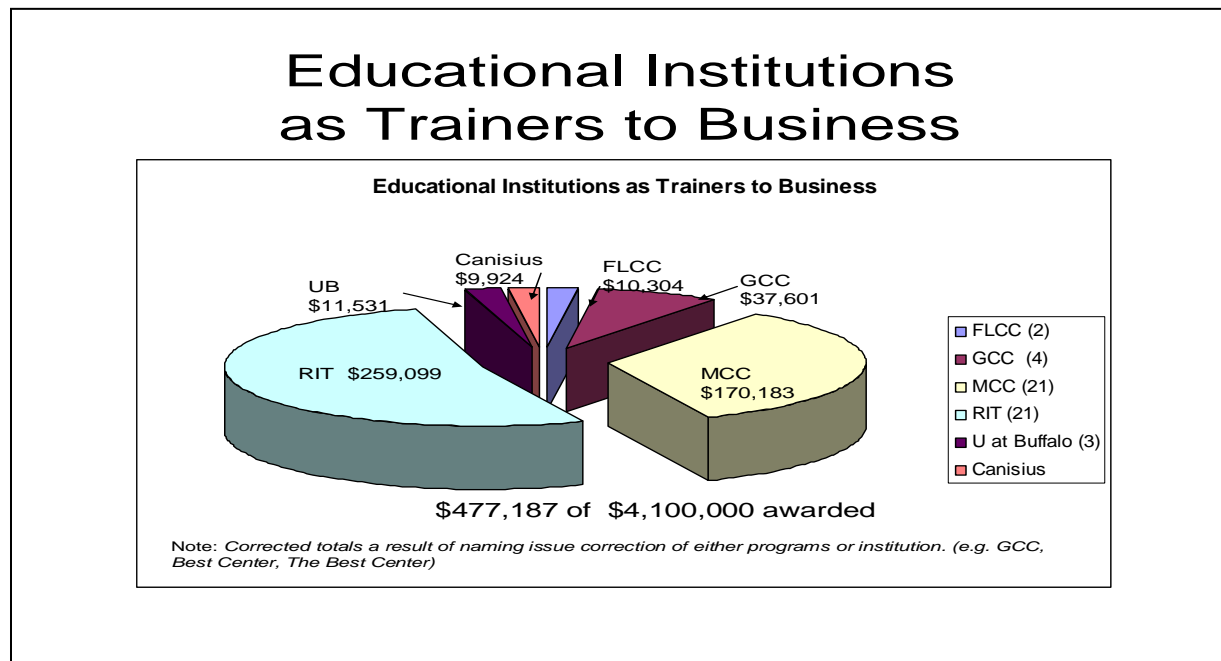
institutions: Monroe Community College, Genesee Community College, Finger Lakes Community College, Rochester Institute of Technology, University of Buffalo and Canisius College (note: Out of state providers not included).

The training dollars paid by employers to training providers and then reimbursed by the Wired Scholarship program breaks down as follows:

- Post-secondary education providers received 12%, or \$477,187, of the \$4.1 million dollars awarded (see Figure 3).
- Third-party providers accounted for 88%, or \$3,622,813, of the \$4.1 million.

These results suggest that the business community is currently seeking training services that can be delivered quickly, and over shorter periods of time, than the lengthier, more traditional offerings currently available through post-secondary education institutions.

Figure 3



Conclusions

From October 2006 through March 2009, the Scholarship program provided training for over 6,400 employed workers in the Finger Lakes region, allowing them to benefit from the investment by 241 businesses as they partnered with Finger Lakes Wired. These skill upgrades impacted all levels of the workforce, from front line staff to the highest levels of upper management.

Scholarship program staff observed that interest in the program in the final months of 2008 through the present (May 2009) remains strong. Thirty-five (35) first-time businesses applicants were approved for funding in the first quarter of 2009. This data suggests that the number of applications has accelerated rather than abated in response to the economic downturn. One conclusion to be drawn is that regional businesses are willing to invest in training as part of their

strategy to grow their businesses and stay locally, regionally, nationally and globally competitive in tough economic times.

In addition, the data indicating that area community colleges, colleges and universities received only 12% of the training dollars awarded would seem to warrant exploration. Has the business community sent a message to the educational institutions of the region about the nature, type and urgency with which they approach the subject of investing in worker training? Is there an opportunity for the region's educational institutions to better serve both business and workforce? Is information and skills training needed in faster delivery models? Is cost a factor? Are institutions pricing themselves out of the market?

The Finger Lakes Wired Scholarship program is currently active and additional workers and businesses will be impacted by the close of the program on October 31, 2009. Based on the current pace and volume of applications by business, the Scholarship program may serve a total of 7,000-7,500 of the region's workforce before it concludes.

The technical, personal and workplace competencies of over 6,400 of the Finger Lakes region's have been strengthened through the Finger Lakes Wired Scholarship program.

The volume of Competency category training will be watched through the balance of Finger Lakes Wired. Early indications are that employers believe "competency skills" are of significant importance to overall business and worker success.

ATTACHMENT A

Businesses Awarded Scholarship Funding

5 Linx Enterprises
Accede Mold & Tool Co.
Acro Industries, Inc.
Advanced Interconnect Mfg, Inc.
Advanced Interconnect Mfg, Inc.
AdviStor, Inc.
AJL Manufacturing
Allen Associates
AllenBailey Tag & Label, Inc.
Alton Manufacturing
Amdex Computer, Inc.
American Packaging Corp.
American Red Cross Blood Services
Ameritherm, Inc.
APD Engineering
& Architecture LLC
Applied Business System, Inc.
ARKEMA, Inc.
Arkema, Inc.
Arnold Magnetic Technologies
ASP Industries
Automotive Corporation, Inc.
Badge Machine Products, Inc.
Bailey Carr & Co.
Bank of Castile
Barilla America NY, Inc.
Benefit Link, LLC
BioWorks Inc.
Blue Tie, Inc.
BMP America, Inc.
Brabon Justice International, LLC
Brand Cool/Marketing, Inc.
Brinkman Precision, Inc.
Brite Computers
Business Projection Specialists
Canadaigua Quick Print
Car Engineering & Mfg.
Casa Larga Vineyards
Catalyst Direct Inc.
CatPrint.com
CB Richard Ellis, LLC
Children's Institute, Inc.
Clifton Springs Hospital & Clinic
Coler Natural Insulation
Comella Orthodontics
Commodore Technology, LLC
Complemar Partners, Inc.
CONCENTRIX
Hampson Corporation
Harbec Plastics, Inc.
Conlon & Company
Connection Technology Center
CooperVision
CP Rochester
Crane Dental Lab
Crosman Corporation
CY Farms, LLC
D4, LLC
DataPac
David Cooper Associates, Ltd.
Delphi Corporation
Diamond Packaging
Distech Systems
Doyle Security Systems
EEP Quality Group
Elderlee, Inc
Eldre Corporation
Electro Surgical Instrument Co.
Empire Coating, Inc.
Erdman, Anthony & Assoc.
ET Precision Optics, Inc.
Express Press(Clarson Corp dba)
Finger Lakes Credit Union
Finger Lakes Tech Group
Finger Lakes Visiting Nurse
Fisher Associates
Five Star Tool Company, Inc
Flex Enterprises, Inc.
Flower City Printing, Inc.
forteq North America
FTT Manufacturing
Function5 Technology
Galvin Design Studio
Garlock Sealing Technologies
General Code, LLC.
Genesee County ARC
Genesee Global Group, Inc.
Genesee Group
Geospatial Systems, Inc.
German Machine, Inc.
GermanowSimon Corp
Gillespie Associates
Gleason Works
Gorbel, Inc
Great Lakes Controls of NY
Griffith Energy, Inc.
Halcyon, Inc.
Media Methods
Medina Memorial Healthcare Sys

ATTACHMENT A

Harris RF Communications
Heirloom Designs, LLC
Heirloom Designs, LLC
Heritage Packaging
Hilltop Industries
Home Care of Rochester(HCR)
Hurricane Technologies
IEC Electronics
Impact Technologys
Inergex, Inc.
Inergex, Inc.
Info Directions, Inc.
Infotonics Tech Center
Infotonics Technology Center, Inc.
Innovative Data Processing Solutions
Innovative Solutions
Isaac Heating & Air Conditioning
ITX Corp.
JK Jewelry
JML Optical Industries,Inc.
K&H Precision Products, Inc.
Klein Steel Service, Inc.
Koch Container
Koike Aronson, Inc.
Kriterium, LLC
Kroner Gamble & Co CPA
L.Woerner Inc. (HCR)
LaBella Assoc, P.C.
Lake Immunogenics, Inc.
Lakeland Equipment
Lapp Insulators, LLC
Larsen Engineers
Layer 3 Technologies
Lifetime Care
Linden Oaks Internal Medicine
Litron Laboratories
Long Pond Pediatrics
LPA Systems, Inc.
Lumarc Computer Corp
Lumetrics, Inc.
Magna Products Corp
Magnus Education
Magnus Precision Manuf.
Markin Tubing, LP
Mastro Graphic Arts
Mayzon Corporation
McAlpin Industries
McAlpin Industries
Select Fabricators, Inc.
SenDec Corporation
SimPore, Inc.
Southco, Inc.
Mengel, Metzger, Barr & Co.
Metro Cartridge, LLC
Micro Instruments, Corp
Micron Industries of Rochester
MKS Instruments
Nacca & Capizzi, LLP
Navint Consulting
Newport Corporation
Newtex Industries
Nexus ISR, LLC
Nothnagle Realtors
Nukote International
O'Connell Electric Company, Inc.
Ohmcraft, Inc.
Optimax Systems, Inc.
Orcon Industries
ORMEC Systems, Inc.
Oser Press
PAETEC Communications
Parlec, Inc.
Partners & Napier, Inc.
Passero Associates
PCORE Electric Co.
PEKO Precision Products
Performance Technologies
Pfaudler, Inc.
Pharos Systems Int'l
Pictometry International Corp
Precise Tool & Manufacturing, Inc.
Preferred Care
Protocall Marketing Services, Inc.
ProValue Services dba QES
Qualicoat, Inc.
Qualitrol Company, LLC
Ravi Engineering & Land Surveying
Reflexite Precision Technology
Rel Comm Inc.
Retrotech, Inc.
RF Communications Division
Rochester Brain & Spine
Rochester Chiropractic Group
Rochester General Hospital
Rochester Midland, Corp.
Rochester Precision Optics, LLC
Rochester Rehabilitation Center, Inc.
Romold, Inc.
Ronco Communications & Electronics, Inc.
Salon Technologies, Inc.
Special Care Systems, LLC
Spectracom Corporation
Steel & O'Brien Manufacturing
Streamteam

ATTACHMENT A

Summit Lubricants, Inc
Surmotech, Inc.
SV Moffett Company
Tabronics, Inc.
TelTru Manufacturing Co.
Terphane, Inc.
The Episcopal Church Home
The Feltner Group
The Rivers Organization
The Riverside Group
Thomas Electronics of New York, Inc.
Trek, Inc.
Trident Precision Mfg.
Ultrafab Inc.
Ultralife Batteries
United Memorial Medical Center
University of Rochester
Unlimited Coaching Solutions, Inc.
Upstate Door, Inc.
Upstate Roofing & Painting, Inc.
USA Payroll
ValveTech, Inc.
VanDamme Associates
Veramark Technologies
Victor Insulators
Vincent Associates
Wadhams Enterprises, Inc.
Web Seal, Inc.
Weco Manufacturing
Williams & Son Heating Contractors
Wilmac Business Equipment Co.
Woods Oviatt Gilman, LLP
WWW Enterprises, Inc.
Wyoming County Hospital Foundation
XLI Corporation
Xpedx / International Paper
XPS USA, Inc.
York Animal Hospital
Zotos International, Inc.

241 unique businesses; 318 contracts

ATTACHMENT B

Distinct Training Topics

PMC Process
(MCSE) MS Certified Sys Eng.
2262 Supporting Windows XP
3D Powercivil Training I
5S/ Kaizen
A/E/C Essentials
A+ and Network
A+ Essentials
Accounting (Mapics)
Accubid Training
Act Admin Training
Action Based Training
Administrative Professionals
Adobe Illustrator CS2
Adobe InDesign CS2
Adobe InDesign CS3
Adobe Photoshop CS
Adobe-Flash Training
Adv Optical Design ZEMAX
Adv Standard Work
Advanced Ultrasonics
Aerospace Quality
Agile Training
Agilent 3070 Training
Air Conditioning & Refrig.
Anti Fraud
Apple Platform Training
Apple Program Testing
Applied Decryption
Asbestos Mgt Certification
ASP.NET
Auditor Course
Auditor Training
AUI Nat'l Users Conference
AutoCAD
AutoCad LT 2009
Autodesk Inventor
Basic PC-DMIS CAD
Basics of Energy Mgt
Billing/Reimbursement Review
BioBased Applicator Training
Biogenic Tech - Laser Training
Blue Print Reading
Bobst/Steuer Foiljet Stamper
Boiler Operation & Main.
BPM Software Training
Building Codes
Business Analysis
Business Mgt
Business Writing Basics
CCNA Boot Camp
Cell Phone & Sim Card Analysis
Cellular /GPS Signal Analysis
Cellular Mfg.
Certification-Check Point
Certified Alarm Tech
Certified Computer Examiner
Certified IPC Trainer
Certified IPS Training (CIT)
Certified Java Developer
Certified Manager of Housing
Certified Pay per Click Marketer
Change Control
Cisco Sales Expert (CSE)
Cisco Training
Citrix Access Suite 4
Civil 3D Fundamentals
Clinical Patient Care Program
CMM - MeasureMind Software
CNC Operator Training
Code Assess & Solutions Dev.
Cognos 8-Designing Metadata
Combine Parts - Sales
Commercial Sales & Training
Communication Skills
Comp-Dock technical training
Computer Aided Design
Computer Forensics Tools
Concordance Software Training
Conformances /DMRs
Continuous Improvement
Coorective Action System
Corporate Cash Management
Cost of Quality
Creator Pro Training
Crystal Reports
Custom SharePoint
Customer Service Training
Data Analysis
Data Management
Debits & Credits / Accounting
Dentsply, Intro to Removable
Design of Experiments
Developing & Mnging Workflow
Developing Your Sales Team
Development of Action Items
Development of Processes
Die Casting Defects
Die Stamp Operator Training
Diesel Engine Technology

ATTACHMENT B

Cascading Style Sheets	DISC Certification
Caterease Software Training	
Document Control	IPC Standard #610
Document Control (Databases)	IPC-610/J-STD-001
Documentation Dev. Workshop	IPC-A-610D Certified Specialist
Doing Deals 2009	IP-DECT Basic
E2-Shoptech	ISO 9001:2000
Effective Channel Mgt	ISO Training
Effective Negotiating	IT Audit & Controls
Electrical Training	J&L Operator Training
Electrical Troubleshooting	JD Edwards
Electricity & Safety Training	Job Costing and Accounting
Electronic Medical Records	Job Management
Embedded Customization	Kaizen Training
EMC Storage & Infrastructure	Labview
Employment Law Seminar	Laser Jet Testing
Engineering Course	Lead Free Hand Soldering
ENSPIRE Business System	Lean
Ethernet Fundamentals	Lean / 5S Training
EVO-ERP Training	Lean / Six Sigma
Exchange Server 2003	Lean For the Office
Fair Value Measurements	Lean Manufacturing
FileMaker Pro V8.5 Training	Lean Office
Financial Management	Lean Overview
Finite Element Analysis	Lean Six Sigma Training
Flash 8:Advanced Design	Lean Techniques
Flow Cytometry Training	Leica Cyclone Software
Folder/Gluer Operator Training	Lubrication fundamentals
Forensic-Handheld	M630 Install & Maint.
Fundamentals of Marketing	Macintosh Forensics
Fundamentals of MEMS Design	Macromedia Dreamweaver MX
Gap Analysis	Macromedia Flash MX
Gap Analysis & Reporting	Maintaining a MS SQL Server
Google Applications Platform	Management System
Grant Writing Basics	Managing China Bus Effectively
Great Plains Software Training	Managing Workflow Seminar
Halftone Printing	Marketing - Communication
Heat Exchanger Experts	MAS90 ERP Training
HIPPA Training	Master Cam
HP Indigo Training	Mastercam Mill Training
HP Lenticular Training	Material Flow and Layout
HRMS Bar Code- Inventory Sys	Math for Machinists
Human Resources Training	Maxwell 2D FEA Training
IC Design & Fabrication	Maya Fast Track Program
iGen Operator Training	MCCT.Net Framework
ImproMed Infinity	MCDBA
Information On Demand	MCSA Windows 2003
Ink Jet Testing	Measurement & Analysis
Ink Technician Training	Mechanical Assembly
Installing & Configuring VISTA	Microstation V8 2004
Internal Audit Training	Mill-Haas Mill Programming
Internal Auditing Refresher	Mistake Proof/Failsafe

ATTACHMENT B

Intro to Codification	MS Office
IP Multicast	MS Outlook
IP Routing	MS PowerPoint
MS Project	Quality Management System
MS Publisher	Quality Techniques
MS Server 2003	Quickbooks for Finance Mgrs.
MS SQL Server	Quote Course
MS Tech Ed 2007	Quote Management
MS Visio	RABQSA CERTIFIED AS9100
MS Windows Server 2003	Refrigeration Troubleshooting
MS Windows XP	Report Generator
MS Word	Review GAAP
MS Word	Root Cause Analysis
NCE1/NCE2	Sales / Warehousing
Negotiations	Sales Advantage
Network +	Sales Training
Network Security Essentials	Sarbanes Oxley
New Foil Training	Scheduling
New User e-sentials	Screen Press Training
New York Employment Law	Screw Compressor Tech
OASIS Training	Secure Coding for .NET
On site Training-73" press	Security +
Optical Elements & Ray Optics	Security Assessment Training
Optician Training	Seeding Solutions Essentials
Optimus Core Module	Server 2003
OrCAD Layout	Server Training
Order Management	Servers Best Practices
OSHA Certification	Sharepoint 2007 (Implementing)
OSHA Construction Safety	Shipping, Receiving, Inventory
Overall ISO Training	SHL Assessment Training
Packaging	SHRM Certificate Program
Partial Discharge Detection	Software Development
Pasta-Quality Defects	Software Tester Certification
Payroll Law	Soldering
PC Maintenance	Solid Works Essentials
PC-DMIS CAD Software	Solidworks
PC-DMIS Pri Training	SQL 2005
Phase Gate Process	SQL Programming
Photoshop	SQL Server
PowerPrinter Training	Standard Work
Powerway Document Manager	Statistical Process Control
Precision Measurement	Std. Work Practices-Shop
Presentations	Strategic Planning
Press Brake Training	Striker
Private Placements 2009	Summation Software Training
Process Mapping	Supervising Print Production
Processing Theory	Technical Admin
Product Realization	Technical Math Training
ProE Training	The Audit Process
Professional Selling	The Paperless Office
Profit Key Quality Training	The Sales Process
Project 2003	Timberline Project Mgt

ATTACHMENT B

Project Management
Public Safety Logger/CLS
Purchasing (Mapics)
Quality Assurance
UV Dryer/Ink Transition
Value Stream Mapping
VHDL Course
VISSIM-Traffic Eng Software
VISTA & Data Collection
VISTA & Order Management
VISTA & Quote Management
VISTA / EPICOR
Visual Stream Mapping
VMWare Capacity Planner
Vmware Infrstructure 3
Water-Air Service
Windows Forensics
Windows Server 2003 Network
Windows Training
Wire Transfer Processing
WLAN Technologies
Workforce Deployment
Xerox iGen Customer Training

Time Reporting, A/P & Billing
Toolmaker
Traffic Control Technician
Ultrasonic Plastic Welding

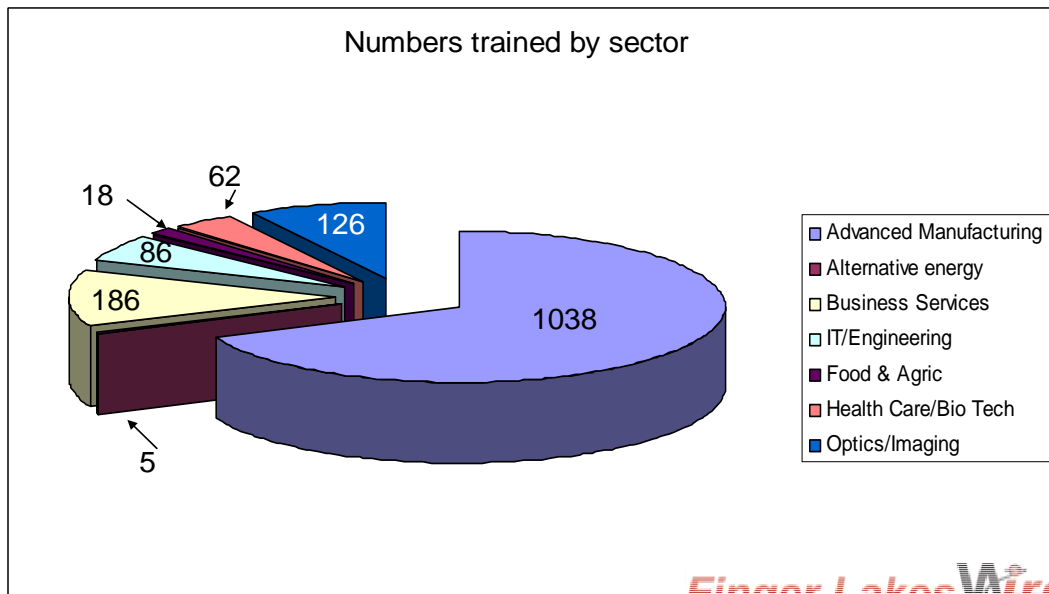
335 unique training topics

GLOW Region Training by Industry



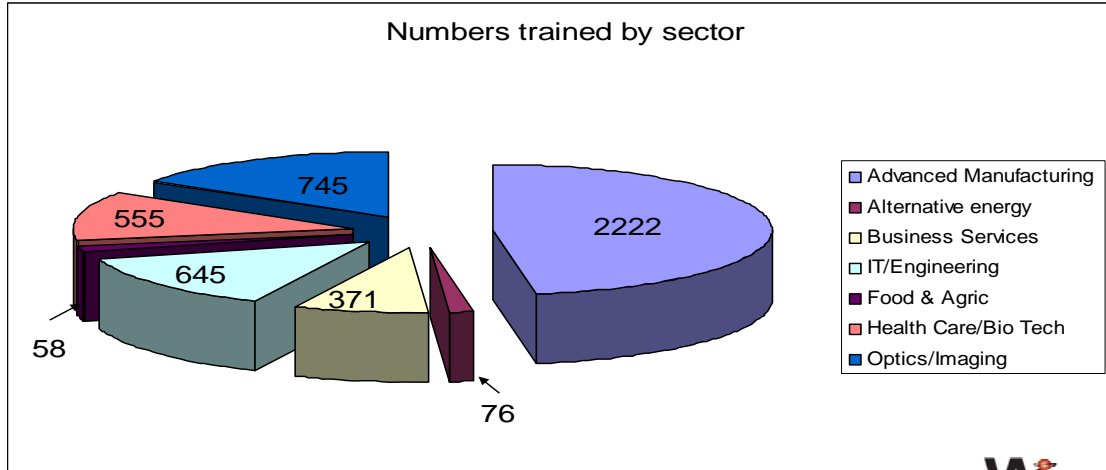
Finger Lakes Wired
TALENT DRIVING PROSPERITY

Finger Lakes WIB Region Training by Industry



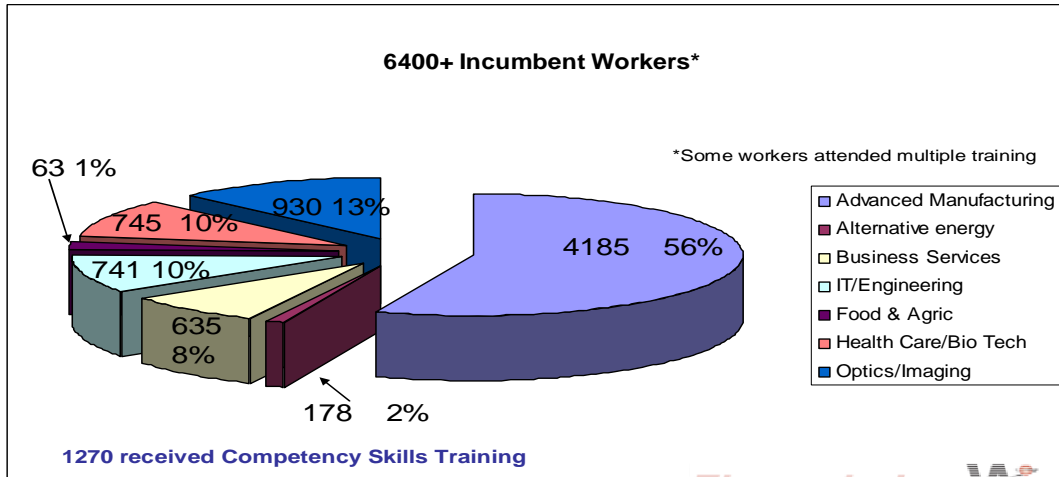
Finger Lakes Wired
TALENT DRIVING PROSPERITY

Monroe County Worker Training by Industry



Finger Lakes Wired
TALENT DRIVING PROSPERITY

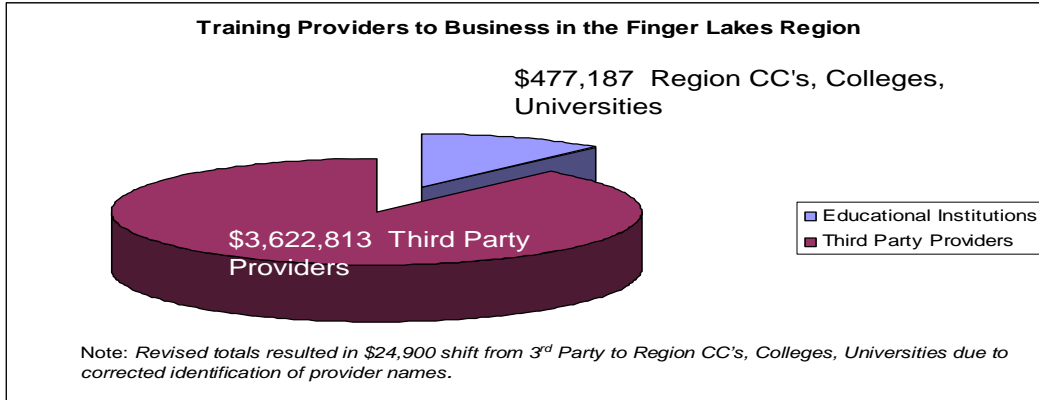
Finger Lakes Wired Region Training by Industry



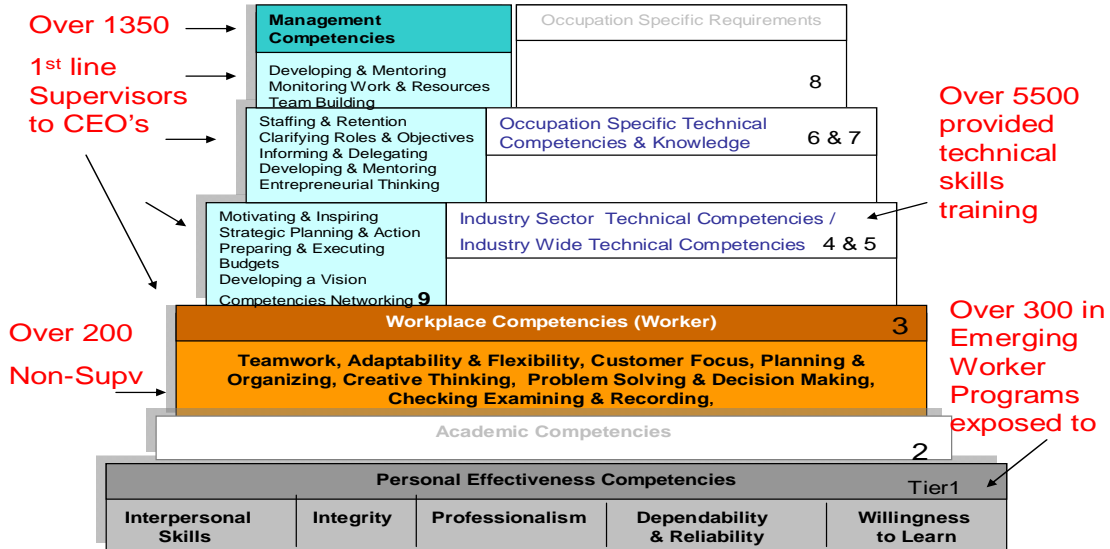
Finger Lakes Wired
TALENT DRIVING PROSPERITY

ATTACHMENT C

Training Providers to Business in the Finger Lakes Region



A Globally Competitive Workforce & Businesses Capable of Competing Globally



2009 to date

Evidence that the region's businesses value a trained workforce as part of the answer to surviving and succeeding in the current economy:

- **\$1,554,512** has been awarded to businesses for incumbent worker training.
- Proof that investing in worker training is seen as a win-win formula.

ATTACHMENT D

**Training Provider List
Ranking by Dollars**

<i>Training Provider</i>	<i>Training Name</i>	<i>Training Dollars</i>
RIT	Lean Manufacturing, Financial Management, OSHA Construction Safety, Six Sigma, Design of Experiments, Data Analysis, Problem Solving, OSHA Construction Safety, Project Management, Design for Manufacturing and Assembly, Lean Manufacturing, Kaizen Training, ISO Training, Value Stream Mapping, Technical Math Training, Root Cause, Blue Print Reading, IPC-A-610D Certified Specialist, Problem Solving, Impact & Culture, J-STD-001 Certified IPS Specialist, Lean / Six Sigma	\$259,099
MCC	Optical Elements & Ray Optics, Math for Machinists, Supervisor Training, OSHA Certification, Lean / Six Sigma, Blue Print Reading, A+ and Network, Optics -Measurement & Analysis, CNC Operator Training, Machine Operation-Maintenance Training, MS Publisher, Cisco Training, Measurement & Analysis, Computer Aided Design, Statistical Process Control, Press Brake Training, Construction Management, Optical Elements & Ray Optics	\$170,183
CMS Consulting	Process Mapping, Workforce Deployment, Value Stream Mapping, Quality Management Systems, Lean / Six Sigma, Documentation Dev. Workshop, Management Overview, Problem Solving, Training Within Industry, Quality Improvement Techniques, Std. Work Practices, Auditor Training, Lean Manufacturing, Sales, Cellular Mfg., Building Customer Relationships, Mistake Proof / Failsafe, Corrective Action	\$162,009
Quality Engineering Services	Geometric Dimension & Tolerancing, Lean Manufacturing, Metrology & Precision Measurement, Mechanical Assembly, Statistical Process Control, Quality Improvement Techniques, Kaizen Training, Corporate Cash Management, Leadership, Blue Print Reading, Precision Measurement, CNC Operator Training, Soldering, Problem Solving, QuickBooks for Finance Mgrs, ISO Training	\$130,655
Unlimited Coaching Solutions	Consultative Skills for Payroll Services, Effective Management, Leadership Succession Program, Personal Goals Development, Personal Goals Development, Leadership, Engaging an Accountable Workforce, UCS Leadership eTraining, Develop the Paperless CPA Office, Customer Loyalty, Creating a Culture of Excellence, Time Management for Managers,	\$114,820
Comtec Solutions	Order Management, Quote Management, Business Activity Query/Dashboard, Crystal Reports, Embedded Customization, Engineering Course, Job Management, Quality Assurance, Scheduling, Systems Administration, Customer Service, VISTA / EPICOR, VISTA & Quote Management, VISTA & Order Management, VISTA & Data Collection, Foundation Education: Knowledge Camp	\$94,575

ATTACHMENT D

TCM Group	Six Sigma, Lean Manufacturing	\$85,900
Computer Confidence	MS Access, Computer Confidence, MS Word, MS Outlook, A+ and Network, MS PowerPoint, MS Office, MS Excel, MS Windows Server 2003, Cisco Training, MS SQL Server, Windows Training, Macromedia Flash MX, Adobe Photoshop CS, Adobe InDesign CS, Adobe Photoshop CS, (MCSE) MS Certified Sys Eng., Adobe Illustrator CS2, Cascading Style Sheets, Adobe InDesign CS, Network +, Crystal Reports, MS 2273-Managing a Windows Server, MS Windows XP, MS Visio, MS SQL Server, MS Publisher, MS Project, MS FRx Training Report, Macromedia Dreamweaver MX	\$74,363
Delta Stratagem	Quality Techniques, PC-DMIS Pri Training, Lean Manufacturing	\$70,950
PeerHQ	CEO Fellows Program	\$70,400
New Horizons	MS Excel, Project 2003, Custom SharePoint, MS SQL Server, Photoshop, MS Word, MS Windows Server 2003, MS Outlook, A+ Essentials, SQL Programming, 2262 Supporting Windows XP, Installing & Configuring VISTA, MS Access	\$57,267
PEN Associates	ISO Training, Implementation Strategy, Lean Manufacturing, Gap Analysis & Reporting, Internal Audit Training, Lean for the Office, Geometric Dimension & Tolerancing	\$55,050
High Tech Rochester	Kaizen Training, Lean Manufacturing, Visual Stream Mapping, Lean / 5S Training, Strategic Planning, Lean / 5S Training	\$53,355
Vitalwork	Crucial Conversations, Coaching/Team Development	\$49,405
Consulting w/ Impact	Quality Management Systems, Internal Audit Training, Customer Satisfaction Measures, Preventive Maintenance Systems Implementations, Material Flow and Layout, Lean Manufacturing, Developing an Executive Dashboard, Supplier - Quality Actions	\$47,091
Hart Innovative Solutions, Inc.	Train the Team: Inventory Mgt, Lean Manufacturing, Train the Team: Fundamentals of Production & Inventory Mgt., Leadership, Training Within Industry, Lean Manufacturing, Adv Standard Work	\$46,484
Six Sigma US	Six Sigma	\$46,100
Dale Carnegie	Sales, Dale Carnegie Course, Strictly Business, Effective Comm & Human Relations, Customer Service, Communications-High Impact Presentations	\$45,694
Lean Engineering	Kaizen Training, Lean / 5S Training, Accelerated Lead Time Reduction	\$43,360

ATTACHMENT D

James Dawson	Presentations, PMC Process, Conformances /DMRs, Auditor Training, Continuous Improvement, Cost of Quality, Document Control (Databases), Quality Improvement Techniques, Lean / Six Sigma, Value Stream Mapping, 5S/ Kaizen, Problem Solving, Customer Satisfaction Measures	\$41,476
Xerox Corp.	iGen Operator Training, Xerox iGen Customer Training	\$40,744
PTI Seminars	RF Plasma Generation for Semiconductors, Fundamentals of MEMS Design, RF Plasma Generation for Semiconductors, IC Design & Fabrication	\$38,595
Genesee Community College	Clinical Patient Care Program, Root Cause, Staff-Innovation & Workplace Perf., Supervisor Training, Photoshop, Servers Best Practices, Data Management, Leadership, Accountability, Conflict Resolution	\$37,601
Parcus Associates	Sales	\$36,000
Hewlett Packard	Vmware Infrastructure 3, Hewlett Packard Enterprise Solutions, HP Indigo Training, VMWare Capacity Planner, HP-UX Systems & Network Administration	\$35,602
EPTAC Corporation	IPC-610/J-STD-001, Certified IPC Trainer, IPC-A-610D Certified Specialist, Lead Free Hand Soldering	\$35,184
Customer Serv. Alliance	Leadership	\$33,996
Management Success Squared	Supervisor Training, Leadership	\$33,994
Business Sense	Sales	\$32,000
Accede Mold & Tool	Toolmaker	\$31,185
Blue Sky Associates	Dale Carnegie Course, Effective Comm & Human Relations	\$30,985
Innovations Plus	Basic Measurement Tools & Techniques, Geometric Dimension & Tolerancing, Measurement & Analysis, Geometric Dimension & Tolerancing	\$30,828
Knowledge Air	Project Management, Workflow and Time Management, Customer Service, Cisco Sales Expert (CSE), Info Security Systems Prof, MS Excel, CCNA Bootcamp	\$30,246
Deltek	Project Management, Time Reporting, A/P & Billing, Technical Admin, Visualization, Vision CRM & Custom Proposals,	\$30,099
Achieve Associates	Strategic Planning	\$30,000
RSVP	Syteline	\$29,400

ATTACHMENT D

Upstate Business Assoc.	Customer Service, Developing Your Sales Team, Sales, Fundamentals of Marketing,	\$29,100
Michael Simone	Apple Platform Training, Project Management, Apple Program Testing	\$28,810
MAN Roland	PowerPrinter Training, On site Training-73" press	\$27,930
Knowledge Fundamentals	MS Project, Server 2003, Ms Exchange Server 2007, CCNA Boot Camp, Exchange Server 2003, CISCO, Security*	\$27,003
Ignite Worldwide	The Paperless Office, Lean / Six Sigma	\$26,702
Northeast Seminars	Mulligan Concepts (Physical Therapy)	\$25,000
The Leadership Factor	Customer Needs & Measurement, Development of Action Items, Development of Processes	\$25,000
Williamson Consulting	Optical Elements & Ray Optics	\$25,000
Jim Paradise	HP Indigo Training, Screen Press Training, UV Dryer/Ink Transition	\$24,960
Phil Pittenger	Ink Technician Training, Halftone Printing, Screen Press Training	\$24,000
Infosys Software	Customer Satisfaction Measures	\$23,750
Bobst Group	Folder/Gluer Operator Training, Bobst/Steuer Foiljet Stamper	\$22,894
CSL Consultants	Coordinator Training, Train the Trainer	\$22,856
CED Solutions	MCSA Windows 2003, MCCT.Net Framework	\$22,470
Global Knowledge	Toronto/Nortel Comm Server 1000, 3008/3009 Contact Center 6 Install & Configuration, Converged Campus:ERS Solution Installation and Configuration, Ethernet Fundamentals, IP Multicast, IP Routing, Network +, WLAN Technologies	\$21,055
LTP Solutions, Inc.	Developing & Managing Workflow, CPA Office- Managing the Paperless CPA Office	\$20,805
Unitek IT Education	Citrix Access Suite 4, MS-MCSA/MCSE + Security 2003, Cisco Training	\$20,760
CAD Dimensions, Inc.	SolidWorks Essentials, Computer Aided Design	\$20,333
HOTT:Hands on Technical Transfer Training	SQL Programming	\$19,890
Microsoft	TechED 2007, MS Tech Ed 2007, SQL Programming Security Assessment Training, Security Administration	\$19,788
Pervasive Solutions	&Maintenance Training	\$19,730
Optimus EMR	Optimus Core Module	\$19,200
Adraft Inc.	Autodesk Inventor, Auto CAD, AutoDesk Inventor	\$18,750
Bottom Line Solutions	Administrative Professionals, QuickBooks for Finance Mgrs, Corporate Cash Management	\$18,400
O'Brien Associates, LLC	Strategic Planning	\$17,100
Aspect Security	Secure Coding for.NET	\$17,083
Rochester Business Alliance	Supervisor Training, Project Management, MS Project, Leadership, Customer Service, Negotiations, MS Excel, Dealing w/ Difficult People, Critical Thinking	\$15,914

ATTACHMENT D

SalesSense	Sales	\$15,597
PMA	Behavior Based/Safety Training	\$15,421
Miller Heiman	Professional Selling	\$15,330
Schedule Associates Intern'l	MS Project	\$15,075
Brand Integrity	Customer Service	\$15,001
David Allen Company	Managing Workflow Seminar	\$14,000
Northpoint Advisors	Sales	\$13,920
DM Systems Inc.	MAS90 ERP Training	\$13,910
QAI	ISO Training, Lean Manufacturing	\$13,825
Louis Peck Consulting	Lean, Lean Manufacturing, Tactical Business Planning	\$13,766
Access Data	MS Access, Windows Forensics, Applied Decryption	\$13,733
Ascend Training	Interactive Design Tools(Dreamweaver/Flash)	\$13,120
RGI Learning, Inc	Sharpen Your Written Communication Skills, Getting to the Point, Communication Skills	\$12,959
TMW Systems, Inc.	TMW Suite Define & Design Training	\$12,000
MCB Clean Room Solutions, LLC	Line Management, Data Analysis, Continuous Improvement, Change Control	\$11,699
Resource PI	Leadership	\$11,550
Univ at Buffalo	ASP.NET Training, MCDBA, MS Certified Database Administrator, Auditor Training, Six Sigma	\$11,531
HP Indigo	HP Indigo Training	\$11,010
Michael C. Geraci, Jr. M.D.	Functional Exercise & Manual Treatment	\$10,666
BDO Seidman	Tax Core II Training	\$10,600
Cognos	Cognos Forum Business Intelligence, Cognos 8-Designing Metadata	\$10,600
FLCC	MS Office, Leadership, MS Outlook	\$10,304
Barb Osterman	Leadership	\$10,250
Monroe BOCES I	Electricity & Safety Training	\$10,000
Hands on Technology Transfer, Inc.	MS SQL Server, SQL Programming	\$9,970
Todd Zyra, MBA	Professional Selling, Effective Channel Mgt, Action Based Training, Communicating Your Competitive Advantage	\$9,960
Canisius College	Problem Solving, SHRM Certificate Program, Conflict Management, Leadership, Leading Effective Cultural Change	\$9,924
BCR Training	Cost Control of Wired & Wireless Networks	\$9,899
Victoria Group	ISO Training, Gap Analysis & Reporting	\$9,856
Karass	Effective Negotiating	\$9,704
Trumph Inc.	TruTOPs Bend/Punch Programming	\$9,200
Gnomon	Maya Fast Track Program	\$9,100
HP/Human Eyes	HP Lenticular Training	\$9,000
American Mgt Association	AMA Seminar:Launching & Managing	\$8,930
CEO Fellows Program	CEO Fellows Program	\$8,900
Tec-Ease	Geometric Dimension & Tolerancing	\$8,780
1Goal	BPM Software Training, abinet Vision Solid Software Trning, Product Catalog Development Skills	\$8,749
Bryant & Stratton	Leadership, Billing/Reimbursement Review, MS Access, Coaching for Development, Motivating Others	\$8,646
Villanova Univ	Business Analysis, Business Mgt	\$8,520
Leadership Coaching, Inc.	Leadership	\$8,500

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Susan A. Dunn	Improve Quality by eliminating Waste	\$8,482
B. McCarthy	Std. Work Practices	\$8,370
Certified Success	Lean / 5S Training, Math for Machinists	\$8,350
Journey Consulting	Project Management	\$8,271
HRMS / Vantage		
Point Systems	HRMS Bar Code- Inventory Sys	\$8,000
The Hartman Group	Management Training	\$8,000
MAZAK	CNC Operator Training	\$7,920
Fazzi Associates	OASIS Training	\$7,838
JIRO Electronics	Electrical Training	\$7,800
Siemens PLM		
Software	Onsite Training Quotations 85038	\$7,800
Optipro Systems	Master Cam, Mill- Mastercam Certificate Course	\$7,771
VanDamme		
Associates	Google Applications Platform	\$7,500
Center for Positive		
Mgt Leadership	Leadership	\$7,450
Powerway	Powerway Document Manager	\$7,200
Weber Systems	CNC Operator Training	\$7,200
Sullivan SmartBand		
Corp	Commercialization Process for Managers	\$7,043
ACCA of Upstate NY	Heat Exchanger Experts	\$7,000
Accubid	Accubid Training	\$6,800
Advantage Quality		
Consulting	ISO Training	\$6,800
Imaginit	Civil 3D Fundamentals, AutoCAD	\$6,769
(NRCA)Nat'l Roofing		
Contractors Assoc	NRCA- For Forman Only	\$6,656
PMI Rochester	Project Management, People Management	\$6,600
	CMM - MeasureMind Software, Calypso Introductory &Intermediate	
	Training	\$6,550
R.G. Lowenguth Co.		
Torosian Technical		
Serv.	J&L Operator Training	\$6,500
BD Biosciences	Flow Cytometry Training	\$6,300
Andy Giller, CPA	Financial Management, Job Costing and Accounting	\$6,200
Orion Wine Software	Software - Blend Software Training	\$6,125
DTM Instrument	Partial Discharge Detection	\$6,100
Plantrol Systems	Report Generator, Systems Administration	\$6,100
Job Boss	Job Boss Software (Job Control/Accounting)	\$6,003
Bruce Peters	CEO Fellows Program	\$6,000
Control Your		
Business	Debits & Credits / Accounting, Corporate Cash Management	\$6,000
Genband	M630 Install & Maint.	\$6,000
ISFCE	Certified Computer Examiner	\$6,000
Nexus	Commercial Sales & Training	\$6,000
OQL	Statistical Process Control, Phase Gate Process, Customer Service	\$5,945
Quality Solutions	Servo Motor Operation & Testing	\$5,925
IPC / WHMA	IPC/WHMA-A-620 (Certification-Electrical)	\$5,919
	Combine Parts - Sales, Forage Cutting & Conditioning Essentials,	
	Seeding Solutions Essentials, Customer Service, Management-	
	Service Mgt-Operations & Profit, Tractor-Q Diagnostics-6030/7030	
	Series	\$5,885
John Deere Univ.		
DMT Solutions	3D Powercivil Training I	\$5,884
HIPPA Academy	HIPPA Training	\$5,700

ATTACHMENT D

Paraben Corp	Forensic-Handheld, Cellular /GPS Signal Analysis, Cell Phone & Sim Card Analysis	\$5,685
CMT Consulting	Financial Management, Corporate Finance-key concepts	\$5,499
AQC	Product Realization, ISO Training, Customer Service	\$5,475
Larson Consulting	Labview	\$5,440
Autodraft, Inc.	AutoCAD	\$5,375
Nymat Machine Tool	Mill- Haas Mill Programming	\$5,370
The Envision Group	Microstation V8 2004	\$5,250
MIS Training Institute	IT Audit & Controls, Computer Forensics Tools	\$5,230
Joanne Viets	ISO Training	\$5,200
Campus Linc	Certified CISCO Network Associate, Maintaining a MS SQL Server, Sharepoint 2007 (Implementing)	\$5,105
Leica Geo Systems	Leica Cyclone Software	\$5,100
Ansoft Corporation	Maxwell 2D FEA Training	\$5,000
Cimatron	Computer Aided Design	\$5,000
Prime Tech Sales, Inc.	PC-DMIS CAD Software, Basic PC-DMIS CAD	\$5,000
Salesforce.com	Sales	\$5,000
Thomas NETg	Cisco Training	\$4,811
Nextpoint	Nextpoint Certified Engineer (NCE1), NCE1/NCE2	\$4,800
Wonderware/Q-Mation	SQL Server, InTouch Comprehensive Training Course	\$4,800
Walt Prystaj	Problem Solving	\$4,790
Trane	Water-Air Service, Boiler Operation & Main.	\$4,580
ATW Training	Behavioral Skills/Coaching	\$4,500
Berrington Group, Inc.	The Coaching Clinic	\$4,500
MDA Solutions	ProE Training	\$4,500
Shoretel	TC-System & Troubleshooting, TC-Implementing the Shortel System	\$4,480
ACI	Certified IPS Training (CIT)	\$4,360
Talent Max, Inc.	DISC Certification	\$4,190
Internal Facilitator	Team Building, Packaging, Processing Theory,	\$4,082
Lori Cohen	ISO Training	\$4,050
Ash Enterprise	Leadership	\$4,000
Autocam Learning Center	Screw Machine Training (Tornos)	\$4,000
Digital Gateway	New User e-entials	\$4,000
Horizon Business Serv.	Caterease Software Training	\$4,000
NICE Systems	Public Safety Logger/CLS	\$4,000
QBC	ENSPIRE Business System	\$4,000
Hands on Training	SQL Programming	\$3,994
R. Haag Community	Lean / 5S Training, Lean Manufacturing, Visual Stream Mapping	\$3,834
Computers	Electronic Medical Records	\$3,824
A&J Registrar, LLC.	ISO Training	\$3,750
Business Objects	Crystal Reports	\$3,750
Nat'l Center for Housing Mgt.	Certified Manager of Housing, Certified Occupational Specialist	\$3,735
North American Die Casting Assoc.	Die Casting Defects	\$3,733
ImproMed	ImproMed Infinity	\$3,637
Cross China USA,	Managing China's Business Effectively	\$3,600

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Inc.		
Kelar Corp.	Timberline Project Mgt	\$3,600
The Bennett Group	Mailing Industry Exec Bus Admin (MIEBA)	\$3,600
Lodestone Digital	Flash 8:Advanced Design	\$3,585
Profit Key	Profit Key Quality Training	\$3,570
J. Manton	Improving Communications & Info Flow	\$3,201
Sequetta Wright	Software Development	\$3,158
TrainingCamp	Cisco Training	\$3,136
Kevin Kondo	FileMaker Pro V8.5 Training	\$3,120
Insights	DISC Certification	\$3,097
HR Works	Supervisor Training	\$3,000
Surmotech	IPC Standard #610	\$2,925
Small BusinessSystems, LLC	Great Plains Software Training	\$2,900
International Institute of Learning	Program Management Certificate Internal Audit Training, Overall ISO Training, Document Control , Coorrective Action System,Root Cause	\$2,895
Odyssey-QMS J-Squared Technologies	Agile Training	\$2,890
Lucille Lamb HR Solutions Group	Supervisor Training	\$2,800
The Practicing Law Institute	Doing Deals 2009, Private Placements 2009	\$2,762
Presagis	Creator Pro Training	\$2,749
Fujitsu	JD Edwards	\$2,700
New Foil Machines	New Foil Training	\$2,690
Viewpoint	Labview	\$2,690
Monad Associates	Supervisor Training Inventory Mgt and General Ledger Integration, Wire Transfer Processing, Customer Service Order Mgt(COM/CSM), Purchasing (Mapics), Data Analysis, Accounting (Mapics), Shipping, Receiving, Inventory, Accounting /Cash Receipts Processing	\$2,599
Meritech	Prosystems fx Practice Mgt Training (billing)	\$2,509
CCH ProSystem	Provisioning the Inter-tel 7000 for PCs	\$2,500
Inter-tel	Vmware Infrstructure 3	\$2,500
VMWare	Implementing Color Management, Supervising Print Productiong Anti Fraud, Review GAAP, Sarbanes Oxley, Tax Returns, ISO Training	\$2,396
PIA/GATF	Quality Improvement Techniques	\$2,390
CPE	Software Tester Certification	\$2,375
AAMI	Understanding Financial Statements	\$2,285
Software Quality Engineering	IP-DECT Basic	\$2,245
Freed Masick & Battaglia,PC	CNC Operator Training	\$2,200
Ascom Wireless Solutions, Inc.	Customer Service	\$2,190
DeTachSol LLC	SHL Assessment Training	\$2,145
PLC Associates	MS Exchange Server 2007	\$2,085
SHL	Certification-Check Point	\$2,083
BrightPlanIT	Technical Leadership	\$2,000
Check Point	Management System, Auditor Training, Aerospace Quality, RABQSA CERTIFIED AS9100	\$2,000
AMA		\$1,995
Sai Global		\$1,995

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EMC	EMC Storage & Infrastructure	\$1,980
BOCES	Blue Print Reading, PC Maintenance, MS Excel	\$1,874
American Tranco Inc.	Air Conditioning & Refrig., Electrical Troubleshooting	\$1,870
Avnet	VHDL Course	\$1,853
BioBased Systems	BioBased Applicator Training	\$1,800
Univ of Wisconsin	Marketing - Communication	\$1,795
ATSSA	Traffic Control Technician	\$1,785
XPS Slovakia	Sales	\$1,750
Sun	Certified Java Developer	\$1,710
Adobe Flash	Adobe-Flash Training	\$1,611
Society for Mkting Prof.	A/E/C Essentials	\$1,590
NY Burglar & Fire Alarm	Certified Alarm Tech	\$1,580
Sandler Sales Institute	Sandler Sales Institute	\$1,500
Striker Systems	Striker	\$1,500
N.A.P.M.-Rochester	Lean for the Office	\$1,497
Sonicwall	Network Security Essentials	\$1,472
APICS	APICS-Cert Supply Chain Professional	\$1,400
ZEMAX	Adv Optical Design ZEMAX	\$1,400
Search Engine College	Certified Pay per Click Marketer	\$1,390
ONLC Training Center	SQL Programming	\$1,350
Int'l Bus Council of Greater Rochester	Export Administration Regulations	\$1,295
PSMJ Resources	A/E/C Essentials	\$1,295
ASIS International	Physical Security Professionals-On line study	\$1,200
Emerson	Screw Compressor Tech, Refrigeration Troubleshooting	\$1,170
The Assoc of Energy Engineers	Basics of Energy Mgt, Fundamentals of HVAC Systems	\$1,155
Institute of Real Estate Mgt.	Investment Real Estate Financing	\$1,140
Chuck Hogan-Hogan Data	Act Admin Training	\$1,120
IS Tech Support	EVO-ERP Training	\$1,050
AUI	AUI Nat'l Users Conference	\$1,045
Fresnius Hemocare	Comp-Dock technical training	\$1,000
PJM Business & Technology Consulting	Crystal Reports	\$992
AICPA	Fair Value Measurements	\$970
PTV America	VISSIM-Traffic Eng Software	\$950
Zweig White Training	Turning Tech Prof into Project Mgrs.	\$950
P.Palmieri-Phelan	Code Assess& Solutions Dev., Intro to Codification	\$924
IACIS	Macintosh Forensics	\$895
SAE	Diesel Engine Technology	\$895
ALI-ABA	Regulation D & Private Placements	\$893
Fred Pryor Seminars	Supervisor Training, MS Excel, Manufacturing Supervisor Training	\$795
BTI Institute	Biogenic Tech - Laser Training	\$750
National Seminar	Human Resources Training	\$698
ASME	Finite Element Analysis	\$695
Lorman Education	Building Codes, Workers Compensation Update in NY	\$688

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Services		
Avalon	Summation Software Training, Concordance Software Training	\$650
EMA Design	OrCAD Layout	\$650
Dentsply	Dentsply, Intro to Removable	\$625
Global Software	Server Training	\$600
Trafficware Univ	Synchro Studio 7 (for signalized intersections)	\$595
D. Swarts (In house)	Packaging, Laser Jet Testing, Ink Technician Training	\$563
Train Up	Creative Leadership Workshop	\$537
Career Track	Dealing w/ Difficult People	\$534
MGMA	MGMA: Achieving Efficient Practice Operations	\$534
AANS	AANS: Practice Management Workshop	\$425
Padgett Thompson	Payroll Law	\$398
AMSCONCO	Marketing/Managing (Parts & Service)	\$360
Hermann Ultrasonics	Ultrasonic Plastic Welding	\$325
Environmental		
Compliance Mgt Corp	Asbestos Mgt Certification	\$300
Amer. Inst. For		
Chartered Property		
Casualty Underwriter	Commercial Property Risk Mgt Insurance	\$295
Sterling Education		
Svc.	New York Employment Law	\$289
Accent Training	MS Excel	\$258
Noria	Lubrication fundamentals	\$202
Skillpath	Business Writing Basics	\$199
Whiting & Assoc.	Employment Law Seminar	\$199
Non profit Works	Grant Writing Basics	\$95
Ron Jones-Ultrafab	Advanced Ultrasonics	\$81

Total for All

Providers:

\$3,956,613.04

Note: The variance between the \$4.1 million dollars awarded used in earlier sections versus the \$3,956,613.04 (or \$4.0 million rounded) amount is due to known changes to initial awards. (e.g. contract cancellations)