

Career Opportunities in the Education Industry

A GUIDE FOR STUDENTS AND PROFESSIONALS
SEEKING A CAREER IN THE EDUCATION INDUSTRY

August 2006



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Foreword

The education industry is expanding rapidly and its many businesses are eager for new talent, including experienced professionals and enthusiastic individuals just entering the workforce. The private sector is helping to transform education at all levels, from PreK to post secondary. The **Education Industry Association**, with the support of the **Education Industry Foundation**, has developed this Guide to facilitate matches between employers and potential new employees. Only with a steady supply of new professionals will the pace of innovation remain strong.

By describing the diverse and exciting segments of the education marketplace and highlighting some of the leading employers in these segments, this Guide provides information helpful for jobseekers who are seeking to enhance their career development.

This inaugural version of the Career Guide will make its debut at EIA's annual conference, EDVentures 2006 in Denver. It is designed to be a living resource that will be refreshed semi-annually on the EIA web page (www.educationindustry.org).

All of us at the Association are excited with the launch of this project and believe that it will be an important step in matching human capital with the needs of our member-companies.

Education Industry Association

The EIA is a broad-based organization that represents the collective strengths and contributions of the entire education industry. The Association believes in an ongoing process of constructive engagement, honest dialogue, and mutual respect aimed at creating common positions that advance opportunities for our members. The organization comprises more than 800 corporate and individual members and is the leading professional association for private providers of education services, suppliers, and other private organizations who are stakeholders in education.

The EIA focuses on expanding opportunities and performance, seeking mutually respectful relationships with coalitions representing parents, school administrators, school boards, and teachers that all wish to improve educational outcomes. The association also works on behalf of post secondary education providers and their representatives to help expand options for adults seeking advanced degrees.

The EIA is supported by a sister organization, the Education Industry Foundation (EIF), incorporated as a 501(C) (3) for educational purposes. A generous donation to the EIF enabled the development and publishing of this career guide. The EIF is an important vehicle for receiving grants and engaging in activities that support educational purposes. The EIF's primary goals are to promote the study and research of the educational system

in the United States; disseminate by lecture, seminar, and publications the advancement of the education of citizenry; conduct periodic meetings of educators; and provide a forum for discussion of various means of enhancing the educational system to the benefit of students and citizenry in general.

The EIA strategic goals are to foster the development of a vibrant K-16 education industry by:

- Enhancing accountability and quality throughout the industry by promoting industry standards, professional development, and networking opportunities.
- Promoting public policies that ensure equitable and fair access to the education marketplace.
- Educating the public about the contributions of the education industry for improved service, results, and innovation.
- Documenting and disseminating program outcomes and best practices.

The EIA hosts two nationally recognized conferences:

- *EDVentures* is the largest annual gathering of companies serving the K-16 education market. The first *EDVentures* Conference debuted in 1991, with 16 attendees; today, more than 500 owners and top corporate executives attend. *EDVentures* features skill-building seminars and networking opportunities for the industry's entrepreneurs.
- *Education Industry Days* is an annual conference in Washington, D.C. that provides business leaders with the current information on federal policy and funding on No Child Left Behind, Higher Education Authorization and the Individuals with Disability Education Act. Education companies, investors, and consultants use this information to further their respective business decisions and strategies. Speakers include Members of Congress, Department of Education leaders, business owners, and corporate executives.

Introduction

Overview of Opportunities in the Education Industry

This document serves as a catalyst to attract tomorrow's leaders in education. The market-driven economy, long considered America's strong suit, has the potential to reinvent education for the benefit of all. The education industry is an emerging market within that economy, and presents significant opportunities for career advancement. The Education Industry Association (EIA) is the premier association for education entrepreneurs delivering service, innovation and results for families and schools. EIA has created this document as a guide for students, professionals, and career advisors who are interested in the prospect of employment in the education industry. The goal is to provide information and resources that can both educate interested parties and guide them to opportunities in the industry. Links to specific companies and organizations are available through the EIA's Website: www.educationindustry.org.

Many companies in the education industry offer idealistic goals, combined with competitive salaries and generous benefits. Employment opportunities are as diverse as the companies themselves, ranging from consulting with school operators to working with software and textbook publishers. The industry is in a growth stage, and is expected to be a major component of America's 21st Century economy. Numerous new companies will join those currently in the industry to revolutionize the way people learn, research, collaborate, and teach.

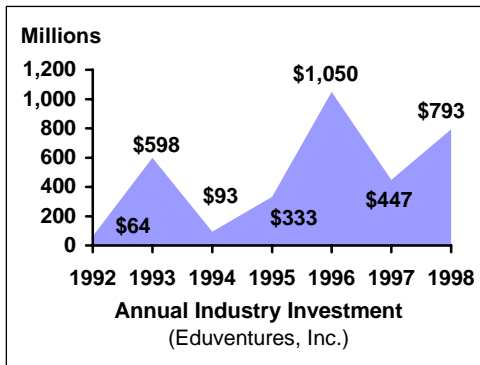
Many of the students who graduated during the emergence of the education industry have become its prominent leaders today. Their accomplishments provide a model for the skills and ideals necessary for success. As demonstrated in their careers, the early leaders maintained a simple but potent mindset: improve education by employing sound business management knowledge and high-minded goals. Their impact has set the stage for a new generation to push the envelope of progressive education.

Today's students will become the leaders of tomorrow's education industry. Using a diverse skill set, ranging from business expertise to a deep understanding of education, visionaries have an opportunity to reshape the industry to better serve students of all ages. Individuals seeking a career in the education industry should be passionate advocates of change based on an understanding of the education market today.

History of the Education Industry

The Early Players (1990-1998)

During the early years of the education industry, dozens of educator-entrepreneurs sought to transform their skills and knowledge into viable businesses. These years saw the emergence of at-risk services, education management efforts, and the establishment of the Association of Educators in Private Practice (AEPP), the predecessor of the Education Industry Association. The industry became more focused with the arrival of



charter schools, which accelerated the opportunities for private companies to develop offerings to schools.

In the early 1990's, companies began to emerge that provided public schools with alternatives to outsourcing management and operation functions. Two early players, Education Alternatives and Edison Schools, began offering these services despite resistance from teacher's unions and city governments. When Edison announced that each

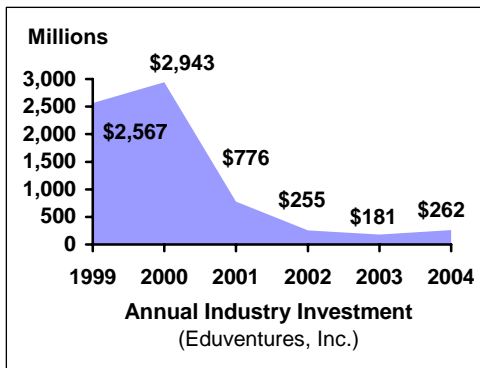
student would receive a laptop computer, communities began to recognize the power and potential of the providers in the for-profit education market.

Another early bridge for private industry was providing services for at-risk students. Companies such as KIDS1, Options for Youth, Ombudsman Educational Services, Richard Milburn High Schools, and Aspen Education Group created public partnerships and alternative services for students who were unsuccessful in mainstream education. The goal was to provide the at-risk student population, many of whom had serious emotional disturbances and learning disabilities, with the support they needed to become successful students.

By the mid 1990s, the charter school movement began to fuel the expansion of the education industry. Under new legislation, charter schools were better able to contract with private providers and avoid traditional union barriers. Many companies were able to expand their businesses, while new companies entered the market providing special education services to the new schools.

Age of Transition (1998-Present)

With the gradual expansion of computing power and Internet access, technology drove the industry during the late 1990s. Today, a comprehensive technology framework is beginning to emerge as scores of companies implement new technology platforms geared



specifically toward education. Businesses have responded to important public policy issues relating to standards, assessment, and accountability.

The last decade of the 20th Century saw Internet access at the classroom level soar from 3 percent in 1993 to a remarkable 93 percent today. The governmental e-Rate program has been highly successful in wiring schools and classrooms for

connectivity, awarding more than \$2.5 billion dollars annually. Revenues for technology-based education companies have reached the multibillion dollar mark. While sales of technology applications and content outweigh sales of computer hardware and networking equipment, the efficiencies offered from new technology are capturing the attention of administrators, educators, policy makers, and students.

Software companies also began to see remarkable growth in the late 90s. Early companies such as Tom Snyder Productions and The Learning Company began to offer numerous software suites for K-12 classrooms. Software was created to meet specific curriculum goals and provide interactive mediums for improving student performance. Titles such as Oregon Trail and Carmen Sandiego were regarded as models for creating successful “edutainment” software. Other companies, such as Inspiration Software Inc., began to focus resources on productivity tools for students, creating technological aids for visual learning.

At the turn of the century, the Internet became another major channel for educational products and services, although the dot-com boom and subsequent bust took its toll on the emerging industry. According to *Eduventures*, an industry research company, overall investment in education businesses over the past 10 years exceeded \$10 billion. Initially, platform providers emerged with a wealth of resources for children, parents, and educators. Companies in this space, such as Family Education Network, offered a collection of online tools and content-related links for parents, students, and educators. Other organizations, like the now defunct ZapMe! Corporation, were unsuccessful in their attempts to use schools for advertising delivery and marketing research. In total, more than half (\$6 billion) of the money invested was written off by venture capitalists and private equity investors as companies failed because of unproven models and poor due diligence by the investors.

After the Internet bubble burst, investments plummeted, but survivors began to emerge with solid business models. WebCT, DataTel, and Blackboard surfaced, offering complete course management packages, including IT systems for enrollment, assessment, dynamic content, and discussion groups. Today, postsecondary education and technology continue to fuel the growth of the industry. Combining K-12 and postsecondary companies, the industry produces over \$110 billion in revenues with a stock market cap in excess of \$200 billion.

The political environment has also created significant opportunities for education entrepreneurs. In 1998, Congress passed the Children's Online Privacy Protection Act, regulating data mining of children's information under the age of 13 and forcing companies to gain parental consent when collecting this information. In 2001, the No Child Left Behind Act created standards for assessment and accountability that offer more choices to parents and additional flexibility for states and school districts. The Department of Education also set unprecedented goals for technology in education. The National Education Technology Plan has developed objectives to strengthen technology leadership, improve teacher training, nurture e-learning, expand 24/7 broadband access, and move toward digital content.

Future Outlook

The 21st Century Education Industry

Technology-driven growth in education markets and the broader acceptance of for-profit involvement in education have set the stage for an exciting 21st Century. The public is more engaged in the issues and is beginning to accept that business has a significant role to play in improving education. Leadership and investment will come from established publishing companies and newly emerging education and technology providers. Though many businesses have already gone public, many more firms are likely to declare IPOs, and conglomerates will spin off their education divisions to the public markets.

Politics will also play a profound role in the education industry's future. In the coming years, the No Child Left Behind Act, Higher Education Act, and Individuals with Disabilities Education Act will reorganize education, creating hundreds of new business opportunities. Summative assessments will become critical to a student's future, leading to a growth in consumer paid education services and preparation materials. Supplemental Education Service Providers, which are companies that provide after-school tutoring, counseling, and test preparation (materials and services), are expected to grow to meet a rising demand. Professional development will be critical for teachers and administrators, who are facing increased expectations and new licensing and certification requirements. Education consultants, management companies, and policy specialists will serve schools at all levels and advise them on their legal, political, and communal obligations.

We are already experiencing a golden age for educational technology. Institutions demand multi-tiered, end-to-end solutions that manage everything from back-office operations to financial aid. Established companies are searching for additional products and services and acquiring new technology companies that can add value to their businesses. Publishers and product manufacturers are extending their technology capabilities, while schools will, in the near future, use wireless technology to bring (portable) computers to every student. Younger and more tech savvy teachers will begin

joining the workforce, bringing an understanding of the power of computers and harnessing technology to create new models of teaching.

The K-16 market is expected to continue its investment in hardware and software and expand the applications available to teachers and students. Just as the business-to-business market has embraced information technology, the education-to-business market will become highly interconnected. Technological aides, similar to AlphaSmart's Dana and Neo, which provide low-cost, high impact products, will become ubiquitous in K-12 schools. The line between education and gaming will blend even further as software companies tune their games to meet specific curriculum goals. Teachers will even be able to use voice recognition packages to track student's phonemic awareness, fluency, grammar, and pronunciation skills.

Higher education will invest in new hardware technologies such as the Tablet PC, while further streamlining their IT infrastructures and embracing "anytime-anywhere" learning. A bright spot in the future of educational technology lies with knowledge webs, collaborative networks, and virtual communities. Online software will simplify collaboration and provide pools of information that are both diverse and subject specific. Web-based resources will expand to search multiple databases and numerous sources, making data on people, places, things, and events available in full-text at the click of a button. Students will manage their classes from portals, using the Internet to interact with each other, keep journals, work in teams, and network with the professional world. Some of the most innovative colleges and universities will even catalog courses on the Web by digitally recording lectures and scanning in class notes.

Exciting times are ahead for students and professionals interested in a career in the education industry. Whether in technology or teaching, management or administration, opportunities abound.

Industry Landscape

Definition of the Industry

The education industry can be described as the collection of organizations and businesses that provide products and services aimed at enhancing the quality of education in society. The education industry plays an increasingly important role in supporting public education by meeting the demand for products and services that both complement basic education services and supplement their underlying goals. The industry is defined by four main categories: Schools/ Service Providers, Supplemental Education Service Providers, Products, and Education Service Businesses. Each category has distinct market segments, all of which are defined below. For job seekers, having a clear picture of the industry is crucial for researching companies, determining a career path, and exploring potential employers.

| The Education Industry | |
|---|--|
| Schools / Service Providers | Alternative/Special Education Services, Education Management Organizations, Charter Schools, Virtual Schools and Proprietary Schools. |
| Supplemental Education Service Providers | Learning Centers/Tutoring Services and Assessment Services. |
| Products | Educational Products, Publishing, and Supplemental Products. |
| Education Service Providers | Education Consultants, Education Information and Research, Education Investment Services, Education Policy Specialists, and Technology Services. |

Schools / Service Providers

Alternative/Special Education Services

The alternative/special education segment includes companies that provide services to students with needs that traditional schools cannot meet, providing services to at-risk students, students with special needs, and adjudicated youth. Companies typically operate their own facilities or contract with school districts and juvenile justice departments. In general, the businesses can be totally private, publicly funded by government contracts, or a hybrid between the two models.

The EIA expects the alternative education market to grow substantially. As the student population increases, special education broadens, and government places additional performance and accountability requirements on schools, schools will need additional alternatives to deal with this expanding market. According to the U.S. Department of Justice, about 54 percent of public schools reported taking disciplinary action in the 1999-2000 school years. Of those actions, 11 percent of the students were removed without any service (i.e. expulsions) and only 7 percent were transferred to specialized schools.

Representative Alternative/Special Education Companies

| Name | Headquarters | Description |
|--|---------------------|--|
| Aspen Education Group | CA | Aspen Education Group provides educational programs that promote academic and personal growth to students and their families. |
| Educational Services of America | TN | Nashville-based, Educational Services of America (ESA) is the nation's largest private provider of special education and alternative education |

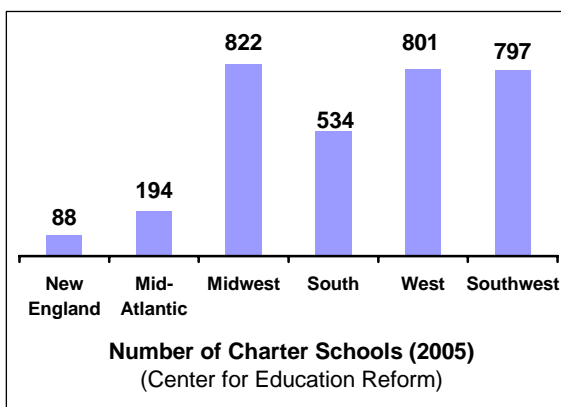
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| (ESA) | | services. ESA contracts with K-12 school districts across the country through three of its four service divisions - Ombudsman Educational Services, Exceptional Schools, and Spectrum Schools. The fourth division, College Living Experience, is a post-secondary transition program that assists students with special needs in completing college and transitioning into independent adults.. |
| Keystone | TN | Keystone provides education, treatment, guidance, and encouragement for troubled children and adolescents. |
| Kids Behavioral Health | NV | Kids Behavioral Health works in the treatment of troubled youth, partnering with the families and the professional referral community to promote healing and change for youth placed in its care. |
| KIDS 1, Inc. | NJ | KIDS 1 provides targeted schooling for special needs and at-risk children who face learning, language, and social challenges. |
| Total Education Solutions | CA | Total Education Solutions provides onsite special education services to charter schools and public school districts. |

Education Management Organizations

Education management companies are contracted to operate public and private schools. They are responsible for numerous functions, including payroll, meal services, health services, transportation, technology support, and sanitation. While these companies can service any educational institutions, they have found a large market in charter schools, which commonly outsource administrative functions.

The bulk of education management companies focus on charter schools, linking them with the charter school market segment. The politics of this market can be challenging. In particular, many companies walk a fine line when declaring themselves profitable and very few choose to advertise it. Growth in this segment is intimately tied to public support and political reform. Cost cutting measures are likely to be met with vigorous opposition. Negative public perception can have a profound effect on the success and failure of a management company.

Charter Schools



Charter schools have been a growing phenomenon since 1991. A charter school is a public school that receives government funding, has open admissions, charges no tuition, and is subject to more government regulations. But, unlike traditional public schools, charter schools educate their students based upon the objectives laid forth in their charter. As of April 2005, The Center for Education Reform reported that nearly 3,400 charter schools are

operational, serving approximately one million students. Roughly 10 percent of these schools are operated by for-profit companies.

Virtual Schools

A virtual school is a fully managed web environment designed specifically for the education sector. Schools and colleges are able to utilize their virtual school to improve open and secure communications between governors, teachers, pupils and parents on both a one-to-one and one-to-many basis, facilitating the development of both e-learning and e-assessment programs.

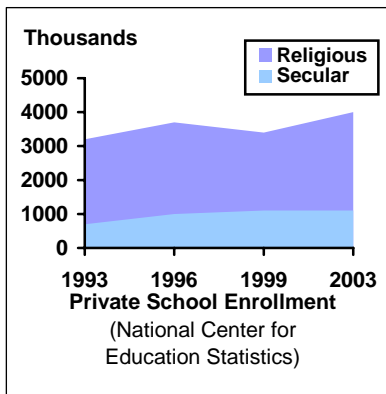
Representative School Companies

| Name | Headquarters | Description |
|--|--------------|---|
| Edison Schools | NY | Founded in 1992, Edison Schools focuses on raising student achievement through its research-based school design, uniquely aligned assessment systems, interactive professional development, integrated use of technology, and other proven program features. Edison students are achieving annual academic gains well above national norms. |
| GEO Group | AZ | GEO Group is a total solutions provider of business and education management services for K-12 districts, charter, private, and federal grant schools. The company's comprehensive services include: administrative, banking, business services, curriculum, finance, grant writing, special education, student information management, and more. |
| Mosaica Education, Inc. | CA | Mosaica Education, Inc. operates innovative charter schools, emphasizing, strong basic skills, an inter-disciplinary curriculum and extensive use of technology (1:3 ratio of computers to students). Mosaica-managed schools offer a safe and secure environment, a motivated teaching staff, an extended school day and academic year, and a high degree of accountability. |
| National Heritage Academies | MI | National Heritage Academies envisions a national organization of over 200 charter schools that become the finest K-8 schools in the country. Using a partnership with parents as a foundation, it hopes to achieve this by combining rigorous, "back-to-basics" academics, strong moral development, and a universal commitment to all children. |
| SABIS Educational Systems, Inc. | MN | SABIS operates public and private schools in 11 countries. It develops and operates high-standard pre-school to grade 12 and college preparatory schools using the proprietary SABIS Educational Systems. It also sets up and runs turnkey schools for private owners or public entities using the SABIS Educational Systems. |
| Victory Schools | NY | Victory Schools partners with state departments of education, local boards of education, teachers, teachers unions, outstanding community groups, and parents. The company currently provides services to 13 public schools serving approximately 5,600 children. |
| White Hat Management | OH | White Hat Management offers general operations management, human resources, financial reporting, and student-data reporting to state education authorities. |

| Virtual School Companies | | |
|----------------------------|----|--|
| Connections Academy | MD | Connections Academy is a national provider of K-8 virtual public schools operated in partnership with charter schools, school districts and state boards of education for students in grades K-8. The program combines certified teachers, a proven curriculum, community experiences and technology tools to create a supportive and successful environment for children who need an individualized approach to education and enrolls K-8 students in schools in Arizona, California, Colorado, Florida, Ohio, Pennsylvania and Wisconsin. |
| K12, Inc. | VA | K12 Inc., a leader in web-based education, provides curriculum, materials, and training to public schools throughout the nation interested in creating distance-learning programs, innovative high-tech classrooms, and individual learning plans for unique groups of students. |

Proprietary Schools

While public education has been available since the early 19th century, private schools are the oldest educational institutions in the US. Today, families have the advantage of being able to choose between public schools, whose tuition is funded by the state, and private schools, whose tuition is paid out of pocket. Private schools are typically religiously based, though secular and specialty schools exist to a lesser extent. In general, there are



more than 5 million students enrolled in over 27,000 different private schools throughout the country. Since private schools are not run with public money, they are not subject to heavy regulation such as the No Child Left Behind Act.

Private schools are an established market segment in the education industry. As long as there are parents who are dissatisfied with public schools, there will be a market for proprietary schools. For-profit private schools take the form of both franchised businesses and localized companies. Their growth may be supported by the rise of

a successful state and federal voucher program. Vouchers are scholarships awarded to parents in order to fund the tuition expenses of private schools. While vouchers give families additional choice, they are controversial since the money is viewed as being diverted from public education.

Representative Proprietary School Companies

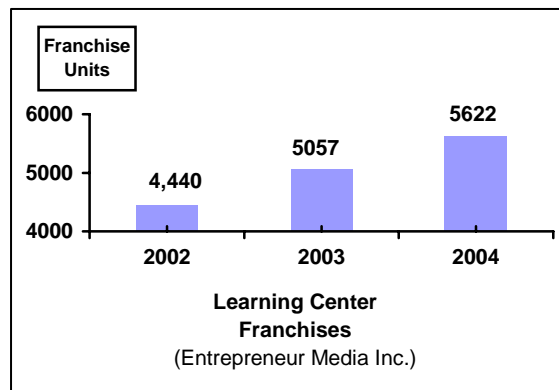
| Name | Headquarters | Description |
|-----------------------------------|--------------|--|
| Challenger Schools | UT | Challenger's mission is to prepare children to become self-reliant, productive individuals; to teach them to think, speak, and write with clarity, precision, and independence; and to inspire them to embrace challenge and find joy and self-worth through achievement. |
| Fairmont Schools | CA | Fairmont Private Schools is Orange County's largest co-educational, non-sectarian private school. Founded in 1953, Fairmont has educated thousands of Orange County's finest students. Each year, students are accepted into the nation's top colleges and universities. |
| Nobel Learning Communities | PA | Nobel Learning Communities, Inc., through its subsidiaries, provides education and school management services for the pre-elementary through 12th grade market. It offers its programs through a network of general education preschools, elementary, and middle schools; programs for learning challenged students; and special purpose high schools. The company also provides summer camps, and before and after school programs. In 2005, the company operated 150 schools in 14 states. |
| Stratford School | CA | Stratford School is a private preschool and elementary school located in the San Francisco Bay Area. Founded in 1999, Stratford currently has four campuses serving approximately 1,800 students. |

Supplemental Education Service Providers (SES)

Learning Centers

Learning centers are defined as local educational institutions that provide tutoring, test preparation, prescriptive education, and other services outside of the traditional K-16 system. Over the past two decades, this sector has seen significant growth due to societal trends and changes in education.

Learning centers are often considered an alternative to traditional daycare, where working families can extend a student's school day to coincide with their schedules. Similar to after school clubs and sports, learning centers provide children of all ages with additional experiences, but primarily focus on academic pursuits.



Learning center growth is likely to continue over the next 20 years. The U.S. Department of Labor estimates that more than 60 percent of working women have a child under three

years old. Furthermore, the population of children aged five and under is expected to increase by 3.4 percent over the next two decades. Even in a recent *Newsweek* poll, 42 percent of Americans believe that there is a "great need" for private, outside tutoring. Poor school performance and over-ambitious parents have also led to a surge in demand for extra services. Largely due to these trends, learning center businesses are becoming national brands, where some operate remote divisions and others organize countrywide franchises.

Tutoring Services

Tutoring services can be offered from private practice educators, learning centers, tutoring franchises, and other education-focused businesses. Tutors can be online, onsite, or in a classroom, as well as one-to-one, one-to-many, and peer-to-peer. Due to new mandates in the No Child Left Behind Act, this market is likely to continue to grow. Students have used tutoring services to brush up on their math and language skills and pass mandatory proficiency tests. Furthermore, Title I of NCLB specifically requires consistently failing schools to offer free tutoring to students from underprivileged families.

In addition, online tutoring has become a growing phenomenon. Online tutoring consists of companies that offer Internet-based study guides, homework support, test preparation, one-on-one coaching, and bilingual services. Tutoring sites connect students with degree-accredited tutors who are knowledgeable in subject specific areas. Companies typically employ various technologies in order to simulate face-to-face communication, including instant messaging, Web conferencing, online white boards, and voice over Internet provider (VOIP). Tutoring companies' customers not only include the K-16 market, but also libraries and learning centers.

Representative Learning Center/Tutoring Service Companies

| Name | Headquarters | Description |
|--|--------------|--|
| Educate, Inc. (Sylvan Learning Centers) | MD | Educate, Inc. is a pre-K-12 education services company delivering tutoring and other supplemental education services to students and their families. Its portfolio includes Sylvan Learning Center, providing supplemental, remedial and enrichment instruction; Hooked on Phonics, delivering early reading, math, and study skills programs; and Catapult Learning, a provider of educational services to public and non-public schools. |
| Huntington Learning Centers, Inc. | NJ | Huntington Learning Centers is the oldest national provider of supplemental education in the United States. Huntington has 250 company-owned or franchised Huntington Learning Centers in 37 states. The Huntington chain services approximately 25,000 students annually and employs approximately 700 full-time staff and 3,200 part-time staff. |
| INSPIRICA | NY | With 20 years experience in tutoring, test preparation, and admissions support, INSPIRICA has a broad range of experience with students. INSPIRICA's tutors travel all over the U.S. and abroad to accommodate students' locations, schedules and needs. Whether there is a specific upcoming test and test date or students are interested in general academic support, INSPIRICA's customized approach works to inspire a child to achieve his or her personal best. |

| | | |
|---|----|--|
| Kaplan, Inc. | NY | Kaplan has evolved well beyond its historic roots in test preparation to serve students of all ages through a wide array of offerings. These include programs for kids and schools, post-secondary education, professional training, and more. Kaplan helps a wide range of students: a first-grade student trying to master basic reading skills, a mother who needs to earn her bachelor's degree, or a financial services professional looking to obtain a securities license. |
| KLC/ EdSolutions, Inc. | CO | KLC/EdSolutions, Inc. creates quality extended time programs for children in an environment conducive to intellectual, physical, and social growth. The company's school-based programs are customized to meet the unique needs of the local school district and individual school. In cooperation with the local school administration, KLC/EdSolutions designs curriculum that will focus on increasing student achievement and provide opportunities for stimulating enrichment experiences. |
| Kumon Math & Reading Centers | NJ | Kumon is an after-school supplemental math & reading provider, with 3.7 million students in 43 countries. Kumon can help a child master the basics of math and reading, improve study habits, strengthen concentration, increase self-confidence and self-discipline, cultivate independent learning skills, and help develop critical thinking and analytical skills. |
| Online Tutors | | |
| e-Tutor, Inc. | IL | e-Tutor is a K-12 Internet education program for students, parents, and educators, providing tools and educational content to create a customized learning community. The more than 1,300 interactive e-Tutor lessons are created by teachers from across the United States. The lessons are aligned with state and national goals and standards in the four core curriculum areas: Language Arts, Mathematics, Science, and Social Science. The program is fully accessible through the Internet, allowing registered users access from any location. No software, plug-ins, or additional components are needed. |
| Smarthinking | DC | SMARTHINKING provides people, technology, and training to help institutions offer their students academic support. Schools, colleges, universities, libraries, government agencies, textbook publishers, and other education providers work with SMARTHINKING to increase student achievement and enhance learning. SMARTHINKING connects students to qualified educators anytime, from any Internet connection. From supplementing current learning support programs with SMARTHINKING's qualified and trained e-structors, to licensing SMARTHINKING's technology platform to create a private-labeled virtual learning assistance center, SMARTHINKING develops custom solutions to enable institutions to help support their faculty and students. |
| Tutor.com | NY | Tutor.com is a provider of one-to-one learning and information services. Tutor.com's suite of services allows students of all ages and information seekers to connect for one-to-one real-time help from professional subject experts and librarians. They support these highly personalized services with training, tracking, and reporting features, marketing assistance and 24/7-customer support. Tutor.com's solutions raise the profiles of clients and offer them a cost-effective way to reach a maximum number of families, students, and customers. |

Assessment Services

Providers of educational assessment services help school districts meet new education reform laws by performing custom assessments, administering tests, and creating solutions for the specific needs of their clients. The No Child Left Behind Act

specifically mandates that students and teachers must face standard forms of assessment and meet certain criteria before progressing. Assessment companies contract with schools, school districts, and state governments to fill this growing need. The assessment market is highly sensitive to political legislation, which can directly create opportunities and threats to the companies operating within.

Representative Assessment Service Companies

| Name | Headquarters | Description |
|--|--------------|---|
| Tutoring Services | | |
| Educational Testing Service | NJ | Educational Testing Service (ETS) is a non profit created to advance learning and equity in education for people worldwide. ETS provides fair and valid educational assessments grounded in research. Its assessments and related products and services measure knowledge and skills, promote learning and educational performance, and support education and professional development. |
| Pearson Educational Measurement | IA | Pearson Educational Measurement has worked with district, state, and national assessments for more than 50 years. As a pioneer and comprehensive provider of educational assessment products, services, and solutions, PEM helps states and large school districts meet the requirements of education reform while understanding how to use testing and assessment to promote learning. |

Products

Education Products & Publishing

The educational products and publishing sector serves the entire market of public and private schools at all levels of education. Education product companies are primarily for-profit businesses that provide materials, instructional aides, technology, toys, equipment, and supplies. The market consists of companies that have products related to the industry (i.e. Apple Computers, IBM, Dell, Xerox, BIC) and others that are focused entirely on education (i.e. Scholastic Incorporated, Houghton Mifflin, Pearson, McGraw Hill).

Publishers in this market are engaged in a mass transition to digital media. Although print sales are still the overwhelming majority in education, the industry is embracing technology by producing complementary CD-ROMs and online resources. Students can find supplemental exercises for their lessons and teachers can find activities and resources to reinforce content. Some companies such as Renaissance Learning have embraced the digital revolution by offering products for K-12 curriculum exclusively on software. These trends are likely to continue as education leaders embrace technology.

Representative Education Product/Publishing Companies

| Name | Headquarters | Description |
|--|--------------|--|
| Education Technology and Software | | |
| AlphaSmart Inc. | CA | AlphaSmart delivers affordable technology solutions designed to reduce the cost and complexity of computing for customers worldwide. Within the education market, its solutions help students improve fundamental academic skills, teachers increase classroom productivity, and administrators provide greater access to technology at a low total cost of ownership. |
| Riverdeep | CA | Riverdeep is one of the fastest growing education software companies in the United States, with a wide range of products being used in more than 45,000 schools in over 20 countries worldwide. It is the parent company of The Learning Company. |
| Tom Snyder Productions | MA | Tom Snyder Productions, a Scholastic company, is a developer and publisher of educational software for K-12 classrooms. The company's products help teachers meet curriculum goals and are used in over 400,000 classrooms, improving student performance and understanding. |
| Educational Toys | | |
| Leapfrog | CA | LeapFrog is a designer, developer, and marketer of innovative, technology-based educational products and related proprietary content. LeapFrog is focused on developing products that will provide an engaging, effective learning experience for all ages, in school or home, around the world. |
| Publishers | | |
| Pearson Education | NJ | Pearson Education's business is global educational publishing, providing research-based print and digital programs to help students of all ages learn at their own pace, in their own way. |
| Scholastic Inc. | NY | Scholastic Corporation is the world's largest publisher and distributor of children's books and educational technology. Scholastic creates entertaining educational materials and products for use in school and at home, including children's books, magazines, technology-based products, teacher materials, television programming, film, videos, and toys. |

Service Providers

Education Consultants

As competition among students continues to heat up and individualized education plans (IEPs) are becoming more popular, consulting firms are expanding to meet the growing needs of the industry. Education consultants are individuals and firms that assist students, families, teachers, and schools on a variety of education-related problems. Consultants can offer analysis on topics ranging from an individual student's needs to legal issues pertaining to government regulations or parental rights. The opportunities in this market are typically generated by political movements and new government legislation.

Representative Education Consulting Companies

| Name | Headquarters | Description |
|---|--------------|--|
| Creative Educational Resources, Inc. | SC | Creative Educational Resources consults on grant writing and charter school planning/implementation. It provides services for districts, management companies, and community planning groups. The company also develops curriculum for K-12 schools including extensive work with Early College/Middle College and career/college readiness. |
| EAS | US UK | EAS strives to provide, to all enquirers, accurate, comprehensive, current and unbiased information on educational and educationally-related opportunities in the United States. It does not endorse or rank any college or university, nor does it endorse services provided by any individual, company or organization. |
| Educational Options | AZ | Educational Options provides assistance to parents in need of a therapeutic school, special needs school, or treatment center placement. The company serves children, adolescents, and young adults. |
| WestEd | CA | The nonprofit WestEd's programs focus on a variety of topics, including early childhood care, adolescent health, K-12 assessment, professional development, policy, math and science curriculum, literacy, after school programming, special education, teacher and leadership training, and more. |

Education Information and Research

Education information and research firms are expected to become more critical as the education industry grows. These companies provide the investment and business communities with the critical knowledge needed to succeed in the growing education industry. Information-related firms can provide custom research, advisory services, and industry-wide analysis. The companies in this segment are essential to the education industry and provide a voice for its future outlook and present state.

Representative Education Information and Research Companies

| Name | State(s) | Description |
|---------------------------------|----------|---|
| Information and Research | | |
| Eduventures | MA | Eduventures is the digital marketplace for news, research, and professional services related to the education industry. The company's Web-based resources are designed to help education businesses develop strategy, raise capital, and acquire talent. Eduventures also provides education industry investors with up-to-date news and analysis on industry mergers & acquisitions, investments, venture funding, alliances and IPOs. Many of the Company's research and information services are available free of charge. In-depth research, targeted industry analysis, and custom advisory services are available via subscription. |

Education Investment Services

Education investment services focus on the financial and consulting issues of the education industry. Investment services can help firms incorporate, seek funding, issue equity, finance debt, or implement mergers and acquisitions. As the education industry grows and consolidates, education investment services will play an increasingly important role.

Representative Education Investment Companies

| Name | Headquarters | Description |
|--|--------------|--|
| Investment Consultants | | |
| Education Capital Group | VA | Education Capital Group, LLC is a financial and strategic advisory firm providing capital formation, merger and acquisition, and consulting services to K-20 education companies and investors. |
| Parchman, Vaughan & Company, L.L.C. | MD | Parchman, Vaughan & Company arranges private equity and debt financing and advises clients in merger, acquisition, and divestiture transactions. The company also uses its years of experience to offer strategic financial advisory services. Parchman serves emerging growth companies with particular emphasis on the education industry. It is willing to provide advisory services to companies in the education industry. |
| Investment Firms | | |
| Harris Nesbitt | NY | Harris Nesbitt is a full-service investment bank, offering private and public equity issuance, debt financing, and merger & acquisition advisory services. |
| Legg Mason Wood Walker, Inc. | MD | Legg Mason Wood Walker publishes an education and e-Learning weekly newsletter that provides comprehensive overviews of the dynamic education and e-Learning sector. The company has created the Legg Mason Education Index (LMEI), which comprises 49 public companies. In its research, the company provides performance updates on the LMEI, a review of M&A activity, key partnerships, and equity investments in education. |

Education Policy Specialists

Education policy specialists are organizations and individuals that provide research, analysis, and consulting on the politics of education. Policy issues are not only important to companies within the education industry, but also to the entities that regulate the industry (i.e. school districts, state and federal governments, superintendents, etc.). Policy specialists can provide consultation on both the adherence to education laws and the development of political reforms. Their existence and services are highly influenced by elections, grant funding, regulations, and social movements.

Education Policy Representatives

| Name | Headquarters | Description |
|---|--------------|---|
| The Center for Education Reform | DC | The Center is a national clearinghouse for research and action on all issues of education reform. It supports and promotes proven successes and educates the public on reform efforts throughout the country. It provides information, support, and guidance to communities, legislators, educators, organizations, and individuals on education reform issues and efforts. |
| Milton & Rose D. Friedman Foundation | IN | The Friedman Foundation works with any organization promoting free market applications/solutions to the problems facing our current education system. The organization provides consultant services for a similar business. It also provides grants for school choice programs and gives advice on school start-ups. |
| Reason Public Policy Institute | CA | Reason Public Policy Institute is an education industry think tank. It provides educational research and public policy analysis. The Institute also provides research, analysis and information for schools, districts, legislators, foundations, and other research institutes. |
| WestEd | CA | WestEd tracks current trends in education reform and highlights developments through research-based policy analyses. These efforts enable policymakers to make informed decisions about early care and education that will most positively impact children and families. |

Technology Service Providers

Technology companies are expanding their crucial role in education. Technology service providers offer schools the infrastructure to manage their operations, collaborate, provide content, administer tests, and assess students. Most technology service providers operate over the Internet, which is now ubiquitous in public schools. Though the companies in this segment are still in their infancy, they will inevitably play a fundamental role in the information technology offerings of primary, secondary, and postsecondary schools.

Representative Technology Companies

| Name | Headquarters | Description |
|-------------------------|----------------|--|
| Blackboard, Inc. | DC AZ | Blackboard offers a complete suite of enterprise software products and services that power e-Education programs in its primary markets – Higher Education, K-12, Corporate/Government, and International. Blackboard solutions deliver the promise of the Internet for online teaching and learning, campus communities, campus commerce services, and integration of Web-enabled student services and back office systems. |
| Datatel | VA TX CA | Datatel offers the most advanced and comprehensive information technology solution for higher education – Datatel Colleague. Incorporating five key integrated components – Student, Finance, Financial Aid, HR, and Advancement – Colleague provides the tools and capabilities colleges and universities need to meet their business objectives. |
| eCollege | CO | eCollege provides all of the necessary technology and services in an integrated approach to power the profitable growth of online distance programs. The company focuses on supporting the success of its customers by teaming with institutions to generate high student satisfaction, strong program retention and enrollment growth. As the only eLearning outsource provider focused on developing full programs, we support some of the |

| | | |
|--|----|---|
| | | largest and fastest growing online degree, certificate, and professional development programs in the country. |
| K12Connect, Inc. | NY | K12Connect helps schools reduce the burden of paperwork, communicate with parents, and focus on teaching children. Through thoughtful use of technology and a steadfast commitment to customer service, it empowers educators to achieve the academic goals and objectives of their schools. |
| SEE Corporation / TIENet | NJ | TIENET® is a Web-based instructional management solution. It organizes the instructional process and monitors its impact on achieving mandated educational standards and it fulfills compliance regulations related to Special Education. Using TIENET® technology, educators can focus on instruction, manage resources, measure performance, and participate in professional development based on student performance data. The Internet version provides additional stability and flexibility to an already proven product as well as a way to meaningfully include parents in the educational process. |
| Spectrum K12 School Solutions, Inc. | MD | Spectrum (formerly 4GL) works collaboratively with districts of all sizes to deliver scalable, easy-to-use software solutions that lift the immense burden of paperwork from education professionals so they can focus on the most important part of their work: educating children and improving student achievement. Focused solely on K-12 education, Spectrum's proven, data-driven solutions help districts reduce paperwork, increase efficiency, improve staff morale and retention, increase revenue recovery, eliminate compliance issues, reduce unnecessary referrals to special education, and support successful achievement of individualized education plan (IEP) goals. |

Participants

Since the early 1990's graduates from some of America's premier colleges and universities have set forth to make their mark and change American education. These early trailblazers are among the leaders of the education industry today.

Industry Trailblazers

George Cigale

Co-Founder and CEO, Tutor.com

George Cigale, CEO, has served as Tutor.com's Chairman and CEO since co-founding the Company in 1998. Formerly serving as Vice President of The Princeton Review, he has 15 years of experience in the tutoring and test-preparation markets. He received a BA degree in Political Science from the State University of New York at Binghamton.

Robert Daugherty

Founder and Chairman, Knowledge Investment Partners

Robert Daugherty is the Founder and Chairman of Knowledge Investment Partners, one of the leading investment funds focused on the education industry. He is a graduate of Harvard College with a Masters Degree from Columbia University and Cambridge University, UK.

Thomas Dretler

President and CEO, Eduventures

Thomas Dretler has been the president & CEO of Eduventures since 1999. He obtained an M.B.A. degree from the Harvard Business School and is a Phi Beta Kappa graduate of Johns Hopkins University. In the mid 1990s, he managed a Harvard Business School program on business involvement in public education, welfare-to-work, and urban investment.

Chris Gergen

Co-Founder, New Mountain Ventures

Chris Gergen has led the education industry in roles such as the co-founder of New Mountain Ventures, Chief Operating Officer of New American Schools, founder of the LEAD Program, and VP of New Markets at K12, Inc. He holds master degrees from both George Washington University in Public Policy and Georgetown University in Business Administration.

Wendy Kopp

President and Founder, Teach for America

In 1989, Wendy Kopp founded Teach for America, a national corps of outstanding recent college graduates who commit two years to teach in urban and rural public schools, and become lifelong leaders in the effort to expand educational opportunity. She serves on the President's Council on Service and Civic Participation, the Boards of The New Teacher Project and the KIPP Foundation, and the Advisory Boards of the Center for Public Leadership at Harvard University's Kennedy School of Government, and the National Council on Teacher Quality. She holds a bachelor's degree from Princeton University, where she participated in the undergraduate program of the Woodrow Wilson School of Public and International Affairs.

Burck Smith

CEO and Co-founder, SMARTHINKING

Burck Smith co-founded SMARTHINKING in 1999, providing people, technology, and training to help institutions offer their students outstanding academic support. He is an experienced writer and speaker and has advised all levels of government about the opportunities and dangers of using network technology in welfare reform, education, electronic commerce, voting, the democratic process, community development and the telecommunications industry. He has a Master's Degree in Public Policy from Harvard University's John F. Kennedy School of Government and a BA from Williams College. He has traveled extensively and has worked in Korea and Vietnam.

Kim Smith

Co-Founder and Executive Chairman, NewSchools Venture Fund

Kim Smith established NewSchools Venture Fund in 1998 to transform public education by supporting education entrepreneurs. She holds a bachelor's degree in political science and psychology from Columbia College and an MBA from the Stanford Graduate School of Business. She began her career as a consultant specializing in business-education partnerships. In 1989, she became a founding team member of Teach for America (TFA) and later worked for BAYAC AmeriCorps.

Joe Wagner

Founder, Stratford Schools

Joe Wagner founded Stratford Schools in 1999. He earned a B.A. in History and Economics from Georgetown University in 1989 and an M.B.A. in Finance from The Wharton School in 1996. Prior to founding Stratford, he worked on the successful campaign to strengthen the charter school law in California.

Entrepreneurial Educators

In addition to those trailblazers described above who built enterprises, there are teachers who moved from the classroom to help build the education industry of today. Some of those teachers are:

Lillian Brienza

President, Academic Advantage, NY

James Giovannini

Owner, Academic Tutoring Centers, IL

Nancy Lavelle

President/CEO, Total Education Solutions, CA

Ellyn Lerner

President, KIDS 1, Inc., NJ

Lynne Master

Owner, Learning Disabilities Clinic, MI

Kevin Mc Carville

President, EduCare Learning Centers, IA

Adam Newman

Vice President, Research & Client Services, Eduventures, MA

Carole Richards

President, North Coast Education Services, OH

Arthur Steinert

Senior Consultant, Eduventures, MA

Ellen Larkin Sternig

Owner, The Learning Exchange, WI

Beverly Stewart

President and Founder, Back to Basics Learning Dynamics, DE

Peter Stokes, Ph.D.

Executive Vice President, Eduventures, MA

Lori Sweeney

Founder, Ombudsman Educational Services, IL

Jennifer Valdman

Owner, A+ Educational Services, CA

Authors

Ian F. Cohen

Independent Consultant and Teacher (Technology, Business, and Education)

Ian Cohen was contracted by the Education Industry Association to research and develop parts of this career guide. He is a strong advocate for students and has worked as a teacher, small business owner, software engineer, and consultant. He has a Bachelor of Arts from Boston University, Masters of Business Administration from Bentley College, and Masters in Education from Simmons College.

Michael R. Sandler

Founder, Eduventures

Michael Sandler, who coined the term "education industry" and is considered an industry founder, established Eduventures, Inc. in 1993. A lifelong entrepreneur, he has built a career both in business and education. He established several successful businesses, was appointed a fellow at John F. Kennedy School of Government at Harvard University, founded the Business Leadership Council for the Center for Business & Government, and established the Sandler Fellows Program. A former trustee and overseer, he is a graduate of the Wharton School at the University of Pennsylvania and the founding chairman of the Leadership Board of The Education Industry Association.

Contributors**Eduventures, Inc.**

Eduventures, the leading information services company for the education market, provides research and analysis that enables organizations to develop strategy, increase sales, and improve operational performance. The company's offerings include targeted research programs, advisory services, and conferences. As a worldwide authority on the education market, it serves a blue-chip client base of executives and senior managers at hundreds of leading educational organizations and technology companies.

Lenore Ealy, PhD.

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Sean Gallagher

Senior Analyst, Eduventures

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Past President, Education Industry Association

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Executive Director, Education Industry Association

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Founding Board Member, Administrative Director, Education Industry Association

Special thanks to

Guilbert Hentschke, Richard T. Cooper and Mary Catherine Cooper Chair in Public School Administration, University of Southern California, for his vision as an industry leader and former EIA President.

Lori Sweeney, Founder, Ombudsman Educational Services, whose generous support enabled this Career Guide to be published.

Representative Listings: EIA Business & Corporate Members

Overview

| Business Name | Tutoring | Online Learning | Schools | Special & Alternative Education | Post Secondary Education | Suppliers & Publishing | Data Management | Financial Institutions | Marketing/HR/Legal | Childcare & Pre K | Professional Development |
|--|----------|-----------------|---------|---------------------------------|--------------------------|------------------------|-----------------|------------------------|--------------------|-------------------|--------------------------|
| A+ Educational Services, Inc. | X | | | | | | | | | | |
| AbBey Achievement Center, Inc. | X | | | | | | | | | | |
| Academic Tutoring Centers, Inc | X | | | | | | | | | | |
| Achievement Unlimited | X | | X | X | | | | | | | |
| Advantage Education | X | | | | X | | | | | | |
| Aspen Education Group, Inc. | | | X | X | | | | | | | |
| ATS Project Success | X | | | | | | | | | | |
| AZ Prep / Educational Partnerships Group | X | | X | | X | X | | | | | |
| Back to Basics Learning Dynamics, Inc. | X | X | X | X | | | | | | | |
| Better Basics, Inc. | X | | | | | | | | | | |
| Brain Hurricane | X | | | | X | | | | | | |
| Brienza's Academic Advantage | X | | | X | | | | | | | X |
| Cambridge Educational Services | X | | X | | X | X | | | | | |
| Catapult Learning | X | X | | X | | | | | | X | |
| Center Academy | | | X | | | | | | | | |
| Club Z Inc | X | | | | | | | | | | |
| Designs for Learning | | | X | X | | X | | | | | |
| Edison Schools | X | | X | | | | | X | | | |
| EduCare Learning Centers, Inc. | X | | | X | | | | | | | |
| Educational Connections, Inc. | X | | | | | | | | | | |
| Educational Funding & Financial Aid Specialists | X | | | | | | | | | | |
| Educational Partnerships Group/AZ Prep | X | | X | | X | X | | | | | |
| Educational Services of America (ESA) | | | | X | | | | | | | |
| Eduventures, Inc. | | | | | | | | X | | | |
| eSchool Consultants/eProgress | X | X | X | X | X | X | | | X | X | |
| Essay101.com LLC | X | | | | | | | | | | |
| Fairmont Private Schools | | | X | | | | | | | | |
| First Analysis Corporation | | | | | | | X | | | | |
| Fox College Funding, LLC | | | | | | | | X | | | |
| Hangley Aronchick Segal & Pudlin | | | | | | | | X | | | |
| Huntington Learning Centers, Inc. | X | | | | | | | | | | |
| Innovative Educational Programs LLC | X | | X | X | | | | | | X | |
| Inspirica | X | | | | | | | | | | |
| K12, Inc. | | X | | | X | | | | | | |
| Kaplan, Inc. | X | X | | | X | X | | | | | |
| KIDS 1 Inc. | | | | X | | | | | | | |
| Knowledge Learning Corporation/School Partnerships | X | | | | | | | | | X | |
| Kumon North America | X | | | | | | | | | | |
| Lane Tutoring Service, Inc. | X | | | | | | | | | | |
| Learning Disabilities Clinic, Inc. | X | | | | | | | | | | |

Overview

| Business Name | Tutoring | Online Learning | Schools | Special & Alternative Education | Post-Secondary | Suppliers & Publishing | Data Management | Financial Institutions | Marketing/HR/Legal | Childcare & Pre K | Professional Development |
|--|----------|-----------------|---------|---------------------------------|----------------|------------------------|-----------------|------------------------|--------------------|-------------------|--------------------------|
| Learning Enhancement Corporation | | | | | X | | | | | | |
| Learning Exchange | X | | | | | | | | | | |
| Learning Power LLC. | X | | X | X | | | | | | | |
| Learning Styles L.L.C. | X | | | | | | | | | X | |
| Lightship Learning Services | X | | | X | | | | | | | |
| Lynne M. Popp Educational Therapy, Inc | | | | X | | | | | | X | |
| MarketingWorks, Inc. | | | | | | | | X | | | |
| Math Support Services Inc. | X | | X | X | | | | | | | |
| McCully's Educational Resource Center | X | | | X | | | | | | | |
| MetSchools, Inc | | | X | X | | | | | | | |
| Mosaica Education Inc, | X | | X | | | | | | | | |
| My Tutor and Me, LLC | X | | | X | | | | | | | |
| National Heritage Academies | | | X | | | | | | | | |
| National Independent Private Schools Association (NIPSA) | | | X | X | | | | | X | | |
| North Coast Education Services | X | | | X | | | | | | | |
| Oxford Learning Center | X | | | | | | | | | | |
| Pearson Education School Companies | | | | | X | | | | | | |
| Pinnacle Learning Centers | X | | | | | | | | | | |
| Porter Education & Communications, Inc. | X | | X | X | | | | | | | |
| Reading and Language Arts Centers | X | | | | X | | | | | X | |
| Richard Milburn High Schools / NESI Inc. | X | X | X | X | | | | | | | |
| SABIS Educational Systems, Inc. | | | X | | | | | | | | |
| Schnabel Learning Center, Inc. | X | | | | | | | | | | |
| Smart Steps/Educational Resources of NE Georgia | X | | | X | | | | | | | |
| Smarthinking Inc, | X | X | | | X | X | | | | | |
| Spectrum K-12 School Solutions, Inc. | | | | | | X | | | | | |
| Step Ahead Learning Center | X | | | | | | | | | | |
| Success Educational Service | X | | | | | | | | | | |
| Summit Educational Group, Inc. | X | | | | X | | | | | | |
| Sylvan Learning Center | X | | | | | | | | | | |
| The American Center For Learning | X | | | | | | | | | | |
| The Davis Center | X | | | X | | | | | | | |
| The Princeton Review | X | X | X | | X | X | | X | | | |
| The Summit Center for Learning, Inc. | X | | | X | | | | | | | |
| Total Education Solutions | | | | X | | | | | | | |
| Total Learning Centers | X | | | | | | | | | | |
| Townsend Learning Center | X | | X | X | | | | | | | |
| Tutor.com | | X | | | | | | | | | |
| TutorFind | X | | | | | | | | | | |
| Tutoring for Success | X | | | | | | | | | | |
| University Instructors Inc. | X | | | | | | | | | | |
| We Teach and Tutor, LLC | | | | X | | | | | | | |

Representative Listings: EIA Business & Corporate Members

Details (Opportunities)

| Firm name / contact | Services provided | Other Information/Opportunities |
|--|---|---|
| <p>A+ Educational Services, Inc. Jennifer Valdman, Director 29752 Baden Place Malibu, CA 90265 Phone: 310-457-7657 Fax: 310-457-7623 E-mail: jennifer@aplus4u.com URL: www.aplus4u.com</p> | <p>A+ Educational Services has been providing supplementary educational services to students in K-12 throughout California for over 20 years. A+ has been successfully helping thousands of students excel in all subjects and at all levels each year!</p> | <p>Year founded:1985 Full time staff: 10+ Part time staff: 100+ Number of current accounts/customers: 100+ Students served: thousands Area served: CA</p> <p>* A+ is always looking for college graduates who would like to make a difference in children's' lives. A+ invites you to join our team of dedicated individuals who are passionate about helping all children excel.</p> |
| <p>AbBey Achievement Center, Inc. Susan M. Bloss, Owner 220 Culpeper St. Suite 101 Warrenton, VA 20186 Phone: 540-351-0826 Fax: 540-351-0876 E-mail: susan@abbeycenter.com URL: www.abbeyachievementcenter.com</p> | <p>AbBey provides specific subject tutoring services for students from K through adult, specializing in English, math, science, foreign languages, special education needs, homework help, study skills, ACT/SAT prep, conversational Spanish for adults and preschoolers and also has a specific program for AD/HD students.</p> | <p>Year founded: 2002 Full time staff: 1 Part time staff: 5 Number of current accounts/customers: 50 Students served:700 Area served: VA</p> <p>* Opportunities for students to work with students involved with Homework Help classes, reading classes, math classes, and to learn the administrative aspects (scheduling, answering phones, understanding the logistics of the business).</p> |
| <p>Academic Tutoring Centers, Inc. Jim Giovannini, Owner 120 Main Street, Suite 202 Park Ridge, IL 60068 Phone: 847-823-5300 Fax: 847-823-7832 E-mail: jim@academictutoringcenters.com URL: www.academictutoringcenters.com</p> | <p>Academic Tutoring Centers are designed to help high schools, middle school, and elementary school students achieve academic excellence. Students develop essential skills through one-on-one sessions with trained teachers, focusing on developing strategies that allow students to become independent learners.</p> <p>The skills developed at Academic Tutoring Centers cover all curriculums at grade levels 2-12, helping all students reach their potential. Academic Tutoring Centers also work closely with a partner in the SES field of NCLB.</p> | <p>Year founded: 1993 Full-time staff: 15 Part-time staff: 100 Number of current accounts/customers: greater than 1,000 Students served: greater than 1,000 Area served: IL</p> <p>* Possibility for an intern (possibly a paid position) to assist with every aspect of our SES/NCLB work and assist with other administrative and teaching duties in the learning centers.</p> |
| <p>Achievement Unlimited Linda Jairl, Director 320 Autobees Rd Avondale, CO 81022 Phone: 719-947-4118 Fax: 719-947-1251 E-mail: achieveun@aol.com URL: www.hometown.aol</p> | <p>Achievement Unlimited tutors students from pre-K through adult in all subjects. Other services:</p> <ul style="list-style-type: none"> • Complete individualized home schooling program • Includes gifted students and those with learning disabilities. | <p>Year founded: 1991 Full time staff: 21 Part time staff : 8 Number of current accounts/customers: 50 Students served: 50 Area served: CO</p> |
| <p>Advantage Education Steven W. Dulan, President 1750 E. Grand River Suite 101 East Lansing, MI 48823-4958 Phone : 517-332-2149 Fax: 517-333-1691 E-mail : steve@study-smart.com URL: www.study-smart.com</p> | <p>Advantage Education is dedicated to providing effective educational services to students, educators, and business professionals at an affordable price. Advantage Education's common-sense approach to test preparation and education combines a fun interactive environment with sound theory and practical application.</p> | <p>Year founded: 1997 Full-time staff: 5 Part-time staff: 20 Number of current accounts/customers: 250 + Students served: 1000 + Area served: MI</p> <p>* Internship available for administration jobs.</p> |

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| <p>Aspen Education Group, Inc. Julia Felde, National Director, Recruiting 17777 Center Court Drive #300 Cerritos, CA 90703 Phone: 562-468-4462 E-mail: jfelde@aspeneducation.com URL: www.aspeneducation.com</p> | <p>Aspen Education Group is recognized as the nation's leading provider of education programs for young people who are struggling with behavioral, emotional and/or academic challenges. As the largest and most comprehensive network of therapeutic schools and programs, Aspen offers professionals and families the opportunity to choose a setting that best meets a student's unique academic and emotional needs. Aspen's services range from short-term intervention programs to residential treatment and include a variety of therapeutic settings, including a boarding school and wilderness weight loss program.</p> | <p>Year Founded: 1988 Full time staff: 1655 Part time staff: 351 Students served: 3000 Area Served: AZ, CA, DE, ID, MA, MI, NC, NY, OR, TX, UT, VT, UK</p> |
| <p>ATS Project Success Howard Weaver, President 20674 Hall Rd Clinton TWP, MI 48038 E-mail: info@nclb-projectsuccess.com URL: www.projectsuccessworks.com</p> | <p>ATS Project Success is an on-line supplemental service provider. ATS sends a computer to the student's home and provides internet access to the student. ATS serves students K-8. Students must have a working phone line to participate in the program.</p> | <p>Year founded: 2003 Full time staff: 5 Part time staff: 30 Number of current accounts/customers: 130 Students served: 1500 Area served: 16 states</p> |
| <p>Back to Basics Learning Dynamics, Inc. Beverly Stewart, President/Director 6 Stone Hill Road Wilmington, DE 19803 Phone:302-594-0754 Fax:302-239-9589 E-mail: beverly@backtobasicslearning.com URL: www.backtobasicslearning.com</p> | <p>Back to Basics provides primarily one-on-one tutoring for children and adults in over 50 subjects, at all levels. Back to Basics also has a small home-school division, where the ratios are one-to-one up to five-to-one, and students receive their entire schooling typically for one to three years. Additionally, interpreting and translating services in over 20 foreign languages plus sign language are offered. Accounts include private clients, international corporations, schools, districts, and state government entities.</p> | <p>Year founded: 1985 Full-time staff: 12 Part-time staff: 76 Number of current accounts/customers: 400+ Area served: DE, PA, MD</p> |
| <p>Better Basics, Inc. Susan Seay, Operations Director 200 Beacon Parkway W, Suite 200 Birmingham, AL 35209 Phone: 205-870-9994 Fax: 205-870-9994 E-mail: sseay@betterbasics.org URL: www.betterbasics.org</p> | <p>Better Basics provides reading intervention and enrichment programs, both in school and outside the school day. Better Basics' programs are research based and utilize, certified teachers serving students in mainly Title I schools throughout the state of Alabama. Tutorial services are provided in a one-on-one or small group format (up to four students in a group). School Wide Enrichment and M.O.R.E. programs are offered in both whole-school and classroom formats.</p> | <p>Year founded: 1993 Full-time staff: 10 Part-time staff: 90 Number of current accounts/customers: 45 schools Students served: during the school day programs - over 13,000 Students served: after-school SES programs 350 students Area served: AL</p> |
| <p>Brain Hurricane Andrew Howard, President 540 N State St., Suite 5103 Chicago, IL 60610 Phone:312-527-0853 Fax: 773-598-0866 E-mail: andrew@brainhurricane.com URL: www.brainhurricane.com</p> | <p>Brain Hurricane uses scientifically proven methods and engaging strategies to improve student test scores, and to encourage students to pursue an interest in learning. Brain Hurricane has both math and reading programs for kindergarten through eighth grade students. Brain Hurricane's classroom and after-school tutoring programs are different from others because Brain Hurricane uses fun activities and games to teach math and reading. Brain Hurricane believes the best way to keep students interested in learning is to make it fun! Because students are paying attention they remember what they are taught.</p> | <p>Year founded: 2001 Full time staff: 8 Part time staff: 500+ Number of current accounts/customers: 94 Students served: 3,000 Area served: MI, IL, CA, DC, MD, VA, WI</p> <p>Copy Editing Intern: Edit and typeset original curriculum to go into Brain Hurricane's products. Marketing Intern: Help develop marketing materials for Brain Hurricane's products and tutoring services. Spanish Language Intern: Communicate with students and parents in Spanish, and translate program materials.</p> |

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| <p>Brienza's Academic Advantage Lillian V. Brienza, President 1045 74th Street Brooklyn, NY 11228 Phone: 718-232-0114 Fax: 718-232-0447 E-mail : academicadvantage@msn.com</p> | <p>Brienza's Academic Advantage has several full services learning centers in New Your City. Brienza's tutors students in grades K-12 in all academic subjects and offers test prep courses for all standardized exams. Brienza's is an SES provider in New York and presently services 15 public schools. Brienza's provides tutoring to special education students with IEP's. Brienza's has a professional development contract to provide services to teachers.</p> | <p>Year Founded: 1998 Full-time staff: 50 Part-time staff : 1 Number of current accounts/customers : 25 Students served: 3000 Area served: NY, applying for MA and NJ</p> <p>The Academic Advantage employ juniors and seniors who are education majors to assist with paper work at our SES sites and give homework help to clients.</p> |
| <p>Cambridge Educational Services David Waldherr, President 2720 S. River Road Des Plaines, IL 60018 Phone: 847-299-2930 Fax: 847-299-2933 E-mail: Waldherr@Cambridgeed.com URL: http://www.cambridgeed.com</p> | <p>Cambridge Educational Service's mission is to provide program materials and assessment services that make quality test preparation classes possible for a wide range of student ability-levels and student family Income-levels. The goal is to help students achieve test scores that reflect their true potential and ability. Each student's target score is different, and many students are dissatisfied because they do not achieve scores that meet their expectations. The programs help them become National Merit Scholars, gain admission to the colleges and graduate schools of their choice, and earn valuable scholarships.</p> | <p>Year founded: 1990 Full time staff: 20 Part time staff: 7+ (Includes out-of-office employees) Number of current accounts/customers: 1000+ Students served: 75,000+ Area served: All States</p> |
| <p>Catapult Learning Don Scheeler, VP-Human Resources 1001 Fleet Street Baltimore, MD 21202 Phone: 410-843-8487 Fax: 410-843-6322 E-mail : don.scheeler@educate.com URL: www.catapultlearning.com</p> | <p>Catapult Learning provides educational services to public, private and religious schools nationwide as a partner of schools, school districts, community organizations and families, using research-based educational and support services designed to improve student achievement. Catapult Learning offers a comprehensive portfolio of programs and services, whether the right solution is supplemental educational services, special education programs, Title I services for private and religious schools, school-based pediatric therapy, or early childhood programs.</p> | <p>Year founded: 1993 Full time staff: 2,000 Part time staff: 5,000 Number of current accounts/customers: 100 + Students served: 100,000 + Area served: All States</p> |
| <p>Center Academy Lisa Hartmann, Director of Education 6710 86th Avenue North Pinellas Park, FL 33782 Phone: 727-541-5716 Fax: 727-544-8186 E-mail: LisaHartmann@CenterAcademy.com</p> | <p>Center Academy schools serve 4th through 12th grade students with average- to above-average intelligence who "fall through the cracks" or who need special help with concentration, organization, motivation, and/or social skills. Our student body includes individuals who may:</p> <ul style="list-style-type: none"> • have dyslexia or other related language-based disorders • have processing disorders • have learning disorders • require special help mastering grade level skills in reading, writing, spelling, or mathematics • benefit from a smaller classroom size | <p>Year founded: 1968 Full-time staff: 75 Part-time staff: 50 Students served: 1,000 Area served: FL</p> |

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| <p>Club Z Inc. Supplemental Services Director 15310 Amberly Drive Suite 185 Tampa, FL 33647 Phone: 813-931-5516 Fax: 813-549-0185 E-mail: ses@clubztutoring.com URL: www.clubztutoring.com</p> | <p>Club Z, provides one-on-one in home tutoring, as well as on and off site tutoring services with over 400 locations throughout the United States (& Canada) and offers for pay and free tutoring services (via No Child Left Behind Act and other grants) with a strong foundation of success in the achievement of our students.</p> | <p>Area served: US and Canada</p> |
| <p>Designs for Learning Kevin Gensch, HR Manager 1000 Hamline Ave N St. Paul, MN 55104 Phone: 651-645-0200 x-3001 Fax: 651-645-0240 E-mail: kgensch@designlearn.net URL: www.designlearn.net</p> | <p>Designs for Learning is a professional services, school management, customized training, and consulting firm, dedicated to helping charter schools succeed. Current areas of service and/or capacity building:</p> <ul style="list-style-type: none"> • Proposal Development • Start-up Coordination • Finance, Accounting, and Payroll • Human Resources • Government Reporting and Evaluation • Technology Support • Comprehensive Special Education Services • Facilities Planning and Project Management • School Nutrition Programs Management <p>The company's Community Learning Centers school reform model is a comprehensive, learner-centered, systemic approach to pre-K-12 education.</p> | <p>Year founded: 1992 Full-time staff: 14 Part-time staff: 1 Number of current accounts/customers: 28 charter schools Students served: approximately 5,100 Area served: MN (expansion planned in 2006-07)</p> <p>* Paid and unpaid internship opportunities may be available in all areas of service.</p> |
| <p>Edison Schools Deborah McGriff, Chief Communications Officer 521 Fifth Avenue New York, NY 10175 Phone: 212-419-1612 Fax: 212-419-1722 E-mail: dmcgriff@edisonschools.com</p> | <p>Edison Schools provides whole school management partnerships with districts and charter schools, summer, after-school and SES programs and achievement management solutions for school systems for PK-12.</p> | <p>Year founded: 1992 Number of current accounts/customers: 157 schools Students served: 330,000 Area served: AZ, CA, CO, DE, FL, GA, IL, IN, IA, LA, MD, MA, MI, MN, MO, NV, NY, OH, PA, SC, VA, DC, WI</p> <p>* Our Internships are customized for the applicant and the contact for the program is Deborah McGriff.</p> |
| <p>EduCare Learning Centers, Inc. Kevin McCarville, President 1965 51st Street. NE Cedar Rapids, IA 52402 Phone: 319-832-1965 Fax: 319-832-1888 E-mail: educare2@aol.com URL: www.educarelearning.com</p> | <p>EduCare is a family owned, for profit educational resource company. EduCare features a full-service learning center as well as specialty supplemental educational services in the areas of special education, at-risk, shelter school, and study skills.</p> | <p>Year founded: 1993 Full-time staff: 17 Part-time staff: 19 Number of current accounts/customers: 125 Students served: 200 Area served: IA</p> <p>* Opportunities for Internships In any of our areas. Student teaching opportunities also available.</p> |

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| <p>Educational Connections, Inc. Ann Dolin, President 301 Maple Ave. West Birch 2E Vienna, VA 22180 Phone: 703-93-TUTOR Fax: 703-938-5601 E-mail: ann@educational-connections.com URL: www.educational-connections.com</p> | <p>Since 1999, Educational Connections has helped thousands of students in the metropolitan Washington area to build the foundations for life-long learning success.</p> <p>Educational Connections strives to make learning fun, to build confidence, and to cultivate the love of learning in all of our students. Educational Connections has more than 100 highly qualified teachers who provide one-to-one and group tutoring in all subjects, from kindergarten to college level.</p> | <p>Year founded: 1989 Full time staff: 3 Number of current accounts/customers: 400 Part time staff: 125 Area served: VA, MD, DC</p> <p>* Intern opportunities available to learn about day-to-day operations.</p> |
| <p>Educational Funding & Financial Aid Specialists Scott Rupp, Vice President 300 North Main Street St. Charles, MO 63301 Phone: 636-940-2871 Fax: 636-723-2259 Email: rupp@helpmeaffordcollege.com URL: www.helpmeaffordcollege.com</p> | <p>Educational Funding & Financial Aid Specialists is a full service college prep company that prepares students to enter the college of their choice. Educational Funding & Financial Aid Specialists also helps parents fund their education without going broke in the process.</p> | <p>Year founded: 1998 Full-time staff: 5 Number of current accounts/customers: 300 Students served: 1,200 Area served: MO</p> |
| <p>Educational Partnerships Group Rick Hinds, Director/Owner 3941 East Chandler Blvd., #106 Phoenix, AZ 85048 Phone: 480-706-1705 Fax: 480-706-0870 E-mail: rhinds@edpart.com URL: www.edpart.com</p> | <p>Test Prep classes, partnerships with districts to provide classes, data management and assessment scanning/scoring services.</p> | <p>Year founded: 1999 Full time staff: 3 Part time staff: 5 Number of current accounts/customers: ~25 : Area served: AZ, TX, NM, AR, IL, MO, IN, CA, UT, ID, OR, NY, FL</p> <p>* Internship : Aide in classrooms for gifted students, and an aide for scanning and data management</p> |
| <p>Educational Services of America (ESA) Shirley Hanback VP Human Resources Educational Services of America, Inc. 1321 Murfreesboro Pike, Ste.702 Nashville TN 37217-2626 Phone: 615 361-4000 x 5647 Fax: 615 361-4288 E-mail: shanback@esa-education.com</p> | <p>Nashville-based, Educational Services of America (ESA) is the nation's largest private provider of special education and alternative education services. ESA contracts with K-12 school districts across the country through three of its four service divisions – Ombudsman Educational Services, Exceptional Schools, and Spectrum Schools. The fourth division, College Living Experience, is a post-secondary transition program that assists students with special needs in completing college and transitioning into independent adults.</p> | <p>Year founded: 1999 Full time staff: 1,250 Number of current accounts/customers: 100+ schools Students served: 6,000 Area served: CA, AZ, CO, KS, TX, MO, IL, IN, OH, PA, NH, SC, GA, AL, MS, FL</p> <p>Internships available in all areas including teaching, technology, administration, sales and marketing.</p> |
| <p>Eduventures, Inc. Thomas D. Dretler, CEO/President 999 Summer St. 7th floor Boston, MA 02110 Phone: 617-532-6012 Fax: 617-204-9552 E-mail: tdretler@eduventures.com URL: www.eduventures.com</p> | <p>Eduventures is the leading information services company for the education market that provides research and analysis enabling organizations to develop strategy to increase sales and improve operational performances. Eduventures' offers include targeted research programs, consulting services, and conferences. Eduventures' research and analyses are cited regularly in publications such as <i>The Wall Street Journal</i>, <i>Business Week</i>, <i>The New York Times</i>, the <i>Chronicle of Higher Education</i>, and <i>Education Week</i>.</p> | <p>Year founded: 1993 Full-time staff: 45 Part-time staff: 1 Number of current accounts/customers: 50 Area served: Boston</p> <p>* We have several excellent internship opportunities. Our internships are offered year-round with flexible start and end dates.</p> |

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| <p>eSchool Consultants/eProgress Coletta Musick, CEO 6100 Channingway Blvd. Suite 505 Columbus, OH, 43232 Phone: 614-394-3739 Fax: 614-455-0890 E-mail: coletta@eschoolconsultants.com URL: www.schoolconsultants.com and www.eprogressacademy.com</p> | <p>eSchool Consultants, a leader in progressive educational solutions, provides comprehensive school management and operational services. eSchool offers a full K-12 online curriculum customized to each state's curriculum standards. The company also provides management of human resources, all fiscal services, inventory control, staff recruitment, marketing, state mandated data reporting, and Instructional services. In short, eSchool can provide a complete educational system or any component required by school systems.</p> <p>In addition, eSchool operates several subsidiaries providing specialized educational services. Doing business as eProgress, eSchool provides supplemental education services to students under the NCLB act. The company operates childcare centers under the name of Coleeta Daycare and provides an online curriculum for home schooled students through Progress Academy.</p> | <p>Year founded: 2002 Full time staff: 35 Part time staff: 25 Number of current accounts/customers: 6 Students served: 2,500 Area served: OH</p> <p>* eSchool is happy to provide intern positions to post secondary students in technology and education fields.</p> |
| <p>Essay101.com LLC Ron Bonavita, Chief Operating Officer PO Box 1918 Auburn, AL 36831 Phone: 877-543-9325 Fax: 877-750-3361 E-mail: rbonavita@essay101.com URL: www.essay101.com</p> | <p>Essay101 specializes in essay evaluation services for standardized exam essays. In addition to working directly with college applicants, Essay101 also partners with schools, test preparation providers, and tutoring services. These partnerships not only enhance the overall admissions marketability of the students, but also increase the value of the educators' curriculum. Moreover, Essay101's services alleviate one of the most daunting administrative responsibilities—reading, grading, and critiquing thousands of essays in a time sensitive manner.</p> | <p>Year founded: 2000 Full-time staff: 3 Part-time staff: 35 Number of current accounts/customers: 600 Students served: 5,000 Area served: All States</p> <p>* Internship opportunities - Initial and Managing Editors - Full-time Chief Managing Editor</p> |
| <p>Fairmont Private Schools Lori Choate, Human Resources Director 1575 W Mable St. Anaheim, CA 92802 Phone: 714-234-2700 Fax: 714-234-2767 E-mail: lchoate@fairmontschools.com URL: www.fairmontschools.com</p> | <p>Fairmont Private Schools was founded in 1953, and has grown into the largest non-sectarian private school community in Orange County. Fairmont's five campuses educate a diverse population of preschool through 12th grade students. Each year, students achieve well beyond the national and local averages on standardized tests like the SAT. Fairmont has a 12-year history of top placement in the Orange County Academic Pentathlon. Its Preparatory Academy high sends graduates to prestigious universities such as Dartmouth, Johns Hopkins, M.I.T., Stanford, UCLA and Yale.</p> | <p>Year founded: 1953 Full-time staff: 281 Part-time staff: 59 Students served: 2,231 Area served: CA</p> <p>* We have an internship program for students interested in the education field. Internship assignments are based per request and availability of assignments/work.</p> |
| <p>First Analysis Corporation Clement Erbmann, Marketing Director One South Wacker Street Suite 3900 Chicago, IL 60606 Phone: 312-258-7135 Fax: 312-442-1335 E-mail: cerbmann@fana.com</p> | <p>Private equity investor in education.</p> | <p>Year founded 1980 Full time staff: 50</p> |

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| <p>Fox College Funding, LLC Deborah Fox, Director 6540 Lusk Blvd., Suite C225 San Diego, CA 92121 Phone: 858-427-0515 Fax: 858-433-9814 E-mail: info@foxcollegefunding.com URL: www.FoxCollegeFunding.com</p> | <p>Fox College Funding, LLC (FCF) is a network of select advisors who provide college funding planning on a fee-for-service basis. FCF specializes in "late-stage" college funding planning for families who have a college-bound high school student. FCF utilizes a combination of academic/admissions, financial/cash flow, and tax strategies to develop a custom college funding plan for each family it serves. After going through the planning process, a typical family will reduce its college expenses, on average, \$20,000-\$40,000 per child over four years.</p> | <p>Year founded: 1999 Full-time staff: 5 Part-time staff: 5 Area served: All states</p> <p>* We are seeking current financial advisors (or people who would like to become financial advisors) in select areas of the country who would like to join our network and get trained on our planning process to provide late-stage college funding planning to clients. From time to time, we also have openings for interns who can do computer data entry and research to compile college data.</p> |
| <p>Hangley Aronchick Segal & Pudlin Wendy Beetlestone, Shareholder One Logan Square, 27th floor Philadelphia, PA 19103 Phone: 215-496-7033 Fax: 215-568-0300 E-mail: wbeetlestone@hagley.com URL: www.hangley.com</p> | <p>Wendy Beetlestone, a shareholder at the law firm of Hangley Aronchick Deagal & Pudlin, has fourteen years of diverse legal practice and legal management experience, including partnerships with major law firms and terms as General Counsel of the School District of Philadelphia. Now back in private practice, she counsels educational organizations on a wide range of service and also litigates on their behalf. When Hangley Aronchick Segal & Pudlin was founded in 1994, our idea was to build a firm of lawyers with superior academic credentials and professional capabilities who want to develop their practices in a creative and entrepreneurial environment.</p> | <p>Year founded: 1994 Full-time staff: 55 Area served: All States</p> |
| <p>Huntington Learning Centers, Inc. Julie DeLucca, Director of School Services 496 Kinderkamack Road Oradell, NJ 07649 Phone: 800-692-8400 x 486 Fax: 800-466-1830 Email: DeluccaJ@huntingtonlearningcenter.com URL: www.huntingtonlearningcenter.com</p> | <p>Huntington Learning Center, Inc. provides an instructional program based on educational research and decades of experience. Huntington provides high quality instruction in reading or mathematics to students in grades K-12. In providing supplemental educational services, Huntington employs high quality instructional practices such as the use of an extensive system of standardized diagnostic tests, individualized instruction, student motivational techniques, and the continued involvement of the student's parents and school teachers.</p> | <p>Year founded: 1977 Full-time staff: 241 Part-time staff: 868 Number of current SES accounts: 38</p> |
| <p>Innovative Educational Programs LLC James Simonic, President 287 Childs Rd. Basking Ridge, NJ 07920 Phone: 908-630-9600 Fax: 908-630-9348 E-mail: jcsimonic@ieponline.com</p> | <p>IEP services school districts in seven states, DC and Puerto Rico. IEP operates alternative schools for students who have been excluded from their regular schools. IEP operates a school for highly motivated minority students who are interested in a medical profession. IEP's Corrections Education Division works with incarcerated students. IEP runs several early childhood programs. IEP is also involved with the delivery of SES services in several states and Puerto Rico.</p> | <p>Year founded: 1997 Full-time staff: 175 Part-time staff: 346 Number of current accounts/customers: 20 Students served: 13,000 Area served: NJ, PA, MI, OH, IL, NY, DC, MD, Puerto Rico</p> <p>* For internship availability please contact Bruce Smith, Director of Human Resources.</p> |

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| <p>Inspirica Lisa Jacobson, CEO 850 Seventh Ave Suite 403 New York, NY 10019 Phone: 212-245-3888 Fax: 212-245-3893 E-mail : ljacobson@inspirica.com URL: www.inspirica.com</p> | <p>Inspirica provides one-on-one tutoring and test preparation to students anywhere in the world, from our bases in New York and Boston. Most of Inspirica's students apply to one of the top 25 boarding schools or colleges. Inspirica's unique, personalized approach was developed by CEO and founder, Lisa Jacobson, 23 years ago.</p> | <p>Year founded: 1983 Full-time staff: 15 Part-time staff: 100 Area served: New York & Boston</p> |
| <p>K12, Inc. Peter Stewart, Vice President, School Development 2300 Corporate Park Drive Herdon, VA 20171 Phone: 703-483-7038 E-mail: pstewart@k12.com URL: www.k12.com</p> | <p>K12, Inc. a leader in web-based education, provides curriculum, materials, and training to public schools throughout the nation interested in creating distance-learning programs, innovative high-tech classrooms, and individual learning plans for unique groups of students. Wherever there is access to the web, our programs may be able to help.</p> | <p>Year founded: 2000 Full time staff: 400+ Students served: 200,000+ Area served: All States</p> |
| <p>Kaplan, Inc. 888 7th Avenue, 22nd floor New York, NY 10106 Phone: 212-492-5800 Fax: 212-492-5933 E-mail: careers@kaplan.com URL: www.kaplan.com</p> | <p>Kaplan, Inc. is one of the world's leading providers of educational services. Kaplan offers test prep and admissions services through 161 centers worldwide, including K12 services for schools; after-school learning programs for children in more than 160 SCORE! centers throughout the United States; licensing and continuing education training and compliance tracking; publishing; and postsecondary certificate and degree programs online and through more than 75 campus-based locations.</p> | <p>Year founded: 1938 Full time staff: 8,980 Part time staff: 15,400 Students served: 900,000 Area served: close to 50</p> <p>* Internship availability: Kaplan is always looking for great talent. Depending on the season and division, a wide variety of career opportunities are available.</p> |
| <p>KIDS 1 Inc. Ellyn Lerner, President 3071 A Bordentown Ave Parlin, NJ 08859 Phone: 732-390-0303 Fax: 732-390-5577 E-mail: elerner@kids1inc.com URL: www.kids1inc.com</p> | <p>Through the High Road Schools and Sierra Schools, KIDS 1 educates students with emotional and / or academic disabilities.</p> | <p>Year founded: 1986 Full time staff: 425 Students served: 1,400 Area served: NJ, CT, DC, CA, MD</p> <p>*Opportunities are available for summer interns, researchers, and contract employees.</p> |
| <p>Knowledge Learning Corporation/School Partnerships KLC School Partnerships Brett Sievert, Director of Sales 573 Park Point Drive Golden, CO 80401 Phone: 303-526-3229 Fax: 303-526-7552 Email: mbsievert@klcorp.com URL: www.klcschoolpartnerships.com</p> | <p>Knowledge Learning Corporation School Partnerships® is a division of Knowledge Learning Corporation (KLC), a company with over 30 years of experience enriching children's academic lives and facilitating their evolution as successful, healthy adults. KLC's extensive expertise, which includes before- and after-school, kindergarten enrichment, preschool, community-based, and center and school-based programs, has generated an unparalleled understanding of children, family, school, and community needs.</p> <p>In late 2004, KLC merged with EdSolutions, Inc. The merger brought with it EdSolutions' expertise in No Child Left Behind's SES (Supplemental Educational Services) initiative. A second KLC merger with KinderCare Learning Centers, Inc., completed in January 2005, has made KLC the nation's for-profit leader in early childhood and school-age care and education services, serving over 200,000 children.</p> | <p>Year founded: KLC School Partnerships combined organizations have well over 30 years experience in child care and extended learning. Full-time staff: 1,700 Number of current accounts/customers: 500+ Students served: 200,000 Area served: 500 sites in 23 states</p> |

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| <p>Kumon North America Matt Lupsha, Vice President 300 Frank Burr Blvd., 5th Fl. Teaneck, NJ 07666 Phone: 201-928-0444, x 369 Fax: 201-928-4162 E-mail: mlupsha@kumon.com URL: www.kumon.com</p> | <p>Kumon North America is a franchisor of after school learning centers using the Kumon Method. The program was originally developed in Japan and is currently being used by 3.7 million children in 44 countries. Kumon offers math and reading for children of all ages and abilities. Instruction is individualized and based on ability and needs, making Kumon appropriate for review or enrichment purposes.</p> | <p>Year founded: 1958 Full-time staff: 228 Part-time staff: 12 Number of current accounts/customers: 1,428 Students served: 150,000 Area served: 46 states</p> <p>* Internships may be available in areas such as materials development, legal affairs, student instruction, marketing and communications, IT, etc.</p> |
| <p>Lane Tutoring Service, Inc. Joshua Hirschstein, Director/Owner 2141 Crest Dr. Eugene, OR 97405 Phone: 541-484-4133 Fax: 541-485-9386 E-mail: josh@lanetutoringservice.com URL: www.lanetutoringservice.com</p> | <p>Lane Tutoring Service is a non-prescriptive tutoring service. Independently contracted K-12 teachers serve clients one-on-one, usually traveling to the client's home. Lane also offers SAT Prep classes.</p> | <p>Year founded: 1990 Full-time staff: 1 Part-time staff: 14-20 Number of current accounts/customers: 75-110 Area served: OR</p> |
| <p>Learning Disabilities Clinic, Inc. Lynne Master Owner/ Director 25611 Coolidge Oak Park, MI 48237 Phone: 248-545-6677 Fax: 248-545-2152 E-mail: lynnelc@aol.com URL: www.ldclinic.com</p> | <p>Learning Disabilities Clinic specializes in special needs children and adults. Services include No Child Left Behind, NCA accredited for alternative education and courses for credit, State of MI Welfare to Work programs, Corporate Human Resources, University Office of Student Services for Students with Disabilities, Gifted Education, Cognitive Impaired, Autistic/Asperger Syndrome, Learning Disabled, Speech/Language Impaired, ADD/H, Traumatic Head Injured, Hearing/ Visual Impairments, Reading/Math/Written Expression, Pre-primary impairments, TOEFL, GED, GMAT, ACT, SAT, PSAT</p> | <p>Year founded: 1967 Part-time staff: More than 100 independent contractors Number of current accounts/customers: ~1000 Area served: MI</p> <p>* Please contact Lynne Master with internship proposals.</p> |
| <p>Learning Enhancement Corporation David Schick, VP Business Development 200 S. Wacker, Suite 3100 Chicago, IL 60606 Phone: 312-455-1758 Fax: 312-455-1827 E-mail : dschick@LECforYou.com URL: www.LECforYou.com www.BrainWareforYou.com</p> | <p>LEC was founded to bring market products combining the latest computer technology (characters, graphics, interactive components, and Internet access) with the most current scientific understanding of brain-behavior relationships. LEC's BrainWare products incorporate clinical methodologies that have been used successfully in the past to help develop specific cognitive skills in individuals with identified learning and/or attention deficits. These methodologies have been refined over time to produce specific results in a specific time-frame.</p> <p>LEC's innovative approach makes cognitive skill development dramatically more affordable and extends its reach to a far larger population. With LEC's products, virtually any individual can augment his or her learning skills. The techniques that have been meticulously built into LEC's products can help both in remedial situations and in users without identified deficits who are looking for overall improvement in mental fitness and/or a competitive advantage.</p> | <p>Year founded: 2001 Full-time Staff: 8 Area served: All States and International</p> <p>* No formal internship program, but occasionally use interns for special projects.</p> |

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| <p>Learning Exchange Ellen Larkin Sternig, Owner 16875 W. Wisconsin Ave. Brookfield, WI 53005 Phone: 262-641-0500 Fax: 262-641-0501 E-mail: esternig@learningexchange.net URL: www.learningexchange.net</p> | <p>Learning Exchange is a Supplemental Education business that serves students in grades K-12 in parent-paid programs offering reading and math skill-development, tutoring, test preparation and study skills. Learning Exchange is an approved Supplemental Service provider delivering Title I and NCLB contracted services to Milwaukee Public and Nonpublic schools. Learning Exchange also provides consulting services that focus on organizational design, development and team-building.</p> | <p>Year founded: 1995 Full time staff: 10 Part time staff: 65 Number of current accounts/customers: 2 NCLB/Title I school district contracts Many parent paid program customers Area served: WI</p> |
| <p>Learning Power LLC Linda Elaine Nelson, Owner / Director Riverdale Farms 152 Simsbury Rd. Avon CT 06001 Phone: 860-674-0502 Fax: 860-674-0570 E-mail: linda@learningpower.com URL: www.learningpower.com</p> | <p>Learning Power LLC is a tutorial registry and educational provider to schools and businesses. Learning Power provides tutoring and instruction to students and clients of all ages, in all subjects and standardized testing such as the SAT and ACT. Learning Power matches tutors for one-on-one instruction with students based upon the student's need and the tutor's area of expertise. Using a Learning Style model, instructors help students to understand their own best ways of acquiring information. Learning to be confident and capable in elementary school, secondary school, college, and beyond is the goal of Learning Power's instructors.</p> | <p>Year Founded: 1985 Full time staff: 2 Number of current accounts/customers: 150 Part time staff: 45 Students served 150 Area served: CT, MA, NY</p> <p>* Learning Power LLC offers both mentoring and Internship opportunities to college students in addition to a variety of professional study skills and basic skills workshops.</p> |
| <p>Learning Styles LLC Susan Fino, Director / Owner 34 Shaker Rd. East Longmeadow, MA 01028 Phone: 413- 525-6678 Fax: 413- 525-6607 E-mail: info@e-learningstyles.com URL: www.e-learningstyles.com</p> | <p>Learning Styles L.L.C. is an education center and tutor registry serving students and teachers in western Massachusetts. Learning Styles tutors all grades and subject areas but specializes in working with students who have organizational or reading difficulties. Learning Styles consults with schools and trains its teachers to use the Take Charge Strategies and Take Charge Reading programs for professional development or graduate credit. Learning Styles is a Massachusetts SES Provider under No Child Left Behind.</p> | <p>Year founded: 1986 Full-time staff: 1 Part-time staff:21 Number of current accounts/customers:75 Students served:150 Area served: MA</p> <p>* May be willing to consider an internship</p> |
| <p>Lightship Learning Services Beth Crowell, Karen O'Connor, Owners P.O. Box 564 Dennisport, MA 02639 Phone: 508-394-2800 Fax: 508-394-6300 E-mail: lightshipls@verizon.net URL: www.lightshipls.com</p> | <p>Lightship Learning Services (LLS) is a full service educational center providing psycho educational evaluations, tutoring, training, and counseling to individuals, families, organizations, and school systems. Although LLS specializes in language-based learning disabilities, we provide complete services to students with a wide range of learning issues that are preventing them from achieving their fullest potential.</p> | <p>Year founded: 2000 Full time staff: 2 Part time staff: 15 Students served: 40 Area served: MA</p> |

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| <p>Lynne M. Popp Educational Therapy. Inc. Lynne Popp, Owner 4405 No. 156th Avenue Circle Omaha, NE 68116 Phone: 402-498-8708 Fax: 402-445-0433 E-mail: slpopp1@cox.net</p> | <p>Lynne offers educational assessments and prescribes appropriate programs of remediation, which are addressed by certified teachers in one-to-one settings. Lynne uses a variety of programs, including Lindamood-Bell Learning Processes, Orton Gillingham, and language for students with learning disabilities or dyslexia from age 5 to adult. Lynne teaches students and parents how to advocate and seek accommodations in school and work. She also offers teacher training and workshop presentations.</p> <p><i>Note: Lynne is not affiliated with Lindamood-Bell Processes Inc.</i></p> | <p>Year founded: 1985 Full-time staff: 1 Part-time staff: 8 Number of current accounts/customers: 50 Students served: 350 Area served: NE, SD, IA, KS, MO, WA, VT</p> <p>*We offer an opportunity for teachers and for health professionals to learn about educational therapy.</p> |
| <p>MarketingWorks, Inc. Gerry Bogatz , President and Founder 385 Oxford Valley Road - Suite 410 Yardley, PA 19067 Phone: 215.321.0443 Fax: 215.321.4249 E-mail: info@marketingworks.com URL: www.marketingworks.com</p> | <p>MarketingWorks, Inc. is a full service educational marketing and sales organization that specializes in all areas of educational research, sales and marketing in K-12, higher education, library, and adult learning settings. MarketingWorks has helped dozens of companies boost their sales and visibility in the education and library marketplace.</p> <p>Services include:</p> <ul style="list-style-type: none"> • Strategic Planning and Business Development • Market Research and Analysis • Marketing, Creative Design, and Conference Management • Inside Sales and Customer Service | <p>Year founded: 1994 Full-time staff: 32 Part-time staff: 8- 10 Number of current accounts/customers: 23 Area served: All States</p> |
| <p>Math Support Services Inc. Peggy Cannistraci, President 26111 Bouquet Canyon Rd. Santa Clarita, CA 91350 Phone: 661-255-1730 Fax: 661-260-2959 Email: Peggy@mathsupportservices.com URL: www.mathsupportservices.com</p> | <p>Math Support Services is a professional provider for tutoring in mathematics pre-algebra through calculus offering tutoring and transferable courses accredited by CITA and WASC. Approved by the California Department of Education as a Supplemental Services Provider.</p> | <p>Year founded:1993 Full-time staff: 2 Part-time staff: 32 Number of current accounts/customers: 400 Students served: 1,300 in transferable courses Area served: CA</p> <p>*Interested persons may contact MSS for information on potential internships. .</p> |
| <p>McCully's Educational Resource Center Bill McCully, President 7664 Canton Center Road Canton, MI 48187 Phone: 734-414-7884 Fax: 734-455-2455 E-mail: bmccully@merctutoring.com URL: www.merctutoring.com</p> | <p>McCully's provides academic tutoring from pre K through college. Its clients included students, school districts, private industry, and public social services.</p> | <p>Year founded: 1995 Full time staff: 10 Part time staff: 350+ Students served: 2000+ Area served: MI</p> <p>* McCully's constantly watches for motivated individuals. Intern opportunities are available for management and supervision areas (only those who are certified).</p> |

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| <p>MetSchools, Inc M. Cartagena, Executive Administer 150 East 58th Street New York, NY 10155 Phone: 212-826-5905 Fax: 212-826-6021 E-mail: mcartagena@metschools.com URL: www.metschools.com</p> | <p>MetSchools was founded to serve children and their families. Its first school (Sunshine Developmental School) served only 12 children in 1986 and has since grown to serve over 300 children. MetSchools' entire family of schools serves over 2,000 children annually and will grow to 3,500 children by 2008.</p> <p>MetSchools has grown by horizontal and vertical extensions geographically, developmentally, and pedagogically. Its mission is to provide children the greatest breadth of academic and social diversity.</p> <p>MetSchools' logic is that the greatest array of educational experiences introduced to a child will yield the greatest set of interests in the future adult.</p> | <p>Year founded: 1986 Full-time staff: 475 Students served: 2,500 Area served: NY</p> <p>*Internship available for assistant teachers and a speech therapist seeking CFY. MetSchools offers regular and special education teaching positions. Please call for further information.</p> |
| <p>Mosaica Education Inc, Michael J. Connelly, Chief Executive Officer 100 Wall Street Ninth Floor New York, NY 10005 Phone: 212-232-0305 Fax: 212-232-0309 E-mail : Connelly@mosaicaeducation.com URL: www.mosaicaeducation.com</p> | <p>Mosaica manages charter schools, both in this country and internationally. It provides SES services after school in a traditional public school under the No Child Left Behind act.</p> | <p>Year founded: 1997 Full-time staff : 1500 Part-time staff: 200 Number of current accounts/customer : 70 Students served: 15,000 Area served: OH, PA, NY, DE, DC, CO, AZ, IN MI, International</p> |
| <p>My Tutor and Me, LLC Shannon & Fred Converse, Owners/Directors P.O. Box 913 Darien, CT 06820 Phone: 203-857-0196 Fax: 267-295-8378 E-mail: info@mytutorandme.com URL: www.mytutorandme.com</p> | <p>My Tutor and Me is a network of experienced, professional teachers providing the highest quality individualized home tutoring in southern Connecticut and Westchester County, New York. My Tutor and Me's tutors provide thoughtful, tailored instruction covering the full academic spectrum from Pre-K through Grade 12 from remedial support through advanced level studies and enrichment, in addition to preparation for college and independent school entrance exams. Also available are several highly qualified reading specialists and special education teachers to address specific learning needs.</p> | <p>Year founded: 2002 Full time staff: 2 Part time staff: 175 Number of current accounts/customers: 150 Students served: 180 Area served: CT, NY</p> |
| <p>National Heritage Academies JC Huizenga, Chairman Jeff Clark, CEO Casey Carter, President Contact: April Luft, People Services 618 Kenmore Avenue SE, Suite 120 Grand Rapids, MI 49546 Phone: 616-575-2207 E-mail: aluft@heritageacademics.com</p> | <p>K-8 Provider of turnkey school services for charter schools.</p> | <p>Year founded: 1995 Full time staff: 3,000 Part time staff: 1,250 Number of current accounts/customers: 51 Students served: 30,000 Area served: IN, MI, NY, NC, OH</p> <p>* Internship is available</p> |
| <p>National Independent Private Schools Association James A. Williams, Executive Director 10134 SW 78th Ct Miami, FL 33156 Phone: 305-630-2557 Fax: 305-275-8881 E-mail: jaws1139@aol.com URL: www.nipsa.org</p> | <p>National Independent Private Schools Association (NIPSA) is an accrediting and advocacy association that serves tax paying private K-12 schools. They are a member of the National Council for Private School Accreditation and have cooperative accrediting arrangements through the Commission for International and Trans-regional Accreditation. They are able to jointly accredit with most of the regional associations in the United States, Canada, and around the world.</p> | <p>Year founded: 1981 Full-time staff: 3,555 Number of current accounts/customers: 126 Students served: 25,847 Area served: 18 states, mainly on the coasts</p> |

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| <p>NESI Inc. / Richard Milburn High Schools Mary Dowdell, Sr. Human Resources Representative 27 Congress Street, Suite 204 Salem, MA 01970 Phone: 978-741-7161 x 236 Fax: 978-741-0815 E-mail: mdowdell@nesihq.org URL: www.nesihq.org</p> | <p>NESI has been providing Educational services to a diverse population of students. NESI provides educational services across four divisions, which include compensatory services (Title I and NCLB tutoring), education programs for military personnel around the world, online high school courses and degrees, and the affiliated Richard Milburn Academies-public charter high schools.</p> | <p>Year founded: 1978 Full-time staff: 412 Part-time staff: 493 Number of current accounts/customers: Hundreds at the Federal, state, county, and local level. Students served:18,000 Area served: 17 states, 8 countries</p> |
| <p>North Coast Education Services John Kusik, Vice President 120 N. Main Street Chagrin Falls, OH 44022 Phone: 440-247-1622 Fax: 440-247-9049 E-mail: johnk@northcoasted.com URL: www.northcoasted.com</p> | <p>North Coast Tutoring Services / North Coast Education Services provides services to individuals, schools, school districts, companies, and government agencies. North Coast Education Services specializes in solving education problems for children with ADD, ADHD, dyslexia, Asperger's, and other learning differences. Education and training services are provided to four types of clients:</p> <ul style="list-style-type: none"> • Individuals, children in all subjects and all grades • Schools and School Districts, NCLB/SES and teacher training • Rehabilitation Clients, adults • Companies, basic skills training, communications, ESL <p>All individual services are provided at clients' homes or convenient, nearby facilities.</p> | <p>Year founded: 1985 Full-time staff: 6 Part-time staff: 250 Area served: OH</p> |
| <p>Oxford Learning Center Joe Alfano, Center Director 8223 S. Quebec St. Unit C Centennial, CO 80112 Phone: 303-221-4600 Fax: 303-221-2508 E-mail: centennial1@oxfordlearning.com URL: www.oxfordlearning.com</p> | <p>Oxford provides supplemental programs in reading, writing, spelling, mathematics, study skills and homework support with the objective of improving grades and increasing motivation. Students from Pre-K through 12th grade can take advantage of Oxford's programs including ACT and SAT prep.</p> | <p>Year founded: 2003 Full time staff: 1 Part time staff: 10 Number of current accounts/customers: 60 Students served: 60 Area served: CO</p> <p>*College students, depending on their area of specialty are often given intern opportunities.</p> |
| <p>Pearson Education School Companies Stuart Cohn, VP Human Resources 1900 East Lake Street Glenview, IL 60025 Phone: 847-486-3986 E-mail: Stuart.Cohn@PearsonEd.com URL: http://www.pearsoned.com</p> | <p>Educating 100 million people worldwide, Pearson Education is the global leader in integrated education publishing. With such renowned brands as Pearson Prentice Hall, Pearson Longman, Pearson Scott Foresman, Pearson Addison Wesley, Pearson NCS, and many others, Pearson Education provides quality content, assessment tools, and educational services in all available media, spanning the learning curve from birth through college and beyond.</p> <p>Pearson Education is also the global leader in online learning with nearly 2,000 textbook companion Web sites, the InformIT Website for technology professionals, and the Family Education Network, the award winning online resource for parents, teachers, and children.</p> | <p>Year founded: 1998 Full time staff: 5,700 Part time staff: 250 Number of current accounts/customers: 100,000 Students served: 100 million Area served: All States and International</p> <p>*Summer internship opportunities are available in several locations.</p> |

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| <p>Pinnacle Learning Centers Managing Director 95 Washington Street Canton, MA 02021 Phone: 781-828-2800 Fax: 781-828-2805 E-mail: sshapiro@pinnacle-learning.com URL: www.pinnacle-learning.com</p> | <p>Pinnacle Learning Center Includes two full service learning centers In suburban Boston as well as an In-home tutoring service throughout eastern MA. All Pinnacle locations offer K-12 tutoring services and test-preparation services for all standardized tests. Additionally, Pinnacle also is a certified SES provider for MA and currently works with 4 different districts to provide SES tutoring services.</p> | <p>Year founded: 2000 Full time staff: 3 Part time staff: 45 Number of current accounts/customers:200+ Students served: 1,000+ Area served: MA, RI</p> <p>* Pinnacle would consider offering mentorship or Intern opportunities for students of Ed programs who are interested in the field of supplemental education services.</p> |
| <p>Porter Education & Communications, Inc. Al Porter, CEO 8181 Professional Place Suite 240 Landover, MD 20785 Phone: 1-866-ERASGAP (372-7427) Fax: 301-577-8926 E-mail: aporter@portereducational.com URL: www.portereducational.com</p> | <p>PE&C is a home-based instructional service provider. PE&C sends state certified teachers to students in grades K-12 in all subject areas two days per week. Operationally, instructors are available seven days a week at a time that is most convenient to the parent.</p> | <p>Year founded: 1999 Full time staff: 22 Part time staff: 560 Number of current accounts/customers: 26 Students served: 2,044</p> <p>* PE&C always welcomes students interested in the education industry as interns.</p> |
| <p>Reading and Language Arts Centers (RLAC) Evelyn Peter, President 36700 Woodward Ave., Suite 20 Bloomfield Hills, MI 48304 Phone: 248-645-9690; 800-732-3211 Fax: 248-645-2335 E-mail: info@rlac.com URL: www.rlac.com</p> | <p>RLAC is an educational consulting company, providing products and services in professional development, tutoring (at RLAC Centers and during/after school at school sites), educational materials and software. RLAC specializes in intensive multi-sensory reading and math intervention for beginning, struggling, at-risk, and learning disabled students. We prepare teachers to deliver instructions in our internationally accredited <i>Phonics First™</i> program in whole-class, small group, and individual settings. RLCA also develops educational materials for use in each of these settings.</p> | <p>Year founded: 1991 Full-time staff: 10 Part-time staff: 50 Number of current accounts/customers: 1,500 Students served: 300 Area served: All States</p> <p>* RLAC is open to providing internship and mentoring opportunities.</p> |
| <p>SABIS® Educational Systems, Inc. Angela Gratz, HR Consultant 6385 Beach Road Eden Prairie, MN 55442 Phone: 952-918-1850 Fax: 952-918-1851 E-mail: sabisusa@sabis.net URL: www.sabis.net</p> | <p>Full service school management company of pre-K to 12 private schools and charter schools preparing students for success in college.</p> | <p>Year founded: 1886 Full time staff: 3,000 Number of current accounts/customers: 31 schools Part time staff: ~ 300 Students served: 28,000 Area served: MA, NY, OH, MI, MN, AZ, LA and 10 other countries</p> |
| <p>Schnabel Learning Center, Inc. Thomas E. Schnabel, Director 7999 North Federal Highway, Suite 300 Boca Raton, FL 33487 Phone: 561-997-8839 Fax: 561-997-8862 E-mail: teschnabel@aol.com URL: www.schnabellearning.com</p> | <ul style="list-style-type: none"> • Individualized Tutoring for College Bound Students, in Middle School, High School, College • Critical Thinking and Comprehension Skills enhancement • Test Prep for the SSAT, ISEE, HSPT, PSAT, SAT Reasoning Test, SAT Subject Tests, Plan, ACT, GRE, GMAT, LSAT, Advanced Placement English, Science, and Social Studies Exams • Interactive Workshops for Advanced Placement Exams • College & Career Discovery • Student/Parent Advocacy • Curriculum Planning and Production | <p>Year founded: 1982 Full time staff: 5 Part time staff: 3 Number of current accounts/customers: 200 Students served: 200 Area served: FL</p> <p>*Intern opportunities available. Full-Time Faculty opportunities available.</p> |

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| <p>Smart Steps Educational Resources Jean DuPree Ph.D. , Owner 324 Brenau Ave Gainesville, GA 30501 Phone: 770-532-7661 Fax: 770-532-7661 E-mail : smartsteps@bellsouth.net URL: www.smartstepstutoring.com</p> | <p>Smart Steps Educational Resources (SSER) offers individualized tutoring with certified teachers to students from kindergarten through university. SSER provides test preparation assistance for SAT, ACT, GRE, and GMAT in addition to offering consulting services for special education needs and college planning. Smart Steps Educational Resources is an accredited independent study school.</p> | <p>Year founded: 1990 Full-time staff: 2 Part-time staff: 30 independent contractors Number of current accounts/customers: 110 Students served: 120</p> |
| <p>Smarthinking Inc, Burck Smith 1900 L Street, Suite 301 Washington, DC 20036 Phone: 202-543-5034 Fax: 202-543-5589 E-mail: bsmith@smarthinking.com URL: www.smarthinking.com</p> | <p>SMARTHINKING provides live, online tutoring and teaching assistant services to colleges and high schools available 24/7. SMARTHINKING supports math, math in Spanish, writing, science, business, and health sciences. Tutoring services can be combined with assessment and curricula to create entire academic programs. SMARTHINKING currently works with over 500 school clients and businesses.</p> | <p>Year Founded: 1999 Full time staff: 27 Part time staff: 500 Number of current accounts/customers: 500 Students served: 75,000 Area served: 50 states</p> |
| <p>Spectrum K12 School Solutions, Inc. (formerly 4GL) Valerie Foreman, Human Resources Specialist 901 Dulaney Valley Rd., Suite 800 Towson, MD 21204 Phone: 410-616-0300 Fax: 410-616-0301 E-mail: resumes@4glschools.com URL: www.4glschools.com</p> | <p>Spectrum provides enterprise data management technology for special populations. Spectrum works collaboratively with school districts of all sizes to deliver scalable, easy-to-use ENCORE!™ software and professional development training solutions that remove paperwork and compliance burdens from K-12 educators of special populations, including special education, at-risk, Section 504 and Limited English Proficient (LEP) students. Our solutions enable educators to focus on the most important part of their work—educating children and improving student achievement.</p> | <p>Year founded: 1996 Full-time staff: 153 Number of current accounts/customers: 270 K-12 public school districts Students served: 5 million Area served: National client base</p> <p>*Spectrum periodically has college internship programs available. Please review current opportunities at www.4glschools.com.</p> |
| <p>Step Ahead Learning Center Brenda Said, Owner 152 S. Industrial Saline, MI 48176 Phone: 734-944-5658 Fax: 734-944-5660 E-mail : stepaheadbs@hotmail.com</p> | <p>Step Ahead Learning Center serves pre K- college level students and offers academic tutoring in all subject areas, while tailoring the approach to meet the needs of each specific student.</p> | <p>Year founded: 2000 Full time staff: 1 Part-time staff: 10 Number of current accounts/customers : 80 Students served: 80 Area served : MI</p> |
| <p>Success Educational Service Lovell Seals, President 3858 Chesterwood Drive Memphis, TN 38118 Phone: 901-565-0401 Fax: 901-565-0403 Email: info@successeducationalservice.com URL: www.successeducationalservice.com</p> | <p>Success Educational Service's in-home tutoring program is designed to:</p> <ul style="list-style-type: none"> • provide students with a personalized education program in the convenience of the home; • give students the attention they normally would not be able to get in the classroom; and • build the confidence needed to perform in the classroom and excel in life. <p>SES is proud to be a provider of supplemental education to local and state agencies that provide tutoring service to youth in state care. SES serves students who have been formally diagnosed with learning disabilities, reading deficiencies, ADD, ADHD, and/or in need of ESL services.</p> | <p>Year founded: 2002 Full-time staff:1 Part-time staff: 0 Number of current accounts/customers: 3 Area served: TN</p> |

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| <p>Summit Educational Group, Inc. Charles O'Hearn, CEO 115 Watertown Street Watertown, MA 02472 Phone: 617-926-8507 Fax: 617-926-8545 E-mail: cohearn@mytutor.com URL: www.mytutor.com</p> | <p>Summit Educational Group provides standardized test preparation through In-home tutoring and classroom programs. Summit Educational Group also sells its proprietary course materials to tutoring companies and schools throughout the country.</p> | <p>Year founded: 1988 Full time staff: 18 Part time staff: 250+ Students served: 5,000+/year Area served: MA, MD, VA, DC Books available nationally.</p> |
| <p>Sylvan Learning Center Dr. Richard Bavaria, Vice President 1001 Fleet Street Baltimore, MD 21202 Phone: 410-843-8078 Fax: 410-843-8076 E-mail : rick.bavaria@educate.com</p> | <p>With 25 years of experience and over 1000 centers located throughout the United States and Canada, Sylvan Learning Center is a provider of tutoring services to students of all ages and skill levels. Sylvan has trained and certified teachers who provide personalized instruction in reading, writing, math, study skills and test-prep for college entrance and state exams. In Europe, over 900 additional centers operated under the Schulerhilfe brand.</p> | <p>Year founded: 1979 Area served: All States</p> |
| <p>The American Center For Learning Honore Fila, Executive Director 1415 Ridgeback Rd. Chula Vista, CA 91910-6983 Phone: 619-656-6026 Fax: 619-656-6052 E-mail: hmfila@sbcglobal.net URL: www.americancenterforlearning.com</p> | <p>The American Center for Learning offers skill development and tutorial programs in the areas of reading, writing, math, algebra, geometry, calculus, Spanish, biology, chemistry, and physics. The American Center for Learning works with students in grades K-12 and adults and has a staff of credentialed and experienced teachers. In addition to tutorial programs, American Center for Learning also provides assessments to determine specific skill needs and learning styles.</p> | <p>Year founded: 1993 Full-time staff: 4 Part-time staff: 15 Number of current accounts/customers: 100-150 Students served: 100-150 Area served: CA</p> <p>* Intern opportunities for students interested in the education industry, assisting with program development and assessment evaluation of data and marketing.</p> |
| <p>The Davis Center Dorinne Davis, President One Mannino Dr Rockaway NJ 07886 Phone: 973-400-0010 Fax: 973-691-0611 E-mail: ddavis@thedaviscenter.com URL: www.thedaviscenter.com</p> | <p>The Davis Center offers sound-based therapies to make significant positive change in learning, development, and wellness. By following the results of a diagnostic test battery developed by the company's founder, Dorinne Davis, the appropriate sound-based therapy(ies) can be applied. Ms. Davis' philosophy developed from her Tree of Sound Enhancement Therapy and her research into the Voice, Ear, and Brain Connection that she verified in The Davis Addendum to the Tomatis Effect. The Davis Center makes brain change by repatterning how the body processes sound stimulation.</p> | <p>Year founded: 1998 Full time staff: 12 Part time staff: 8 Students served: all ages, all diagnoses Area served: NJ</p> <p>* The Davis Center occasionally has intern opportunities.</p> |

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| <p>The Princeton Review Christy Jehn, Director of Marketing 2315 Broadway New York, NY 10024 Phone: 1-800-333-0369 Fax: 212-874-0775 E-mail: cjehn@scholastic.com URL: www.princetonreview.com</p> | <p>The Princeton Review helps students, parents, and educators achieve the best outcomes at all stages of their educational careers. It all starts with a single premise: Everyone is entitled to the best education. Through years of research Princeton Review has learned to use practice and preparation to help students improve their performance.</p> <ul style="list-style-type: none"> • Test Preparation Division helps a wide variety of students prepare and practice for major moments in their educational lives including: PSAT, SAT, ACT, Graduate School Exams. The test preparation division also provides Supplemental Educational Services through No Child Left Behind. • The K-12 Division partners with schools to offer assessment, intervention and professional development that maximize performance on local, state and national assessments. • The Admissions Services Division hosts Princetonreview.com where students can learn about prospective schools and schools can reach out to interested students. | <p>Year founded: 1981 Full time staff: Approximately 500 Part time staff: Approximately 5000 Number of current accounts/customers: ~50,000, including individual students, schools, and districts Students served: All students in grades K-12, college students and other adults preparing to go on to graduate, medical, and law school. Area served: All States</p> <p>* The Princeton Review offers internships to students year round.</p> |
| <p>The Summit Center for Learning, Inc. Dr. Natalie M. Elman, Director 226 Morris Ave Springfield, NJ 07081 Phone: 973-564-9552 Fax: 973-912-8758 E-Mail: thesummitctr@aol.com URL: www.sclinc.net</p> | <p>The Summit Center for Learning is a full service learning agency, serving children from preschool to college age offering complete learning evaluations, remediation in all academic areas, SAT training, English, math, and social skills training groups for K-7.</p> | <p>Year founded:1981 Full-time staff: 5 Part-time staff: 12 Area served: NJ</p> <p>Internships available: LDTC candidates testing, social workers, psychologist, special ed teachers for social skills training, special ed teachers and learning consultants interested in Dyslexia remediation etc.</p> |
| <p>Total Education Solutions Nancy J. Lavelle, Ph.D. , President/CEO 1137 Huntington Drive South Pasadena, CA 90405 Phone: 323 341-7777 Fax: 323 257-0284 E-mail: njlavelle@tesidea.com URL: www.tesidea.com</p> | <p>Total Education Solutions (TES) Is a leading national provider of special education consulting, management, and professional staffing services. TES provides a full array of special education services to ensure compliance with each student's Individual Education Plan and the Federal Individuals with Disabilities Education Act. Services are provided on school sites, in the community and for independent study and home-school programs.</p> | <p>Year founded: 1977 Full-time staff: 400 Number of current accounts/customers: 100 Students served: 3,500 Area served: CA, MI</p> <p>* TES offers supervision and internship programs for special education teaching credentials as well as speech pathology, occupational therapy, school psychology, and school counseling licenses and credentials. Paraprofessional Internship programs for one-to-one and Behavioral Intervention aides are also offered.</p> |
| <p>Total Learning Centers Carol Utay, Executive Director 12045 Perry Highway Wexford, PA 15090 Phone: 724-940-1090 Fax: 724-940-1030 E-mail: info@totallearningcenters.com URL: www.TotalLearningCenters.com</p> | <p>Total Learning Centers prepares students of all ages in reading, writing, math, attention, self-esteem, speech and language, counseling issues, enrichment, executive functioning, memory, processing speed, study skills, social skills, and more. TLC helps people reach their goals in the most time and cost efficient ways possible.</p> | <p>Full-time staff: 15 Part-time staff: 30 Number of current accounts/customers: 250 Area served: PA</p> <p>* Always looking for interns to help with student achievement and support for the students.</p> |

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| <p>Townsend Learning Center Sarah Littlefield, Executive Director 1667 E 40th St., Suite 1B Cleveland, OH 44103 Phone: 216-472-8300 Fax: 216-391-3962 E-mail: sarah@learnwithus.com URL: www.learnwithus.com</p> | <p>Townsend offers one-on-one tutoring, testing, and SAT and ACT coaching. Townsend also offers job training and placement for veterans, injured workers, and adults with disabilities. Townsend is registered with the state of Ohio and offers a nine-month diploma program in Office Administration.</p> | <p>Year founded: 1969 Full-time staff: 8 Part-time staff: 5 Number of current accounts/customers: 250 + Students served: 250+ Area served: OH</p> <p>* Internship available for administration jobs.</p> |
| <p>Tutor.com George Cigale, CEO 40 Fulton St. New York, NY 10038 Phone: 212-528-3101 x202 Fax: 212-202-4324 E-mail: gcigale@tutor.com URL: www.tutor.com</p> | <p>In 1998 Tutor.com was founded to leverage the power of the Internet to connect people for one-to-one instruction in any subject, anywhere, anytime. We connect thousands of students, families, and business professionals to one of our expert tutors, teachers, or professional librarians in our customized online environments.</p> <p>Live Homework Help, our flagship service, was introduced in 2000 and is now offered at over 1,000 locations across the country and internationally. These innovative, after-school programs, Live Homework Help™ and Live Homework Help en Espanola™, provide access to hundreds of tutors, seven days a week, for one-to-one help in math, science, social studies, and English via the Internet. Tutor.com provides complete service and support, from technology setup and staff training to quarterly promotional materials, monthly reports and 24/7 customer service. Over 70,000 sessions are completed monthly.</p> | <p>Year founded: 1998 Full-time staff: 42 Part-time staff: 3 Number of current accounts/customers: 250 Students served : 500,000+ Area served: 40 divisions</p> <p>* No formal internship program, but will consider individual request.</p> |
| <p>TutorFind Debbie Bergeron, M.Ed. Executive Director 8629 Deckert Place Manassas, VA 20110 Phone: 800-648-8867 Fax: 703-3308671 E-mail: dbergeron@tutorfind.com URL: www.tutorfind.com</p> | <p>TutorFind helps students in grades K-College in a private, one on one setting in all subject areas. Clients include special needs children, foster care and adoption, Veterans and main streamed students.</p> <p>Education counseling is offered for someone looking to start a local private tutoring company.</p> | <p>Year founded: 1993 Full time staff: 1 Part time staff:5 Independent Contractors: 1,500 Area served: DC, NY, PA, IL, VA, MD, DE, RI, CA</p> |
| <p>Tutoring for Success Cheryl Gedzelman 13159 Applegrove Lane Oak Hill, VA 20171 Phone: 703-390-9220 Fax: 703-390-9202 Email: cherylg@tutoringforsuccess.com URL: www.tutoringforsuccess.com</p> | <p>Tutoring for Success offers home-based tutoring for all ages and subjects. Its tutors have college degrees and experience.</p> | <p>Area served: VA</p> <p>* Internship opportunity: possibly part-time for marketing</p> |
| <p>University Instructors, Inc. Alan Carter, Director, Human Resources P.O. Box 3074 Staunton, VA 24402 Phone: 540-886-2483 Fax: 540-885-3036 E-mail: acarter@universityinstructors.com URL: www.universityinstructors.com</p> | <p>University Instructors, Inc. is a supplemental education services provider in VA, NC, SC, and GA. University Instructors also provides direct one-on-one tutoring services to students in 15 different markets.</p> | <p>Year founded: 1994 Full time staff: 20 Part time staff: 2,000 Number of current accounts/customers: 150+ Area served: VA, NC, SC, GA</p> |

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| <p>We Teach and Tutor, LLC Mark C. Booker, CEO The Business Center Park Circle Suite B208 Baltimore, MD 21215 Phone: 410-383-6016 Fax: 410-383-7017 E-mail: mbooker@weteachandtutor.com URL: www.weteachandtutor.com</p> | <p>An educational management solutions company that delivers direct services to children and their families through K-12 school systems, child care organizations, and youth service agencies in the Baltimore metropolitan area. The educational management team provides behavior stability and disability assistance to students who require one-on-one support throughout the entire academic day. Residential counselors and childcare workers help the lead team in group homes, residential treatment centers, and assisted living settings.</p> | <p>Year founded: 2000 Full-time staff: 150 Part-time staff: 20 Number of current accounts/customers: 8 Area served: MD</p> <p>* Internships opportunities from administration to classrooms.</p> |
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Appendix

Academic Institutions

Colleges Programs

Columbia University – Graduate School of Business
Columbia University – Teachers College
Duke University – Terry Sanford Institute of Public Policy
Florida State University – College of Education
George Mason University – Graduate School of Education
Harvard – Graduate School of Education
Kansas State University – College of Education
Northwestern – School of Education and Social Policy
University of Arizona – College of Education
University of California, Los Angeles – Graduate School of Education
University of Florida – College of Education
University of Nevada, Las Vegas – Department of Educational Leadership
University of Southern California – Rossier School of Education
Vanderbilt University – Education and Human Development

Education Industry Clubs

Harvard Business School – Education Leadership Group
Northwestern University – Education Industry Club (EdInC)
Stanford – Stanford Educational Leadership Institute
University of Pennsylvania – Education Industry Special Interest Group

Accrediting Organizations

Council on Occupational Education
Middle States Commission on Elementary Schools
National Council of Private School Accreditation
National Study of School Evaluation
North Central Association Commission on Accreditation and School Improvement
Southern Association Council on Accreditation and School Improvement
Western Association of Schools and Colleges

Education Organizations

Alternative Education Resource Organization (AERO)
American Association of School Administrators (AASA)
American Council on Education (ACE)
American Distance Education Consortium (ADEC)
American Federation of Teachers (AFT)
American Library Association (ALA)
American Society for Training & Development (ASTD)
AmericaTakingAction for Kids (ATA)
Association for Supervision and Curriculum Development (ASCD)
Association of American Publishers (AAP)
Black Alliance for Educational Options (BAEO)
California Charter School Association (CCSA)
Center for Education Reform (CER)
Commercial Alert
Council for Public-Private Partnerships (NCPPP)
Council of Chief State School Officers (CCSSO)
Education Commission of the States (ECS)
Educational Excellence Network
National Association for Developmental Education (NADE)
National Association for the Education of Young Children (NAEYC)
National Association for the Self-Employed (NASE)
National Association for Year-Round Education (NAYRE)
National Association of Charter School Authorizers (NACSA)
National Association of Educational Buyers (NAEB)
National Association of Independent Schools (NAIS)
National Association of Secondary School Principals (NASSP)
National Association of State Boards of Education (NASBE)
National Conference of State Legislators (NCLS)
National Council of Education Providers (NCEP)
National Education Association (NEA)
National Education Knowledge Industry Association (NEKIA)
National Independent Private Schools Association (NIPSA)
National Network of Partnership Schools (NNPS)
National School Boards Association (NSBA)
National School Supply and Equipment Association (NSSEA)
Northwest Regional Educational Laboratories (NWREL)
Publishers Marketing Association (PMA)
SchoolShows.com
Software Information and Industry Association (SIIA)
The Association of Educational Publishers (AEP)
The Council of Chief State School Officers (CCSSO)
Tutor 2000, Inc.
U.S. Charter Schools
United States Distance Learning Association (USDLA)

Government Organizations

FCC (LearnNet)
National Center for Education Statistics (NCES)
National Clearinghouse for Educational Facilities (NCEF)
U.S. Department of Education (DOE)

Education/Business Resources

Marketing Resources

American School Directory (ASD)
Dun & Bradstreet (D&B)
Education Market Research (EMR)
Eduventures.com
Market Data Retrieval (MDR)
Peter Li Education Group
Quality Education Data (QED)
Simba
Xcellent Marketing

Publications

District Administration
Education Week
EducationNews.org
eSchool News
Library Journal
School Construction News
Selling To Schools (STS)
T.H.E. Journal
The Chronicle of Higher Education
The Education Gadfly
The Wall Street Journal
Works of David W. Kirkpatrick

Education Industry & Entrepreneurship

Grantsandfunding.com
Home Office Association
Human Resource Management
Professional Consultants
SCORE: Counselors to America's Small Business
Small Business Administration

Small Business Focus
The Building Excellent Schools Fellowship
The Business Roundtable
The Small Business Resource Center

Education Technology Resources

Information Technology

Alphasmart
Apple Computers
Blackboard
Proquest
The Learning Company
Tom Snyder Productions
WebCT

Publications

Campus Technology
Technology & Learning Network
The Educational Technology Journal

Other Resources

21 Century Teachers
Information Services & Library Links
Millennium Project
National Education Technology Plan
The Global Schoolhouse