



2023 Enrollment Projections

Winter	2022 Actual	2023 Projection	Southeast	2022 Actual	2023 Projection
Class Section			Class Section		
1-1	46	41	1-1	38	41
1-2	40	40	1-2	35	41
1st Year Total	86	81	1st Year Total	73	82
2-1	31	33	2-1	33	34
2-2	0	33	2-2	34	33
2nd Year Total	31	66	2nd Year Total	67	67
3-1	28	28	3-1	33	23
3rd Year Total	28	28	3-2	0	22
4-1	31	26	4-1	28	36
4-2	25	0	4-2	24	0
4th Year Total	56	26	4th Year Total	52	36
Total	201	201	Total	225	230
Midwest	2022 Actual	2023 Projection	Northeast	2022 Actual	2023 Projection
Class Section			Class Section		
1-1	56	50	1-1	53	51
1st Year Total	56	50	1st Year Total	53	51
2-1	23	40	2-1	36	47
2nd Year Total	23	40	2nd Year Total	36	47
3-1	21	20	3-1	19	22
3rd Year Total	21	20	3rd Year Total	19	22
4-1	24	16	4-1	23	16
4th Year Total	24	16	4th Year Total	23	16
Total	124	126	Total	131	136
Average Retention Rates			2nd Year	3rd Year	4th Year
Winter			77%	75%	92%
Midwest			71%	88%	77%
Southeast			92%	67%	98%
Northeast			89%	60%	83%

*Average retention rates calculated using average of retention rates for 2018, 2019, 2020 (Winter only), & 2022 attendance on site-by-site basis.

First-Year Assumptions

- Winter : +0%
- Midwest: +1.6%
- Southeast: +2.2%
- Northeast: +3.8%

*First-Year assumptions are based on taking the average of 2018, 2019, 2020 (Winter Only), & 2022 attendance on a site-by-site basis.

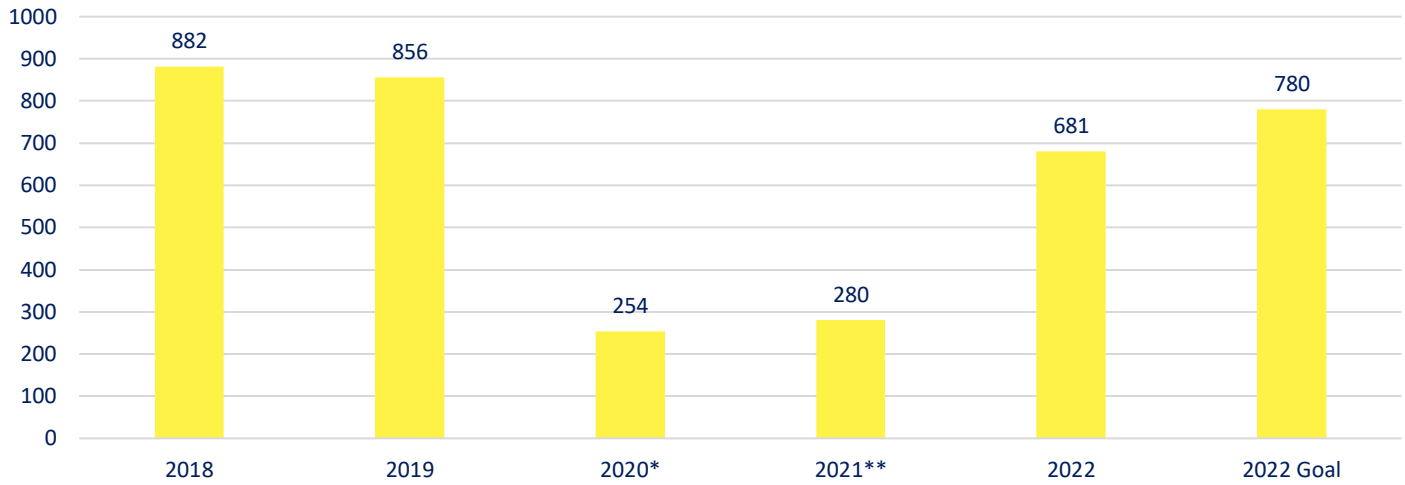
2023 Projections

- Overall: 693
- First-Years: 264



Registration Graphs

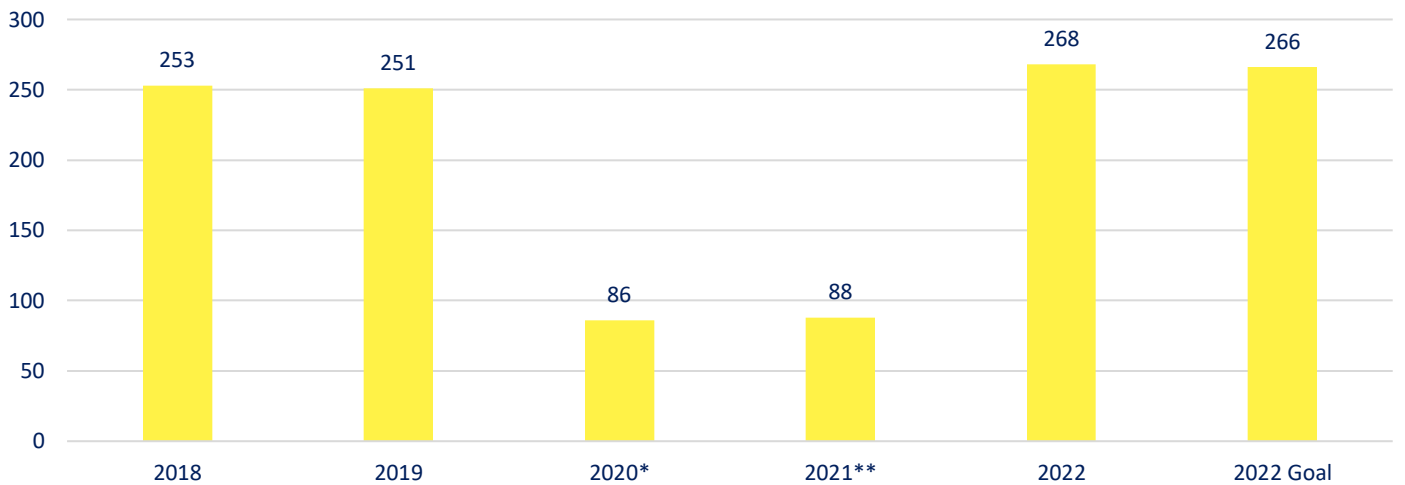
Final Registration Totals



*Due to COVID-19, only one site was held in 2020 (Winter).

**Due to COVID-19, only one site was held in 2021 (Centennial).

Final First-Year Registration Totals



*Due to COVID-19, only one site was held in 2020 (Winter).

**Due to COVID-19, only one site was held in 2021 (Centennial).



2022 Demographics By Site

Class Level	2022 Winter	2022 Midwest	2022 Southeast	2022 Northeast
1st Year	42.79%	45.16%	32.44%	40.46%
2nd Year	15.42%	18.55%	29.78%	27.48%
3rd Year	13.93%	16.94%	14.67%	14.50%
4th Year	27.86%	19.35%	23.11%	17.56%

Age	2022 Winter	2022 Midwest	2022 Southeast	2022 Northeast
21-30	9.95%	12.90%	17.33%	15.27%
31-40	35.82%	32.26%	30.67%	36.64%
41-50	27.36%	29.84%	28.89%	26.72%
51+	26.87%	25.00%	23.11%	21.37%

Ethnicity	2022 Winter	2022 Midwest	2022 Southeast	2022 Northeast
Hispanic/Latino	N/A	3.23%	5.33%	4.58%
White	N/A	87.90%	87.56%	77.86%
Black or African American	N/A	2.42%	5.78%	7.63%
American Indian & Alaska Native	N/A	0.81%	0.89%	0.00%
Asian	N/A	1.61%	0.44%	3.05%
Native Hawaiian & Other Pacific Islander	N/A	0.81%	0.00%	0.00%
Other	N/A	0.00%	0.00%	1.53%
N/A	N/A	3.23%	0.00%	5.34%

Registrant Type	2022 Winter	2022 Midwest	2022 Southeast	2022 Northeast
U.S. Chamber of Commerce Member	77.61%	75.81%	82.67%	66.41%
Non-Member of the U.S. Chamber of Commerce	18.91%	21.77%	12.89%	23.66%
Employee of the USCC, USCCF, or CIPE	3.48%	2.42%	3.11%	9.92%
Coalition to Back Black Businesses Scholarship	0.00%	0.00%	1.33%	0.00%



2022 Demographics By Site

Level of Responsibility	2022 Winter	2022 Midwest	2022 Southeast	2022 Northeast
Senior Executive/Department Director	N/A	45.16%	44.44%	51.15%
CEO/Executive Director	N/A	40.32%	36%	22.9%
Coordinator/Assistant/Other	N/A	5.65%	7.11%	9.16%
Manager	N/A	8.87%	12.44%	16.79%

Organization Type	2022 Winter	2022 Midwest	2022 Southeast	2022 Northeast
Chamber	77% (154)	77% (96)	93% (209)	58% (76)
Association	23% (47)	23% (28)	7% (16)	42% (55)