**AGENDA ITEM #16a: MEMBER PIPELINE FY2022 (Q1)**

**Notes:**

**Green**

* To date, of the 40 Online Courses submitted by 10 providers for assessment as part of the TIQ-funded Online Course Endorsement initiative, 23 courses have been reviewed and conferred Endorsed designation.

**Blue**

* Remaining 17 Online Courses, from 5 providers, lodged for Endorsement of as part of the TIQ-funded Online Course Endorsement initiative. NEAS awaiting additional information from providers. To be complete in last quarter 2022.

**Orange**

* Additional Endorsement activity completed:
* Endorsed 1 Additional Centre: ACE Chak Angre Campus, Cambodia,
* Endorsed 1 Pending Centre: ELC Malaysia,
* Endorsed 2 Products and Services: Cambridge Assessment English and SMRT English,
* Endorsed 3 ELT Professionals: Michael Bos and Alex Nanni (completed), Craig Shayer (under assessment),
* NEAS Assist benchmarking report completed for Australia Education Management Group.

**White**

* Top 10 Prospects in last quarter, in order of estimated conversion strength (including initiatives paid and awaiting assessment).

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| **Trading Name** | **Lead Strength** | **AUS / INT** | **Country** | **Type** | **Sector** | **Value (ex GST)** | **Paid** | **Status of Application** |
| ELSIS English Language Schools (7 courses) | High – realised | AU |  | Online | ELT | TIQ grant | Y | Endorsed |
| ACU English Language Centre (2 courses), USQ College (2 courses), Southern Cross University (2 courses) | High – realised | AU |  | Online | HE | TIQ grant | Y | Endorsed |
| TAFE Queensland English Language College (5 courses), Sarina Russo Institute (1 course) | High – realised | AU |  | Online | VET | TIQ grant | Y | Endorsed |
| Mitchelton State HS (1 course), Whites Hill State College (1 course), Indooroopilly State High School (1 course), St John’s International College (1 course) | High – realised | AU |  | Online | School | TIQ grant | Y | Endorsed |
| English Unlimited (9 courses), ILSC Brisbane (5 courses) | High | AU |  | Online | ELT | TIQ grant | Y | Received |
| Sarina Russo Institute (1 course) | High | AU |  | Online | VET | TIQ grant | Y | Received |
| John Paul Intl College (1 course), Townsville Int Eng Sch (1 course) | High | AU |  | Online | School | TIQ grant | Y | Received |
| ACE Chak Angre Campus: Additional Centre | High – realised | INT | Cambodia | ELT | ELT | $1,850 | N | Endorsed |
| ELC Malaysia: From Pending to Endorsed | High – realised | INT | Malaysia | ELT | ELT | $2,275 | Y | Endorsed |
| Cambridge Assessment English: CELTA, Online CELTA, Linguaskill | High – realised | AU |  | P&S | ELT Qual, Test | $1,250 | Y | Endorsed |
| SMRT English: Online ELT curriculum | High – realised | INT | Canada | P&S | ELT | $2,500 | Y | Endorsed |
| Endorsed ELT Pro – Michael Bos | High – realised | AU |  | ELT Pro | School | - | - | Endorsed |
| Endorsed ELT Pro – Alex Nanni | High – realised | INT | Thailand | ELT Pro | HE | - | - | Endorsed |
| Endorsed ELT Pro – Craig Shayer | High – assess | AU |  | ELT Pro | VET | - | - | Under assessment |
| Australia Education Management Group: NEAS Assist benchmarking report | High – assess | AU |  | NEAS Assist | ELT | $2,460 | Y | Report completed |
| Australia-Vietnam Economic Engagement Grant (AVEG) Program | Pros 1 | INT | Vietnam | Project | DFAT | $55,840 | Y | 50% delivered |
| American Learning Lab: Endorse 5 Centres, 3 courses | Pros 1 | INT | Vietnam | ELT | ELT | $15,825 | Y | Under assessment |
| Assumption College: Endorse Centre, 3 courses | Pros 1 | INT | Thailand | ELT | School | $6,150 | Y | Under assessment |
| Australian Institute of Language: Endorse Centre, 3 courses | Pros 1 | AU |  | ELT | VET | $8,025 | Y | Paid, await application |
| University of New England: Endorse Online Course | Pros 1 | AU |  | Online | HE | $1,020 | Y | Under assessment |
| Mahidol University International College: Endorse Online Courses | Pros 1 | INT | Thailand | Online | HE | $2,040 | N | Under assessment |
| ETS Global: Professional Educator Program | Pros 1 | AU |  | P&S | Test | $2,500 | Y | Paid, await application |
| PEAR Academy Australasia: Endorse Centre, 1 course | Pros 1 | AU | India | Online | ELT | $6,775 | N | Invoiced, await application |
| Study Victoria: Endorse Online Courses | Pros 1 | AU |  | Online | ELT, VET | $24,480 | N | Initial discussion |
| Australia Education Management Group: Endorse Centre, courses | Pros 1 | INT | China | ELT | HE | $7,400 | N | Initial discussion |