

Table B
OPMs Often Received the Majority of Tuition Revenue From OPM-Instructed Nondegree Programs in Fiscal Year 2021–22

CAMPUS	OPM	PROGRAM	TOTAL TUITION REVENUE GENERATED	REVENUE THE CAMPUS RECEIVED	REVENUE THE OPM RECEIVED	PROGRAM COSTS EXCLUDED FROM REVENUE SHARE*
UC Berkeley	2U, Inc.	Technology boot camps	\$16,897,000	\$3,379,000 (20%)	\$13,518,000 (80%)	—
	Institute of Career Development, Inc.	Paralegal studies courses for Berkeley Extension certificate program	625,000	264,000 (42%)	216,000 (35%)	\$145,000 (23%)
	Dalton Education, LLC	Certified financial planning program	2,307,000	321,000 (14%)	1,284,000 (56%)	702,000 (30%)
	Taylor Engineering	HVAC courses for Berkeley Extension certificate program	104,000	79,000 (76%)	25,000 (24%)	—
UC Davis	2U, Inc.	Technology boot camps	4,408,000	882,000 (20%)	3,526,000 (80%)	—
	Socratic Arts, Inc.	Certificate in cybersecurity and youth programs	43,000	24,000 (57%)	19,000 (43%)	—
	Institute of Career Development, Inc.	Paralegal studies certificate program	465,000	345,000 (74%)	120,000 (26%)	—
UCLA	2U, Inc.	Technology boot camps	5,217,000	1,148,000 (22%)	4,069,000 (78%)	—
UC San Diego	2U, Inc.	Technology boot camps	3,926,000	785,000 (20%)	3,141,000 (80%)	—
	Springboard	Machine learning engineering boot camp	783,000	157,000 (20%)	626,000 (80%)	—
	NIT Institute	Automotive safety certificate program	94,000	19,000 (20%)	75,000 (80%)	—
	Open X Education, Inc.	Additive manufacturing certificate program	14,000	8,000 (57%)	6,000 (43%)	—
UC Santa Barbara	QuickStart Learning, Inc.	Technology boot camps	326,000	33,000 (10%)	293,000 (90%)	—
	ZSchool, LLC	Customer experience and leadership programs	713,000	129,000 (18%)	513,000 (72%)	71,000 (10%)
	Blockchain Academy	Blockchain credential programs	No courses offered in fiscal year 2021–22.			

Source: Campus-provided financial reports for the OPM-instruction programs shown.

■ These contracts either expired as of May 2024, or campuses have terminated their agreements with the respective OPMs.

* Three contracts provided for campuses and OPMs to share revenue after certain costs were deducted from the total revenue generated, and the table details the amounts of the costs to be deducted for fiscal year 2021–22. For the UC Berkeley paralegal studies certificate program contract, the amounts of revenue the campus and the OPM each received were determined after subtracting from the total tuition revenue the costs that Berkeley incurred for marketing and paid the OPM for instruction. For the UC Berkeley certified financial planning program, the revenue share was determined after the OPM deducted delinquent fees. Finally, for the UC Santa Barbara customer experience and leadership programs, the amounts of revenue the campus and the OPM received were determined after subtracting costs incurred by UC Santa Barbara for promotions, equipment expenses, refunds, and credit card processing fees.