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Business Efficiency Programs Update

July 2022 - Volume 12, Issue 7

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- **AICUP--**[The NEW Business Efficiency Program Manual](#)
- **AICUP--**[Calendar of Upcoming Events](#) *Learn about webinars & seminars*
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Finance & Treasury

- **Constellation--**[Sustainability 101: What are Carbon Emissions & How to Reduce Them](#)
- **Stifel--**[New Variables Affecting Higher Ed Borrowing Costs](#) *Video & Slide deck*
- **Paymerang--**[Are Your Business Payments Safe?](#) *Video & Slide deck*
- **Baker Tilly--**[Navigating Your Institution's Fraud Risk Landscape](#)
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Latest from AICUP

Save the Date: Good Citizen Scholarship Golf Outing

The annual scholarship golf outing will be held on **Tuesday, October 18th** at the Dauphin Highlands Golf Course in Harrisburg. Sponsorship Information will be available soon. Those from our members colleges who are interested in joining a sponsored foursome should contact [Kelly Carli](#).

Add AICUP to Email Safe Sender List

AICUP asks that you make sure AICUP is on your college or university's email safe sender list. This will ensure that important AICUP communications arrive in your email inbox.

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Business Efficiency Manual 2022-2023

Now Available

This [Business Efficiency Program Manual](#) outlines:

1. the range of business efficiency and research programs that AICUP sponsors for members;
2. institutional participation rates; and
3. the estimated cost-savings per institution from those programs. It is important to measure these programs over time as part of the normal performance measurement of our AICUP work.

Here are a few highlights:

- In 2021 AICUP offered 38 different cost savings programs – of which, 28 are vendor driven and the remaining 10 are driven by AICUP staff activities.
- Thirty (30) of these programs leveraged volume and lowered costs in a way that could be documented –resulting in \$23.1 million of calculable savings in 2021.
- Twenty (20) of these programs provided service to 35 or more AICUP members and only seven (7) programs had participation of less than 10 AICUP members. All 92 AICUP Members and Associate Members participated in at least one of these 38 programs.
- \$23.1 million of calculable 2021 savings equates to an average savings of \$248,118 per AICUP member or roughly 19 times the average 2021 membership dues (\$13,143).
- Five (5) of these programs each provided annual 2021 savings that exceeded the total 2021 AICUP membership dues of \$1,209,169. These include: Aggregate Group Purchasing, Purchasing Card Programs, Software Licensing Programs, Cyber-Security and Covid19 Response.

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Secure Trustee Management Software

~BoardEffect

BoardEffect is a board management platform designed for the work of efficient and collaborative boards. Education executives, administrators and trustees rely on BoardEffect to improve board management and streamline secure communications. The stakes are high for a Board's most sensitive information. BoardEffect's education clients range from small private colleges to large research institutions.

BoardEffect has developed its product over the past 15+ years with security top of mind, to support the especially dynamic, nuanced, critically important work of hundreds of higher-education governing bodies. With over 2,500 customers, 200,000 users and a 96% retention rate, BoardEffect is the governance leader that puts its non-profit clients first (30% of which are in education).

40 AICUP Members currently utilize the BoardEffect software.

Special thanks to BoardEffect for being a Sponsor of the 2022 AICUP Campus Leaders Forum!



Break Sponsor

BoardEffect

Contact: Ellen Glasgow, eglasgow@boardeffect.com or 334-663-6225

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Sustainability 101: What are Carbon Emissions & How to Reduce Them

~Constellation

As the energy industry evolves, there is a greater customer and industry focus on sustainably reducing carbon and reaching net carbon zero. Constellation developed a video to explain the differences between greenhouse gas emissions, and tools to reduce them. In addition to reducing emissions through efficiencies, Renewable Energy Certificates (RECs) and carbon offsets can be purchased. With an understanding of this information your campus can take the first steps in reducing carbon emissions or achieving carbon neutral status.

[Watch the 3 Minute Video](#)

[Constellation](#) is the endorsed program provider of the Energy Management & Procurement Program. By participating in the program, AICUP members can be assured of getting excellent rates, stability over a longer term, and many other value-added products (e.g. Green Power). Member colleges are priced individually to assure that one does not subsidize another.

***Special thanks to Constellation for being a Sponsor
of the 2022 AICUP Campus Leaders Forum!***

The image shows a promotional banner for Constellation. On the left, the Constellation logo is displayed, featuring a stylized wave in blue, orange, and green, followed by the word "Constellation" in blue and "An Exelon Company" in grey below it. On the right, there is a dark green shield-shaped logo for the "2022 AICUP CAMPUS LEADERS FORUM". The text "2022" is in white, and "AICUP CAMPUS LEADERS FORUM" is in yellow. Below this text is the AICUP logo, which includes a white shield with a column and the text "ASSOCIATION OF INDEPENDENT COLLEGES AND UNIVERSITIES OF PENNSYLVANIA" and "AICUP". At the bottom of the banner, the text "Reception Sponsor" is written in white on a green background.

Contact: Blaire Miller at blaire.miller@constellation.com

Find additional info, on the [Constellation microsite](#) especially for AICUP Members.

[View the Latest Weekly Energy Industry Summary](#)

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Technology Procurement & Collaborative Purchasing Power

~JourneyEd

During this year's virtual *AICUP Campus Leaders Forum*, [JourneyEd](#) - the endorsed program provider of software programs for Adobe, Microsoft and VMware - shared how their services can work for your campus.

Watch the video [here](#).

***Special thanks to JourneyEd for being a Sponsor
of the 2022 AICUP Campus Leaders Forum!***



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Travel Sponsor

Contact: Jason Watson at jwatson@journeyed.com
or 800-876-3507, ext.7111

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New Variables Affecting Higher Ed Borrowing Costs *~Stifel*

This topic was a session during the virtual agenda of this year's AICUP Campus Leaders Forum.

[View the video](#) & [download the slide deck](#).

This session examined current issues affecting borrowing costs for colleges and universities in the post-COVID era including:

- inflation;
- the LIBOR to SOFR transition;
- prevailing wage litigation; and

- the availability of tax-exempt forward delivery bonds.

[Stifel](#) oversees the **AICUP Debt Financial Advisory & Bond Program**.

Through this Program, AICUP members have managed all aspects of their debt portfolio. The program's highly experienced team includes the national Higher Education Practice Group of Stifel, Ballard Spahr and The Bank of New York Mellon Trust Company (as Trustee). The same individual team members employed by the program's participating firms have worked with the program since its inception in 1997, saving AICUP members both time and costs of issuance.

Contact: Linda Eremita at eremital@stifel.com or 412-923-5927

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Are Your Business Payments Safe?

~Paymerang

This topic was a session during the virtual agenda of this year's AICUP Campus Leaders Forum.

The key to understanding payment fraud is not assuming if your organization will be victimized, but when. Over 74% of organizations were targets of payment fraud in 2020. Accounting teams have no time to lose in mitigating the risk of safeguarding banking information and ensuring the integrity of their accounting system. Automating payments, such as virtual cards and ACH transactions, provides greater protection than paper checks.

This [webinar video](#) helps show your team develop proactive and defensive tactics to best protect your organization from cyberthreats.

[View the video](#) & [download the slide deck](#).

Contact: Tom Smith, tcsmith@paymerang.com or 804-414-6621

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A Deep Dive into the PAICU MEP

Several sessions were held during this year's AICUP Campus Leaders Forum about the PAICU MEP. Review the following topics to learn more about this program to discover why it may be a good solution for your retirement program.

- Why Your School Should Join the PAICU MEP - *Pentegra* - [Video](#) & [Slide Deck](#)
- Selecting the Right Funds for your 403(b) Plan - *PlanPilot* & *Millennium Advisory Services* - [Video](#) & [Slide Deck](#)
- Communications & Education Services: Helping Your Participants - *Millennium Advisory Services* - [Slide Deck](#)

Contact: Tim Alexander, tim.alexander@aicup.org or 717-232-8649, x222

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A Tale of Two Tools: NCFTA Intelligence in Your Inbox

~NCFTA

Ransomware Reporting

Every day you can look at the business news headlines and read how more companies have been hit by ransomware. Many ransomware groups take the victim

company's exfiltrated data and post it to their data leak sites on the Dark Web. This serves two purposes for the ransomware group. The first is that by posting victim data to a data leak site, they are hoping the bad publicity will persuade the victims to pay the ransom demand. The second purpose is to put victim data out on the data leak sites so that they can offer the data up for sale to visitors of the leak sites. Either way, the ransomware group gets a payday.

The types of data that may get posted to data leak sites can differ depending on the ransomware group it is associated with. Some groups post victim company URLs, revenue numbers, number of employees, victim description, address, phone number, and email. Other groups may simply post the company domain.

The NCFTA (National Cyber Forensics Training Alliance), closely monitors approximately 90 data leak sites. For those AICUP Member Schools in the NCFTA Collaborative, a Ransomware Data Leaks Report is sent out over the PASE listserv when leaks are identified that may impact the education sector. It identifies any new ransomware leak sites and shares any newly leaked victims.

If a NCFTA Collaborative Member School is victimized in a ransomware attack, the NCFTA will reach out to that partner and work with them by sharing analysis of the ransomware and what has been observed in the NCFTA lab, and by offering their services for analyzing the remaining executable on the member school's network along with any TTPs (Tactics, Techniques, and Procedures) or IOCs (Indicators of Compromise) that they have observed. The NCFTA will also do keyword searches for a third-party partner who is connected with a ransomed entity and, without contributing to sharing victim PII, share information concerning that specific third-party entity based on keyword searches.

Internet Fraud Alerts

The NCFTA launched their IFA (Internet Fraud Alert) system in 2010. It is a public service that NCFTA offers to participating organizations. Since its inception, 2.11 billion records have been uploaded to the IFA system.

IFA creates a trusted mechanism for participating researchers to report stolen account credentials discovered online – such as email and username/password log-in information for online services, or compromised credit card numbers – to the appropriate organization responsible for that account. IFA will quickly inform companies about compromised credentials, allowing appropriate action to mitigate

on behalf of the customer or employee. Internet Fraud Alerts is a public service to report stolen account credentials discovered online.

IFA Data is provided through open-source research by NCFTA analysts, law enforcement partners, industry partners, and independent researchers. Once the data is uploaded, data is then matched to IFA participating organizations based on the signatures provided by the participant. The signatures provided include BIN numbers for credit cards and both email and login domain names used by the organization. When a match to an organization's signature is discovered, an email alert is generated. IFA partner organizations can then log-in securely and view their compromised credentials.

This service is available to any AICUP member school who wants to subscribe to it.

NCFTA is an AICUP Member Preferred (AMP) provider of the NCFTA Collaborative.

If your school is interested in enrolling in the IFA program or interested in the NCFTA Collaborative, please reach out to Tara Trickett, ttrickett@ncfta.net or 412-618-3155

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Three Approaches to Self-Insured Healthcare Plans

During the recent *AICUP Campus Leaders Forum*, three AICUP corporate affiliates presented virtual sessions on their healthcare plans. For more information, video links and slide decks for each, click on the links below.

- [Healthcare & Risk Mitigation Strategies](#) - *Alera Group*
- [Shared Services Health Plan](#) - *The Benecon Group*
- [A Cost-Saving, Self-Funded Program w/Annual Enrollment](#) - *Noveta Health*

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Alera Group

Healthcare & Risk Mitigation Strategies

This topic was a session during the virtual agenda of this year's AICUP Campus Leaders Forum.

Higher education has experienced challenges relating to the pandemic as well as a decrease in prospective students, putting the pressure on administrations to make a conscious effort to better balance and predict their institutions' healthcare budgets. To provide budget sustainability, reduce future trends, and mitigate claims risk, twelve elite higher education institutions in the Northeast have collaborated to form a program called Health4Edu. They have a vision for growth throughout the region which could become a great opportunity for prospective private colleges and universities in these difficult times.

In 2022, Health4Edu is in its ninth year. It has established a history of program success with a diverse assortment of schools of various population sizes and differing demographics including collectively bargained arrangements, retiree coverages, alternate plan vendors, and organizational financial resources. We encourage AICUP members to explore this opportunity, to learn how Health4Edu may benefit your campus.

Unlike most health plan consortia and associations, members of Health4Edu do not sacrifice individual autonomy when it comes to plan designs, eligibility requirements, networks, and risk tolerance. It keeps members in control of their budgets and their strategies while using leverage in its purest form to drive both better pricing opportunities and risk mitigation. Faculty and staff need not be impacted protecting campus culture.

Health4Edu does not require any long-term commitments. Membership is at-will and mandates little so that your campus can take advantage of the program to suit. As a testament to the power of the program, no members have entertained leaving the program and all have benefited on its "win-win" conceptual platform.

[View the video](#) & [download the slide deck](#).

Contact: Donald Balla, don.balla@aleraigroup.com or 412-430-3090

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Baker Tilly

Navigating Your Institution's Fraud Risk Landscape

Higher education institutions are experiencing the need to transform at an accelerating rate. This evolving and competitive environment creates opportunities and risks for colleges and universities and opens doors to commit fraud that could harm an institution's reputation and path towards fiscal resiliency.

In this episode, [Jonathan Marks](#), leader of Baker Tilly's global fraud and forensic investigations and compliance practice, offers an eye-opening perspective on and "surgical approach" to fraud risk in higher education, including why it happens and frameworks for detecting and preventing fraud. The timely discussion expands on:

- The relationship between fraud and reporting data for an institution's national rankings
- The ways institutional consolidations and other kinds of transactions increase fraud risks
- How certain pressures leaders face, like making combinations successful, may lead to acts of fraud
- The critical role internal controls, monitoring, reporting and effective governance play
- How proactively engaging with a fraud specialist prepares institutions to better manage risks versus reacting to a crisis

[Listen to the podcast](#)

[Read the blog](#)

Contact: Dave Capitano, dave.capitano@bakertilly.com or 610-927-4512

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The Benecon Group

Shared Services Health Plan: The Safest, Long-Term Solution for Funding Employee Health Benefits

This topic was a session during the virtual agenda of this year's AICUP Campus Leaders Forum.

[View the video](#) & [download the slide deck](#).

What if there was a solution that gave you more control of your health insurance spending and was seamless to implement and administer?

The Shared Services Health Plan Provides:

- Total Transparency - Know Where Every Dollar Is Spent
- Freedom to Select the Network & Administrator for your Benefits (or keep the same!)
- Complete Autonomy in Benefit Design for the Employees
- Limited Sharing of Risk Among Members (< 25%)
- Protection from Volatile Claims
- Annual Rate Caps
- Surplus Retention - Each member controls and retains 100%
- Proven Funding Model for 30+ Years

Contact: *David P. Wuenschel*, dwuenschel@benecon.com or **888-400-4647**

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Collegis Education

Student Retention vs. Persistence

With enrollment numbers slumping, many schools are focusing on keeping the students they already have. Retention refers to the active steps an institution takes to move the student closer to graduation.

While the student is the active player in persistence, the school has a role to play in creating an environment where the causes of dropping out, stopping out or transferring out are understood and addressed. Our e-book, “Factors and Strategies for Higher Ed Student Retention,” looks at the four factors that impact student retention and persistence.

[Read More](#)

Contact: Tony Fell, Tony.Fell@collegiseducation.com or 630-463-4018

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Coursedog

Course Demand: Analytics Lifecycle

Analytics in higher education have historically been focused around admissions and enrollment. Just as thinking has also progressed to focus on student success and retention, academic analytics have evolved and are growing in importance.

Many academic and institutional leaders are still unsure of how to incorporate analytics into their operations, particularly if they work with disparate academic operations tools and processes that do not naturally integrate well.

Fortunately, integrated academic operations tools make it much easier to cycle your institution through this process to streamline and optimize all areas of academic operations.

Follow these five steps to implement a course demand analytics process:

1. Capture
2. Report
3. Predict
4. Act
5. Refine

75% of today's students are juggling some combination of families, jobs, and school while commuting to class; according to the U.S. Department of Education, only a quarter go full-time, attend residential colleges, and have most of their bills paid by their parents. - Complete College America, Time is the Enemy

A schedule that is aligned with student demand has a positive impact on graduation & retention rates— especially among underserved student populations— and helps create a more financially sustainable institution. As important as it is to go through this process regularly as an institution, it is also imperative to have integrated, modern tools that make this process both easier and more effective.

Investing the time and resources needed to effectively implement a course demand analytics process will pay in dividends by creating a more accessible and equitable path to graduation for all of your students.

[More Info](#)

Contact: Zach Drollinger, zdrollinger@coursedog.com or 303-590-4508

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Graystone Consulting & York College

Meeting the Endowment Spend in a Low Yielding Environment

This topic was a session during the virtual agenda of this year's AICUP Campus

Leaders Forum. Anthony DeCocinis, VP for Finance & Campus Operations at York College, joined James Meek and Shawn Halsey from Graystone Consulting.

For college and university endowments, meeting investment objectives and spending rates in today's lower yielding markets will prove to become more difficult to achieve. With the stock markets at all time high and fixed income yields at all-time lows, investment asset returns are forecasted to be lower going forward than over the past 20 years.

How can an college and university endowments navigate this environment to meet its investment objectives?

Endowments will have to navigate the uncertainty of market returns over the next few years as: fixed income yields rise from historical lows producing muted returns, stock market returns deliver smaller gains after several decades of strong returns, and inflation erodes the real purchasing power of reserves.

This presentation discussed strategies to tackle this low yielding investment environment and how to position reserves to meet investment objectives. We will demonstrate several investment tools to help reserves better understand current positioning and expect future returns.

[View the video](#)

Contact: Allan D. House, Allan.D.House@MSGraystone.com or 410-736-5534

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Murray Associates Architects

AICUP Students Interning for the Summer

Christopher Gartley is a 4th year student at ***Jefferson University*** and is studying to get his bachelor's in architecture and minor in sustainable design. He is super excited for the next semester, as he will be studying abroad in Rome. At school he is involved with AIAS and is president of both the soccer and spike ball teams.

From a young age he has been interested in wood working and buildings, which has developed his creative mindset. He is also a 2019 graduate of Elizabethtown High School and when not working he loves to spend his time playing soccer or golf and spending time dwelling in nature.

Nick Biser is also an incoming 4th year student attending **Marywood University** where he is working towards a bachelor's degree of architecture, and he has been on the Dean's List every semester. He has just returned from a semester studying abroad in Florence, Italy. He is also a 2019 Graduate of Hershey High School where he earned his Eagle Scout with the Boy Scouts of America and was active in the ACE Mentors Program. Nick is passionate about nature and is a self-proclaimed nerd. When not working he can be found hanging out outside with his friends or watching the newest movie in theaters.



Christopher Gartley, Jefferson University & Nick Biser, Marywood University

Contact: Benedict Dubbs, AIA LEEDS AP, bdubbs@murrayassoc.com or 717-234-2581

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Noveta Health

A Cost-Saving, Self-Funded Program with Annual Enrollment

This topic was a session during the virtual agenda of this year's AICUP Campus

Leaders Forum.

Imagine if you could offer healthcare with the knowledge that your costs were the absolute minimum for the medical services and prescriptions used by your group. Imagine a state-of-the-art portal they can access from their phone synced with payroll allowing HR to run reports easily. Imagine 80% of your employees engaged in wellness with the ability to help control costs and lower contributions, not having to leave their doctors and having more pharmacy options. Imagine having the power of transparent claims data to make informed changes to a benefit plan that you completely control. Noveta Health's model typically lowers your annual healthcare spend by 30% or more with better benefits.

[View the video](#) & [download the slide deck](#)

Contact: Don Marette, Dmarette@NovetaHealth.com or 240-888-8292

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Pathify

Tackling the Higher Ed Mental Health Challenge

Of all the issues higher education dealt with during and coming out of a global pandemic, mental health is one of the most pressing and serious ones. It will also have one of the longest lasting impacts. From staff burnout to sky high levels of anxiety for everyone at the institution, the looming question for many in higher ed is “how do we help?”

The Mayo Clinic recently found that up to 44% of college students report symptoms of depression and anxiety. Thirty percent of students felt depressed in the past year, and half felt overwhelmingly anxious. The pandemic and the resulting dramatic changes to everyday life definitely play a role in these numbers. Active Minds reported in its Fall 2020 survey that nearly 90% of college students are experiencing stress or anxiety as a direct result of COVID-19. A quarter of students say their

depression “significantly increased.” Sadly, 67% of 18-24-year-olds with anxiety or depression don’t seek treatment, according to Active Minds.

As we return to gathering in person, a new level of pressure adds to the equation — the pressure to “return to normal” when things are still far from okay.

[Read More](#)

Contact: Melanie Watson, melanie.watson@pathify.com or 860-559-9074

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RLPS Architects & RLPS Interiors w/Alvernia University & York College

How Partnerships Can Benefit Your Institution & the Surrounding Community

This topic was the focus of a panel discussion at the *AICUP Campus Leaders Forum* held in Harrisburg, PA on June 15th.

We need to see ourselves no longer as an ivory tower surrounded by walls or fences but in the midst of the economies of which we exist and upon which we depend. ~Dominic DelliCarpini, Ph.D., York College of PA

While higher ed and industry have very different missions and cultures, there is a symbiotic relationship between the two. Finding a common ground for collaboration, research, and work partnerships benefits everyone. As campus recruiting becomes more competitive, community partnerships serve as a positive differentiator and a valuable resource for long-term vitality.

Alvernia University and York College of Pennsylvania serve as models for campus redevelopment, revitalization, and resiliency. They have leveraged community partnerships to provide innovative learning experiences for students while offering

value to businesses and strengthening the economy in their surrounding community.

To learn more about how ***Alvernia University*** and ***York College of Pennsylvania*** have leveraged their industry and community partnerships and how your campus can do the same, [read the entire blog.](#)



CollegeTowne at Alvernia University



Knowledge Park at York College

Contributors:

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***Special thanks to RLPS for being a General Sponsor,
Exhibitor and Presenter at the 2022 AICUP Campus Leaders Forum!***



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General Sponsor

Contact: Sarah Bennett, sbennett@rlps.com or 717-560-9501

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Sallie Mae

Completing the Dream Scholarship 2022-2023

There were five Dream Scholarship winners from AICUP schools during the 2021-2022 academic year!

To help students who are facing financial challenges successfully complete their post-secondary education, The Sallie Mae Fund, the charitable arm of Sallie Mae® - in partnership with Thurgood Marshall College Fund -- is offering \$650,000 in scholarships for academic year 2022-23 as part of its [Completing the Dream Scholarship Program](#).

According to [How America Completes College](#), students who attend college but do not complete are more likely to be first-generation college students, minority students, and those from lower-income households. To assist these students, The

Sallie Mae Fund's Completing the Dream Scholarship Program provides up to \$2,500 to cover unforeseen emergencies or financial needs that could impact completion. Last year, we awarded 267 scholarships.

To be eligible, students must be on track to complete their program in academic year 2022-2023 and be in good academic standing. Students attending two- or four-year colleges, as well as career training programs and other post-secondary education programs, are eligible to apply.

The application window is open now and until all scholarship funds are awarded or until May 31, 2023.

The Completing the Dream Scholarship Program is part of a \$3 million commitment made by The Sallie Mae Fund to open doors for students from all backgrounds pursuing higher education, including undergraduate and graduate programs, as well as career training and professional certificate programs.

[Link to Apply](#)

Contact: Keri Neidig, Keri.Neidig@salliemae.com or 610-216-2807

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Fair Use Policy of AICUP Name & Trademarks for Corporate Affiliates

Since the creation of the [Corporate Affiliate](#) program in 2005, AICUP corporate affiliates have been an important link between Pennsylvania's business sector and the independent non-profit higher education sector. AICUP enlists Corporate Affiliates as a means of providing resources to the AICUP membership. An invitation to become a Corporate Affiliate is extended only after a meeting with AICUP staff and having at least one AICUP member as a client.

There are three levels of corporate affiliate engagements with AICUP:

- AICUP Corporate Affiliate - a company designation
- AICUP Member Preferred (AMP) Provider - a program designation
- AICUP Endorsed Program - a program designation

AICUP appreciates the continued support of AICUP corporate affiliates at AICUP events such as the [AICUP Campus Leaders Forum](#) and the [AICUP Good Citizens Scholarship Golf Outing](#) as well as within various publications like [The Spotlight](#) and the [Business Efficiency Program Manual](#).

Last year an unfortunate misunderstanding occurred prompting the AICUP Staff and the Member Services Committee to develop written guidelines for the proper use of AICUP's Membership Directory and various tradenames/logos by AICUP corporate affiliates. ***A newly adopted Fair Use policy now sets forth the proper use of AICUP's tradename and trademarks in any communications by AICUP Corporate Affiliates.***

Any who would like to view these guidelines may do so by going [here](#).

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**AICUP
Business Efficiency
Programs**

www.aicup.org/Collaboration/BEP

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AICUP Leadership:

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