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## ***Business Efficiency Programs Update*** **September 2022 - Volume 12, Issue 9**

### ***AICUP Trending***

- AICUP--[Latest from AICUP](#) Lunch & Learn Series, Golf Outing
- AICUP--[The Business Efficiency Program Manual](#) How to Use & Share It
- AICUP--Lunch & Learn Webinar: [Managing Mold, People 1st, Moisture 2nd, Mold 3rd](#) 11/3
- AICUP--Lunch & Learn Webinar: [NCFTA Cyber Collaborative-Why 34 AICUP Member Schools Joined](#) 10/5
- AICUP--Lunch & Learn Webinar: [PAICU MEP-Why Your School Should Join](#) 10/12
- AICUP--Lunch & Learn Webinar: [Payment & Invoice Automation Demo](#) 10/27
- AICUP--[Calendar of Upcoming Events](#) Learn about upcoming webinars & seminars

### ***Finance & Treasury***

- Constellation--[E2 Energy to Educate Grants Available](#) deadline 10/1
- Stifel--[AICUP Bond Finance Update](#)
- Paymerang--Lunch & Learn Webinar: [Payment & Invoice Automation Demo](#) 10/27
- Synario--[Virtual Solutions Summit for Financial Modeling Challenges](#) (free) 10/11

- **Forvis (previously BKD)**--[College Closures: Facts vs. Perception](#)

#### ***Facilities & Administration***

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- **WasteStrategies**--**Lunch & Learn Webinar:** [Managing Mold, People 1st, Moisture 2nd, Mold 3rd](#) **11/3**
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### ***AICUP Resources***

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## **Latest from AICUP**

### **Lunch & Learn Series Resumes**

Last winter, AICUP launched a [Lunch & Learn](#) webinar series on a variety of topics from [AICUP Endorsed and Member Preferred program \(AMP\) providers](#). This will be an ongoing series throughout the year with additional webinars being added as they are scheduled. These webinars will be an hour in length allowing for 15 minutes of Q&A. Upcoming webinars:

- [NCFTA Cyber Collaborative](#) **10/05**
- [PAICU MEP](#) **10/12**
- [A/P Automation Demo & Roundtable](#) **10/27**
- [WasteStrategies AuditPro Demo](#) **11/03**

### **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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## **E2 Energy to Educate Grants Available**

*~Constellation*

Constellation strives to be a catalyst for positive change in our communities. Now through **October 1st**, Constellation is seeking applications for the **E2 Energy to Educate** grant program to engage students and inspire the next generation of clean energy leaders. Funds are awarded annually in November and support hands on educational programs that inspire students to think differently about energy.

This program has helped more than 250,000 students across the country gain a better understanding of energy-related science and technology issues that will affect current and future generations. Several AICUP member schools have been awarded this grant in the past.

We invite you to [learn more](#) and further share this exciting opportunity with your networks via [LinkedIn](#), [Facebook](#), and [Twitter](#).

[Visit our E<sup>2</sup> Energy to Educate page to learn more and apply today!](#)

Constellation is proud to serve your campus every day. And, believe today's youth will one day be tomorrow's leaders in clean energy resources and technologies.

[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.

**Contact: Blaire Miller at [blaire.miller@constellation.com](mailto:blaire.miller@constellation.com)**

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## **What's New** *~JourneyEd*

### **How JourneyEd's Services Can Work for Your Campus**

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](#).**

### **Web Filtering & Security Platform for Schools**

A comprehensive set of tools you need to allow safe access to valuable educational content across all browsers and devices both on and off campus. [Learn More](#)

### **Device Leasing Program for Schools**

When managing technology resources across the full product lifecycle, leasing can provide an efficient, effective way to maximize the return from IT assets, while minimizing risk and aggressively managing costs. JourneyEd.com offers technology leasing solutions that can fit most any school's budget and technology plan.

[Learn More](#)

### **Save on Security & Antivirus Software Licensing**

Get the best pricing on installs, upgrades and renewals for leading brands.

[Get a Quote](#)

**Contact: Jason Watson at [jwatson@journeyed.com](mailto:jwatson@journeyed.com) or 800-876-3507, ext.7111**

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## **AICUP Bond Finance Update** *~Stifel*

[Municipal Market Update - Week of September 19th](#)

At the **AICUP Campus Leaders Forum**, Stifel presented a virtual session on **New Variables Affecting Higher Ed Borrowing Costs**. 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.

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

[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](mailto:eremital@stifel.com) or 412-923-5927**

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## **Managing Mold: People 1st, Moisture 2nd, Mold 3rd** *~WasteStrategies*

**Managing Mold: People First, Moisture Second, Mold Third**

**Thursday, November 3, 2022**

**12:30 - 1:30 PM**

[Register](#)

Don Abramowitz, Certified Industrial Hygienist, will discuss how to properly manage mold. Don recently retired as the Director of Environmental Health and Safety at Bryn Mawr College and over his career there, implemented strategies to

reduce moisture intrusion and improve building productivity. Don will share his insight with you in this fast-paced presentation.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

[WasteStrategies, LLC](#) is the AICUP endorsed program provider of EHS compliance program. They are the creator of the AuditPRO automated inspection platform, is your one stop for comprehensive Environmental Health and Safety solutions.

**Contact: Adam Waligora, [awaligora@wastestrategies.com](mailto:awaligora@wastestrategies.com) or 443-510-5513**

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## **Lunch & Learn Webinar: *NCFTA Cyber Collaborative - Why 34 AICUP Members Joined***

**Wednesday, October 5, 2022**

**12:30 - 1:30 PM**

[Register](#)

***AICUP and the National Cyber-Forensics & Training Alliance (NCFTA)*** have worked together to provide AICUP members with assistance in the development of shared high level cyber security initiatives to protect campus infrastructure. Expanding on this very successful collaboration with NCFTA and ten (10) Western PA AICUP members, the collaborative has expanded the effort with an additional 24 AICUP member colleges.

Phase 1 included 10 schools primarily in the western part of PA. NCFTA is a 501(c)3 not-for-profit corporation that facilitates collaboration between industries, academia and law enforcement to effectively identify and address complex cyber related threats.

This webinar will feature the NCFTA staff as well as a few CIOs from participating member schools. Learn why 34 AICUP member schools joined this collaborative.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

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## **Lunch & Learn Webinar: *PAICU MEP - Why Your School Should Join***

**Wednesday, October 12, 2022**

**12:30 - 1:30 PM**

[Register](#)

For the past several years, ***AICUP has been working with industry leading consultants*** to develop a new 403(b) Multiple Employer Plan (MEP). These consultants are: Millennium Advisory Services, Pentegra, PlanPilot, PRM Consulting Group and TIAA.

This program helps members collaboratively administer their retirement plans in order to better comply with IRS regulations and gain cost efficiencies under the MEP. This solution is gaining traction with private colleges in other states where Virginia, Wisconsin, Indiana and Michigan, have all implemented MEPs for private colleges in their states. Under the MEP, colleges have reduced financial liability exposure, reduced administrative burdens, and enhanced employee education.

This webinar will provide information on this program, why your school should consider and how to do so. You will hear from the consultants listed above as well as several HR Directors from participating AICUP Member Schools.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

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## **Lunch & Learn Webinar: *Payment & Invoice Automation Demo***

### **Payment & Invoice Automation Demo**

**Thursday, October 27, 2022**

**12:30 - 1:30 PM**

[Register](#)

Join us for a *Payment and Invoice Automation demo* to learn how to automate from invoice receipt to payment reconciliation in one platform.

Putting check payments and paper invoices, and all the headaches that come with them, in the past is one of the best changes an AP department can make. Invoice Automation allows finance professionals to gain immediate visibility to all invoices and their approval status, along with enabling companies to go paperless through electronic processing and archiving. Payment Automation enables organizations to process all vendor payment batches at the click of a button, while streamlining reconciliation and reducing vendor inquiries.

Learn how much time and money your institution can save and hear real feedback from other higher ed clients currently using Invoice and Payment Automation solutions.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

[Paymerang](#) is the **AICUP Member Preferred (AMP) program provider of the A/P Automation program**. Paymerang offers a secure and efficient electronic payments program for AICUP member institutions. The terms of this AICUP Member Preferred program were negotiated by the Coalition for College Costs Savings (AICUP is a member). Paymerang serves a viable need for campuses that are concerned about:

- Administrative expense of A/P check writing and student refunds
- Fraud protection/security of online and paper A/P payments and
- Validation of vendors in this world of phish, spam and international payment fraud.

**Contact: Tom Smith, [tcsmith@paymerang.com](mailto:tcsmith@paymerang.com) or 804-414-6621**

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## ***Aspect Consulting***

### ***Building a Data Analytics Team - What Works Best in Higher Ed***

Institutions are increasingly asked to support decisions with data, but continue to struggle with delivering those analytics, facing some common pitfalls:

- **Data Literacy of Staff:** Data analytics skills are rapidly evolving, and getting the right staff in place to lead initiatives can be challenging.
- **Focusing on Regulatory Data Needs:** Often, institutions are focused on providing regulatory reporting, leaving less resources to focus on internal metrics that can result in improved admissions, student retention, or expense reduction.
- **Disorganized, Siloed Data:** Data is often siloed in separate technology systems spread across multiple departments. If metric gathering occurs solely at the department level, multiple departments seek answers to similar problems but can return different results, impeding decision making.

**Lean Centralized Data Team Works Best:** [A McKinsey study](#) reports that a centralized data analytics team headed by a “Data Czar” that reports to senior administration leadership provides the most efficient approach in resolving those common challenges. Working with senior leadership gives a centralized data team insight into the top issues the institutions is facing. A lean centralized data team can also work with multiple departments for more agile data gathering and data sharing, creating more unified data, reliable results, and less duplication of effort.

**Metrics that Achieved Results:** The same study found centralized teams working with unified data provided results.

A centralized data team at one university quantified how service learning programs impacted student retention, and enabling the university to make an informed decision about retaining the program.

In another example, a university dealing with declining enrollment found that though advertising was successfully generating leads, their call-center was unable to process call volume. The university invested in new call-center technology while also reducing advertising, and realized a 20 percent increase in new student enrollment.

**Contact: Chris Bressi, [cbressi@aspect-consulting.com](mailto:cbressi@aspect-consulting.com) or 610-783-0600 ext.130**

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***Baker Tilly***

### ***What Does NIL Look Like One Year Later?***

A year ago, effective July 1, 2021, all three divisions of the National Collegiate Athletic Association (NCAA) adopted an interim policy suspending preexisting name, image, and likeness (NIL) rules. While there is currently no federal law governing NIL, [legislation has passed in more than half of the states](#).

In the past twelve months, student athletes, businesses and higher education institutions have played a role in the evolution of NIL, but at what cost?

One year after NIL regulations took effect, colleges and universities continue to grow more sophisticated in how they approach NIL and the related risks. Overall, student athletes, businesses and institutions all have the opportunity to benefit from the current NIL landscape, but each party has a unique set of risks to address and manage as well.

[Read More](#)

**Contact: Dave Capitano, [dave.capitano@bakertilly.com](mailto: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***

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 risk share to protect all members from the risk we don't want you exposed to
- Protection from Volatile Claims
- Annual Rate Caps
- Surplus Retention - Each member controls and retains 100%
- Proven Funding Model for 30+ Years

***\*Please register for our complimentary compliance webinar:***

**Dependent Eligibility Audit**

**Thursday, September 22nd**

**3:00 pm – 4:00 pm EDT**

[Register](#)

**Contact: David P. Wuenschel, [dwuenschel@benecon.com](mailto:dwuenschel@benecon.com) or 888-400-4647**

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***CampusLogic***

***There's an Invisible Force Blocking Student Enrollment***

Financial friction is the #1 barrier to students enrolling in college and completing their degrees. If we want more students to make it to and through higher ed, then we need to think differently. Financial friction negatively impacts every institutional goal, from enrollment to completion...

[Read More](#)

**Contact: Chris Jones, [chris.jones@campuslogic.com](mailto:chris.jones@campuslogic.com) or 513-885-2753**

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***CourseDog***

***Powering Up Program Maps: Student Paths to Success***

As institutions seek to more proactively support students throughout their academic journey, they are turning to program maps to help students with program and course selection. However, there is no one playbook for rolling out program maps.

Institutions grapple with questions such as, “how do we align our curriculum with program maps?” and “how do we help our students understand this new structure and stay on path?”. To effectively develop and implement program maps, institutions must examine the data and academic processes behind their curriculum to effectively create and operationalize program maps.

This discussion looks at the research behind program maps and how to implement them in practice. Bridget Moran, Content Lead and Claire Genre, Product Manager will share their insights and engage with audience members with a Q&A and polls throughout. This webinar discussed topics such as:

- How to approach course selection and identify barriers
- The connection between course scheduling and helping students stay on track
- Data from the student perspective on the importance of streamlining program and course selection

[Watch Video & Download Slide Deck](#)

**Contact: Zach Drollinger, [zdrollinger@couragedog.com](mailto:zdrollinger@couragedog.com) or 303-590-4508**

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***FORVIS (formally BKD)***

***College Closures: Facts vs. Perception (Recent Webinar Archive)***

The dire predictions about an upcoming tidal wave of college and university closures, along with continued media focus on the pressures facing the industry, portray a grim setting that is often too easily accepted by the public. But what does

the data say? This informative webinar provides an overview of the data and trends on higher education closures and share how the facts line up with perception. In addition, it examines recent nonprofit closures to explore the common financial metrics and other indicators shared between these institutions.

[Watch Now](#)

**Contact: Adam Smith, [adam.smith@forvis.com](mailto:adam.smith@forvis.com) or 260-460-4047**

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### ***RLPS Architects & RLPS Interiors***

#### ***Dropping Your Child Off at College: A Parent's Perspective***

The end of summer brings many things: shorter days, cooler weather and the first day of school. For first-time college students, moving day and the prospect of living away from home for the very first time can be an exciting time. From the rush of receiving an acceptance letter from the campus that was first choice to the hours spent shopping to get the perfect accessories to decorate a new room, it's a non-stop adventure.

As a firm that provides higher education planning and design, we focus on the campus experience and how it affects students, faculty, staff and parents. Lessons learned from our own teams' experience offer insights that we can apply to future design. Two of our RLPS team members who recently dropped off their children at college for their first year were nice enough to share their experiences.

You can't take the architect out of the parent though. We couldn't resist asking each of our parents for their first impressions from a design perspective.

Our parent with a child attending locally admitted that the campus is eclectic. While there isn't a cohesive style of architecture, they thought that was part of the charm. They think the buildings are well positioned and create [outdoors spaces](#) that help tie the campus together. Architecturally, they don't find any one building particularly interesting, but overall found the campus experience thoughtful.

Our team member found three spaces that could be improved at the out-of-state college. They mentioned the esports lab, a maker space and the library at the downtown campus. Although none of these spaces were terrible, our architect found them only okay. With some reimagination and [focused updates](#), they believe these areas could be turned into spaces to celebrate and be differentiators for the school.

To read about our staff's personal experience with two very different college campuses, [read the entire blog](#).

**Contact: Sarah Bennett, [sbennett@rlps.com](mailto:sbennett@rlps.com) or 717-560-9501**

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### ***SafeColleges, a Vector Solutions Company***

#### ***Hazing Awareness & Prevention***

While many students associate hazing with college fraternities or athletics, hazing takes place across the entire campus. One significant study found that ***55% of college students involved in clubs, teams, and organizations have experienced hazing.***

Unfortunately, a wide range of hazing behaviors - from intimidating to harassing to violent - often makes it difficult for campus members to recognize. Complicating matters is the fact that many students view hazing as 'no big deal' or 'good-natured fun'. These attitudes and beliefs can create a systemic, self-perpetuating problem.

Vector Solutions' new hazing awareness and prevention courses for students, faculty, and staff gives campus stakeholders a better understanding of hazing so that they can recognize, address, and prevent these behaviors at their institutions or organizations.

[Learn More](#)

**Contact: Samantha Jones, [Samantha.jones@vectorsolutions.com](mailto:Samantha.jones@vectorsolutions.com) or 513-783-2751**

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***Sallie Mae***

**Join the Conversation Webinar: Supporting Diversity, Equity & Inclusion in Higher Ed**

**Wednesday, September 28th**

**2:00 PM**

[Register](#)

Higher education advances us as a society, opening doors, increasing lifetime earnings, and enabling economic mobility. Join our panel as we discuss how to prepare the next generation of leaders.

Panelists from across the country including AICUP member DeSales University's Evelyn Disla-Hernandez, Associate Director of Financial Aid.

***Upcoming Virtual Events:***

**How America Pays for College 2022**

**Wednesday, October 26th**

**2:00 PM**

[Register](#)

**The Student Experience: Strategies for Driving Student Engagement**

**Thursday, December 8th**

**2:00 PM**

[Register](#)

**Contact: Keri Neidig, [Keri.Neidig@salliemae.com](mailto:Keri.Neidig@salliemae.com) or 610-216-2807**

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### ***Self-Funded Health Insurance Programs***

During the recent AICUP Campus Leaders Forum, three AICUP Corporate Affiliates presented virtual sessions describing their self-funded health insurance plans; with each attesting to long- and short-term institutional cost savings and plan design flexibility. All three of these competing firms also participated in a joint panel discussion on the topic at the in person session.

Below are the three different corporate affiliates who presented the virtual sessions. Each link provides the video and slide deck from the virtual session and contact information.

- [Alera Group](#) - Health4edu
- [The Benecon Group](#) - Shared Services
- [Noveta Health](#)

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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.

### ***How to Use & Share It***

- Once you hit the link, it will ask you if you would like to take the tutorial. Please do so - it's quick and extremely helpful. Here are a few tips:
- In the upper right hand corner you will find an arrow to download as a pdf
- Also in the upper right hand corner is a square called CONTENT which allows you to look at specific content to print and/or share via email

### ***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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## 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.***

***Anyone 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](http://www.aicup.org/Collaboration/BEP)

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**AICUP Leadership:**

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