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## ***Business Efficiency Programs Update***

### **January 2023 - Volume 13, Issue 1**

#### ***AICUP Trending***

- AICUP--[Latest from AICUP](#) *Weekly PAICU MEP Zooms, Lunch & Learn Series*
- AICUP--[Office Rental Space Available at AICUP Building](#)
- AICUP--**Lunch & Learn Webinar:** [Fraud & PNC AVS 2/15](#)
- AICUP--**Lunch & Learn Webinar:** [Solving Educational Paradox of Matching Need, Funding & Outcomes 3/2](#)
- AICUP Webinar--[US Secret Service: Mass Attacks in Public Spaces 2016-2020](#)
- AICUP--[The Business Efficiency Program Manual](#) *How to Use & Share It*
- AICUP--[Calendar of Upcoming Events](#) *Learn about upcoming webinars & seminars*

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

- AICUP--[NCFTA Collaborative: Enrollment is Open! Webinars 1/31](#)
- Constellation--[Sustainability 101: What is ESG?](#)
- Stifel--[Update for Week of January 23rd](#)
- Paymerang--[4 Steps to Successfully Streamline Your Accounting Office](#)
- Kimmel Bogrette--**Lunch & Learn Webinar:** [Solving Educational Paradox of Matching Need, Funding & Outcomes 3/2](#)
- PNC Bank--**Lunch & Learn Webinar:** [Fraud & PNC AVS 2/15](#)
- CliftonLarsonAllen--[Higher Ed Virtual Conference \(9CPE\) 2/21; 2/28; 3/7](#)
- FORVIS--[2023 Annual Higher Ed Outlook](#)
- Graystone Consulting--[GIC Market Update: 2023 Outlook](#)

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

- **Constellation**--[Sustainability 101: What is ESG?](#)
- **Kimmel Bogrette--Lunch & Learn Webinar:** [Solving Educational Paradox of Matching Need, Funding & Outcomes 3/2](#)
- **Cintas**--[AEDs & CPR Training](#)

### ***Technology & Telecommunications***

- **AICUP**--[NCFTA Collaborative: Enrollment is Open! Webinars 1/31](#)
- **JourneyEd**--[How JourneyEd Works for Your Campus](#)
- **JourneyEd**--[Adobe Sign Webinar 1/26](#)
- **Collegis Education**--[Enablement vs. Management in Online Programs](#)

### ***HR, Compliance & Legal***

- **Cintas**--[AEDs & CPR Training](#)
- **PAICU MEP**--[Weekly Zooms on Tuesdays at 2:30](#)
- **Benecon**--[Level Funded Plan vs. Shared Services](#)

### ***Student Services/Enrollment Management***

- **Aspect Consulting**--[New Strategies to Face Coming Enrollment Challenges](#)
- **SafeColleges**--[How to Prevent Hazing on College Campuses](#)

### ***AICUP Resources***

- [AICUP--Collaboration Mission & Business Efficiency Programs](#)
- [AICUP--Corporate Affiliate Listing by Category](#)
- [AICUP--Fair Use Policy of AICUP Name & Trademarks](#)
- [AICUP--Privacy Policy](#)
- [AICUP--Leadership & Staff](#)
- [AICUP--The Spotlight Archives](#)

## Latest from AICUP

### **Rental of Office Space at AICUP Headquarters**

AICUP is seeking a tenant or tenants(s) for 3 offices at 101 North Front Street, Harrisburg, PA (the James McCormick Mansion/home to AICUP). These three (3) offices are on the 2nd floor (by walkup) and contain roughly 1,000 square feet and one private bathroom. AICUP would be very interested in securing a tenant that is a member college, but any interest from a current Corporate Affiliate or Endorsed Program Provider would also be welcomed. For more information about this space and/or to schedule a visit, please contact [Tim Alexander](#) or 717-418-9670. The McCormick Mansion is not ADA compliant.

### **PAICU MEP Recurring Conversation with AICUP - Weekly Zooms**

Tim Alexander, VP of Finance & Administration at AICUP, is also the Vice-Chair and Treasurer of the Pennsylvania Association of Independent Colleges and Universities Multiple Employer Retirement Plan (PAICU MEP). He will be hosting ***a weekly Zoom meeting each Tuesday (2:30 – 3:30 PM)*** for an open discussion about the PACIU MEP. This weekly, members-only Zoom call is open to any and all AICUP members.

[Go Here to Attend](#)

### **Lunch & Learn Series**

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 Lunch & Learn Webinars:

[Fraud & PNC Account Verification Services 2/15](#)

[Which Came 1st - Chicken or the Egg? Solving Educational Planning Challenges 3/2](#)

### **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.

[Top](#)

## **Mass Attacks in Public Spaces 2016-2020**

**Wednesday, January 25, 2023**

**1:00 - 4:00 PM**

[Register](#)

On January 25, 2023, the **Secret Service's National Threat Assessment Center (NTAC)** will publish, *Mass Attacks in Public Spaces: 2016 – 2020*, which analyzed 173 attacks impacting workplaces, schools, houses of worship, military bases, public transportation sites, open spaces, and other public locations.

In conjunction with this release, NTAC will deliver a nationwide virtual presentation via Microsoft Teams to highlight the report's findings. The event will take place on January 25, 2023 from 1:00pm to 4:00pm ET and would be appropriate for anyone with a role in public safety, state/local law enforcement, government officials, K-12 and university educators, corporate security, and religious leaders.

***This event can only accommodate 20,000 registrants.***

[Top](#)



## **AEDs & CPR Training**

*~Cintas*

The unfortunate events on Monday night football, a few weeks ago, has brought Sudden Cardiac Arrest to the national stage. As part of Cintas cooperative contract with Omnia Partners, a variety of options for AED's and CPR training is available to AICUP member schools.

[Review Cintas AED Products & Services](#) (*American Heart CPR classes, p.17*)

[ABCs, 1-2-3s & AEDs](#)

[Cintas](#) is the industry leader in supplying uniform programs, providing entrance and logo mats, restroom supplies, first aid, safety, fire protection products and services, and industrial carpet and tile cleaning. AICUP Members can access products and services through the Cintas contract through Omnia Partners - a longtime AICUP Endorsed Program provider.

**Contact: Tom Best, [BestT@Cintas.com](mailto:BestT@Cintas.com) or 570-687-7766**

[Top](#)



## **Sustainability101: What is ESG Reporting?**

*~Constellation*

Environmental, Social and Governance (ESG) or ESG initiatives have seen an increase in importance. Competitive pressures, compliance standards and stakeholder interest are all driving factors for campuses to take these issues seriously.

ESG analysis and reporting can provide valuable insights and help create long-term value for stakeholders. It can also significantly impact a company's financial metrics and inform internal investment decisions.

Constellation can provide a full array of tools and strategies to help build your

sustainability plan in a way that incorporates organization values and concerns to produce positive sustainable and societal impacts.

[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)**

[Top](#)



## **How JourneyEd Works for Your Campus** *~JourneyEd*

### **Save Big on Your School's Current Technology**

JourneyED can provide comparison pricing on technology leasing, security and antivirus, device management, disaster recovery, virtualization and web filtering.

[Get a Quote](#)

### **Google for Education**

Schools and universities are using Google's products, programs and philanthropy to help them improve learning and innovation.

[Learn More](#)

[JourneyEd](#) provides AICUP members with contractual pricing for commonly used software products from vendors such as Microsoft, Adobe, and VMWare. [Download the Product Linecard](#)

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

[Top](#)



## **Fraud & PNC Account Verification Services** *~PNC Bank*

**Wednesday, February 15, 2023**

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

[Register](#)

Account ownership and identity verification are critical to avoid financial losses. You need a service that can help confirm the identity and account details of your intended counterparty before a payment is initiated. PNC Account Verification Services can help confirm the existence and identity of your counterparties instantly, increasing confidence that the person or business you are interacting with is indeed who they claim. Additionally, the tool provides information about the bank account you believe them to own or control, empowering you to make payments with confidence and limit returns.

[PNC Bank](#) is a financial institution which offers a full array of financial services. Through its partnership with Omnia Partners, PNC is the preferred provider P-card services offering a very competitive program to AICUP members.

**Contact: Judith A. Gainer, [judith.gainer@pnc.com](mailto:judith.gainer@pnc.com) or 412-768-1044**

[Top](#)



## **Municipal Market Update** *~Stifel*

### **Top Takeaways from Last Week**

- During a webinar last week, S&P analyst Kurt Forsgren projected continued recovery for most transportation sectors except mass transit, which faces issues of depressed ridership as 50% of workers continue to work from home. S&P estimates that transit ridership reached only 67% of 2019 levels in December 2022.

- The AAA MMD fell while US Treasury yields varied along the curve.

[Read the Full Update for Week of 1/23/2023](#)

[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**

[Top](#)



## **NCFTA Cyber Security Collaborative**

### **Open for Enrollment!**

Four years ago, the National Cyber Forensic and Training Alliance (NCFTA) and AICUP established a shared-service cyber-security program. When this program was first started, a small cohort of 10 Pittsburgh-based AICUP members shared a cyber-security technical resource at a low consultancy expense to each campus. Today, 34 campuses now participate in this program and the NCFTA is prepared to accept 10 additional AICUP members for a potential new total of 44 participating campuses.

This one-of-its-kind program serves AICUP and AICUP members by leveraging the experience of the program's first four years while extending the geography to AICUP members all over the Commonwealth. In spite of the past few years' COVID19 campus restrictions, this group regularly meets by Zoom, participates in secure listserv communications and is engaged in a variety of activities that support cyber-security protection. As we have reopened in-person operations, a number of table-top exercises and in-person campus experiences are now happening more regularly.



The program has developed an advisory panel to provide informal governance and direction for the collaborative. A group volunteers make up this panel and has been directing new program support areas including

- subject matter expert presentations (cyber-insurance, FBI, HLS, law enforcement, etc.)
- table top and peer opportunities for cyber training,
- cyber training for EE and C-level staff/faculty,
- technical Cyber-IT resources and
- outreach mechanisms to promote cyber-best practices internally in campus communities (targeting faculty, staff, student services, president's office, etc.).

### **Renewal for 2023**

All 34 members currently participating in the program are subject to renewal on January 31, 2023. If your campus is listed [here](#), please review, sign and transmit the [MOA](#) and the [Confidentiality Agreement](#) by February 1, 2023. Please consider joining one of the webinars listed below to hear new pricing and terms.

### **New Enrollment for 2023 – Zoom Webinars in January**

If your campus is not listed here and you wish to learn more about this program, please attend one or more of four Zoom webinars that are being held this month.

[Tuesday, January 31st](#)      11:00 AM - 12:00 Noon

[Tuesday, January 31st](#)      2:00 PM - 3:00 PM

If you wish to secure your campus's position in this limited group of ten members, please review, sign and transmit the [MOA](#) and [Confidentiality Agreement](#) as soon as possible. AICUP and NCFTA will hold open the enrollment and renewal until March 1, 2023 so new campuses have sufficient time to review the Zoom webinars and understand the expected outcome of the program. New members will be accepted in the order their signed MOA/Confidentiality Agreement is received by AICUP.

If you have any questions, please contact Tim Alexander at [tim.alexander@aicup.org](mailto:tim.alexander@aicup.org) or 717-232-8649

[Top](#)



## **Which Came 1st - Chicken or the Egg?**

*~Kimmel Bogrette Architecture + Site*

### **Solving the Educational Paradox of Matching Need, Funding & Outcomes**

**Thursday, March 2nd, 2023**

**12:30 - 1:30**

[Register](#)

This workshop helps to solve the Educational Planning Paradox of matching need with funding when considering new facilities, renovations, expansions or upgrades. Presenter, Martin Kimmel (Kimmel Bogrette Architecture + Site), is an architect / planner whose firm has developed a unique planning process that promises an economical and expedient process to flesh out facilities projects, through development of targeted Project Missions and Needs Analysis, intensive research into building and site constraints, detailed cost estimating, programmatic planning and 3-dimensional site and building renderings. Through this process, the need, funding, and designs are all aligned and the successful outcome is a constructed building that looks exactly as it was proposed.

This MasterConcept Planning process has been used for more than 95+ educational facilities projects at 25 AICUP Schools. The process is part of the AICUP Member Preferred Pricing Program, offered at a discounted, fixed price so schools will be aware of the investment in advance.

Case studies from Rosemont College, Washington & Jefferson College, and La Salle University, among others will demonstrate how this process helps educational institutions to fulfill the mission, realize strategic planning goals, meet the budget, and then transform the resulting Action Plan into a built reality.

[Kimmel Bogrette Architecture + Site, Inc](#) is the AICUP Member Preferred (AMP) provider of the MasterConcept program, is a full-service design firm specializing in Master Planning, Architecture, Interior Design and Site Planning for Mission Driven Institutions. To date, they have worked with 20 AICUP members to further their

Missions with projects that build their individual brands and attract the students they desire most.

**Contact: Buck Collins, [bcollins@kimmel-boqrette.com](mailto:bcollins@kimmel-boqrette.com) or 610-834-7805**

[Top](#)



## **Four Steps to Streamline Your Accounting Office**

*~Paymerang*

Operating a successful accounting office begins with streamlining business processes. Here are four ways you can effectively streamline for success. Accounts Payable (AP) departments play a critical role in a business's success as they oversee the company's financial responsibilities and provide support in many areas. Strained vendor relationships, late payments, errors, and fraudulent attacks are all examples of how fragmented business processes can negatively impact your bottom line and potentially cause your company to fail. To create a successful and effective department, you must streamline processes. Here are four ways you can streamline your accounting office to ensure success:

1. Simplify Workflows
2. Reduce Manual Tasks
3. Review Data
4. Improve Supplier Relationships

[Get more info & download](#)

[Paymerang's](#) A/P payment automation frees higher education from repetitive manual tasks, reduces fraud, and eliminates compliance risks.

**Contact: Tom Smith, [tcsmith@paymerang.com](mailto:tcsmith@paymerang.com) or 804-395-6193**

[Top](#)



## ***Aspect Consulting***

### ***Face Coming Enrollment Challenges with New Strategies & Tech***

The specter of declining undergraduate enrollment is real, exacerbated by the pandemic, slower economic growth and rising costs, and coming soon: a very real population downturn that sees the US high school age population declining after 2025, especially in the Northeast, according to [The Western Interstate Commission for Higher Education](#). To prepare, colleges can harness tools and technology now to ensure that your university enrollment rates raise.

**Manage your Digital Outreach with a CRM.** Customer Relationship Management systems (CRMs) make it easier to keep track of and manage messaging to multiple target groups, make it easier to measure actual conversion to enrollment, and determine over time whether your enrollment outreach is working.

**Make your Messaging Highly Customized:** Get personal. Ensure your digital enrollment materials show how your college will specifically meet a particular student's goals. Market outreach has shown that describing how programs and services will help a student meet their specific career goals and life interests resonates more than describing campus facts, and students should be targeted at least 5 times. Include content that targets parents as well, highlighting retention rates, graduation on time rates, and financial aid benefits.

**Implement an Enrollment Portal:** Make it easy. If you have not yet implemented a student enrollment portal, now is the time. Incoming students are digital natives, so ensure your portal is accessible and easy to use from any mobile device. Employ components that walk the prospective student through the enrollment process in an engaging, stepwise manner. Utilize Chatbot technology to answer questions in real time, and welcome and link the prospective student with enrollment advisor to further streamline the process.

With these strategies in mind, you will be taking proactive steps to keep your enrollment up and your institution competitive.

[Aspect Consulting, Inc](#) provides low cost/high quality higher education functional and technical support across the entire campus ecosystem; specializing in Academic ERP/CRM/LMS systems.

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

[Top](#)



### ***The Benecon Group ~ Shared Services Health Plan***

#### ***A Self-Funding Solution for Employee Health Benefits***

Shake up the status quo with Shared Services Health Plan. Unlike fully-insured plans or carrier sponsored level-funding, Shared Services puts you in control.

With choice of plan design and 100% surplus retention, Shared Services is the only option where you only pay for what you use and keep what you don't.

Shared Services is administered by Benecon.

[The Benecon Group](#) is recognized nationally in the self-funded market as the expert in designing, pricing and administering self-funded programs and operates 15 health insurance consortia and cooperative programs.

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

[Top](#)



***CliftonLarsonAllen***

## ***Higher Education Virtual Conference ~ Emerging from the Pandemic: Resiliency & Optimism***

CLA is back for a fifth year with inspired content to help you navigate the changing world of higher education. There are multiple days with up to 9 CPE credits available. Visit the [conference event page](#) for session descriptions and CPE details.

### **Who should attend**

This conference is intended for presidents, CEOs, CFOs, CIOs, controllers, and other administrators at higher education institutions.

### **Questions?**

Contact Beth Taylor at [beth.taylor@CLAconnect.com](mailto:beth.taylor@CLAconnect.com) or 414-238-6759.

### **Can't make the webinar?**

Fill out the [webinar registration](#), and you will receive an email with the webinar recording and slides following the event. Recorded webinars are not eligible for CPE. Also, check out our [event calendar](#) to see what else is happening.

[Register now](#) to reserve your spot for all three days of the CLA conference.

[CliftonLarsonAllen](#) exists to create opportunities for our clients, our people and our communities through our industry-focused advisory, outsourcing, audit, tax and consulting services.

**Contact: David M. Jacobson, [david.jacobson@CLAConnect.com](mailto:david.jacobson@CLAConnect.com) or 484-567-1721**

[Top](#)



***Collegis Education***

### ***Enrollment vs. Management: Finding a Right Online Program Partner***

Institutions looking to expand their footprint while meeting student expectations may be considering the right partner to help them grow their online programs. There are two common types of partnerships: the traditional Online Program Management model and a newer Online Program Enablement model. [Learn more](#) about the differences and considerations for each in this whitepaper.

[Collegis Education](#) -with over 25 years of experience, Collegis Education provides comprehensive technology-enabled services to help grow enrollments, deliver high-quality learning experiences, manage the technology ecosystem, and inform strategic decisions.

**Contact: Tony Fell, [Tony.Fell@collegiseducation.com](mailto:Tony.Fell@collegiseducation.com) or 630-463-4018**

[Top](#)



***FORVIS***

### ***2023 Annual Education Higher Ed Outlook***

With so much uncertainty, increasing challenges, and few solid answers, the state of the industry boils down to a question—what’s next? Download a free copy of the 2023 Higher Education Outlook to gain valuable insights on current issues in higher education to help your institution develop the strategy and tactics you need for moving forward.

[Download Now](#)

[Forvis](#) (formally BKD) serves the various needs of more than 200 public and private colleges and universities throughout the U.S. Clients look to FORVIS for strategic solutions that demonstrate foresight, transparency and accountability. Our dedicated team of advisors works with schools of all shapes and sizes, offering audit,

tax and consulting services, including financial sustainability support, cybersecurity, enterprise risk management, forensics and litigation support.

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

[Top](#)



### ***Graystone Consulting***

#### ***Global Investment Market Update: 2023 Outlook: The Path Forward***

Concerned about an impending recession? Wondering what a recovery might look like? Lisa Shalett and Mike Wilson discuss what to expect from markets in 2023, including risks to watch out for and opportunities to pursue.

[Listen to the call/webcast](#)

[Graystone Consulting – Morgan Stanley](#) is a business unit of Morgan Stanley under the Global Wealth Management Group. For over 40 years, they have been serving the specialized needs of educational institutions, where they currently have relationships with over 1,300 higher education institutions. This work includes public and private universities, foundations and endowments, college preparatory, research institutes and theological seminaries.

**Contact: Allan D. House, [Allan.D.House@MSGraystone.com](mailto:Allan.D.House@MSGraystone.com) or 410-736-5534**

[Top](#)



### ***SafeColleges ~ a Vector Solutions Brand***



### ***How to Prevent Hazing on College Campuses***

SafeColleges own, Holly Rider, Vice President of Education Strategy, discusses how colleges can prevent and mitigate hazing on campus with Campus Safety Magazine. Topics include how hazing has been impacted by the pandemic, the role social media plays in hazing, and how parents can help keep their children safe on campus.

[Watch or Listen Now](#)

[SafeColleges](#) - a Vector Solutions brand, is a leading provider of award-winning safety and compliance solutions that help create safer and more inclusive colleges and universities. Its product portfolio includes management solutions for employee and student training, anonymous tip reporting system, incident tracking, and SDS management. SafeColleges believes that our intuitive, web-based solutions help administrators address critical issues affecting campuses across the U.S., such as sexual harassment and violence, alcohol and drug abuse, diversity and inclusion, safety, hazing, and more.

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

[Top](#)

## **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.

[Top](#)



**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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