



Business Efficiency Programs Update

March 2023 - Volume 13, Issue 3

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Latest from AICUP

AICUP Campus Leaders Forum - Save the Date!

Upon discussion with the Member Services Committee, beginning this year, the ACLF will be moved from June to November. It will be held on **November 1-2, 2023** at the Penn Harris Hotel, Camp Hill, PA. Stay tuned for more information.

AICUP Good Citizens Scholarship Golf Outing

This year's outing will be held at the Heritage Hills Resort in York on **September 25, 2023**. This outing was held at this golf course in 2010 and 2011. It's a beautiful course and AICUP is excited to return.

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. ***There will be no zoom on March 28th and April 11th.***

[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:

[Strategies to Finance Digital Infrastructure 4/6](#)

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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Act 153 Compliance *~CBY Professional Services*

Recently rebranded, CBY Professional Services is here to deal with all of those nagging behind-the-scenes issues so that businesses, organizations, and institutions can concentrate on doing what they do best.

[Read More](#)

[CBY Professional Services](#) is the endorsed program provider for the **AICUP Act 153 Compliance Program**. provides the mandated employment background checks consisting of PA State Police, PA Child Abuse and FBI clearances in accordance with the PA Dept. of General Services to keep the member institutions in compliance with Act 153. CBY provides additional customer service to monitor the entire process acting as an extension of the HR department to ensure the process is completed by treating this as a professional service and not merely selling it as a product. CBY does not consider ourselves a vendor, but a partner to AICUP members.

Contact: Susan Davis, sdavis@cby.com or 717-843-8685

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Institutional Policies Training: Integrating Title IX & Clery Act Requirements *~Clery Center*

Thursday, April 20

1:00 – 4:30 PM ET

Virtual

Registration Deadline: April 18, 2023

\$225 per registrant

\$170 for Clery Center Members

Learn how to create policies and procedures that empower survivors of dating or domestic violence, sexual assault, or stalking with clear knowledge of their rights

and options and fully capture the requirements of both the Clery Act and Title IX. We will explain the relationship between annual security report policy statements and the underlying institutional policies that should support response and disciplinary procedures for these crimes, as well as how to create policies that are streamlined and approachable for students and employees.

Attend this training if you are:

- Directly or adjacently involved in the creation or implementation of policy addressing dating and domestic violence, sexual assault, and stalking.

[Register](#)

[Clery Center](#) is the longtime endorsed program provider of the **AICUP Clery Center Membership Program**. Clery Center Membership connects campus safety professionals with ready-to-use materials, resources, and strategies to help guide them through understanding and implementing the provisions of the Clery Act. We not only guide institutions in implementation, but to exemplify the spirit of the law with a proactive commitment to campus safety. With Clery Center Membership colleges and universities receive unparalleled expertise in the form of annual security report reviews, unlimited technical assistance and support, free tools and resources, free and discounted trainings, workshops, and webinars, and access to the Clery Center Member directory and private discussion board.

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.

Contact: Cheryl Levy, clevy@clerycenter.org or 484-584-4217

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Zeroing in on Controllable Factors of Energy Price
~Constellation

[Energy Market Update for the Week of 3/20/2023](#)

Is your campus' existing energy purchasing strategy helping your organization achieve financial goals, manage risk and achieve budget certainty?

[Learn More](#)

[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

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2023 Title IX Regulations: Policy Implications & Practical Applications

~D.Stafford & Associates

The Office for Civil Rights (OCR) officially confirmed that the new Title IX regulations will be released in May 2023. The AICUP endorsed program provider, [D. Stafford & Associates \(DSA\)](#), in conjunction with NACCOP, have developed a 4-hour class to guide practitioners through the new regulations and help them understand the institutional and operational impacts.

These virtual classes will analyze the changes, and will be poised to help attendees understand the implications to their existing Title IX policies. Attend a session to learn how to practically apply the 2023 regulations through both a Title IX and Clery/VAWA lens.

- **Monday, June 12 from 12:00 PM - 4:00 PM**
- **Thursday, June 15 from 11:00 AM - 3:00 PM**
- **Tuesday, June 20 from 11:00 AM - 3:00 PM**

Cost:

AICUP**/NACCOP Members: \$290

Non-Member: \$340

****AICUP members Discount Code: 2023 Regs AICUP**

AICUP Members will be able to add the code when they get to the payment page and there is a box to add the Discount Code, then hit apply. If your school is already a NACCOP member, you are already getting discounted pricing.

[More Information & Registration](#)

PLEASE NOTE: DSA stands ready to provide AICUP members an quick overview in a free Zoom webinar in May once the new Title IX regulations are released by the US DoEd. DSA will also be providing more extensive Title IX training at the [AICUP Campus Leaders Forum](#) on November 1-2, 2023 (mark your

[D.Stafford & Associates](#) is longtime endorsed program provider for Title IX training.

Contact: Dolores Stafford, dolores@dstaffordandassociates.com or 302-344-5809

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Strategies to Finance Digital Infrastructure

~First American Education Finance

Thursday, April 6, 2023

12:30 - 1:30

[Register](#)

The higher education team at First American will review how strategic finance options can help schools proactively address aging digital infrastructure from

endpoint device replacement to ERP software implementation. The utilization of these strategies can help reduce upfront investment, promote a consistent refresh cycle, and outsource needed deployment and recovery services. We will also highlight trends focused on transitioning technology from a CapEx to OpEx mindset in order to better support the alignment of useful life and expenses. This interactive discussion will examine various finance solutions and lifecycle services available to schools along with key considerations for implementation.

[First American Education Finance](#): A financial services company providing AICUP institutions with specialty finance solutions for campus projects.

Contact: Matt Rankin, matthew.rankin@faef.com or 585-643-3459

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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](#)

83% of Learners Prefer Video

Create images & videos for better training, tutorials, lessons and everyday communication. with TechSmith.

[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 or 800-876-3507, ext.7111

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Nelnet Campus Commerce is Coming to You *~Nelnet Campus Commerce*

CampusConnect East Conference
May 23-24, 2023
Temple University

Nelnet Campus Commerce is meeting you where you are! ***CampusConnect East*** is a free in-person conference geared toward the interests of your region. We're bringing together professionals from across the eastern United States for networking, discussions of industry topics, solutions, product roadmaps, AND a night of fun at a Phillies game! Registration is Free!

[More Info & Registration](#)

Topic Highlights Include:

- Recruitment, Retention, and Revenue – How to Grow All Three.
- How Secure is Your Data? A Compliance and Security Conversation.
- Do You Know Where Your Payments Are? Streamlining eCommerce on Campus.
- Growing Departmental Revenue Through Online Stores
- How to Lead Through Constant Change.

[Nelnet Campus Commerce](#): Partners with more than 1,200 campuses across the country, providing a suite of PCI Level 1 validated solutions that integrate with every major ERP to process every payment on campus.

Contact: Karyn Sousa, Karyn.Sousa@nelnet.net or 508-918-7588

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Municipal Market Update *~Stifel*

Statistics from Last Week's Issuance:

- 110 Transactions priced last week nationally
- \$6.9 Billion in par nationally
- 24 Transactions Stifel served as underwriter or advisor
- \$2.5 Billion in par Stifel served as underwriter or advisor
- 37% Stifel market share by par

[Read the Full Update for Week of 3/20/2023](#)

[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 or 412-923-5927

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Hess Consortium Collective ERP Program

The AICUP Member Services Committee has approved the Hess Consortium Collective ERP as an AICUP Member Preferred (AMP) Program. This program is a growing subgroup of independent, non-profit colleges and universities from within the HESS Consortium that are interested in:

- Moving together to a common, modern, integrated, and affordable cloud-native enterprise system solution
- Using a fully solicited contract vehicle(s) for software, implementation, and ongoing support services

- Developing a shared archive of resources to ease migration and implementation costs
- Creating a network of institutions to both share staff expertise and other resources to lower operational overhead costs and increase efficiencies
- Building a community of practice that supports one another

The HESS Collective Benefits are:

- “Most Favored Nations” pricing for Oracle Cloud for Higher Education
- “Most Favored Nations” pricing for implementation from other providers than Drivestream (plus a 3-year support subscription)
- “Most Favored Nations” contract for terms and condition than the Mythics contract with E&I
- “Most Favored Nations” plan for continuing support through the HESS Assist
- network of Collective schools
- Collective is now working with Drivestream on a pooled support hour model for support out from 3 years subscriptions.
- Additional key business partners are now coming on board for ancillary software services and shared staffing options.

The Higher Education Systems & Services Consortium or "The HESS Consortium" is:

- Founded in 2014
- A fully incorporated 501(c)(3) non-profit, membership-run organization
- A collaborative effort between small to medium private colleges and universities
- A community of practice among CIOs and CFOs of member institutions
- A collective desire to lower costs and to build efficiencies in the area of administrative systems and services together
- Currently 264-member institutions and growing
- Several cohort groups based on vendors that are important to us

Together, we realize that, throughout the country, private colleges and universities need to provide mission critical administrative services in an environment of almost flat, if not decreasing, net revenues. As a Consortium, we are asked to maximize the effectiveness and efficiency of administrative software services and related information technologies to meet the increasing needs of diverse users

while minimizing the resources required.

~Tim Alexander, AICUP VP of Finance & Administration

Contact: Keith Fowlkes, Executive Director & Co-Founder
at keith.fowlkes@hessconsortium.org or 859-516-3571

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Which Came 1st - Chicken or the Egg?

~Kimmel Bogrette Architecture + Site

This AICUP Lunch & Learn workshop - held on March 16th - 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.

Access the [Recording](#) & [Slide Deck](#)

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 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.

[Kimme 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-bogrette.com or 610-834-7805

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Secure 2.0 Act

TIAA and Pentegra, in conjunction with AICUP, hosted a webinar on the **SECURE 2.0 Act** which is now law.

What this means for you and your employees?

This webinar provided an overview of key provisions, the potential impact to your retirement plan design and plan administration, as well as guidance on where (and when) you need to start taking action. As part of the discussion they address how a Multiple Employer Plan can help bring relief.

Access the [Recording](#) and [PowerPoint](#)

Additional Resources:

[Secure 2.0 and How MEPs Help](#) – includes insights on administrative relief

[SECURE 2.0 Provision Summary](#) - includes detailed information on all provisions

[TIAA.org/SecureAct2](https://www.tiaa.org/SecureAct2) - additional insights and resource

The Pennsylvania Association of Independent Colleges & Universities Multiple Employer Plan (PAICU MEP): For the past three years, with the advisement of the HR Working Group, 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.

Contact: Mark Hogan, mark.hogan@pentegra.com or 914-821-9579

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Take A Permanent Break from Manual A/P Processes ***~Paymerang***

While advanced technology has changed how students learn, digital transformation has been much slower to reach back-office business operations in [Higher Education Institutions](#). As a result, there is still a strong reliance on manual, paper-based processes.

School business officers oversee many areas, including finance, human resources, operations, and even give input on facilities. Manual workloads quickly become too overwhelming for staff juggling all these responsibilities, especially in the Accounts Payable (AP) department.

Typically, 84% of the typical AP practitioner's day is spent on tedious manual tasks¹ like keying invoice data, pushing paper, fixing typos, chasing down information, and responding to calls and emails about the status of supplier invoices and payments. Consequently, staff cannot focus on other areas critical to the school's success and student outcomes.

Education finance departments are embracing AP Automation to eliminate the stress and complexities associated with manual processing. Schools quickly reduce

operating costs and [recession-proof](#) the business office by automating the AP process. Recent survey data shows that 77% of CFOs said digitization investments improved their working capital and credit². With manual tasks eliminated, finance teams can focus more on meaningful projects without limited budget constraints and give students a top-quality education experience.

[Read More](#)

[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 or 804-395-6193

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Aspect Consulting

Top 3 Data Integration Efforts that Deliver an Omni-Channel Student Experience

A common difficulty in higher education is the lack of a single student profile that consolidates information about the student throughout the student lifecycle. With varied departments using multiple tools such as ERP, Learning Management, CRM and help desks systems, and many digital outreach channels, such as email, website, and chatbots, integrating all the information about a student into one comprehensive profile is a challenging task. Data integration is the answer. Here are 3 student data integration initiatives that can improve enrollment, retention and engagement, and give the student the omnichannel experience that they desire.

Integrate Prospective Student Engagement Across all Marketing

Channels: By unifying data from all of your multiple marketing channels (email, mail, website, digital ads) into a single data store, you can apply analytics to better understand which channel outperforms the others, which campaigns are more successful, and which message works best, so you are always sending relevant content to the right target through the best channel.

Integrate Student Records with Inquiries: You can better understand how to improve the student experience by understanding what your current students require. By integrating data captured from help desk requests, chat bots, website inquiries, and email, and merging it with student data stored in ERP/Learning systems (grades, courses, financial aid), you gain the ability to identify common student issues and successes, and close gaps more quickly, ultimately improving the student experience.

Integrate Alumni Information: Successful students become alumni, and alumni become active donors. Continue the integration effort by incorporating data from your donor efforts into your student profile data store. Analyzing alumni data helps you gain a better understanding of your ideal student, improving your prospective student targeting, current student retention, and better directing donation campaign efforts.

[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 or 610-783-0600 ext.130

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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 or 888-400-4647

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CliftonLarsonAllen

A Security Assessment Checklist for Colleges

At colleges and universities, there is no greater priority than the safety of the students, faculty members, and employees. The level of trust placed in these institutions daily cannot be measured, so the effectiveness of all security systems is of foremost importance.

Given the importance of having a safe community, it's imperative to perform assessments of all security measures and implement necessary upgrades in a timely manner.

The first step with any security assessment begins with a study of current security measures used to protect the campus and surrounding grounds. A detailed audit of the entire institution includes:

- Physical facilities
- Security systems
- Traffic flow
- Architectural drawings
- Lighting
- Surveillance monitoring
- Utility protection
- Intrusion detection

- ID protocols
- Cyber and internet security protocols

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[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: Sara Doyle, sara.doyle@CLACONnect.com or 267-419-1653

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Collegis Education

It's Your Move on Micro-Credentials

Collegis Education collaborated with University Professional and Continuing Education Association (UPCEA) to survey approximately 500 employers to get their take on microcredentials. This infographic highlights our findings and provides insights on:

- Employers' familiarity with microcredentials
- Perceived benefits and concerns of microcredentials
- Incentives important to employers in choosing a higher education partner

[Download the Infographic for Usable Insights](#)

[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 or 630-463-4018



Graystone Consulting

Investment Committee: A Vital Piece of a Well-Functioning Board

Investment committees play a critical role in the success of any foundation, endowment, or other non-profit organization. Capital is the lifeblood that fuels an organization's ability to fulfil its mission, and effective stewardship of that capital starts with having an effective investment committee. Having a strong, well-functioning investment committee doesn't happen by accident, and it takes more than just identifying members who have investment experience. It takes alignment with the organization's mission, strong governance, effective engagement with the board and outside investment professionals, and a commitment to creating the right team dynamic within the committee.

In this [e-book](#), Graystone explores the characteristics of highly effective investment committees and discuss the best practices for building a committee that provides strong stewardship of the organization's assets.

[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 or 410-736-5534



Pietragallo

Title IV Violations May Lead to False Claims Act Liability - How Far is Too Far?

Decline in college enrollment continues to be an unfortunate trend in higher education. According to data from the National Student Clearinghouse Research Center, overall enrollment for the Spring 2022 semester declined by 4.1 percent, marking the fifth consecutive semester of reported declines in overall enrollment. Graduate student enrollment declined by 0.8 percent, a change in pattern from previous semesters.

Factors beyond the pandemic have caused these declines, such as concerns about costs, student loan debt, and the return on investment in the current labor market. Consequently, institutions have focused on recruiting students at all levels – undergraduate, graduate and transfer – as schools compete for students who have many options among more than 5,000 colleges and universities. Those who market higher education understand that most colleges offer similar substantive options despite differences in rankings, size, location, majors, curricula, and schedules. To stay viable, higher education realizes that it must invest in the recruitment of students.

[Read More](#)

[*Pietragallo Law Firm*](#) An important part of its practice involves its expertise in higher education law. Among other things, it provides guidance and representation in such diverse areas as questions related to pension and 403(b) matters to include fiduciary compliance and liability, Title VI VII, and IX advice and dispute representation, advice related to faculty, staff and student conduct issues, advice related to proposed current or deferred major gifts, advice related to employment related matters and a wide variety of discrimination issues, handling of matters requiring discreet and privileged internal investigations, matters involving potential or filed litigation related to the retrofit or new construction of building structures, and NCAA compliance matters.

Contact: P.Brennan Hart, PBH@pietraallo.com or 412-263-4347

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Sallie Mae

The Real Scoop on Paying for College: Students' & Families Expectations Vs. Reality

Tuesday, April 4th

11:00 AM

[Register](#)

Join Sallie Mae for a virtual event where we will investigate how families' understanding of available funding sources, attitudes and behaviors change as families begin and follow their higher education journey. The insights shared are based on two research studies by Sallie Mae and Ipsos, College Confidence: What America Knows About Paying for College and How America Pays for College 2022

Speakers:

Keri Neidig and Melony Ohalek, Sallie Mae, and Justin Rummel, AVP of Student Financial Services, Susquehanna University

[Sallie Mae](#): Our mission is to be a trusted financial partner helping Americans reach their potential by making the dream of higher education a reality.

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

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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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**AICUP
Business Efficiency
Programs**

www.aicup.org/Collaboration/BEP

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AICUP Leadership:

[Board of Directors](#)

[Committees & Working Groups](#)

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