2023
MAKING THE CASE

ACCESS & AFFORDABILITY
RETURN ON INVESTMENT
WORKFORCE NEEDS
STUDENT SUCCESS
ECONOMIC IMPACT
COMMUNITY IMPACT
COLLABORATION & EFFICIENCY
A Letter from the AICUP President

Dear Colleagues,

We appreciate your partnership and thank you for reviewing this look at the landscape of independent, nonprofit higher education in Pennsylvania. These 90+ schools:

**Educate:** These schools educate 50% of four-year degree seeking students in Pennsylvania, including 44% of all low-income students, 49% of all working-age adult students, and 54% of all minority students. They do this while graduating these students at a significantly higher rate with lower average student debt of any sector over the last 10 years.

**Match Workforce Needs:** Every year, these schools produce by far the most new workers entering the PA economy of any higher ed sector, including the highest need occupations: 70% of all nurses, 45% of STEM workers, and 40% of teachers.

**Operate Efficiently:** AICUP schools provide 90% of all financial aid grants first-year students receive, even though AICUP schools receive none of the $1.3B in institutional direct higher education state funding. AICUP saves schools millions of dollars each year by operating 38 shared service programs, including everything from joint purchasing to multi-employer retirement plans. They have to be efficient and cost-effective because these schools compete in the free market against both publicly funded schools and out of state institutions (and do not receive annual state institutional grants).

**Build Communities:** These 90+ schools have been embedded in over 60 PA communities for an average of 137 years, and together, they rank among the top overall employers in the state. They are also key philanthropic partners offering hundreds of community-based programs and services.

**Post the Best ROI:** A 2019 independent study confirmed that these schools return $148 in GNP contributions for every dollar invested by the state through PHEAA, far more than any other higher education sector in Pennsylvania.

All data sources for this report can be found on page 17.

We thank you for your time and your support,

Thomas P. Foley, J.D.
President
Association of Independent Colleges and Universities in Pennsylvania
AICUP at a Glance

What we do
Through government advocacy, research, and collaboration with our over 90 member schools, we work to raise awareness of the benefits, value, and quality of Pennsylvania’s independent, nonprofit colleges and universities.

Who we educate
44% of all PHEAA PA State Grant Recipients seeking bachelor’s degrees
45% of all low-income Pell-eligible students seeking bachelor’s degrees
45% of all bachelor’s degrees awarded in STEM fields
49% of all working-age adult students seeking bachelor’s degrees
54% of all minority students seeking bachelor’s/advanced degrees

AICUP schools enroll the highest percentage of all students seeking bachelor’s or advanced degrees in Pennsylvania.
52% AICUP Schools
31% State-Related Universities
17% State System Universities (SSHE)
90+ institutions embedded an average of 137 years in 60 Pennsylvania communities

<table>
<thead>
<tr>
<th>1 OUT OF 32 OR 195,525</th>
<th>jobs in the Commonwealth created or supported by an AICUP school</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1.1B generated in state and local tax revenue</td>
<td>$24B Annual Economic Impact</td>
</tr>
<tr>
<td>$3.4B in student spending in local communities</td>
<td>$148 TO $1 return on investment of state dollars</td>
</tr>
<tr>
<td>students attend annually 279,000+</td>
<td></td>
</tr>
</tbody>
</table>

We operate efficiently

Lowest cost per degree for PA taxpayers: $2K per four-year degree as compared to $18K for other four-year institutions

We graduate more students in 4 years

AICUP institutions have the highest 4-year graduation rate: 16% higher than the State-Related institutions and 50% higher than SSHE

We fulfill Pennsylvania’s workforce needs

AICUP institutions provide the most workers to Pennsylvania in high-demand jobs: awarding 67% of bachelor’s degrees in nursing, 46% of bachelor’s degrees in STEM, and 40% of bachelor’s degrees in education annually

| 32 195,525 | OUT OF 195,525 | $1.1B generated in state and local tax revenue |
| 32 195,525 | OUT OF 195,525 | $24B Annual Economic Impact |
| 32 195,525 | OUT OF 195,525 | $3.4B in student spending in local communities |
| 32 195,525 | OUT OF 195,525 | $148 TO $1 return on investment of state dollars |
| 32 195,525 | OUT OF 195,525 | 279,000+ students attend annually |

- 90+ institutions
- 137 years
- 60 Pennsylvania communities
Who We Serve

AICUP institutions serve the most low-income students, the most minority students, and the most working-age adult students of any 4-year higher education sector in Pennsylvania.

### All four-year college degree-seeking students in Pennsylvania

- **52%** AICUP
- **31%** State-Related Institutions
- **17%** SSHE

### All low-income (Pell-eligible) students seeking bachelor’s degrees

- **45%** AICUP
- **31%** State-Related Institutions
- **24%** SSHE

### All minority students seeking bachelor’s or advanced degrees

- **54%** AICUP
- **33%** State-Related Institutions
- **13%** SSHE

### All working-age adult students seeking bachelor’s degrees

- **49%** AICUP
- **35%** State-Related Institutions
- **16%** SSHE

### PHEAA PA State Grant Recipients

Most Pennsylvania-resident students who receive a PA State Grant attend an AICUP college or university.

- **36%** AICUP
- **24%** State-Related Institutions
- **22%** SSHE
- **18%** Community Colleges
Our institutions work hard to make college affordable. AICUP schools provide 90% of all financial aid grants first-year students receive. Average net tuition (what families actually pay) has increased only $70 a year since the Great Recession (2007-2008), less than one half percent.

Net Tuition (what families actually pay) Virtually Unchanged

AICUP schools provide financial aid to students and control costs to consistently keep net tuition and fees low.
AICUP colleges and universities only receive 9% (all of which is for low-income students) of the total Pennsylvania non-capital state dollars spent on higher education, but they represent 52% of total enrollment and award 47% of bachelor’s degrees.

Higher Lifetime Income: According to a Georgetown University study, high school graduates will make $1.6M in their lifetimes, whereas bachelor’s degree recipients will make an average of $2.8M. Investing in a bachelor’s degree earns students well over $1M more in their lifetimes.

As anchor institutions, universities invest in “sticky capital” like roads, facilities, housing. They often fill a void in services when companies abandon communities in search of lower costs. They can steward resources, and communities are better off for their investment in place.

Source: Dr. Kevin McClure, Associate Professor of Higher Education, University of North Carolina at Wilmington
For every state tax dollar invested in AICUP students, the PA GNP return from AICUP schools to Pennsylvania taxpayers is $148.

Taxpayer Cost Per Degree Awarded, 2020–2021

$148 to $1
Workforce Needs

AICUP institutions _award more degrees and produce more workers_ than any other higher education sector in Pennsylvania.

AICUP schools award over _79,000 degrees annually_ with more than 45,000 students estimated to stay in Pennsylvania after graduation.
68% of bachelor’s degrees awarded in 2020–2021 at AICUP schools were in career-directed majors.

Career-directed degree fields include:
- Accounting
- Agriculture
- Architecture & Design
- Biological/Biomedical sciences
- Business & Marketing
- Computer Science
- Education
- Engineering
- Digital Communications
- Law Enforcement & Homeland Security
- Nursing & Health Professions
- Social Work

STEM Bachelor’s Degrees Awarded
- AICUP 46%
- State-Related Universities 20%
- SSHE 40%

NURSING Bachelor’s Degrees Awarded
- AICUP 40%
- State-Related Universities 15%
- SSHE 18%

EDUCATION Bachelor’s Degrees Awarded
- AICUP 46%
- State-Related Universities 15%
- SSHE 40%
**Student Success**

**Graduating On Time**

AICUP schools graduate more of their students, and graduate significantly more students on time (4 years) than state-funded institutions.

<table>
<thead>
<tr>
<th></th>
<th>4-Year Graduation Rate</th>
<th>6-Year Graduation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>AICUP</td>
<td>64%</td>
<td>75%</td>
</tr>
<tr>
<td>State-Related Universities</td>
<td>55%</td>
<td>73%</td>
</tr>
<tr>
<td>SSHE</td>
<td>42%</td>
<td>58%</td>
</tr>
</tbody>
</table>
AICUP graduates earn higher salaries and have a larger long-term economic gain than graduates of other higher education sectors.

Median Salary of Bachelor’s Degree Graduates 10 Years After Graduation

<table>
<thead>
<tr>
<th>Higher Education Sector</th>
<th>Median Salary of Graduates</th>
</tr>
</thead>
<tbody>
<tr>
<td>AICUP Schools</td>
<td>$53,997</td>
</tr>
<tr>
<td>SSHE Schools</td>
<td>$45,998</td>
</tr>
<tr>
<td>Community Colleges</td>
<td>$37,162</td>
</tr>
</tbody>
</table>

Data not available for all State-Related Institutions.

AICUP graduates find high-paying jobs that allow them to pay off student loan debt.

Federal Student Loan 3-Year Default Rates

<table>
<thead>
<tr>
<th>Institution Type</th>
<th>Default Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>AICUP Institutions</td>
<td>4%</td>
</tr>
<tr>
<td>State-Related Institutions</td>
<td>4%</td>
</tr>
<tr>
<td>SSHE Institutions</td>
<td>6%</td>
</tr>
<tr>
<td>Nursing/VO-Tech Institutions</td>
<td>7%</td>
</tr>
<tr>
<td>Community Colleges</td>
<td>12%</td>
</tr>
<tr>
<td>For-Profit Institutions</td>
<td>13%</td>
</tr>
</tbody>
</table>
Economic Impact

AICUP schools are major contributors to Pennsylvania’s economic health.

$24B
Annual Economic Impact

195,525
Jobs Supported and Sustained in Pennsylvania

$1/$31
In the PA economy is supported by an AICUP school

$1.1B
Generated in State and Local Tax Revenue

$3.4B
In Student Spending in Local Communities

Erie and Northwest
$931,877,593
generated in economic impact
7,965
jobs supported and sustained
$43,407,921
in state and local tax revenue

Allegheny College
Gannon University
Grove City College
Lake Erie College of Osteopathic Medicine
Mercyhurst University
Thiel College

Metro Pittsburgh
$5,180,467,361
generated in economic impact
34,846
jobs supported and sustained
$231,374,105
in state and local tax revenue

Carlow University
Carnegie Mellon University
Chatham University
Duquesne University
Geneva College
La Roche University
Point Park University
Robert Morris University
Saint Vincent College
Seton Hill University
Washington & Jefferson College
Waynesburg University
Westminster College

North Central
$843,857,821
generated in economic impact
5,798
jobs supported and sustained
$37,105,238
in state and local tax revenue

Bucknell University
Lycoming College
Susquehanna University

South Central
$350,355,149
generated in economic impact
3,023
jobs supported and sustained
$16,172,479
in state and local tax revenue

Juniata College
Mount Aloysius College
Saint Francis University

Capital Area
$1,945,295,898
generated in economic impact
16,327
jobs supported and sustained
$88,628,688
in state and local tax revenue

Dickinson College
Elizabethtown College
Franklin & Marshall College
Gettysburg College
Harrisburg University of Science and Technology
Lancaster Bible College
Lebanon Valley College
Messiah University
Pennsylvania College of Art & Design
Wilson College
York College of Pennsylvania

Scranton/ Wilkes-Barre
$1,289,055,071
generated in economic impact
11,512
jobs supported and sustained
$60,315,712
in state and local tax revenue

Clarks Summit University
Geisinger Commonwealth School of Medicine
Johnson College
King’s College
Lackawanna College
Marywood University
Misericordia University
University of Scranton
Wilkes University
Each year, approximately 75,000 students graduate from one of Pennsylvania’s 90+ AICUP schools. Based upon the additional income earned post-high school by one class, with an estimated 57% of students remaining in the state to work after graduation, $1.5 billion will be added to the Pennsylvania economy.

If this 57% of students remain in the state to work over a typical career path of 40 years, the total economic impact of one class is projected to be $45.7 billion.
Community Impact

AICUP schools have been embedded as proactive partners in local Pennsylvania communities for an average of 137 years.

1 out of every 32 jobs in the Commonwealth is created, supported, or sustained by an AICUP school.

AICUP schools are

- The top employer in 2 counties.
- Among the top 10 employers in 14 counties.
- Among the top 25 employers in 22 counties.
Staff, faculty, and students at AICUP institutions give back to the Commonwealth and their communities.

10 examples of AICUP schools’ impact on local communities:

1. A free asthma screening program that helps over 1,000 children every year
2. Provide no-cost business services through Small Business Development Centers
3. Free vision and health screenings for uninsured families in communities throughout Pennsylvania
4. Host for largest student-run Special Olympics event in the world
5. A Women with Children Program that empowers economically disadvantaged single mothers to finish their college degrees
6. An autism center that serves a 13-county area
7. An Urban Tech Jobs Program that offers accelerated training for unemployed and underemployed adults
8. A revitalization project which is geared toward the stimulation of small business development in the area
9. Host of local arts and other festivals free-of-charge to their communities
10. Provides a program to support nonprofit organizations that are under staffed and in need of students to help fulfill their missions

$58.9M Annually in Charitable Donations
5.3M Hours Spent Volunteering
$68.4M Value of Volunteer Time
$127.3M Combined Impact of Charitable Giving & Volunteerism
Partnerships with High Schools: Dual Enrollment

During the 2021–2022 academic year, AICUP colleges and universities enrolled almost 11,000 Pennsylvania high school students in dual enrollment programs. Students came from 102 private high schools and 289 public high schools in 276 separate public school districts. Almost all AICUP schools offered a tuition discount to high school students allowing the students to earn college credits at an overall savings of $23 million (based on discount from normal tuition cost).

Partnerships within Higher Education: Articulation Agreements

AICUP schools have hundreds of agreements with Pennsylvania community colleges, publicly-funded institutions, and other independent, nonprofit institutions to eliminate red tape and reduce barriers to degree completion.
AICUP generates cost savings with 38 efficiency programs that reduce costs and improve efficacy.

5 Examples of Collaboration

1. Cyber-Security Collaborative – AICUP and a national cyber forensics and training organization have worked together to provide AICUP members with assistance in the development of shared high level cyber security initiatives to protect campus infrastructure. The program facilitates collaboration between industries, academia and law enforcement to effectively identify and address complex cyber related threats.

2. Pennsylvania Multiple Employer Retirement Program (MEP) – This program helps members collaboratively administer their retirement plans in order to better comply with IRS regulations, gain cost efficiencies, and increase investment returns. Under the MEP, colleges have reduced financial liability exposure, reduced administrative burdens, and enhanced employee education.

3. Aggregated Group Purchasing – AICUP is part of a leading national cooperative purchasing organization. Participation includes access to over 350 competitively solicited and publicly awarded national contracts which allows AICUP member colleges and universities to pay less for products and reduce administrative costs.

4. Energy Management and Procurement – AICUP has contracted with a partner to assist its members in sorting through the issues created by retail deregulation. In this way, AICUP members are 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.

5. Discounted Software Programs – AICUP software programs enable member organizations to obtain software products and services they already use at significant discounts and better terms than standard academic programs offered elsewhere. Key vendor partnerships include programs with Microsoft, Adobe and VMWare. Average annual savings across all software programs is roughly 19%.

AICUP Membership

[Logos of various universities listed and displayed]