



THE AICUP SPOTLIGHT

Monthly Newsletter

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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.

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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AICUP Campus Leaders Forum

The 2023 [AICUP Campus Leaders Forum](#) took place on November 1-2 and was the first fully in-person version of this event since 2019. This was also the first time this meeting was held in the fall after traditionally being hosted during June.



Kick Off Panel with Tom Foley, AICUP President, Jacqueline Fetrow, President of Albright College & AICUP Board Member and Jonathan Green, President of Susquehanna University and AICUP Board Chair.

The agenda included breakout sessions in finance, facilities, technology, HR and student services. Hot topics such as AI, cyber-security, student/staff mental health/well-being and creative/public funding for facility repairs and construction were featured along with roundtable discussions in the areas of finance & operation as well as technology systems. Several AICUP member schools also took part in Title IX Coordinator training. Those who attended will soon receive the slide decks from the different sessions. In February, [*The Spotlight*](#) will begin featuring each of the breakouts offering the information to the entire membership.



Dan Myers, President of Misericordia University & Vice Chair of the Member Services Committee with Tom Best of Cintas.

Overall, it was a successful event of learning, networking and sharing of ideas and current challenges. A huge thank you goes to the 30 vendors, the lunch, break and reception sponsors and the four general sponsors (*click on the logo to learn more*):



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How AICUP Efficiency Programs Help Member Colleges

Every year AICUP delivers an annual report on AICUP's collaborative and business efficiency programs through the [Business Efficiency Programs Manual](#) publication. Within this report we share the success of these efforts and the measurable value offered by each. This report does not attempt to calculate savings or increased revenue from AICUP's advocacy before state and federal governments.

The [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. Our findings are as follows:

- In 2022, AICUP offered **forty (40) different cost savings programs**—of which, 30 are vendor driven and the remaining 10 are driven by AICUP staff activities.
- Thirty-seven (37) of these programs leveraged volume and lowered costs in a way that could be documented—resulting in **\$29.6 million of calculable savings** in 2022.
- Eighteen (18) of these **programs provided service to 35 or more AICUP members** and only five (5) programs had participation of less than 10 AICUP members. All AICUP Members and Associate Members participated in at least one of these 40 programs.
- \$29.6 million of calculable 2022 savings equates to an **average savings of \$325,688 per AICUP member or roughly 24 times the average 2022 membership dues (\$13,391)**.
- Six (6) of these programs each provided annual 2022 savings that **exceeded the total 2022 AICUP membership dues of \$1,218,536**. These include: Aggregate Group Purchasing, Campus Commerce Solutions, Purchasing Card Programs, Software Licensing (all software), Student Health Insurance and the Monthly Presidents' Updates. Many of these business efficiency programs also offer member schools the ability to collaborate with each other, and without AICUP's coordination role, these

opportunities could not be developed to the necessary critical mass on a regional or state-wide level.

It is, of course, not possible to quantify savings on all programs or activities, but the business efficiency team once again this year did its best in those areas conducive to quantitative dollar-based savings measurement. Not all colleges experience the same level of savings; however, the aggregate and average savings figures reflect staff's conservative assumptions. Stated another way, we have tried to not overstate the value of any one program. By doing this, we risk understating elements of value or savings that are not obvious to us.

Contact: Tim Alexander at tim.alexander@aicup.org

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Experts in Your Corner
~Clery Center

Are you looking for...

- Approachable Clery Act subject matter expertise?
- Practical solutions for complicated tasks?
- Collaboration with peers?
- Free, current resources?

Look no further than membership with Clery Center. The Lunch & Learn on October 10th shared more about the full value of Clery Center membership by highlighting key benefits, networking opportunities, and costs. If you missed it or want to know more, access the recording and slide deck:

[Recording](#)

[Slide Deck](#)

[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.

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

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Efficiency Upgrades: Implementing Energy Savings Projects

~Constellation

Now that your organization has successfully set a greenhouse gas (GHG) baseline and begun to analyze an accurate view of your facilities' energy usage and patterns using utility expense management platforms, it is time to consider what energy efficiency opportunities your organization can take to advance your sustainability goals.

[Read More](#)

[A Quick Glimpse into the Latest Energy Headlines](#)

[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 or 443-610-6259

***Blaire Miller - AICUP's longtime contact at Constellation - would appreciate the opportunity to speak with you about how Constellation can help your campus through the AICUP program. If you are interested, please contact [Blaire](#) today to evaluate your current and future energy contracts and consider purchasing strategies to minimize cost impacts moving forward.*

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How JourneyEd Works for Your Campus ~*JourneyEd*

Prepare the Next Generation with In-Demand Skills [Get a Quote](#) or Already an Adobe Customer? Go [here](#) for Deployment Resources

IT on Demand for Schools: Get complex IT projects done fast without the long-term cost. [Learn More](#)

Choose the Right Cybersecurity Solutions for Your School Get the best pricing on installs, upgrades and renewals for leading brands. [Get a Quote](#)

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](#)

[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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Game Changing News!

~*PAICU MEP*

The expense structure has improved very dramatically in the past few weeks and **by October 1st, this structure will be improved well beyond any of our most optimistic, early predictions.** The leverage of this program in Pennsylvania and across the country is now driving plan expenses downward and employees in these plans are the immediate and direct beneficiaries of this; as are the campuses that choose to join.

LOOK AGAIN! It is strongly recommended AICUP member schools consider another close look at this program, which is run solely by its participants and

eligible by Charter ONLY to AICUP and AICUP member institutions. The PAICU MEP Board stands ready to answer your questions and direct our professional team to help you understand this program.

NEXT STEPS? The first step for most interested AICUP members will be to sign a non-disclosure agreement (NDA) and participate in a confidential pricing assessment. In the meantime, interested AICUP members should contact [Tim Alexander](#), AICUP VP for Finance & Administration for further details. Tim hosts a weekly AICUP members-only Zoom meetings (Tuesdays 2:30 PM) for interested campuses.

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Reclaim 80% of Your Time w/Automation **~Paymerang**

Institutions and Schools nationwide are leveraging new technologies in the age of doing more with less and curing the challenges of manual work and limited staff. During this webinar, we'll share how over 400 education clients nationwide - **including 11 AICUP member schools**, leverage our transformative AP automation solutions to make their Accounts Payable operations leaner, faster, and more secure.

During the October 5th Lunch & Learn, Harcum College's CFO, Dario Bellot, shared how this has worked so well for them and why. If you missed it, you can access the video and slide deck:

[Recording](#)

[Slide Deck](#)

[Paymerang](#) offers a secure and efficient electronic payments program for AICUP member institutions.

AICUP's Contact: Tom Smith, tcsmith@paymerang.com or 804-395-6193



Academic Impressions

Why a New Leadership Skillset Is Needed

Higher education has faced a series of challenges that feel to have multiplied since the publication of [The Skills Future Higher-Ed Leaders Need to Succeed](#). We can see the impact that this has had on leaders at the highest levels of the academy, with ACE's latest American College President Study showing the average college and university president's tenure slipping to 5.9 years as this position faces high turnover.

The challenges defining this era require institutions to foster and look for different leadership skills. But some will push back against this notion. Hasn't higher education seen major challenges before and survived intact? Let's delve into the reasons why this moment is different.

1. From demographic declines to politics, higher education faces many external challenges. But some of its challenges (like retention rates) are internal and within the institution's hands. To create change within institutions, **we need leaders with the courage to focus on the factors within their control.**
2. Higher education has seen many fads come and go, making it easy to view so-called "disruptions" as media hype. While this mindset may have had its place in times of stability, waiting through disruptions isn't sustainable when faced with falling enrollments and faltering institutions. Today, **we need leaders who aren't just going to "wait it out."**
3. Often, institutional presidents have been touted as visionaries who alone lay out the plan the institution would execute. However, an institution's challenges are too significant to place with one person, and **we cannot expect "visionary" leaders to plot the path forward alone.**

So, what should the future leadership skillset look like? Learn about [the five skills leaders need](#). For those looking to further the conversation on leadership skills, contact the paper's co-author, [Amit Mrig](#).

[Academic Impressions](#) focuses solely on providing leadership, personal development

and skills-based training opportunities to faculty and staff in higher ed. We help individuals, teams, and institutions across the US and Canada build upon their knowledge and expertise to reach new levels and find practical solutions to the challenges they are facing.

Contact: Dr. Stephen Whitehead, steve@academicimpressions.com or 720-988-1266

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Appspace

From Netflix to Higher Ed: Creating a Friction Free Campus Experience

Imagine a college experience that's as intuitive and personalized as using Netflix or Uber. It's not just what students want nowadays – they expect an experience that mirrors the best of what technology has to offer.

According to [Deloitte](#), “innovative institutions recognize the importance of true transformation using technology that enables frictionless, touchless, and intuitive experiences driven by a digitally connected community.”

A connected campus removes barriers and silos, allowing students, staff, and faculty to thrive without constraints. So, what steps do colleges and universities need to take to achieve that friction-free campus experience?

[Read More](#)

[Appspace](#) helps colleges and universities bridge their physical and digital campuses, and ultimately create a college experience that students love. Appspace replaces individual software products inside a university with a single unified platform that simplifies and streamlines how universities communicate with their staff and students, and how people navigate both the physical and digital campus, and book campus resources.

Contact: George Bechtloff, george.bechtloff@appspace.com or 442-364-5200

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Aspect Consulting

Boosting College IT Budgets to Bolster New Software Initiatives

In today's rapidly evolving educational landscape, technology plays a pivotal role in enhancing the learning experience and equipping students with the skills they need for the future. To keep pace with this digital transformation, colleges and universities must prioritize increasing their IT budgets to support the implementation of new software.

1. **Enhanced Learning Experiences:** New software can enable interactive and personalized learning experiences. Virtual labs, augmented reality simulations, and AI-driven learning platforms can engage students in ways that traditional methods cannot. Not only do these experiences boost student satisfaction, but they also improve learning outcomes.
2. **Efficient Administrative Processes:** Increasing IT budgets can also help streamline administrative tasks through software automation. This leads to cost savings and more efficient operations, allowing institutions to allocate resources where they matter most – in the classrooms.
3. **Adaptation to Emerging Technologies:** The technology landscape is constantly evolving. Increasing IT budgets ensures that institutions can adapt to emerging technologies and stay ahead of the curve, preparing students for the jobs of tomorrow.
4. **Sustainable Growth:** Investments in IT infrastructure today can pave the way for sustainable growth in the future. Institutions that prioritize IT budgets are better positioned to respond to changing needs and market demands.

Increasing college IT budgets to support new software initiatives is not just an investment in technology; it's an investment in the future of education. By providing students and faculty with the tools they need to excel in a digital world, colleges and universities remain competitive, deliver high-quality education, and prepare students for success in an increasingly technology-driven world. It's a strategic move that benefits everyone involved, from students and educators to administrators and the institution itself.

[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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RLPS

The New Kid on Campus: Designing for Non-Traditional Students

The typical college student is no longer fresh out of high school – today, over 37% of those enrolled in higher education in Pennsylvania are over 25. With more and more non-traditional students attending classes, building design needs to be usable, accessible and inclusive. These elements are especially important in spaces frequented by non-traditional students. To learn about design that keeps the non-traditional student in mind, **read [the entire blog HERE](#).**

[RLPS Architects/RLPS Interiors](#): With more than five decades of experience in the design of educational buildings, RLPS Architects and RLPS Interiors focus on viable solutions to help you attract students, engage faculty and foster long-term campus growth.

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

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Sallie Mae

How America Pays for College: Families Paid More for College Last Year and Covered Half of Costs Out of Pocket

Families reported spending \$28,026 on college for academic year 2022-23—an 11% increase from \$25,313 in 2021-22— and covered half of expenses with income and savings, according to new data in [How America Pays For College 2023](#), the annual study from Sallie Mae® and Ipsos. Scholarships and grants were used by 76% of

families and covered 29% of costs, and 41% of families reported borrowing for college, covering 19% of costs.

About 7 in 10 families reported completing the Free Application for Federal Student Aid (FAFSA®), but roughly the same number of families (72%) were unable to correctly identify when the FAFSA® becomes available. The FAFSA® is so critical for students and families to complete because it's a gateway to more than \$112 billion scholarships, grants, and federal financial aid. The recent announcement that the new 2024-2025 FAFSA® will be shifted from October to December could add to more confusion for students and families.

“Students and families continue to view higher education as an important investment in their future but are also looking for ways to make it more affordable and consistently eliminate schools from consideration based on cost,” said Jenny Berg, vice president, Ipsos. “Unfortunately, families may be leaving free money on the table due to ongoing confusion about the FAFSA and eligibility for scholarships and grants.”

Four in 10 families did not use scholarships to cover college costs, most often citing a lack of awareness and low likelihood of winning for not applying. In fact, 45% of families believe scholarships are only available for students with exceptional grades or abilities.

About half of families (53%) said they had a plan to pay for college, and 61% said borrowing was always part of the plan. Fewer than half (44%), however, have discussed who will be responsible for making payments on student loans.

“With federal student loan payments set to resume in October, now’s the time to start mapping out a plan,” said Rick Castellano, vice president, Sallie Mae. “Federal servicers have changed for many borrowers, so knowing who and how much you owe is critical and so is understanding the various options available to transition back in repayment.”

How America Pays for College 2023 reports the results of Ipsos' online interviews of 1,213 undergraduate students and 986 parents of undergraduate students by Ipsos between March 31-May 8, 2023.

[Access the Complete Report](#)

[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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SecureStrux

Higher Ed Institutions Facing Increasing Cybersecurity Challenges

Institutions of higher education (IHE) face many cross-cutting challenges, including but not limited to the following: sustaining student satisfaction and enrollment, maintaining accreditation, funding demands, compliance regulations, changing learning and working modalities, digital transformation, information sharing, and protecting assets and data against cyberattacks. In recent years, cybersecurity challenges have surged in the higher education space, and the situation is expected to worsen.

According to Check Point Research, IHE was the top target for cyberattacks in 2021, with an average of 1,605 cyberattacks per institution per week, which is a 75% increase from 2020¹. In comparison, other industries globally saw an increase of 50%.

[Read More](#)

[SecureStrux, LLC](#): is a Small Business cybersecurity firm established in 2008 with ISO 9001:2015 certified processes providing specialized services in cybersecurity and risk management.

Contact: Nathan Shea, nate.shea@securestrux.com or 717-201-4741

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Workday Higher Ed

Revolutionizing HR Business Strategy: Unleashing the Power of Transformative Technology

As the future of work comes into focus, human resources (HR) is adapting to new ways of working every day—and creating impact while they reinvent their jobs. That means every activity from administrative tasks to strategic functions calls for an agile approach that sets up HR as a strategic partner focused on value and ready for the future.

Technology breakthroughs are making that transition easier, but here's the thing: Transformative HR isn't about technology for technology's sake. It's about helping HR leaders create conditions for their organizations to thrive, putting HR business strategy front and center. If it's done right, the transformative technology itself takes a back seat.

Put another way: To power transformation, HR professionals need technology designed for its intended purpose today and also built to adapt as the future unfolds.

[Read More](#)

[Workday Higher Education](#) has partnered with 300+ higher-ed institutions to help navigate and thrive in the rapidly changing higher-ed landscape. Unlike fragmented legacy ERP systems, Workday provides best in class HR, Finance and Student applications with AI built in to allow institutions to make confident decisions faster, increase operational efficiencies and empower your faculty, staff, administrators, and students with access to real-time information.

Contact: Justin Brantley, justin.brantley@workday.com or 513.512.0048

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**AICUP
Business Efficiency
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