



THE AICUP SPOTLIGHT

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December 2024 - Volume 14, Issue 12

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Latest from AICUP

From the Communications Desk at AICUP

AICUP President, Tom Foley, has been working closely with our Communications Manager, Tony Gilbert, on an AICUP media campaign (to counter the negativity in some circles about higher ed). Here is the latest:

[Consumer Alert: Pennsylvania's Colleges are Well Worth It](#)

Campus Leaders Forum Webinar Series

The [agenda](#) at the AICUP Campus Leaders Forum in November was informative and timely. AICUP wants to make sure ALL AICUP member campuses have access to those important topics by having a webinar series featuring most, if not all, of the general and breakout sessions in the early months of 2025. Look for more information in mid-January.

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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E2 Energy to Education Winners Announced
~Constellation

Constellation, the nation's largest producer of clean, emissions-free energy, awarded \$500,000 in Energy to Educate (E2) grants for hands-on STEM- and energy-related projects reaching nearly 12,000 students from middle school to college. The grant program supports the company's focus on advancing workforce development and energy education by encouraging young people from diverse backgrounds to explore clean energy careers and join the fight against the climate crisis.

After a rigorous review process, Constellation selected 20 projects from eight states that specifically align with the innovation themes of Access in Energy, Sustainability Amidst Growing Energy Needs and Nuclear Technology & Clean Energy. Winning projects include a hydrogen fuel cell training program, mobile STEM labs, wind and solar energy design build competitions and initiatives focused on preparing youth for careers in STEM.

Two AICUP Member Schools received grants:

Saint Joseph's University - Physics Wonder Girls Program at Saint Joseph's University

The Physics Wonder Girls Program at Saint Joseph's University focuses on equity and renewable energy education for middle and high school girls from diverse backgrounds. The summer camp component offers hands-on energy experiments, such as building solar-powered devices and wind turbines, and includes tours of research labs and industrial plants.

Throughout the academic year, the program supports the "Introduction to Renewable Energy" course for college students, combining themes of renewable energy and equity. The program has a strong emphasis on mentoring, with undergraduate STEM students and faculty guiding the participants. The initiative aims to inspire young women to pursue careers in STEM and energy science, providing them with leadership opportunities and exposure to real-world applications of physics and renewable energy

York College - The EmpowerHer Girls STEM Workshop project aims to address the gender gap in STEM fields by engaging middle and high school girls in hands-on learning experiences. The workshop targets rising 7th to 10th graders and aims to create a supportive and interactive environment where participants can explore various STEM fields, including chemistry, biology, mathematics, robotics, and engineering.

The primary objective is to spark curiosity and build STEM skills, empowering girls to see STEM as a viable and exciting career path. The program includes five annual summer workshops over the next five years, featuring activities such as building robots, conducting experiments, and learning about renewable energy systems. Female STEM professionals will serve as mentors, providing guidance and acting as role models. At the end of the workshop, participants will receive take-home STEM kits to continue exploring STEM subjects independently.

Visit the [E2 program page](#) for the complete list of this year's grant recipients.

[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.

[View Quick Glimpse into Latest Energy Headlines](#)

Contact: Blaire Miller at blaire.miller@constellation.com or 443-610-6259

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Leveraging AI Models in Education: ~*JourneyEd*

[Download Now](#)

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

Contact: Jason Watson at jwatson@journeyed.com or 800-876-3507, ext.7111

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PAICU MEP Zoom Meetings on Tuesdays

The leverage of the PAICU MEP is building in Pennsylvania and it is driving plan expenses downward. The employees in this plan are the immediate and direct beneficiaries as are the campuses that choose to join. Learn more about this program during one of Tim Alexander's regular Tuesday Zoom meetings at 2:30 PM each week. So please take another close look at this program, which is run by AICUP members for AICUP members.

Zoom Meeting Every Week -- PAICU MEP Multiple Employer Retirement Plan

Learn More at AICUP Member Zoom-Ins

Tuesdays, 2:30 to 3:30 PM**

[Join Here](#)

***There will be no zoom meetings on 12/24 or 12/31*

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Baker Tilly

Enterprise Risk Management:

Building an Effective ERM Governance Structure

Join Baker Tilly's risk advisory specialists Corey Parker and Norris James for the third webinar in our ERM series on Jan. 15, 2025, at 1 PM ET. This session will focus on advancing governance by developing mature #risk management practices for your organization. Earn 1 CPE credit while gaining valuable insights to enhance your ERM strategy.

[Register Here](#)

[Baker Tilly](#): is a national full-service advisory and accounting firm, providing assurance, tax, internal audit and consulting services to colleges and universities and collaboratively addressing areas such as risk management, research and institutional compliance, fiscal resiliency, data analytics, cybersecurity, talent management, cost reduction, fraud, construction and other strategic and operational issues.

Contact: David Capitano, dave.capitano@bakertilly.com or 610-927-4512

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RLPS Architects

Can You Hear Me Now?

Investigating Acoustical Challenges in Classroom

Aging campus infrastructure generally produces a list of recurring work orders for facility professionals. Often, one of these main complaints is the overall acoustics of an office or teaching space. Finding a solution can be challenging for facility professionals, especially in campus buildings originally built to serve a purpose unrelated to learning. A team from RLPS recently evaluated acoustics on an AICUP member institution's campus.

To learn more about their findings and some solutions, [click here](#).

[RLPS Architects/RLPS Interiors](#): For 70 years, RLPS Architects has created innovative and inspiring spaces to live and learn for educational institutions. From our offices in Lancaster and Pittsburgh, Pennsylvania, we provide architecture, master planning and interior design services, designing spaces to support and enhance the pedagogies employed in colleges and universities. Our long-term client relationships and design awards are a testament to the resulting future-ready learning spaces that reflect educational pedagogies while providing lasting value.

Contact: Sarah Rine, srine@rlps.com or 717-560-9501

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Synario

Solving Higher Ed's Biggest Challenges

In 2024, higher education businesses are facing an unprecedented range of challenging issues that could have far-reaching impacts on the success of their organizations. These issues include a continued decline in enrollment, rising operational costs with gaps in revenue, increased student debt, and the prevalence of emerging alternatives to college. In this article, we will explore some of these issues and then discuss how finance leaders can use financial planning and analysis tools to help address and prevent them. By understanding the potential implications of different scenarios, institutions can make more informed decisions about their future operations.

[Read More](#)

[Synario](#): (in partnership with PFM Solutions) is an agile financial modeling platform offering advanced control over your financial projections. Model each business dimension, perform scenario and stress analyses, and dynamically present your findings all from one cloud-enabled platform.

Contact: : Marc Pitcher, PitcherM@synario.com or 215-557-1267

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Workday

Innovating in Higher Education: Accelerate Academic & Operational Excellence by Unifying Finance, HR & Student Systems

56% of higher ed leaders believe the industry isn't prepared for change. Get a sneak peek into the drivers behind higher ed decision-making and learn why industry leaders are prioritizing AI and cloud to prepare their finance, HR, and student systems for the future. Download this IDC whitepaper to learn where to focus your efforts in moving your institution forward.

[Download the Whitepaper](#)

[Workday](#) helps higher education institutions like yours thrive. We partner with over 400 higher ed institutions, including 11 AICUP members, providing AI-powered solutions for HR, finance, and student needs. Workday empowers your institution to make faster, more confident decisions and increase operational efficiency.

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

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The New AICUP Efficiency Programs Manual is Here!

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:

- **39 PROGRAMS** – In 2023, AICUP offered thirty-nine (39) different cost savings programs of which, 29 are vendor-driven and the remaining 10 are

driven by AICUP staff activities.

- **\$36.9M ANNUAL SAVINGS** – Thirty-six (36) of these programs leveraged volume and lowered costs in a way that could be documented resulting in \$36.9 million of calculable savings in 2023.
- **28:1 ROI ON FY 2023 DUES** – \$36.9 million of calculable 2023 savings equates to an average savings of \$393,330 per AICUP member or roughly 28 times the average 2023 membership dues (\$13,965).
- **AICUP MEMBER PARTICIPATION** – Seventeen (17) of these programs provided service to 35 or more AICUP members and only four (4) programs had participation of less than 10 AICUP members. All AICUP Members and Associate Members participated in at least one of these 39 programs.
- **SEVEN (7) PROGRAM SAVINGS EXCEEDED FY 2023 DUES** – Seven (7) of these programs each provided annual 2023 savings that exceeded the total 2023 AICUP membership dues of \$1,242,907. Five of these seven are vendor driven programs including: Aggregate Group Purchasing, Purchasing Card Programs, Accounts Payable Automation, Software Licensing (all software), Cengage Unlimited for Institutions, and Student Health Insurance. Two of these seven programs are managed by AICUP staff as services to the membership: Monthly Presidents' Updates and our Annual Economic Impact Study that will be substantially updated in FY 2025.

It is, of course, not possible to quantify savings on all programs or activities, but our business efficiency team (Tim Alexander and Kelly Carli) once again did their best to quantify dollar-based savings measurement for all but three (3) of these programs. Not all colleges experienced the same level of participation or savings. Hence, the aggregate and average savings figures in this report reflect conservative assumptions.

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Kelly Carli

**Business Efficiency
Programs**

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AICUP Leadership:

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