



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

**February 2025 - Volume 15, Issue 2**

### ***AICUP Trending***

- AICUP--[Office Rental Space Available at AICUP Building](#)
- AICUP--[Latest from AICUP](#)
- AICUP in the News--[College Degree Worth the Cost? You Bet It Is!](#)
- AICUP--[Campus Leaders Webinar Series](#)
- AICUP Webinar--[Healthcare and Risk Mitigation Strategies 3/13](#)
- AICUP Webinar--[ICHRA, An Alternative Way of Funding Health Insurance 3/18](#)
- AICUP--[Business Efficiency Programs Manual](#)

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

- AICUP Slides & Recording--[Trends in College & University Closures](#)
- AICUP Slides & Recording--[Monetizing Legacy IP Addresses](#)
- Constellation--[AICUP's Energy Management & Procurement - What is It?](#)

- **First American Education Finance**--[Build Future w/Financing for Campus Facilities](#)
- **Forvis Mazars (CPE)**--[Higher Ed R3 Summit - Philadelphia](#) **3/3**

### *Facilities & Administration*

- **AICUP Slides & Recording**--[Trends in College & University Closures](#) **1/23**
- **Constellation**--[AICUP's Energy Management & Procurement - What is It?](#)
- **First American Education Finance**--[Build Future w/Financing for Campus Facilities](#)
- **AE Works**--[Saint Joe's University Campion Center Dining](#)

### *Technology & Telecommunications*

- **AICUP Slides & Recording**--[Trends in College & University Closures](#)
- **AICUP Slides & Recording**--[Monetizing Legacy IP Addresses](#)
- **JourneyEd**--[Leveraging AI Models-Comparison Guide](#)
- **Boldyn Networks**--[Forces Shaping Change & Innovation in Higher Ed](#)
- **Jenzabar**--[How Can Data Drive Student Success](#)

### *HR, Compliance & Legal*

- **AICUP Webinar**--[Healthcare and Risk Mitigation Strategies](#) **3/13**
- **AICUP Webinar**--[ICHRA, An Alternative Way of Funding Health Insurance](#) **3/18**
- **AICUP Slides & Recording**--[Trends in College & University Closures](#)
- **AICUP Slides & Recording** -[Why Employees Want LTCI](#)
- **D.Stafford & Associates**--[Title IX Training Programs](#)
- **PAICU MEP**--[Zoom Meetings on Tuesdays](#)

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

- **AICUP Slides & Recording**--[Trends in College & University Closures](#)
- **D.Stafford & Associates**--[Title IX Training Programs](#)
- **Jenzabar**--[How Can Data Drive Student Success](#)

### ***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**

### **From the Communications Desk at AICUP**

Clip from [Is a College Degree Worth the Cost? You Bet It Is!](#) by AICUP President Tom Foley:

*We're optimistic about the promise of 2025, and this new year, we're betting on*

*Pennsylvania. Here's why: The state is on an upswing and benefiting from a stellar reputation as a magnet for talent. If that comes as a surprise to you, then here are facts and stories from 2024 you may have missed about how independent nonprofit higher education is transforming Pennsylvania and setting us up for success in the new year.*

### **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.

[Top](#)



## **AICUP Campus Leaders Webinar Series**

**Winter/Spring 2025**

The sessions at the ***Campus Leaders Forum*** last November were timely and so well-done it was decided to have a webinar series over the next several months to share with the entire AICUP community.

### ***Upcoming Webinars***

#### **Manage Healthcare & Risk Mitigation Strategies**

[Register](#)

**Thursday, March 13th**

**10:00 - 11:00 AM**

#### **ICHRA, An Alternative Way of Funding Health Insurance**

[Register](#)

**Thursday, March 18th**

**10:00 - 11:00 AM**

---

### ***Info from Past Webinars:***

#### **Trends in College & University Closures**

[Recording](#)

[Slide Deck](#)

#### **Monetizing Legacy IP Addresses**

[Recording](#)

[Slide Deck](#)

#### **Why are Employees Requesting Long Term Care Coverage as a Benefit?**

[Recording](#)

[Slide Deck](#)

**For more information contact [Kelly Carli](#)**

[Top](#)



## **Energy Management & Procurement Program**

**~Constellation**

For over eight decades, electricity was generated, transmitted, distributed, sold, and bought in the same manner. This all changed in December 1996 when Pennsylvania passed a law, which, among other requirements, provided customers the option of competitively buying their electric supply needs.

To assist AICUP and its members in sorting through the issues created by retail deregulation, AICUP contracted with Constellation and Evolution Sustainability Group (ESG). Member colleges are priced individually to ensure that one does not subsidize another. 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).

[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) or 443-610-6259**

[Top](#)



## **Title IX Training Programs**

*~D. Stafford & Associates (DSA)*

*D. Stafford & Associates (DSA)* is the endorsed program provider for AICUP's ***Title IX Coordinator/Investigator Training***. DSA offers a series of intensive training classes for Title IX coordinators and for investigators who are responsible for conducting and overseeing Title IX compliance and sexual misconduct investigations on campus.

Beyond that, DSA also offers services to review policies and procedures.

### [Upcoming Classes](#)

**[D. Stafford & Associates](#)** offers policy reviews, investigation services and training classes for individual institutions, in addition to National Classes for Title IX Coordinators, Investigators and Decision Makers. DSA also conducts Clery Act Audits and Assessments for campus clients. Clery Act Training classes are for individual institutions and DSA offers a Clery Act Academy and an Advanced Academy for campus practitioners. Finally, DSA also offers consulting services and classes for Behavioral Intervention/Assessment Teams.

**Contact: Dolores Stafford, [dolores@dstaffordandassociates.com](mailto:dolores@dstaffordandassociates.com) or 302-344-5809**

[Top](#)



## **Empowering Education**

*~First American Education Finance*

## ***Build the Future with Financing for Campus Facilities***

A higher education campus is not just a center of learning, but an environment where future leaders take shape. To deliver the best experience for students, institutions must continuously invest in modernizing their facilities—but these projects can pose significant costs.

With over three decades of experience in the higher education space, First American Education Finance offers highly tailored financing solutions for institutions like yours. Whether expanding dormitories to accommodate a growing student body or renovating laboratories to foster cutting-edge research, First American can support a diverse range of projects. Our dedicated team, simplified process, and industry knowledge can help support your institution in achieving your infrastructure goals.

Explore how our financing solutions address school construction and renovation projects.

[Learn More](#)

[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](mailto:matthew.rankin@faef.com) or 585-643-3459**

[Top](#)



**Leveraging AI Models in Education:**  
*~JourneyEd*



**Get Your Free Copy Now!**

**Leveraging AI Models in Education: A Comparative Analysis of ChatGPT, Microsoft Copilot, & Google Gemini**

Unlock the potential of AI in your educational institution. Equip your school with the knowledge to make informed decisions and transform the way you teach and learn.

ChatGPT Copilot Gemini

**Download Now**

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

[Top](#)



## **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](#)

[Top](#)



### ***AE Works***

### ***Saint Joseph's University Campion Center Dining***

With an anticipated influx of 350-400 additional students the need to reconfigure and modernize the SJU dining facilities become imperative. This project focused on revitalizing the dining hall and convenience store to meet the evolving needs of the

university community. We updated finishes and furniture, enhanced the connectivity, and modernized retail dining experiences with the latest technology.

*To learn more click on image*

[AE Works](#) specializes in higher education projects, supporting all project phases from facility assessments and design to master planning.

**Contact: Warren Bulseco, [warren@aeworks.com](mailto:warren@aeworks.com) or 724-747-4672**

[Top](#)



## ***Boldyn Networks***

### ***Forces Shaping Change & Innovation in Higher Ed***

Boldyn Networks for Higher Education (formally Apogee) asked over 230 IT professionals working in US higher education how their organizations are weathering financial constraints, operational challenges, and rising pressure to innovate. And we set out to learn from best-in-class institutions — both large and small — to give higher education IT leaders a roadmap for 2025.

[Read the report here](#)

[Boldyn Networks](#) for Higher Education is the industry leader in network infrastructure and connectivity solutions, serving over 400 campuses nationwide. With over 25 years of expertise in higher education, Boldyn is transforming the way students learn, faculty teach, and administrators operate with WiFi in the dorms

and classrooms, cell coverage in every corner through towers, small cells and DAS in buildings, and private networks that extend coverage and power operations. With a bold vision and best-in-class services, Boldyn is building the smart campus of the future, today.

**Contact: John O'Brien, [john.obrien@boldyn.com](mailto:john.obrien@boldyn.com) or 919-423-5623**

[Top](#)



***Forvis Mazars***

***Higher Ed R3 Summit - Philadelphia***

**Monday, March 3**

**9 AM–3:30 PM**

CPE Credit: Up to 5 (pending approval)

[Register](#)

**University of Pennsylvania – The Inn at Penn**

3600 Sansom St

Philadelphia, PA 19104

Higher education institutions face unique financial, regulatory, and risk issues. [Join us for our interactive, CPE-eligible event](#), where we offer education and ideas for bolstering your institution's financial health. We will also describe key trends emerging in higher education and their implications. Sign up today to save your spot!

[Forvis Mazars](#) (formally BKD/FORVIS) Higher Education practice serves the

various needs of 300+ public and private colleges and universities throughout the U.S. and is driven by our commitment to forward vision. As a top accounting and consulting firm, Forvis Mazars is committed to providing an **Unmatched Client Experience**<sup>®</sup>. We listen to understand, respond promptly, and consult with purpose.

Our services have been intentionally designed to deliver impact and help you drive forward with momentum. Our talented team has the skills, passion, and industry intelligence to help you accelerate your path to the future. In addition to tax, audit, and consulting services, our dedicated professionals can help your institution demonstrate fiscal responsibility, foresight, and accountability.

We have extensive knowledge of the education system and employ powerful tools, data, and analytics to help you achieve your school's mission and goals, including academic program and portfolio reviews, compensation studies, benchmarking, strategic planning, and change management.

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

[Top](#)



***Jenzabar***

***Becoming a Data-Driven Institution:  
How Can Your Data Drive Student Success***

With student success at the heart of many institutional initiatives, it's becoming increasingly clear that colleges and universities must find new ways to prioritize those objectives by utilizing a core resource: data.

Led by EDUCAUSE and the University of Mary, this webinar explores strategies for improving student retention, utilizing data-driven insights to streamline registration processes, and fostering student success through targeted, evidence-based advising practices.

Watch this webinar to uncover valuable perspectives on how data can inform institutional processes to better support academic progress and outcomes.

- Understand the role of data in enhancing student advising.
- Gain insights into how to streamline registration processes.
- Identify new data-driven strategies for improving student retention.

[Watch the webinar today!](#)

[Jenzabar Inc.](#): Unlock the next wave of higher education software with Jenzabar One, a flexible, unified-cloud ready platform, exclusive to higher education.

**Contact: Nicole Stewart, [Nicole.Stewart@jenzabar.com](mailto:Nicole.Stewart@jenzabar.com) or 908-216-0453**

[Top](#)

## **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.

**Contact: Tim Alexander at [tim.alexander@aicup.org](mailto:tim.alexander@aicup.org)**

[Top](#)



**AICUP  
Business Efficiency  
Programs**

[www.aicup.org/Collaboration/BEP](http://www.aicup.org/Collaboration/BEP)

**Tom Foley**

[President](#)

[foley@aicup.org](mailto:foley@aicup.org)

**Tim Alexander**

VP of Finance & Administration

[tim.alexander@aicup.org](mailto:tim.alexander@aicup.org)

**Kelly Carli**

Manager of Collaboration Events &  
Outreach

[carli@aicup.org](mailto:carli@aicup.org)



**AICUP Leadership:**

[Board of Directors](#)

[Committees & Working Groups](#)

[Staff](#)



*Copyright © 2023, All rights reserved.*

[unsubscribe from this list](#)

---