



THE AICUP SPOTLIGHT

Monthly Newsletter

Administration | Compliance | Facilities | Finance | HR | Legal
Student Services | Technology | Telecommunications | Treasury

Business Efficiency Programs Update

March 2025 - Volume 15, Issue 3

AICUP Trending

- **AICUP--**[Office Rental Space Available at AICUP Building](#)
- **AICUP--**[Latest from AICUP](#)
- **AICUP in the News--**[The Best Kept Secret About the Cost of Higher Ed](#)
- **AICUP--**[Campus Leaders Webinar Series](#)
- **AICUP Webinar--**[Achieving Operational Goals through Utility Bill Management](#) 4/8
- **AICUP--**[Business Efficiency Programs Manual](#)

Finance & Treasury

- **AICUP Webinar--**[Achieving Operational Goals through Utility Bill Management](#) 4/8
- **Constellation--**[AICUP's Energy Management & Procurement - What is It?](#)
- **First American Education Finance Webinar--**[Key Trends & Financial Strategies for Higher Ed ERP](#) 3/26
- **CliftonLarsonAllen Webinar (CPE)--**[1st 100 Day: Implications for Higher Ed](#) 5/1

- **Forvis Mazars Webinar (CPE)--**[2025 Higher Ed Outlook](#) **4/30**
- **IPClear--**[How DeSales Unlocked Millions](#)
- **AICUP Slides & Recording--**[Maximizing Both Traditional & Auxiliary Revenue Sources on Campus Improvements](#) **2/25**
- **AICUP Slides & Recording--**[Trends in College & University Closures](#)
- **AICUP Slides & Recording--**[Monetizing Legacy IP Addresses](#)

Facilities & Administration

- **AICUP Webinar--**[Achieving Operational Goals through Utility Bill Management](#) **4/8**
- **Constellation--**[AICUP's Energy Management & Procurement - What is It?](#)
- **RLPS Architects--**[Why Interior Designer Credentialing Matters](#)
- **AICUP Slides & Recording--**[Trends in College & University Closures](#) **1/23**

Technology & Telecommunications

- **JourneyEd Webinar--**[Google for Education](#)
- **First American Education Finance Webinar--**[Key Trends & Financial Strategies for Higher Ed ERP](#) **3/26**
- **IPClear--**[How DeSales Unlocked Millions](#)
- **Jenzabar--**[Become a Data-Driven Institution](#)
- **Workday--**[5 Industries Where AI is Having an Impact Now](#)
- **Workday Webinar--** [Accelerate w/Workday featuring Chatham U](#) **4/2**
- **AICUP Slides & Recording--**[Trends in College & University Closures](#)
- **AICUP Slides & Recording--**[Monetizing Legacy IP Addresses](#)

HR, Compliance & Legal

- **D.Stafford & Associates--**[Title IX Training Programs](#)
- **Health Advocate--**[Elevate Campus Well-Being](#)

- **PAICU MEP**--[Zoom Meetings on Tuesdays](#)
- **Stevens & Lee**--[Increased Immigration Enforcement-What Colleges Need to Know](#)
- **AICUP Slides & Recording**--[Healthcare and Risk Mitigation Strategies](#)
- **AICUP Slides & Recording** [|CHRA, An Alternative Way of Funding Health Insurance](#)
- **AICUP Slides & Recording** -[Why Employees Want LTCi](#)

Student Services/Enrollment Management/Academic

- **D.Stafford & Associates**--[Title IX Training Programs](#)
- **Jenzabar**--[Become a Data-Driven Institution](#)
- **Stevens & Lee**--[Increased Immigration Enforcement-What Colleges Need to Know](#)
- **Workday**--[5 Industries Where AI is Having an Impact Now](#)
- **AICUP Slides & Recording**--[Trends in College & University Closures](#)

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 [The Best Kept Secret About the Cost of Higher Education](#) by President Dan

Myers, Misericordia University:

"A recent headline in The Atlantic magazine cleverly quipped that colleges are keeping a BIG secret. We are? I had no idea. Well, here's the big reveal: The "secret" is that a college education in the United States is actually affordable. Well, I guess that might seem like a bit of a shocker after all."

Also, thanks to **CUPRAP:College and University Public Relations & Associated Professionals** for recognizing AICUP with the 2025 CUPPIE Award for AICUP President Tom Foley's article published in 24 news outlets. AICUP is honored to be recognized by peers from multiple states and from across a variety of sectors of higher education. Read Foley's winning entry about the value of a college education, linked [here](#).

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.

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](#)

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

Achieving Operational Goals through Utility Bill Management: *Case Study of Wesleyan University*

[Register](#)

Tuesday, April 8th

1:00 - 2:00 PM

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](#)

Maximizing Both Traditional & Auxiliary Revenue Sources on Campus Improvements

[Recording](#)

[Slide Deck](#)

Manage Healthcare & Risk Mitigation Strategies

[Recording](#)

[Slide Deck](#)

ICHRA, An Alternative Way of Funding Health Insurance

[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.

[Weekly Energy Industry Summary for Week of March 17th](#)

Contact: Blaire Miller at 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 or 302-344-5809

[Top](#)



Optimizing ERP Investments

~First American Education Finance

Key Trends & Financial Strategies for Higher Ed

[Register](#)

Wednesday, March 26th

2:00 PM - 3:00 PM

In today's rapidly evolving digital landscape, having the right technology is essential to strengthening connections between staff, faculty, and students. In this live, interactive webinar, First American will explore key investment trends driving higher education's digital transformation and share strategies schools like yours employ for optimizing ERP financing.

This webinar will discuss:

- Current investment trends shaping ERP adoption in higher ed
- How to mitigate overlapping expenses during ERP conversion
- Best practices for aligning ERP costs with useful life
- Real-world examples of how institutions are implementing these strategies

[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

[Top](#)



Elevate Campus Well-Being

~Health Advocate

Transform your college or university into a wellness-driven community with Health Advocate's tailored health screening solutions. Inspire students, faculty, and staff to take charge of their health with actionable insights and convenient options including onsite and remote screenings.

[Download the University Case Study](#)

[Health Advocate](#) makes it easier to take control of your health by personalizing and simplifying the experience. Using a combination of hands-on help, a powerful technology platform and data analytics, they can help people get the care they need, when they need it. Their Health care experts are trained to listen and ask questions to determine the full extent of the help a member needs. Picking up the phone or using their personalized app, members can reach them for help 24/7.

The result? Greater engagement, improved health outcomes, reduced absenteeism, lower healthcare costs, and most importantly: An easier healthcare experience that works for everyone. Health Advocate is a complete wellbeing company with state of the art customized wellness programs, mental health coverage nationwide 24/7 and the ability to share with clients the gaps in care at the individual level and the results each quarter in closing gaps in care and improving health care compliance overall.

Contact: Suzanne Starker, ssarker@healthadvocate.com or 215-880-6364

[Top](#)



Google for Education

~JourneyEd

(click on image to access)

[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

[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](#)



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®**. 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 or 260-460-4047

[Top](#)



IPClear

How One IT Team Unlocked Millions

Independent, nonprofit colleges and universities are increasingly eager to tap into additional streams of revenue beyond enrollment and tuition. Some schools may be expecting to benefit from the good graces [of a heavyweight donor](#); others may operate [an inn or theater](#). DeSales University's windfall, on the other hand, started with a spammy-looking email.

Mark Albert, CIO and associate vice president for information technology at the Pennsylvania-based university, remembers being bombarded by tech brokers messaging him that his IP addresses could be worth up to \$3 million. "It was too

good to be true really,” he says. Michael Sweetana, director of finance and treasurer at DeSales, likened them to a [Nigerian Prince](#) scam.

“But I started looking into it and I did realize that the IP addresses were selling for \$40 to \$50 a piece,” Albert says.

Thanks to a bulk purchase made decades ago, DeSales just happened to be sitting on a “/16 block” of IPv4 addresses. In layman’s terms: roughly 65,000. DeSales sold their entire block in exchange for about 300 new addresses—and a cool \$2.5 million.

“We are downsizing capabilities, if you will,” says Sweetana. “If you think about this more like a real estate transaction, we were able to put our entire block up for sale, find a buyer and get market rates. It was an opportunity to sell off some property that wasn’t tangible.”

[Read More](#)

Recently, AICUP held a webinar on this, please find the links for the recording & slide deck:

[Recording](#)

[Slide Deck](#)

[IPClear](#) is a managed services and solutions provider supporting the higher education and small to medium enterprise market segments. IPClear’s staff represents decades of experience in building networks, infrastructure, and OSS/BSS systems to support some of the largest companies in the world.

Contact: Brian Eury, brian@ipclear.co or 610-804-0898

[Top](#)



Jenzabar

Becoming a Data-Driven Institution: Webinar Series

As the higher education landscape changes, leveraging data is essential for making the decisions that drive success. The ***Becoming a Data-Driven Institution*** webinar series with EDUCAUSE explored how empowering data-driven decision-making can transform campuses.

While the series has concluded, the valuable insights shared are still available to you! Watch these webinars and discover actionable strategies to propel your institution forward.

[How Do You Use Data on Your Campus?](#)

[How Can Your Data Drive Student Success?](#)

[How Can Your Data Enable a Connected Campus?](#)

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 or 908-216-0453

[Top](#)



RLPS Architects

Why Interior Designer Credentialing Matters

Reinvigorating outdated campus spaces may seem like a daunting task but collaborating with a credentialed interior designer will make the process more approachable. Interior design elevates the human experience through aesthetically-

pleasing environments that capture our imagination, motivate, engage and inspire.

However, there are also hundreds of behind-the-scenes details that have a tremendous impact on how a space feels and functions. These professionals are trained to think through design with a human-centered lens. By choosing a credentialed interior designer to support your project vision, you'll work with a skilled individual who demonstrates a dedication to excellence and professional standards with an importance placed on health, safety and welfare of end users.

[Learn More](#)

[RLPS Architects](#) focuses on viable solutions to help you attract students, engage faculty and foster long-term campus growth. We offer our experience and creativity to engage your team, whether it be for master planning, renovations, new construction, or interior design. Our goal is to serve as an integrated member of your team and assist you in developing high performing buildings that stimulate learning, enhance your campus and serve your community.

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

[Top](#)



Stevens & Lee

Increased Immigration Enforcement Actions:

What Colleges Need to Know

Colleges and universities should be prepared for increased immigration enforcement actions with the rescission of protections against such activities at

“sensitive” or “protected” locations, which historically included schools, churches and hospitals. While more routine worksite enforcement has always been permitted at “sensitive” locations, the revocation of the prior policy expands authority of Department of Homeland Security (DHS) agencies and other law enforcement agencies to perform targeted enforcement and make arrests at sites previously considered sensitive locations.

Schools should appoint a Designated School Representative (DSR) to lead all interactions with Immigration and Customs Enforcement (ICE) or any other enforcement agency. Ideally, the DSR should be in-house counsel as ICE may present legal documentation. Whoever is designated as the DSR should be knowledgeable about the school’s rights and responsibilities and should remain abreast of changes to governmental policies. If the DSR is not an attorney, outside counsel should be contacted to interact with ICE.

Cooperation is directly dependent on the legal documentation the ICE agent presents. Only a judicial warrant requires immediate compliance. Other documents (administrative warrant or subpoena, judicial subpoena) may potentially be challenged by the DSR or counsel.

DSRs should be particularly aware of any privacy protections under the Family Educational Rights and Privacy Act (FERPA), which generally prohibits disclosure of education records and Personally Identifiable Information to outside parties, including law enforcement unless there is a valid court order or written consent from the student (or parent if the student is under 18).

[Stevens & Lee](#): Assists colleges and universities in a wide range of strategic matters, including finance, government affairs and issues related to development and planned giving programs, as well traditional legal matters.

Contact: Manuela M. Morais, manuela.morais@stevenslee.com or Jeffrey M. Zimskind at jeffrey.zimskind@stevenslee.com.



Workday

5 Industries Where AI is Having an Impact Now

AI's impact on Higher Education is no longer a future concept. Like other sectors, colleges are seeing immediate benefits, with 98% of leaders recognizing AI's potential. Instead of replacing educators, AI enhances teaching and learning, tackling complex challenges and driving innovation. This article will explore how AI is transforming higher education, alongside healthcare, finance, media, and manufacturing. We'll examine specific applications, address common adoption hurdles, and outline strategies for successful AI integration within the unique context of educational institutions.

[Read the full Article Here](#)

[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

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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[Top](#)



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**Business Efficiency
Programs**

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AICUP Leadership:

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