



THE AICUP SPOTLIGHT

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Latest from AICUP

AICUP Campus Leaders Forum - Save the Date & Take Quick Survey

Planning is underway for the [AICUP Campus Leaders Forum](#) to take place on Thursday, November 6th. We want to make sure the agenda reflects what matters most to you and your campus. We invite you to take a brief survey to share your input on the topics, sessions and issues you'd most like to see included. Your feedback will help us design a program that is timely, relevant and responsive to the needs of our member institutions. [👉 Take the Survey](#)

From the Communications Desk at AICUP: AICUP President Tom Foley recently was quoted in an [article](#) addressing how PA universities are cutting costs.

“AICUP manages 39 cost-saving programs resulting in tens of millions of dollars in annual savings for participants. We save schools money in all sorts of ways and in a variety of sectors, from technology and finance to HR and research. We buy insurance together, buy software together, buy energy together, and invest retirement funds together.”

Rental of Office Space at AICUP Headquarters

AICUP is seeking a tenant or tenants(s) for offices at 101 North Front Street, Harrisburg, PA (the James McCormick Mansion/home to AICUP). These offices are on the 3rd 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.

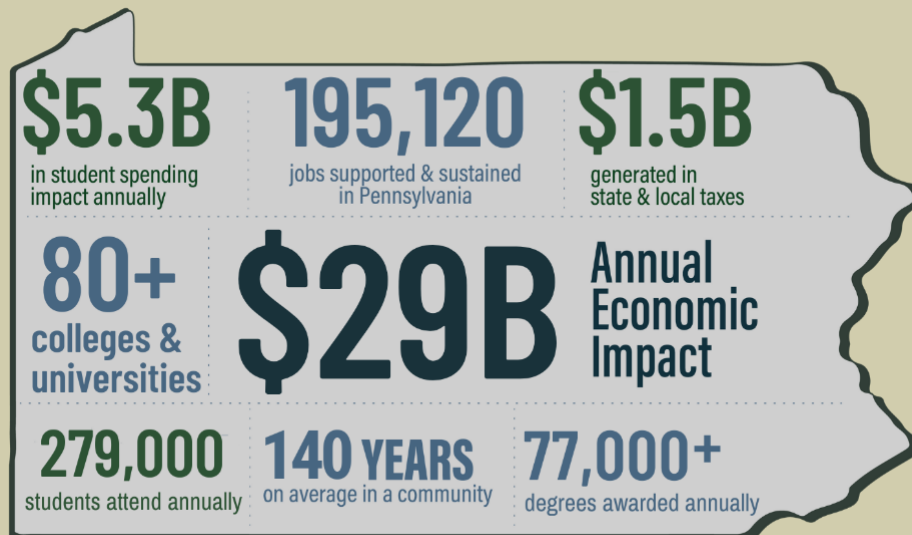
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AICUP 2025 Economic Impact Report

With all the troublesome news for higher ed at the national level, the new AICUP Economic Impact Report offers GREAT news for our member schools. The just-released [report](#) on PA's 80+ independent nonprofit schools concludes these AICUP schools support almost 200,000 jobs in Pennsylvania every year, generate an annual economic impact of \$29 billion for the state's economy (that's larger than the entire budget of 28 states), and provides a stunning 158-to-1 return on PA taxpayer investment.

The report confirms that independent nonprofit schools don't just prepare the workforce of tomorrow, they enhance Pennsylvania's economy today.



AICUP schools employ 1 in 33 workers in Pennsylvania, they supply 39,000 new PA workers every year, they're the top employer in 3 counties, and among the top 25 employers in 19 counties. In fact, the PA Chamber of Commerce and Industry named higher education "the fifth largest industry" in Pennsylvania, and AICUP

schools constitute half the entire sector. AICUP graduates in this "industry" are an inclusive bunch:

- 45% of PA teacher cert candidates
- 47% of low-income students pursuing bachelor's degrees in PA
- 52% of working age adult students' re-skilling/up-skilling in PA
- 55% of all minority students pursuing bachelor's degrees in PA
- 58% of STEM graduates in PA • 69% of all PA nursing degrees

With the start of a new school year, PA should celebrate this asset that has made our state the second-top net importer of students in the nation (for over 30 years) and the 2025 Wall Street Journal's third ranked state for quality outcomes in higher education. Don't take my word for it—look at the data.

[Read AICUP President Tom Foley's op-ed](#)

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AICUP Webinars on Generative Artificial Intelligence

AICUP recently invited renowned speaker and expert on generative artificial intelligence, [Dr. Jules White \(Vanderbilt University\)](#), to speak as the keynote for AICUP Presidents meeting. The response to his 30-minute session was such that we asked Dr. White to speak to the AICUP membership at large in two separate Zoom presentations.

The first session was oriented to campus Presidents and the second presentation was oriented to technical campus leaders and/or academic practitioners with greater experience with generative artificial intelligence. AICUP has been impressed with the way in which Dr. White provides an understandable and yet thorough review of this ever evolving topic.

Here are the links to the recordings of both webinars:

- [Generative Artificial Intelligence](#)
- [Augmented Intelligence, AI Agents & the Future of Campus](#)

The AICUP Team hopes you enjoyed these informative webinars.

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Energy to Educate Grant Program

~Constellation

As part of Constellation's commitment to education, [E2 Energy to Educate](#) grant awards support projects that are team oriented, hands-on projects with specific results. E2 Energy to Educate projects enhance student understanding of the science and technology needed to address energy issues and reach and inspire students to think differently about energy.

[Overview & Apply](#)

Over the past few years, Constellation has awarded several AICUP members with grants

[Latest Weekly Energy Industry Summary](#)

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

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New Clery Act Amendments

~Clery Center

June 23 marked a significant milestone in campus safety: the Clery Act's new hazing policy requirements - the Stop Campus Hazing Act amendments - officially took effect.

To support your institution's compliance and prevention efforts, **AICUP** and **Clery Center** hosted a live discussion and Q&A. Clery Act experts walked through the new requirements, highlighted key implementation trends, and provided an open forum to address questions and share strategies for responding to these important changes.

Below you will find links to the recording and the slide deck.

[Recording](#)

[Slide Deck](#)

[Clery Center](#) offers two types of membership: Institutional and Individual. Both Membership tiers connect 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. Clery Center guides institutions and

individuals to exemplify the spirit of the law with a proactive commitment to campus safety.

Institutional Membership provides an annual security report review, free training and workshops, discounted Training on Request and Policy & Procedure Audits, all the benefits of Individual Membership, and more. Individual Membership provides discounted workshops and trainings, member-exclusive webinars and Q&A sessions, access to our private Member Portal resources and discussion forum, unlimited technical assistance and support, and more.

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

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Title IX In-Person Training

~D. Stafford & Associates (DSA)

Practical Approaches to Title IX: A-Z Course on Handling Sex Discrimination, Sexual Harassment, and Pregnancy-Related Conditions in Postsecondary Institutions

November 5-6, 2025

8:30 AM - 4:30 PM each day

[Register](#)

Penn Harris Hotel & Convention Center

Camp Hill, PA 17011

[Special Room Rate](#)

As part of the AICUP Campus Leaders Forum, this intensive two-day course is designed for Title IX coordinators, investigators, and higher education professionals involved in responding to allegations of sex discrimination. With a focus on practical application, this course covers everything from legal requirements to intake of complaints, issuing notices, overseeing investigations, and preparing for hearings. Participants will gain hands-on experience and a comprehensive understanding of the processes and best practices essential for effective Title IX compliance.

[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

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Ways to Offset Impacts of OBBBA on Campus Budgets

~Evolution Sustainability Group

Wednesday, September 17th

10:00 - 11:00 AM

[Register](#)

Recent proposals—ranging from changes to Pell Grant eligibility to the elimination of FSEOG, subsidized loans, and Grad PLUS loans—could significantly reduce the funding available to students and place new financial pressures on colleges and universities. Combined with rising operating costs and potential “risk-sharing” penalties, these shifts may force difficult budget decisions.

Join us to explore how higher education can prepare for these changes by leveraging energy and water efficiency initiatives to unlock savings, reduce utility expenses, and protect budgets—freeing up resources to support students and mission-critical programs.

[Evolution Sustainability Group](#) is an endorsed program provider, with Constellation, of the longtime *AICUP Energy Management & Procurement Program*. They are also a complete package of energy and sustainability expertise bundled across our sister companies.

Evolution’s customers enjoy a positive impact on the bottom line by leveraging a comprehensive suite of energy and sustainability services that mitigate risk, enhance stakeholder/asset value, and provide a foundation to increase corporate citizenship and sustainable practices.

Contact: Chuck Hurchalla, churchalla@evolutionsq.com or 877-280-4655

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Enhance Campus Facilities w/Equipment Financing

~First American Education Finance

In today's dynamic educational landscape, well-equipped campuses play a pivotal role in shaping student success. From HVAC and boilers to athletic facility renovations and dorm expansions, investing in the most up-to-date equipment helps both students and staff flourish. However, the cost of these upgrades can pose a significant challenge.

With more than 30 years of experience providing personalized financing for a variety of projects, First American Education Finance is uniquely suited to address those financial objectives and support institutions like yours. Benefit from the support of an industry-aligned team of professionals, a dedicated project manager, and our simple, transparent process.

Discover how one institution used equipment financing to support its campus expansion goals by clicking [here](#).

[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

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AICUP Software Programs

~JourneyEd

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. AICUP's board-endorsed reseller, JourneyEd, provides exceptional service and is the vendor relations manager for these key contracts. Average annual savings across all programs is roughly 22.79%.

Unique Program Features:

- JourneyEd agreements offer significant cost savings by leveraging the total size of the membership with our most important vendor partners.
- JourneyEd agreements are specific to the needs of the member colleges. Because they only operate in the EDU market, JourneyEd is able to effectively work within a school's budget and process.

- AICUP's partnerships with key software vendors are strong both due to the size of the agreements and specific insight JourneyEd offers by working with so many AICUP members.

Outcomes:

- Adobe Contractual License Program & Enterprise Term Licensing:
AICUP Member Participants: 66
- Microsoft Academic Select & Microsoft EES* Agreements:
AICUP Member Participants: 68
- VMware ELA Software License: AICUP Member Participants: 37

[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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New Life w/LTCi Offering Webinars *~The Voluntary Benefits Shop*

More people than ever are concerned about Long-Term care needs and the associated rising costs. Statistics show that 70% of people in the US will require Long-Term Care after the age of 65, but only 7% have the recommended protection. With an average annual cost of \$116,800 for nursing home care and the average length of care at 2.5 years, the costs can be financially devastating, limiting the care you provide. This coverage is key to protecting your assets!

Long-Term Care insurance is a benefit any organization should consider making available to their staff to round out a benefit package. The potential legislation will only increase the demand for these types of coverage from your employees.

To help educate our members on these innovative solutions for Long-Term Care and potential legislation, we are offering 30-minute webinars. These exclusive plans would not replace any existing coverage and can enhance your benefit package at no cost to your organization as fully employee funded.

To register for a webinar, please click the registration link below.

Wednesday, September 10th
2:30 - 3:00 PM

[Register](#)

Thursday, September 18th

11:00 - 1130 AM

[Register](#)

[The VB Shop](#): the Voluntary Long-Term Care (LTC) Insurance Program has been an AICUP Board-endorsed program since 2006. Mike VanGavree, the founder of the original program remains actively involved, and has aligned with The VB Shop to provide this best-in-class program to the member institutions.

Contact: Bill Spiro, bspiro@thevbshop.com or 443-760-4258

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EHS Services Expanded to Western PA

~WasteStrategies

[WasteStrategies](#) is a longtime AICUP Endorsed Program provider of a variety of services to AICUP member schools designed specifically to support your Facilities, Environmental Health & Safety and Risk Management.

They now have expanded to provide dedicated support services to AICUP members in the western Pennsylvania/Pittsburgh region.

Services for all regions include:

- EHS Support Services- CSP, CIH, CHMM and Field Compliance Coordinators are available to assist you with OSHA/EPA assessments, training, reporting and policy development and deployment on a FT/PT and project basis.
- Asset Inspections- Safety Shower, Eye Wash, Emergency Lighting, Exit Signs, Fume Hood Certification, and other monthly, quarterly, and annual inspections performed.
- Disposal Services- Hazardous, Regulated and Universal Waste Collection and Disposal Services.

All the above services are available on a discounted subscription basis.

Contact supportservices@wastestrategies.com for more information.

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Kimmel Bogrette Architecture + Site

During the AICUP Summer Webinar Series, AICUP hosted a webinar with Kimmel Bogrette on how best to address the challenges associated with planning for the construction of projects to be built during times when the building(s) is still occupied.

Below you will find links to the recording and the slide deck.

[Recording](#)

[Slide Deck](#)

[Kimmel Bogrette Architecture + Site, Inc](#) It is a full-service Design firm specializing in Master Planning, Architecture, Interior Design and Site Planning for Mission Driven Institutions and is the *AICUP Member Preferred Program Provider of MasterConcept*. To date, they have worked with 20 AICUP members to further their Missions with projects building their individual brands and attract the students they desire most.

Contact: Buck Collins, bcollins@kimmel-bogrette.com or 610-834-7805

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AICUP Data Security Software Program-NEW

The AICUP Data Security Software Program is being offered by software reseller, ePlus. This program allows AICUP Members to purchase market-leading data and cyber security software solutions at considerable price discounts. The three participating software vendors are market leaders in their respective fields and they include Rubrik (backup services), SentinelOne (EDR/MDR) and Zscaler (Security Cloud).

Through ePlus, AICUP Members are offered these three company's solutions directly through ePlus or through one of two Pennsylvania's Intermediate Units (see below). Significant cost savings are found by leveraging the statewide Intermediate Unit buying network. Savings up to 50% or more are achieved within this leveraged group program. ePlus is a recognized reseller of these software applications and has

been working in the Pennsylvania education market for over 25 years with a significant understanding of the unique needs of college budgets and campus operations.

Unique Program Features:

Managed Backup as a Service powered by Rubrik through the Chester County

IU: Backup Services: (24/7 Management - Implementation and Onboarding - Troubleshooting and restoring data backups - Air-gapped, Immutable, Access-Controlled - Ransomware Monitoring - Wasabi Cloud Copy)

EDR/MDR powered directly by SentinelOne

- Singularity Complete (Threat Hunting - Vulnerability Monitoring - Device Control - 1-Click response for kill, quarantine, remediate and rollback)
- Singularity Ranger (Device Discovery on Network, Live Asset Inventory, Device Isolation, S1 Agent Deployment, Vulnerability Management)
- Vigilance MDR (24/7/365 Alert Monitoring, Triaging & Remediation, 24/7/365 Managed Threat Hunting, 24/7 SOC Team, Alerts and Reporting)

Security Cloud powered by Zscaler through Chester County IU

- Managed Internet Cybersecurity services (Full SSL/TLS Inspection, Advanced Threat Protection, Privacy Compliance, Bandwidth Optimization, Advanced Cloud Firewall, Cloud Sandbox, URL & Cloud App control)
- Managed Always-on VPN

Contact: Brandon Holmes, BHolmes@EPLUS.com or 484-358-6410

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Aspect Consulting

Forecasting Engine

Our advanced forecasting engine is designed specifically for higher education, enabling institutions to apply rigorous predictive analytics across every dimension of campus life. The platform accommodates diverse datasets, producing forecasts for enrollment, scholarship allocation, instructional demand, facilities management, athletics, philanthropy, and student outcomes.

In one case, a university restructured its scholarship program to strengthen

enrollment, illustrating the breadth of potential applications. From anticipating student attrition to refining budget models and projecting alumni engagement, the engine provides actionable insight for institutional leaders.

For AICUP members, we are offering a complimentary proof of concept.

[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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Baker Tilly

Higher Education Transformation & Innovation: A Road Map

An era of disruption in higher education. U.S. colleges and universities are navigating an era of unprecedented change. Challenges that were largely absent just a decade ago now define the landscape, reshaping the way higher education institutions must operate and plan for the future. From financial struggles to demographic shifts and evolving public perceptions, higher education leaders are grappling with a complex set of challenges that require thoughtful, strategic responses.

Several critical forces are driving disruption within the higher education sector and they are increasingly difficult to ignore:

- Declining enrollment
- Public perception
- Financial pressures
- Evolving workforce needs
- Technological disruption

[Read More](#)

[Baker Tilly](#) is a national full-service advisory and accounting firm, providing assurance, tax, internal audit and consulting services to colleges and universities, higher education systems, academic medical centers and research institutions.

We collaboratively address areas such as risk management, research compliance, cybersecurity, talent management, cost reduction, fraud, construction and other strategic and operational issues, in addition to financial statement audit and tax

services.

We're adept at crafting approaches to meet the ever-evolving needs found in college and university settings and currently serve more than 500 institutions across the U.S.

Contact: Andrea Caladie, andrea.caladie@bakertilly.com or 570-820-0174

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Barley Snyder

DOJ Issues New Guidance on DEI & Federal Funding

On July 29, 2025, the U.S. Department of Justice (DOJ) issued a memorandum to all federal agencies clarifying how federal antidiscrimination laws apply to recipients of federal funding – particularly in the context of Diversity, Equity, and Inclusion (DEI) programs. The memorandum outlines non-binding best practices intended to assist entities in complying with federal antidiscrimination laws; these recommendations are not mandatory requirements but serve as practical guidance to help minimize the risk of legal violations.

[Read More](#)

[Barley Snyder](#): A strategically focused, full service law firm representing educational institutions, businesses and individuals throughout Pennsylvania and beyond.

Contact: David J. Freedman, dfreedman@barley.com or 717-399-1578

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Ellucian Webinar

Student-First Transformation:

How Institutions Are Modernizing w/Purpose

Wednesday, September 10th

12:00 Noon

[Register Here!](#)

Join us for an exclusive webinar featuring leaders from Montgomery College, Florida Polytechnic University, and Seton Hall University as they share how they're reimagining campus operations with one goal in mind: putting students first.

While many institutions focus solely on administrative efficiency, these student-focused institutions are taking a more purposeful path—using modernization to improve learner outcomes, streamline experiences, and reinforce long-term missions.

Whether you're leading digital transformation or seeking inspiration to begin, this session will equip you with:

- Proven examples of student-centered modernization
- Insights into strategic decision-making and partner selection
- Metrics that matter: how to assess institutional impact at every level

[Register Here!](#)

[Ellucian](#) helps higher education institutions like yours excel. We collaborate with over 2,500 institutions worldwide, offering innovative solutions for student information systems, finance, HR, and more. Ellucian empowers your institution to enhance decision-making, streamline operations, and drive student success.

Contact: Tony Grosso at tony.grosso@ellucian.com

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Jenzabar

Unlock New Strategies for Tech Spending in Higher Ed

With tighter budgets and growing campus demands, measuring real return on tech spending is more important—and more challenging—than ever.

The latest Trends Snapshot from the Chronicle of Higher Education reveals how forward-thinking colleges are transforming the way they evaluate and manage technology purchases. [Download your copy](#) to discover how institutions:

- Use new ROI metrics that go beyond costs to justify investment to stakeholders.

- Foster collaboration across departments to make smarter buying decisions.

Build sustainable strategies that balance innovation with budget realities.

[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

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TFC Tuition

Strategic Tuition Payment Plans for PA Higher Ed

Pennsylvania's independent colleges are navigating significant changes: evolving federal loan policies, nuanced CFPB oversight, and shifting state compliance standards – all while serving 46% of the Commonwealth's Pell Grant recipients.

AICUP institutions need practical, proven strategies for implementing tuition payment plans and institutional loans that meet regulatory standards while achieving enrollment and student success goals.

AICUP & TFC Tuition recently hosted a webinar addressing the intersection of compliance and enrollment outcomes, providing Pennsylvania higher ed leaders with actionable strategies for developing solutions that satisfy state and federal requirements while driving measurable student and institutional outcomes.

Below you will find links to the recording and the slide deck.

[Recording](#)

[Slide Deck](#)

[TFC Tuition](#): ensures compliance, accessibility for students, and a steady flow of payments through flexible and customizable student loan servicing.

Contact: Glenn Karaban, gkaraban@tfectuition.com or 973-561-1400

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Workday

Shaping the Future of Higher Ed

Workday teamed up with higher education's top institutions to create Workday Student—the only student administration application built in this century and designed for today's mobile generation. Together, we have developed a superior alternative for colleges and universities still using outdated legacy technology to run their campuses.

This was recently featured during the AICUP Summer Webinar Series. Below you will find links to the recording and the slide deck.

[Recording](#)

[Slide Deck](#)

[Workday Higher Education](#) continues to expand its presence in higher education, with over 580 institutions leveraging its platform and more than 90 now live on Workday Student. 13 AICUP schools are already part of the growing Workday community. To better support smaller colleges and universities, Workday has introduced new programs specifically designed to address common challenges such as financial constraints, limited resources, and accelerated implementation timelines.

Contact: Justin Brantley, justin.brantley@workday.com or 513-512-0048

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AICUP Business Efficiency Programs

www.aicup.org/Collaboration/BEP

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[President](#)

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AICUP Leadership:

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