



# THE AICUP SPOTLIGHT

Monthly Newsletter

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Student Services | Technology | Telecommunications | Treasury

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**April 2026 - Volume 16, Issue 4**

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## **Latest from AICUP**

### **NEW Program! CR8 Amplify - AICUP's Generative AI Platform**

AICUP is pleased to announce a new partnership with CR8 to provide members with access to **Amplify**, a hosted generative AI platform designed to help organizations use AI securely and effectively. **Amplify** connects your data to the right models for each use case and supports 20+ leading large language models, including OpenAI GPT-5 and Anthropic Claude 4.5. [See Below for more info!](#)

### **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). One space offers one executive office on first floor with view of the river and private bathroom and access to the conference room.

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 [Nichole Duffy](#).

### **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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## **From the AICUP Comms Desk**

The value proposition of higher education remains a constant topic of discussion. AICUP works closely with our member presidents to provide timely information and resources to communities, the public, and legislators in both Harrisburg and Washington, D.C. Each issue of *The Spotlight* highlights our most recent advocacy efforts.

Recently, AICUP President Tom Foley authored an op-ed on the value of higher education to national security. It has appeared in two of the three largest newspapers in Pennsylvania, was featured in the Pennsylvania Chamber of Business and Industry's weekly [Sentinel](#), and was highlighted as the lead article on the [NAICU](#) website.

Also, here are [2-page fact sheets](#):

- [AICUP at a Glance](#)
- [Access & Affordability](#)
- [ROI](#)
- [Workforce Needs](#)
- [Student Success](#)
- [Regional Impact](#)
- [Community Impact](#)
- [Collaboration & Efficiency](#)

AICUP remains committed to elevating the voices of Pennsylvania's independent colleges and universities and highlighting the vital value of higher education.

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## Campus Leaders Webinar Series

AICUP's Campus Leaders Webinar Series is designed to increase engagement with our member schools while delivering timely, practical solutions. Featuring insights from your colleagues on other member campuses, endorsed and AMP program providers and corporate affiliates, each session will highlight resources and strategies tailored specifically for AICUP institutions. Join us to stay informed, connected, and equipped to meet today's campus challenges.

### ***Upcoming:***

**April 30th** [Reactive to Proactive: Strategic Planning for Campus Facilities](#)

**June 4th** [How to Recognize Student Loan Fraud](#)

### ***Recordings & Slide Decks from Recent Webinars (click for Slide Deck/Recording):***

- Beyond the Books: Libraries as the Center of Campus (Kimmel Arch) ([SD/Recording](#))
- Hatching a Podcast for Enrollment & Engagement (Manor College) ([SD/Recording](#))
- How America Succeeds after College (Sallie Mae & Schools) ([SD/Recording](#))
- Recurring Revenue w/CHP & PA Pier II AECs (Constellation) ([SD/Recording](#))
- The Other Side of Energy: Lets Talk Natural Gas (Evolution) ([SD/Recording](#))

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## **Act 153 - Background Screenings**

### ***~CBY Professional Services***

Back in 2014 when Act 153 was enacted, AICUP worked with CBY Professional Services to assist AICUP member colleges provide the mandated employment background checks consisting of

- PA State Police
- PA Child Abuse
- FBI Clearances

Since then 40+ AICUP member schools have participated in the AICUP Act 153 Compliance Program. In 2025 alone, 30 member schools ordered 5,642 clearances saving \$61,297.

CBY Systems offers other services as well in the areas of culture & leadership, financial operations and collections.

Sign Up for CBY's [Executive Webinar Series](#) with upcoming topics such as Hiring Without Risk - Background Screening & Brand Protection on April 16th.

offers diverse portfolio of background screening options providing the mandated employment background checks consisting of PA State Police, PA Child Abuse and FBI clearances in accordance with the PA Dept. of General Services to keep the member institutions in compliance with Act 153.

CBY provides ongoing customer service to monitor the entire process acting as an extension of you HR department to ensure the process is completed by treating this as a professional service and not merely selling it as a product. CBY should not be considered a vendor, but a partner to AICUP members. CBY also has the capacity to serve in critical support functions and back-office services by acting in the space of CFO, CEO, HRO, Leadership Development for teams and D.O.T Compliance.

**Contact: Susan Davis, [sdavis@cb.com](mailto:sdavis@cb.com) or 717-843-8685**



## **Recurring Revenue w/ CHP & PA Tier II AECs ~Constellation**

Recently, Constellation provided information on how to turn energy into income with a webinar on **Recurring Revenue w/CHP & PA II AECs**. Bryan Munley facilitated the webinar, along with Blair Miller, AICUP's liaison for the Energy Procurement Program. Bryan is the Senior Solutions Business Development Manager at Constellation.

The origins of PA Alternative Energy Portfolio Standards Act (AEPS) was established in 2004. The AEPS was enacted to provide economic development opportunities by increasing the mix of alternative electricity generation. The AEPS Act also required electric distribution companies (EDCs) and electric generation.

**For more information, check out the [recording](#) and [slide deck](#).**

If your campus decides to do this, Constellation would manage the creation and monetization of Tier II AECs on your behalf to maximize the value of your retroactive and future projects.

[Latest Weekly Energy Industry Summary](#)

is the endorsed energy supplier to assist AICUP members with managing energy costs in new and powerful ways to achieve budget certainty, cost savings and financial protection with a full range of integrated energy solutions.

**Constellation is an endorsed co-provider of the AICUP Energy Management & Procurement program.**

**Contact: Blaire Miller, [blaire.miller@constellation.com](mailto:blaire.miller@constellation.com) or 855-836-2658**

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## **NACCOP Annual Conference**

**~D. Stafford & Associates**

The NACCOP Annual Conference is held every July (**July 15-17, 2026**) in Baltimore (to ensure easy access for the U.S. Department of Education and other officials from the Federal Government).

This 3 day conference offers expert training and guidance each year on compliance with Federal Laws and Regulations pertaining to campus safety and security, including but not limited to:

- The Clery Act
- Violence Against Women Act
- The Drug Free Schools and Communities Act
- Title IX and Title VI

Pre & Post conference workshops are also scheduled.

[More info & to register](#)

[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.

[Upcoming Training](#)

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

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## **AICUP Natural Gas Procurement Program** *~Evolution Sustainability Group*

Energy management extends beyond electricity alone. Recent volatility in natural gas markets has made procurement more complex, with rising uncertainty and pressure on institutional budgets.

In response, AICUP is launching the **Natural Gas Procurement Program** to provide members with access to market intelligence, competitive supplier pricing, and greater transparency. Unlike many third-party arrangements, this program features a fully transparent broker fee—often up to 50% lower than what institutions may currently be paying.

Recently, Evolution presented a webinar to AICUP members about how this program can help your institution make more informed energy decisions, reduce costs, and bring a little extra “gas” to your bottom line.

**For more information, check out the [recording](#) and [slide deck](#).**

(ESG) is 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. **ESG is an endorsed co-provider of the AICUP Energy Management & Procurement program.**

Contact: Chuck Hurchalla, [churchalla@evolutionsq.com](mailto:churchalla@evolutionsq.com) or 877-280-4655

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## Navigate the Digital Shift w/Tech Financing ~*First American Education Finance*

In an era driven by technology, higher education institutions are leading the charge in digital transformation. By investing in cutting-edge technologies, institutions enhance efficiency, streamline operations, and maintain a competitive edge—but these projects often exceed budgets and timelines.

With more than 30 years of experience working with 1,000+ schools nationwide, First American Education Finance understands the unique challenges and opportunities of institutions like yours. Our custom financing solutions can help support technology lifecycle management, including refresh programs, providing greater control and flexibility over your IT infrastructure.

Take a [closer look](#) at how First American can help transform your tech upgrade process.

is a financial services company dedicated to serving the needs of the education community. We provide customized solutions to help schools deliver the best education possible to their students. Our unique financing solutions help over 500 schools nationwide solve challenges from complex campus projects to equipment management – all through a simple and transparent experience. ***We are the endorsed program provider of the AICUP Project & Equipment Finance Program.***

Contact: Matt Rankin, [matthew.rankin@faef.com](mailto:matthew.rankin@faef.com) or 585-643-3459

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## EdTech Procurement Done Right ~*JourneyEd*

**Convenience** access over 100,000 technology products for schools so you can have the time and money-saving convenience of a one-stop shop to manage all vendors. We empower schools to make the most of their budgets with transparent pricing and educational discounts.

**Expertise** from IT networks to classrooms to IT labs, you work with a trusted partner in your school's success who understands school's procure differently on different time frames with limited budgets.

**Support** get swift, priority and expert EdTech sales and service support for your school. JourneyEd guarantees a response from a dedicated specialist within one business day, ensuring your technology needs are addressed quickly. Get access to the expertise and resources to solve your school's specific EdTech challenges.

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**

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## **New Services**

*~KeystoneREN*

KeystoneREN recently turned up a new 100G peering at Philly IX, a neutral internet exchange for network service providers. This new peering service marks the next phase of service expansion for KeystoneREN and delivers further peering capacity to customers for accessing major cloud providers including Google, Akamai, Facebook, Netflix, AWS and Azure. Additional peerings will continue to be added. This new peering is in addition to the existing peerings KeystoneREN customers already receive through the Internet2 Peering Exchange (I2PX) and Internet2 Cloud Connect.

### **Cybersecurity, Governance Risk and Compliance Services**

KeystoneREN is pleased to offer Cybersecurity and Governance Risk and Compliance (GRC) services to Research and Education institutions through a partnership with a mission-driven local cybersecurity/GRC and IT services consulting firm. We provide services for campuses seeking project based work, virtual/fractional CISO services, or other flexible frameworks to meet every sized

need and budget. Contact us today for an initial consultation and requirements discussion if you are seeking these services.

### **Quantum Network Expansion**

KeystoneREN is joining other Research and Education Networks (RENs) and network operators across the nation in a effort to accelerate quantum ready infrastructure in our states and regions toward a national quantum network. If you're new to quantum networking and you want to understand some of the national quantum network expansion efforts underway watch this replay of a recent webinar for the Fiber Broadband Association called "Is Your Fiber Ready for Quantum?" (watch [here](#)).

[KeystoneREN](#) is a nonprofit organization that provides educational institutions and other research centers with unparalleled access to Internet2, and promotes the innovative use of digital technologies across the state. The driving focus of KeystoneREN is to advance research and education networks and bring connectivity to underserved areas, empowering communities across the state.

**Contact: Jennifer Oxenford, [joxenford@keystoneren.org](mailto:joxenford@keystoneren.org) or 717-963-7490**

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### **AICUP Student Health Insurance**

*~UnitedHealthcare StudentResources*

*(click to enlarge)*

**Contact: John Maxwell, [jmaxwell@uhcsr.com](mailto:jmaxwell@uhcsr.com) 215-902-9930 or Debbie Delli Santi, [ddellisanti@uhcsr.com](mailto:ddellisanti@uhcsr.com) 727-563-3415**

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## **AICUP Long Term Care Program** *~The Voluntary Benefits Shop*

The 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 Voluntary Benefits Shop (The VB Shop) to provide this best-in-class program to the member institutions.

### ***What to know:***

1. AICUP's new Life with Long-Term Care program, available to all member schools at no cost
2. The Voluntary Benefit Shop's preferred underwriting offer, which gives AICUP members' full and part-time staff access to guaranteed issue policies (no health question to qualify)
3. Our fully managed employee education and engagement campaigns, to help your staff make informed choices
4. Our dedicated account management and client advocate teams that oversee implementation, education enrollment and support for these programs

The 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 Voluntary Benefits Shop (The VB Shop) to provide this best-in-class program to the member institutions. If you have questions and would like to have a one-on-one meeting to further discuss the plan before seeing a quote:

**Contact Bill Spiro, [bspiro@thevbshop.com](mailto:bspiro@thevbshop.com) or 443-760-4258**

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## **NEW PROGRAM: CR8 Amplify**

AICUP is pleased to announce a new partnership with CR8 to provide members with access to **Amplify**, a hosted generative AI platform designed to help organizations use AI securely and effectively. Amplify connects your data to the right models for each use case and supports 20+ leading large language models, including OpenAI GPT-5 and Anthropic Claude 4.5.

### **Why This Matters for AICUP Members**

Your AICUP instance of Amplify includes intuitive, user-friendly tools that put advanced AI capabilities in your hands—no technical expertise required.

### **Exclusive AICUP Advantages**

- **AICUP has funded the implementation fee** – there are no minimum user requirements.
- **Flexible month-to-month growth** – your organization can learn and expand usage at your own pace.
- **Scalable options** – institutions may transition into a dedicated Amplify instance for their campus if desired.

### **Additional Benefits**

- **Support to Scale** – CR8 provides onboarding and training at no additional cost, helping ensure successful adoption.
- **Security & Guardrails** – Hosted environment with built-in data governance, compliance tools, continuous updates, and monitoring. Amplify does **not** train the underlying AI models on your data.
- **Sustainability & Expertise** – Backed by an experienced enterprise software leadership team and validated by early higher education adopters.
- **Community & Collaboration** – Monthly webinars featuring special guest [Dr. Jules White](#), plus opportunities to share assistants and conversations with fellow AICUP members.

### **AICUP CR8 – Amplify Pricing Model**

- **Minimum users: 5**
- **No maximum user limit**

	<b>Monthly</b>	<b>Annually</b>
5 Users	\$50	\$600
10 Users	\$100	\$1,200
15 Users	\$150	\$1,800
20 Users	\$200	\$2,400
40 Users	\$400	\$4,800
50 Users	\$500	\$6,000
50+ Users	Contact <a href="#">Cale Nelson</a>	

### **Ready to Get Started?**

- Contact Cale Nelson at [nelson@aicup.org](mailto:nelson@aicup.org) or 717-232-8649

- Point of Contact for Amplify Platform Questions: Kasie Joseph at [kasie@cr8.io](mailto:kasie@cr8.io) or 512-585-2512

Amplify is Hosted Gen AI platform that connects data to the right models for each use case and supports 20+ top-tier LLMs including the latest versions of Chat GPT and Claude. You now have access to intuitive interfaces that put advanced AI capabilities in your hands—no technical expertise required. CR8 is available for onboarding + training which is included with your AICUP instance so adoption doesn't stall. Hosted environment, data governance and compliance built-in, with continuous updates and monitoring. Amplify does not train the models.

**Contact:** Kasie Joseph, [kasie@cr8.io](mailto:kasie@cr8.io) or 512-585-2512

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## AICUP Data Security Software Program

### ~ePlus Technology

The AICUP Data Security Software Program, powered by ePlus, gives member institutions a smarter, more cost-effective way to strengthen their cybersecurity posture. Through this program, colleges and universities gain access to industry-leading solutions from Rubrik, SentinelOne, and Zscaler—all at significantly reduced pricing.

By tapping into Pennsylvania's Intermediate Unit purchasing network, members can unlock savings of up to 50% or more while implementing powerful, enterprise-grade protection. Backed by more than 25 years of experience in the education sector, ePlus understands the realities of campus IT environments and delivers solutions that are both effective and practical.

### What Your Campus Gains

#### **Stronger Protection. Less Complexity. Lower Cost.**

- **Advanced Backup & Recovery (Rubrik):** Always-on, fully managed protection with immutable backups, ransomware monitoring, and rapid recovery
- **Next-Gen Endpoint Security (SentinelOne):** AI-driven threat detection, real-time response, and 24/7 managed defense
- **Secure Cloud Access (Zscaler):** Scalable, cloud-first security with full inspection, threat prevention, and seamless user access

From proactive threat defense to rapid recovery, this program equips your campus with the tools and expertise needed to stay secure—without straining your budget or your team.

from Cloud and Data Center, Security, Collaboration, Networking and AI, to Digital Transformation, Managed and Professional Services or Financing, we bring a vast perspective that helps organizations design, orchestrate and seamlessly implement versatile technology solutions. Our unparalleled expertise has been refined over more than three decades, allowing customers to maximize the return on their technology investments.

With a dedicated SLED practice of Account Executives and SLED Operations Professionals, ePlus knows SLED, Contracts and works to keep our customers in compliance with grants and funding.

**Contact: *Brandon Holmes*, [bholmes@eplus.com](mailto:bholmes@eplus.com) or 484-358-6410**

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## **PAICU MEP Momentum Is Growing — Be Part of It!**

The momentum behind the PAICU Multiple Employer Retirement Program (MEP) continues to grow across Pennsylvania — and that growing leverage is driving plan expenses down.

Participating employees are the immediate and direct beneficiaries, and campuses that join gain access to a stronger, more cost-effective retirement solution.

To learn more — whether you are exploring participation or are a current member seeking updates and deeper engagement — ***join Cale Nelson at his weekly PAICU MEP Zoom meeting every Tuesday at 2:30 PM.*** These sessions provide a convenient opportunity to explore the program, ask questions, share insights, and stay informed about ongoing developments.

If your school has already enrolled, join the zoom to ask questions, seek clarification and maximize the PAICU MEP advantage!

We encourage you to take another close look at this program — run by AICUP members, for AICUP members.

**AICUP Member Zoom-Ins**

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

[Join Here](#)

## **Compensation Strategies & Other HR Strategies**

### ***~PRM Consulting Group***

PRM is part of the PAICU Multiple Employer Plan (MEP) Team. PRM PRM partners with our clients to provide HR services that keep people in mind. Our areas of expertise include compensation strategies, health & welfare benefits, retirement benefits, HR training, executive searches, and communications.

Here is an [overview](#) of what PRM can do for your campus.

a full service management consulting and outsourcing firm specializing in people resource management providing tailored solutions for clients at a fair price. *We are one of the endorsed program providers of the PA Multiple Employer Retirement Program (MEP).*

**Contact: Michael Rhim, [Michael.rhim@prmconsulting.com](mailto:Michael.rhim@prmconsulting.com) or 202-745-3721**

## **AICUP Health Choice:**

### **A Smarter Alternative to Group Health Insurance**

✎ **Ready to explore your options?** Get a personalized quote [here](#).

is an independent insurance agency offering a comprehensive suite of insurance and risk management solutions through Check: Life, Health – Group Benefits, Auto, Property & Casualty, Workers Compensation, Cyber Supplemental/Employee-Paid Benefits, Individual Coverage Health Reimbursement Arrangement plans (ICHRAAs).

**Contact: David Baily, [dbaily@bailyagency.com](mailto:dbaily@bailyagency.com) or 724-627-6121**

**Check out their AICUP webinar ICHRA, An Alternative Way of Funding Health Insurance [Recording](#) | [Slide Deck](#)**

## AI National Literacy Day

In recognition of National AI Literacy Day back on March 27th, Rize highlighted one of the most pressing challenges in higher education: preparing students for a workforce where AI is no longer optional.

AI has fundamentally transformed nearly every industry, and its presence in the workplace is only growing. Many job postings now list AI as a required or recommended skill, and [88% of companies use AI regularly](#). Yet, according to Higher Ed Dive, only [43% of schools have AI in their strategic plan](#).

The [Rize AI Literacy Program](#) bridges that gap, providing practical AI skills in a 4–6 course minor or concentration that pairs with any major, giving students an immediate advantage in their job search.

[Explore AI Literacy Program](#)

[Learn more about enhancing AI Literacy at your institution.](#)

is the ***AICUP Member Preferred Program (AMP) Provider of the Academic Program Sharing Program***. They help colleges expand affordable, in-demand academic programs that attract and retain students in today's competitive environment. Their catalog includes programs in fields such as Artificial Intelligence, Cybersecurity, Digital Marketing, and Public Health. To date, more than 120 colleges across the U.S. have worked with Rize, serving over 13,500 students through its innovative online program-sharing model.

In addition to course sharing, Rize provides enrollment and academic services designed to help institutions generate new revenue and improve student outcomes. Partner colleges report positive results, including stronger retention, measurable enrollment growth, and higher student satisfaction.

Rize is extending discounted subscription pricing to AICUP members, with **savings of up to 25%**. Discounts scale as institutions add additional programs, providing flexibility and value.

**Contact: Jimmy Pawelski, [jpawelski@rize.education](mailto:jpawelski@rize.education) or 847-708-8724**

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## ***Boldyn Networks***

### ***How Saint Vincent Empowers an Exceptional Student Experience***

With an estimated 300,000 guests visiting Saint Vincent College each year, and with online learning playing an integral part of the student experience, the college requires a fast, reliable, and secure Wi-Fi network. This is why the college partnered with Boldyn, a national leader in managed technology services in higher education. In this video series, learn about some of the IT challenges the college faced before the partnership, our approach to customer service, and the importance of on-going system upgrades, so campus leaders can focus less on Wi-Fi, and more on strategic initiatives.

#### ***[Read More](#)***

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: Gerad Johnson, [gerad.johnson@boldyn.com](mailto:gerad.johnson@boldyn.com) or 919-244-0171**

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## ***Lightspeed Systems***

### ***Understanding LiveSafe: Campus Safety in Every Pocket***

Campus safety depends on timely, accurate information, yet concerns are often reported in ways that remain disconnected across departments. LiveSafe provides a single platform for students, faculty, and staff to share information directly with campus police through text, photo, video, or audio, with the option to remain anonymous.

Features such as a two-tap panic alarm with live GPS tracking and SafeWalk for real-time location sharing support individual safety, while a centralized dashboard allows campus officials to monitor tips, alerts, and incidents in real time. The platform also supports mass notifications and serves as an intake tool for Title IX and Clery Act reporting.

### **Who We Serve:**

- Students:
- Campus Police
- Student Affairs
- Residence Life Staff
- Faculty & Staff
- Admissions Teams

Livesafe by Lightspeed Systems is a mobile-first campus safety platform that transforms every smartphone into a personal safety tool. The app enables discreet two-way communication with University Police via text, photo, video, and audio — allowing anonymous reporting of suspicious activity, mental health concerns, or incidents.

A panic alarm sends the user's name and live location directly to campus police, updating automatically if they move. Think of it as a blue light emergency phone in every pocket, anywhere on campus. Administrators monitor all tips and alerts through a real-time dashboard. SafeWalk lets trusted contacts virtually escort users, while mass notification and analytics too

**Contact: Kevin Askew, [kaskew@lightspeedsystems.com](mailto:kaskew@lightspeedsystems.com) or 732-678-6656**

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***Sallie Mae***

***How America Succeeds After College***

For most students pursuing higher education, a college degree was not a goal in

itself; rather, it served as a steppingstone to future success. This webinar explored Sallie Mae's new research study, *How America Succeeds After College*, examining how recent graduates define and experience success at this stage in their lives. The discussion highlighted factors contributing to or hinder their sense of success, the actions taken before, during and shortly after college that have the greatest impact, and what can be done to ensure more graduates achieve strong outcomes. Below you will find links to the recording and the slide deck.

[Recording](#)

[Slide Deck](#)

is the nation's saving, planning, and paying for college company. We're proud to offer products and services that promote responsible personal finance and help students and families make college happen, including FDIC-insured savings products, a variety of free online tips, tools, and resources that help families plan for college, private student loans for undergraduate and graduate students, as well as the Sallie Mae Parent Loan and free online budgeting tools and information about how to manage student loan payments.

**Contact: Keri Neidig, [keri.neidig@salliemae.com](mailto:keri.neidig@salliemae.com) or 610-216-2807**

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## **AICUP 2025 Economic Impact Report**

**~Tom Foley, AICUP President**

With all the troublesome news for higher ed at the national level, the latest AICUP Economic Impact Report offers GREAT news for our member schools. The [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 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

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.

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### **The AICUP Efficiency Programs Manual!**

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. Read President Tom Foley's full overview [here](#).

**This Business Efficiency Program Manual outlines:** 1) the range of business efficiency and research programs 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 2024, 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.
- **\$43.8M ANNUAL SAVINGS**—Thirty-seven (37) of these programs leveraged volume and lowered costs in a way that could be documented

resulting in \$43.8M of calculable savings in 2024.

- **33:1 ROI ON FY 2024 DUES**—\$43.8M of calculable 2024 savings equates to an average savings of \$476,229 per AICUP member or roughly 33 times the average 2024 membership dues (\$14,433).
- **All AICUP MEMBER PARTICIPATION**—Eighteen (18) of these programs provided service to 35 or more AICUP members and only six (6) programs had participation of less than 10 AICUP members. ***AICUP Members and Associate Members participated in at least one of these 39 programs.***

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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