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Association of Independent Colleges and Universities of Pennsylvania
Dear Colleagues,

I hope that this handbook on AICUP business efficiency programs for member schools proves useful to your good work. The handbook includes 25+ efficiency programs broken out into five program areas:

1. Finance & Treasury
2. Facilities & Administration
3. Technology & Telecommunications
4. HR, Compliance & Legal
5. Student Services

We are hopeful that dividing the programs in this way will make it easier for you to share this material with your colleagues who work in these respective areas—so that they can then best determine if any of these efficiency programs would work well in your institutions. The 25+ AICUP programs now in existence attract anywhere from 4 to 80+ users from among our 90+ colleges and universities. It is, of course, always your decision if this will effect and enhance the efficiency of your operations and/or save money on your bottom line.

This handbook also includes information on programs that have been endorsed by the AICUP Board and programs that are considered “Member Preferred.” Those designations indicate that our Member Services Committee has reviewed these offerings and have decided they are of first rate quality and worthy of your attention. We leave the final determination on those issues, of course, to each individual college or university.

We are indebted to all of the good work of our staff here at AICUP for putting these materials together, and for analyzing these programs over many years of service. We are indebted to the Chair of the Member Services Committee, Mark Volk, President of Lackawanna College, and to the Committee’s new Vice Chair, Doug Lee, President of Waynesburg University and to all the members of that committee. We are also grateful to all our hard working staff members, especially the two whose work is dedicated to this part of our enterprise—Vice President of Administration and Finance, Tim Alexander, and Manager of Collaboration Events & Outreach, Kelly Carli. They do good work all year long, and I think this work product is another example of that.

Again, I hope this is useful.

All the best,

TOM FOLEY
President
Greetings!

AICUP's effort to create business efficiencies through collaboration has yielded many very exciting and diverse business opportunities this year. Through the AICUP Member Preferred (AMP) Program, AICUP has been receiving a steady flow of valuable and timely program proposals from across the country. From cybersecurity to 403(b) compliance to technology and insurance aggregation, these proposals are short-circuiting an otherwise lengthy RFP process and allowing AICUP to safely accelerate its review and approval process. And by establishing functional working groups in areas of technology and human resources, AICUP staff have been able to vet these proposals far more thoroughly than ever.

In FY 2018–19, three new AICUP Member Preferred Programs were identified to the membership.

- Pennsylvania Private College 403(b) Multiple Employer Plan (p.41)
- The NCFTA Cyber-Security Collaborative (p.31)
- The UCIC Worker's Compensation Trust (p.41)

Each program is an excellent example of AICUP members collaborating freely and directly to develop business efficiencies where AICUP’s role advances enrollment, leverage and statewide affiliation.

**Pennsylvania Private College 403(b) Multiple Employer Plan (MEP)**

Over the last two years, AICUP staff has been working with industry leading consultants to develop a new 403(b) Multiple Employer Plan (MEP) designed to help AICUP members address emerging challenges of 403(b) plan administration. Institutional benefits of a MEP include a) improved ERISA compliance b) overall plan expense Savings c) maximum-fiduciary protections d) outsourced Plan Administration and e) continuity with TIAA as record keeper. Employee Benefits of MEP include:

- improved financial planning services,
- excellent investment choices with lower expense ratios,
- professional plan administration services,
- familiar portal with TIAA as record keeper,
- transition of “old money” into “new plan options,” along with
- pre-negotiated expense savings on “old money” immediately.

**The NCFTA Cyber-Security Collaborative**

The purpose of NCFTA Cyber-Security Collaborative is to establish a mutual relationship between NCFTA, AICUP and participating AICUP Members. The NCFTA is a not-for-profit 501(C)3 corporation that was incorporated in the State of Pennsylvania in October 2002. The NCFTA facilitates collaboration between industries, academia and law enforcement to effectively identify and address complex Cyber related threats. Its personnel include full-time management and
Team Leaders, cross-functional intelligence analysts, as well as graduate and post-graduate students, who are considered Subject Matter Experts regarding a variety of cyber-crime threats and/or threat-actors.

NCFTA has hired a dedicated analyst to support the review, creation, and editing of policies for the first 10 participating AICUP Members and NCFTA in an effort to ensure continued improvement in becoming more resilient to threats as well as better prepared for third party assessments. This program is poised to enlist another 15 member campuses in a second wave of activity.

The UCIC Worker’s Compensation Trust
The University & College Insurance Consortium (UCIC) provides workers’ compensation coverage and is licensed as a self-insured trust. Established on July 1, 2002. UCIC has an estimated $3,000,000 in annual premiums, over $5,000,000 in assets and consistently provides lower than industry average administrative costs and rates. UCIC uses contracted service providers to provide strategies and regulatory approved processes for:
1. administration of developed rates and other related insurance placements
2. risk consulting
3. development of best practices
4. Trustee protection
5. claim handling, and
6. actuarial, legal and financial services.

Pre-injury risk control provides the Consortium with the most advantageous effort to keep staff, faculty and administrators safe and productive. The UCIC program is preparing to grow and has sought the Association’s help in attracting link-minded, safety/cost conscious AICUP members.

Sincerely,

Tim Alexander
Vice President of Finance and Administration
Collaboration/New Program Development
AICUP’s Mission –
Endorsement of Business Efficiencies

AICUP continues to operate under a mission statement establishing when/if a program proposal is to be Board-endorsed. This mission statement directs AICUP:

• To design participatory programs of shared service delivery or group-based procurement that leverage the consumer strength of the AICUP membership, thereby reducing price for services and goods.

• To exercise market influence as an aggregation of consumers with like needs and similar circumstance in such a way as to encourage service and product suppliers to recognize the status of private higher education as a significant market worthy of preferred marketing coverage, pricing and service delivery.

• To promote programs of collaboration that, absent the AICUP’s coordination role, would not be developed to the necessary critical mass on a regional or state-wide level.

• To avoid duplication of efforts with our member colleges by identifying unique and strategic opportunities that are best suited for a state-level association and not otherwise performed by individual or groups of member colleges on a regular basis.

As a byproduct of a good program, AICUP occasionally develops programs that produce income which defray AICUP administrative expenses while providing greater value to the participating membership.

AICUP Board-Endorsed Business Efficiency Programs

Programs in this brochure labeled as AICUP Endorsed Programs were carefully reviewed by the Association’s staff, its AICUP Member Services Committee and finally endorsed by the AICUP Board of Directors (see p. 67). Often times, these programs are the result of lengthy RFP processes, extensive reference checks, multiple focus group meetings and/or company profile reviews. These program administrators listed in this section have licensed the AICUP trade name and trademark to advertise their services to AICUP members. As such, the words and logo, “AICUP Endorsed” are used to describe these programs.
AICUP Member Preferred Programs

The purpose of the AICUP Member Preferred Program (AMP) is to provide Corporate Affiliates with an opportunity to offer pricing discounts and/or service enhancements to AICUP members without requiring volume, leverage or aggregation that is necessary for an AICUP Endorsed Program.

Corporate Affiliates, through AMP, are able to submit unsolicited pricing or preferred service programs to the AICUP Member Services Committee for consideration.

The organic propagation of preferred pricing and terms for AICUP members will over time serve the AICUP membership well when services are not easily aggregated across the large geography of the Commonwealth. Multiple service providers within the same field of business can be accommodated without a winner takes all endorsement through an RFP.

Learn more about AMP by contacting Tim Alexander at tim.alexander@aicup.org or 717-232-8649, ext. 222.

Overtime, AICUP hopes to encourage interested Corporate Affiliates to increase their role in AICUP with the AMP program status. This may lead to AICUP Board Endorsement after volume participation yields further enhancements.
AICUP Corporate Affiliate Program

The AICUP Corporate Affiliate Program is comprised of high quality companies whose support for private higher education is evidenced by their financial support to AICUP, their interest in finding solutions for AICUP members and their firm’s presence within the Keystone State. Most Corporate Affiliates are domiciled in or have an office in Pennsylvania, each participates in this program by invitation only and provide services to at least one AICUP member before being eligible to join the program. Out of state companies can become a corporate affiliate by providing three references from AICUP member schools and pay an additional annual fee. AICUP’s due diligence of these companies is limited to a review of an application form and a lengthy in-person interview with AICUP staff.

Video Intro Program – AICUP’s 91 member colleges span all corners of Pennsylvania so it is often difficult for AICUP members to actually meet the persons who represent any specific corporate affiliate. Twenty-three AICUP Corporate Affiliates created a short message detailing how their services specifically serve independent and private colleges and universities in Pennsylvania. www.aicup.org/MemberServices/VIP

Intern – AICUP identifies and recognizes affiliates providing paid internships to students attending AICUP members schools. Over time, an expansion of internship offerings may occur as AICUP hopes all Corporate Affiliates will provide at least one substantial paid internship experience for students attending an AICUP member institution.

Professional Development – AICUP Corporate Affiliates are encouraged to provide information on training experiences they currently offer that would be of interest to AICUP member campuses. Many AICUP Corporate Affiliates already provide valuable educational opportunities through formal training programs or ad hoc customer/client-acquisition programs. These events are posted on the AICUP Events Calendar at www.aicup.org/Events

The AICUP Corporate Affiliate program enrolled 95 companies at the end of fiscal year 2018. To date in fiscal year 2019, 11 companies left the program while 18 new companies have joined with several more in the pipeline. This brings the total current enrollment to 102.

For more information on the Corporate Affiliate program, contact Kelly Carli at carli@aicup.org.
Aggregated Group Purchasing

OMNIA Partners (formerly National IPA) is the leader in cooperative purchasing dedicated to serving public agencies including: higher education, K–12 schools, nonprofits, and state and local government. OMNIA Partners has a robust portfolio of contracts as well as an exclusive strategic alliance with the largest group purchasing organization in the United States, Vizient, which has over $100 billion in annual purchasing power. Participating in the cooperative buying power of more than 48,000 entities allow campuses to pay less for products and reduce administrative costs.

Outcomes:
AICUP Member Participants: 71
Dollar Volume 2018-2019: $118,374,031
Unique Program Features:
• OMNIA offers over 2,000 competitively solicited national contracts education customers can utilize
• OMNIA is the largest national GPO serving the public sector and education
• OMNIA saves schools time and money when using nationally solicited contracts, as the average RFP takes 3–6 months and costs about $70K

Contact: Lisa Sloane, lisa.sloane@omniapartners.com or 770-265-0262

Business Continuity & Organizational Readiness

Created with a $30,000 grant from the Council of Independent Colleges (CIC) and matched by $50,000 in AICUP corporate sponsor funds and another $2,500 from participating colleges, AICUP is partnering with the Kuali organization using its “Kuali Ready” software to develop business continuity plans, as many campuses struggle with planning and resources. The Business Continuity Planning (BCP) Program is designed to encourage group activities and lead the group toward having functioning elements of a business continuity plans by the end of FY 2019.

Thank you to the following AICUP corporate affiliates who contributed funds to make this program possible: Connected Benefits, Constellation, Credible, Educators Risk Management, Highland Associates, JourneyEd.com, Millennium Advisory Services, Pentegra, PlanPilot, PRM Consulting Group, RCM&D, Vemo Education and WasteStrategies.

Outcomes:
AICUP Member Participants: 14
Unique Program Features:
• Cost savings per university averaged 50%
• Software acquisition savings (50% off discounted price)
• BCP tutorials and consultations on BCP and use of software tool
• Campus awareness of planning for disruptive events before they happen

Contact: Tom Carnwath, carnwath@aicup.org or 215-200-0002
Tony Benjamins, tony@kuali.co or 360-742-0606
Campus Commerce Solutions
Nelnet Campus Commerce delivers payment technology for a smarter campus. The Nelnet product suite uses the latest technology in higher education to create a unique and integrated payment experience for more than 1300 campuses across the country. Our intuitive and secure solutions are PCI Level 1 validated and integrate with every major ERP. From payment processing and refunds, to tuition payment plans and online storefronts, Nelnet Campus Commerce helps process every payment on campus.

Outcomes:
AICUP Member Participants: 37

Unique Program Features:
- Fully hosted eCommerce solutions which comply with Payment Card Industry Data Security Standard
- Payment technology that integrates with all major ERP and legacy platforms
- Improves access to education by providing actively managed payment plans for students and authorized payers

Contact: Roy Chernikoff, roy.chernikoff@nelnet.net or 410-796-1865

Electronic Payables & Purchasing Cards
PNC’s Electronic Payables & Purchasing Cards program offers to AICUP members a real purchasing power that begins with electronic payables and purchasing card program which is a great opportunity to drive value through the procure-to-pay process. This service offers many benefits for AICUP members including the ability to benefit from a P-card spend of all participating members to achieve higher rebate tiers which help maximize the revenue share (rebate) on the school’s own program.

Outcomes:
AICUP Member Participants: 37
2018 P-Card Spend: $121,614,084
2018 P-Card Rebates Paid: $1.8 Million

Unique Program Features:
- Ability to benefit from the spend of all participating members to achieve a higher rebate tier
- Rebate paid on dollar one
- Rebates paid to the schools quarterly

Contact: Monica Nowell, monica.nowell@pnc.com or 919-788-5605
Debt Financial Advisory & Bond Program

Through this Program, AICUP members have managed all aspects of their debt portfolio including:

- Fixed, multi-mode and variable rate bonds
- Rating agency reviews
- Competitive bids
- Public offerings and private placements
- Debt restructurings and refundings
- Tax-exempt and taxable debt issuance
- Financial advisory services
- Underwriting
- Continuing disclosure assistance

The program’s highly experienced team includes the national Higher Education Practice Group of George K. Baum & Company, Ballard Spahr, and The Bank of New York Mellon Trust Company (as Trustee). The same individual team members employed by the program’s participating firms have worked with the program since its inception in 1997, saving AICUP members both time and costs of issuance.

Outcomes:
AICUP Member Participants: 40
Dollar Volume Since 1997: Over $1.24 Billion

Unique Program Features:
- Savings of University Finance Staff Time and Transaction Costs: $6.2M+
- Efficient AICUP team with standardized base documents
- Program commitment of not-to-exceed fees
- Program discounts related to fees (includes rating fees)

Contact: Linda Eremita, eremita@gkbaum.com or 412-419-8437

Project & Equipment Finance

First American Education Finance is a financial services company providing AICUP institutions with customized funding solutions for campus projects. For more than 20 years, First American has served the needs of the education community helping over 700 schools nationwide deliver the best educational services possible to their students. Its unique financing solutions solve school challenges ranging from complex capital projects to equipment management—all through a simple and transparent experience.

Outcomes:
AICUP Member Participants: 31
Total Program Value: $33.3 Million

Unique Program Features:
- Deferred Maintenance Reduction
- Sustainability & Energy Conservation
- Sustainable Technology Refresh

Contact: Matt Rankin, matthew.rankin@faef.com or 585-643-3459
Whitebirch Multi-Year Planning
Whitebirch Multi-Year Planning for Higher Education is a comprehensive strategic planning forecasting solution designed to help CFOs, finance teams, and their boards take control of the financial trajectory of their institution. This cloud-based platform has built-in capabilities to perform sensitivity testing and what-if analysis around student enrollment and discount rates, funding sources, debt and capital and labor and staffing. Whitebirch provides powerful dashboards, scenario managers, and real-time displays designed to support decision-making.

Outcomes:
AICUP Member Participants: 6
Dollars Saved: $15,000 in purchase price for each AICUP member participant

Unique Program Features:
• Helps CFOs, Board Members, Presidents, communicate and understand their financial future.
• Project key rating agency ratios while performing sensitivity on enrollment and compensation.
• Prioritize competing projects, initiatives, and programs

Contact: Brett Matteo, matteob@pfm.com or 215-557-1491
Baker Tilly – Baker Tilly’s higher education practice offers the broad resources of a full-service accounting and advisory firm, blending deep industry insight with sound business advice and providing consulting, risk advisory, assurance and tax services.

**Contact:** David Capitano, dave.capitano@bakertilly.com or 610-927-4910

Bank of America Merrill Lynch – Our mission is to build valuable long-term relationships by providing expertise in credit & finance, treasury management, capital raising & risk management, employee benefits & investment management to deliver financial solutions.

**Contact:** Larry Dessen, larry.w.dessen@baml.com or 267-675-0337

BKD CPAs & Advisors – A CPA and advisory firm providing audit, tax and consulting services to more than 200 colleges and universities throughout the U.S. BKD also review clients’ policies and procedures to identify potential tax risks, potential performance and efficiency improvements and margin analyses.

**Contact:** Vincent Halupczynski, vhalupczynski@bkd.com or 412-364-9395

Bank of New York Mellon Trust Company – The trustee for AICUP’s bond financing program and is an industry leader in trust and agency services to colleges and universities providing corporate trust, custody, asset management, treasury services and arbitrage rebate services.

**Contact:** Peter Cunningham, peter.cunningham@bnymellon.com or 212-635-7933

Brown Advisory – An independent investment firm with $50 billion in client assets serving institutional and private clients. They have a particular focus on endowment funds, including those of colleges and universities.

**Contact:** Steve Ricklefs, sricklefs@brownadvisory.com or 410-537-5538

Citizens Bank – Understands the specific challenges nonprofit and healthcare entities face. Offering customized solutions combining technology, credit and advice.

**Contact:** Daniel Astolfi, daniel.j.astolfi@citizensbank.com or 215-254-3507

CliftonLarsonAllen LLP – Exists to create opportunities for our clients, our people and our communities through our industry-focused advisory, outsourcing, audit, tax and consulting services.

**Contact:** David Jacobson, david.jacobson@claconnect.com or 484-567-1721
Cornerstone Advisors Asset Management, LLC – A registered investment advisor providing full-service investment consulting and OCIO services via a sound fiduciary process and individually customized solutions.

**Contact:** Malcolm Cowen, scowen@cornerstone-companies.com or 610-694-0900

**Delta Development Group, Inc.** – Works with colleges and universities to develop master plans, update emergency and hazard mitigation plans and leverage state and federal funding to implement campus Capital Projects and infrastructure improvements.

**Contact:** Daniel J. Kennedy, DKennedy@deltaone.com or 717-441-9030

**Financial S&Lutions** – A financial advisory firm which provides financial advisory and debt-related consulting services to private and public institutions of higher education, and other municipal issuers, throughout the Commonwealth and Mid-Atlantic region.

**Contact:** Rebecca C. Delia, rcd@fsandl.com or 717-399-6629

**First American Education Finance** – Provides customized solutions to help schools deliver the best education with unique financing solutions to solve challenges from complex campus projects to equipment management—all through a simple and transparent experience.

**Contact:** Matt Rankin, matthew.rankin@faef.com or 585-643-3459

**George K. Baum & Company** – Provided independent financial advisory or underwriting services for 508 higher education issues exceeding $19 billion, $3.9 billion of which were completed in 2017.

**Contact:** Linda Eremita at eremita@gkbaum.com or 412-419-8437

**Hirtle Callaghan & Co.** – Serves as Chief Investment Officers for colleges, nonprofits and families.

**Contact:** John Griffith, jgriffith@HirtleCallaghan.com or 610-828-7200

**KPMG** – Delivers audit, tax and advisory services to over 200 higher education clients nationally, including many AICUP member institutions served by our Philadelphia, Harrisburg and Pittsburgh offices.

**Contact:** Chris Chepel, Partner, cchepel@kpmg.com or 267-256-1732

**M&T Bank** – With its affiliates, provides a full array of financial services, including treasury management, procurement cards, investment management, custody, trustee services, credit, bond underwriting, derivatives, and insurance.

**Contact:** Marie Boyer, Mboyer@mtb.com or 717-771-4956
Nelnet Campus Commerce – Partners with more than 1,200 campuses across the country, providing a suite of PCI Level 1 validated solutions that integrate with every major ERP to process every payment on campus.

Contact: Roy Chernikoff, Roy.Chernikoff@Nelnet.net or 410-796-1865

OMNIA Partners (formerly National IPA) – Connects thousands of educational institutions and public agencies for combined purchasing power, making it easier, less expensive and more efficient. All contracts are competitively solicited and publicly awarded.

Contact: Lisa Sloane, lisa.sloane@omniapartners.com or 770-265-0262

PFM Solutions LLC – Focuses exclusively on developing and delivering best-of-breed financial modeling technology and services to public and private markets.

Contact: Brett Matteo, matteob@pfm.com or 215-557-1491

PNC Bank – Offers AICUP members a Purchasing Card program which calculates the rebate based on the P-card spend of all participating members to achieve higher rebate tiers which helps maximize the revenue share (rebate).

Contact: Monica Nowell at monica.nowell@pnc.com or 919-788-5605

PSECU – Pennsylvania’s largest not-for-profit credit union, provides on-campus financial education and banking services at AICUP member institutions geared to student, faculty and staff needs.

Contact: Dave Dentler, ddentler@psecu.com or 717-777-2207

Schneider Downs & Co., Inc. – Provides reviews and compilations, OMB Circular A-133 audits, 403(b) plan audits, compliance assistance for accreditation requirements, advisory services related to investment portfolios, endowments, governance and policy matters, Form 990 compliance, state, local tax and other tax services.

Contact: John Null at jnull@schneiderdowns.com or 412-697-5421

S&P Global Ratings – A leading provider of credit ratings with more than 430 rated U.S. public and private colleges and universities.

Contact: Anthony Ivancich, anthony.ivancich@spglobal.com or 212-438-5060
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: James M. White, jmw@stevenslee.com or 717-234-1250

TD Bank – America’s Most Convenient Bank, provides customized commercial banking solutions to the higher education sector, relating to lending, deposit and investment needs.

Contact: Geoff Brandon, geoffrey.brandon@td.com or 610-312-2617

Univest Bank and Trust Co. – Maintained a commitment to helping individuals and businesses achieve their financial goals and dreams through its comprehensive financial platform of banking, insurance, wealth management, mortgage banking and equipment financing lines of business.

Contact: Michael Keim, keimm@univest.net or 215-721-2511

Winthrop Resources Corporation – A technology finance company.

Contact: James Carroll, jcarroll@winthropresources.com or 856-988-5881
Facilities & Administration
Energy Management Collaborative

The Emerging Technology Applications Center (ETAC) of Northampton Community College (NCC) provides substantial value to AICUP members with their expert energy efficiency specialists. This highly successful project served AICUP members by identifying annual energy savings opportunities and reducing COx emissions. ETAC specializes in operational energy efficiency. For the past twenty-five years, ETAC has helped reduce energy consumption and reduce operational carbon footprint. ETAC continues this program for AICUP members on an as needed basis for member institutions working toward energy cost savings and carbon emission reductions on campus. Assessment audit levels are flexible based on need. Major energy savings areas: cafeterias, libraries, dorms, science buildings, common areas and swimming pools.

**Outcomes:**
AICUP Member Participants: 10
COx Emissions Savings Identified: 19,662 tons/year
Energy Savings Identified:
- 12,690,030 kWh/year
- 205,804 mmBtu/year
- $3,774,678/year

**Contact:** Dr. John Barkanic, jbarkanic@northampton.edu or 610-332-6103

Energy Management & Procurement

For over 8 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 Utility Solutions Inc. (USI). Member colleges are priced individually to assure 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).

**Outcomes:**
AICUP Member Participants: 35
Dollar Volume for 1st 12 Months of Current Contracts: $28.9 Million
Dollar Volume for Full Term of All Current Contracts: $81.3 Million

**Contacts:** Lewis Cohen, lewcohen15@yahoo.com or 610-642-5180 or Arthur Morris, sirromae@aol.com or 717-394-2054
Facilities Intelligence Solutions

Sightlines helps mission-driven institutions manage their facilities operations and capital investments. Sightlines provide strategic planning, benchmarking and analysis tools generating an independent, reliable exploration of campus performance utilizing the nation’s largest database of verified facilities metrics. Sightlines will help you plan, prioritize and manage your campus’s physical assets to get the most from your limited resources. Facilities Benchmarking & Analysis is a multi-phase, proprietary data-collection and analysis service featuring Sightlines’ proprietary ROPA+ process to provide a holistic view of facilities. With Sightlines, institutions receive the context and validation they need to make sound, data driven decisions about campus facilities. Sightlines offers newly participating AICUP members with substantial pricing discounts for 2-year contracts.

Outcomes:
AICUP Member Participants: 22
Unique Program Features:
• Optimize and effectively sequence capital investments
• Address the backlog of deferred maintenance
• Develop a strategy to steward physical assets
• Improve the effectiveness of facility operations
• Better serve students, faculty, staff, and visitors

Contact: Patrick Canedo, pcanedo@sightlinesllc.com or 203-682-6824

Fastenal, an Omnia Partners Program

Everyone is trying to drive costs out of the supply chain. AICUP members need the same innovative supply chain management solutions as commercial businesses. Fastenal has a proven track record of finding innovative solutions to reduce the total cost of ownership of maintenance, repair and operation (MRO) supplies through customized inventory management systems. AICUP members, through their Fastenal agreement, have access to all of Fastenal’s cost saving solutions. These solutions include:
• Bin Stocks
• Vendor Managed Inventory
• Fast Solutions (Vending)
• OnSite
• E-Commerce

Outcomes:
AICUP Member Participants: 62
Dollar Volume in 2018: $198,000
Dollars Saved in 2018: $107,000

Contact: Zach Wise, zwise@fastenal.com or 507-313-7206 or Ryan Beatty, rbeatty@fastenal.com or 717-645-4936
AICUP MEMBER PREFERRED PROGRAMS

MasterConcept Plan™
Member schools face a consistent challenge in reconciling campus needs with funding availability early in a project lifecycle. These same schools need to go beyond just meeting the need by using capital projects to help fulfill their institutional mission and build their unique brand of educating. To meet these challenges, Kimmel Bogrette has developed the MasterConcept Plan™.

**Outcomes:**
- AICUP Member Participants: 16
- Dollars Saved: $150,000+

**Unique Program Features:**
- Process is completed in five sequential phases that will help define goals, understand constraints and transform goals into a functional, efficient and financially stable project.
- Process is developed as a means of developing forward-thinking facilities programming that maximizes the use of financial resources over time and will become the roadmap for future improvements.
- This approach is the only fixed-cost planning and design tool in the industry, offered at a discounted rate for AICUP member schools.

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

Regenerative Space – Informed Decision Making with an Aged Building
Designed to assist members in bringing an underperforming building back to a useful life without incurring the expense of a full scale campus master plan. Program goals include:
- Understand building constraints (code, mechanical, electrical, plumbing, structural, spatial)
- Explore, envision, and develop solutions as opportunities for the building
- Support a capital campaign by providing all materials used in proposed solution
- Work within an established budget
- Provide a rough order of magnitude cost estimate

**Outcomes:**
- AICUP Member Participants: 2

**Unique Program Facts:**
- Comprehensive effort at an aggressively discounted rate to the membership (Complete Architecture, Interior Design and Engineering Involvement)
- Up to 100% of the cost of the Phase 1 report credited back to the member school if Highland is retained to complete a project resulting from the study.
- Study saves time and cost in assisting with prioritization of varied wants and needs when compared to a full scale Campus Master Plan.

**Contact:** David Degnon, ddegnon@ha-pa.com or 570-586-4334
ABM Technical Solutions – creates energy and financial programs that empower private colleges and universities to address critical facility needs without upfront capital investment and further, reallocate savings into programmatic and innovative initiatives.

Contact: Erin Stinner, erin.stinner@abm.com or 412-439-4726

Barton Education – A division of Barton Associates, is an employee owned company, specializing in providing mechanical, electrical, plumbing, fire protection and architectural lighting design solutions to higher education clients for over 50 years.

Contact: Michael Rader, msr@ba-inc.com or 717-845-7654, ext.1226

Borton-Lawson, Inc. works with higher education clients to deliver customized building solutions with an eye toward building life cycle, energy efficiency and future maintenance, operation and growth.

Contact: Patrick Endler, pendler@borton-lawson.com or 570-821-1999

Breslin Ridyard Fadero Architects Our mission is to create architecture of character, durability and sustainability that energizes your campus community.

Contact: Steve Behrens, stevebehrens@breslinarchitects.com or 610-437-9626

Butz Family of Companies – Consisting of Alvin H. Butz; Inc., Shoemaker Construction Co. and Alexander Building Construction Co., provides exceptional, comprehensive construction management and design/build services serving Pennsylvania, New Jersey and northern Delaware.

Contact: Margaret McConnell, margaret.mcconnell@butz.com or 610-395-6871

CannonDesign – This company’s education practice uses its resources, imagination and leadership to engage our clients across the entire educational spectrum and shape creative solutions for the most complex educational challenges.

Contact: Michael Corb, mcorb@cannondesign.com or 412-209-2865

Constellation – The AICUP Board-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.

Contact: Blaire Miller, blaire.miller@constellation.com or 855-836-2658
AICUP CORPORATE AFFILIATES

Crabtree, Rohrbaugh & Associates – A full-service architectural, interior design and planning firm specializing in educational architecture with a client oriented approach resulting in successful projects at colleges and universities.

Contact: Tracy Rohrbaugh, trohrbaugh@cra-architects.com or 717-458-0272

Derck & Edson – Transforming campuses through planning, design and implementation services including: feasibility studies, master planning, athletic facilities design, implementation services, engineering, GIS services, architectural services, site design, circulation solutions, construction observation, inventory and analysis, and identity enhancement.

Contact: Jane Lawler Smith, jsmith@derckandedson.com or 717-626-2054

Energy Systems Group – Offers campus energy efficiency, infrastructure improvement and renewable energy/on-site power generation.

Contact: Mike Bayesa, mbayesa@energysystemsgroup.com or 717-836-9871

EwingCole – In practice for nearly 60 years, EwingCole is a nationally recognized, fully integrated architecture, engineering, interior design, and planning firm of over 400 professionals.

Contact: Charles (Chuck) Rudalavage, crudalavage@ewingcole.com or 215-625-4657

Fastenal – Provides customers with the fasteners, tools, safety supplies, janitorial, electrical, plumbing and over 500,000 other supplies they need to manufacture products, build structures, protect personnel, and maintain facilities and equipment.

Contact: Zach Wise, zwise@fastenal.com or 507-313-7206

GSM Roofing – A private, family-owned, professional service company, specializing in the installation and maintenance of commercial and specialty roofing.

Contact: Rachel Sollenberger, rachelm@gsmroofing.com or 717-733-1241

H.F. Lenz Company – Provides mechanical, electrical, plumbing, fire protection, communications, civil and structural engineering, and construction phase services to higher education facilities for over 70 years.

Contact: Thomas Deter, tdetert@hflenz.com or 814-269-9347

High Construction – A family-owned firm that provides commercial construction, design-build, and general contracting services in throughout the Mid-Atlantic.

Contact: Richard F. Pagano, rpagano@high.net or 717-330-8103
Highland Associates – A comprehensive architecture, engineering and interior design firm serving the higher education market throughout the Northeast for the past 25 years.

**Contact:** David Degnon, ddegnon@HA-PA.com or 570-586-4334

Home Depot Pro, SupplyWorks Division – A leading national provider of integrated facility maintenance solutions. Our smart solutions and unparalleled expertise advance the performance, image, safety, health, and sustainability of your facilities.

**Contact:** John Pettinelli, john.pettinelli@supplyworks.com or 609-820-8593

IKM – Provides master planning, design, and interior design services for a variety of project types and institutional clients including athletic, science and technology, research, performance and academic spaces.

**Contact:** Grant Scorsone, gscorsone@ikminc.com or 412-281-1337

IMC Construction – A national, award-winning firm headquartered in Malvern, PA specializing in construction management, design-build and general contracting services for state-of-the-art academic buildings.

**Contact:** Robert Cottone, rcottone@imcconstruction.com or 610-889-3600

Johnson Controls – Delivers products and services that increase energy efficiency and lower operating costs in buildings. More than 1 million customers.

**Contact:** David A. Updegraff, david.a.updegraff@JCI.com or 717-712-1872

Kimball Learning – Kimball Learning has incorporated the needs and expectations of the ever-evolving learning space trends into the development of our furniture product portfolio.

**Contact:** Rhonda Hammack, Rhonda.hammack@kimball.com or 443-745-1272

Kimmel Bogrette – A full-service design firm specializing in Master Planning, Architecture, Interior Design and Site Planning with a mission of providing clients with Extraordinary Solutions for Ordinary Budgets.

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

Kinsley – A team of master builders delivering quality construction solutions in the mid-Atlantic region.

**Contact:** Kira Wagner, kwagner@kinsleyconstruction.com or 717-324-1938

Langan Engineering & Environmental Services – Supports growth and expansion plans of colleges and universities—from urban schools confronted by tight site constraints to large universities in rural landscapes.

**Contact:** Michael Szura, mszura@langan.com or 215-491-6599 x4513

Contact: Benedict H. Dubbs, bdubbs@murrayassoc.com or 717-234-2581

National Water Specialties Company (NAWSC) – Provides utilities, municipalities and privately owned water distribution systems support with enforcement of their cross connection control program.

Contact: Brian Preski, bpreski@NAWSC.net or 570-655-8633

Old Colony Group, LLC – An environmental firm specializing in regulatory compliance and waste management services for small and large educational institutions.

Contact: Matt Farrell, matt@labpack.com or 908-923-4006

Phillips Workplace Interiors – Creates attractive, fully functional and safe environments that allow students, professors and administration to thrive and foster lifelong learning.

Contact: Samantha Keefer, skeefer@phillipsatwork.com or 717-574-0776

Quandel Construction Group, Inc. – Engages early in the preconstruction process with planning, budgeting, scheduling, energy evaluations and coordination of all team members as well as manage the construction, turnover and occupancy of projects.

Contact: Mike Gossert, mgossert@quandel.com or 717-657-0909

RLPS Architects/RLPS Interiors – Has strong roots in Pennsylvania with academic experience encompassing master plans, renovations, additions, new construction, finishes and furniture specification, lighting and interior master planning.

Contact: Sarah Bennett, sbennett@rlps.com or 717-560-9501

RT London – A manufacturer of American made, durable and quality student housing and lounge furniture, providing a 25 year warranty on our products.

Contact: Linda Iagnemma, liagnemma@rtlondon.com or 717-884-2203

Sightlines – Gives colleges and universities the independent data and perspective they need to make critical decisions about their most valuable assets: their facilities.

Contact: Patrick Canedo, pcanedo@sightlinesllc.com or 203-682-6824
Stahl Sheaffer Engineering – Provides civil engineering services from six locations in PA, including building structural, land development, survey and reality capture, bridge and roadway, geotechnical, environmental, asset management, and inspection.

Contact: Cristina Barnes, cbarnes@sse-llc.com or 814-689-1562

Tower Engineering, Inc. – A mechanical, electrical, plumbing, fire protection and commissioning firm founded in 1931 and is located in Pittsburgh

Contact: Jim Kosinski, jkosinski@estower.com or 412-939-1743 x135

Tremco Roofing and Building Maintenance – A division of Tremco Incorporated. Provides high performance roofing and building envelope solutions.

Contact: Randy Kline, rkline@tremcoinc.com or 717-439-0566

UGI Performance Solutions – Develops and executes combined heat and power (CHP) projects from conceptualization, to design, to construction, all the way through to operation. UGIPS works with clients to provide integrated solutions to their unique energy needs.

Contact: Gary Fechter, gfechter@ugihvac.com or 215-716-7114

W.S. Cumby Builders & Construction Managers – Provide a full spectrum of professional construction services including comprehensive pre-construction, construction management, general contracting and design-build.

Contact: Erik Fay, efay@cumby.com or 610-328-5353

Wagman Construction, Inc. – Provides a full range of construction services, including design-build, general construction, construction management, and geotechnical design and construction.

Contact: Amy Young, amyyoung@wagman.com or 717-814-4909

Warfel Construction Company – Offers full-spectrum of construction solutions to educational clients - services include general construction, construction management, design-build, and real estate development.

Contact: Michael Cappelletti, mcappelletti@warfelcc.com or 484-329-7200

Wohlsen Construction Company – Founded in 1890 and provides preconstruction, construction management, general contracting, design/build, LEED and BIM services to higher education clients in the Mid-Atlantic States.

Contact: Mike Funck, mfunck@wohlsen.com or 717-299-2500
AICUP Software Programs from 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 17%.

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: 70

Microsoft Academic Select & Microsoft EES Agreements
AICUP Member Participants: 70

VMware ELA Software License
AICUP Member Participants: 39

Overall Participation
AICUP Member Participants: 78
Total Spend for 2018: $6,702,893.68
Total Savings for 2018: $1,192,080.68
Total Savings % for 2018: 17.78%

Contact: Jason Watson, jwatson@journeyed.com or 800-876-3507 ext. 7111
BoardEffect Secure Trustee Management Software

BoardEffect is a board management platform designed for the work of efficient and collaborative boards. Education executives, administrators and trustees rely on BoardEffect to improve board management and streamline secure communications. The stakes are high for a Board’s most sensitive information. BoardEffect’s education clients range from small private colleges to large research institutions. BoardEffect has developed its product over the past 15 years with security top of mind, to support the especially dynamic, nuanced, critically important work of hundreds of higher-education governing bodies. With over 2,000 customers, 200,000 users and a 96% retention rate, BoardEffect is the governance leader that puts its non-profit clients first (30% of which are in education).

BoardEffect offers two options to all AICUP member schools:
1. Access to a shared platform, managed by AICUP’s staff: this approach, designed for institutions with a simple and flat governance structure looking into digitizing the governance process.
2. Reduced rate on a stand-alone BoardEffect platform: for institutions wishing to have full control and access to their own separate BoardEffect platform.

Outcomes:
AICUP Member Participants: 32 (16 stand-alone; 16 AICUP shared platform)
Dollar Volume: $181,315
Dollars Saved/stand-alone member participants (16): $40,000+ (25% off list price)
Dollars Saved/shared portal (16): $160,000+ (80% off list price)

Contact: Peter Atsaves, patsaves@boardeffect.com or 646-968-6838

Broadband Collaborative

AICUP members have recognized the need to integrate technology into their core operations to improve efficiency to offer a higher quality product, and many share the need for assistance in the effective application of network technologies. So, AICUP developed the regional broadband collaborative with three main goals:
1. Encourage cost-effective regional networks linking member colleges
2. Use networks to develop and deliver high-quality education services
3. Accelerate technology investments in our communities

Outcomes:

Western Region
AICUP Member Participants: 8
Contact: Tim Alexander, tim.alexander@aicup.org or 717-232-8649 x222

Northeastern Region WAN
AICUP Member Participants: 8
Contact: Paul Tweedy, paul.tweedy@scranton.edu or 570-941-4275
KINBER

The Keystone Initiative for Network Based Education and Research (KINBER), a PA-based non-profit organization, provides broadband connectivity, fosters collaboration and promotes the innovative use of digital technologies. Founded 10 years ago, KINBER provides technology services and network-based connectivity to over 100 organizations. KINBER’s constituency includes higher education, K12, healthcare, communities, libraries, public media, museums, government, non-profit organizations, and commercial organizations consistent with its mission. As a Charter (founding) Board member, AICUP participates in the governance, strategic planning and overall guidance for the organization and has helped make KINBER a trusted technology partner in Pennsylvania.

Outcomes:
AICUP Member Participants: 17
Dollar Volume: $1,196,895.00
Unique Program Features:
• Over $1.1M in federal NSF grant funding received by AICUP members through partnership and collaboration with KINBER to support Campus Cyberinfrastructure enhancements on campus.
• 4 AICUP member institutions received KINBER Inclusivity Scholarship (formerly Diversity Scholarship)
• 7 AICUP member institutions take DDoS Mitigation service through KINBER

Contact: Wendy Huntoon, Huntoon@kinber.org or 717-963-7490

Three Rivers Optical Exchange (3ROX)

3ROX is a regional network operated by the Pittsburgh Supercomputing Center at Carnegie Mellon University. 3ROX offers network connectivity (commodity Internet and research/education networks such as Internet2) to schools, libraries and higher education and reduces transit costs through rich peering and caching with content distribution networks. 3ROX offers security as a service, focusing on vulnerability scanning and intrusion detection. 3ROX understands higher ed needs and can respond quickly to short-term changes in connectivity.

Outcomes:
AICUP Member Participants: 12
Unique Program Features:
• In general, 3ROX adds between 1 and 3 members per year.
• Commodity Internet Traffic offloaded to peering and caching services: 65 to 95% of individual member’s total traffic was offloaded to 3ROX peering and caching service reducing member’s commodity Internet bandwidth needs.
• 3ROX receives on average five requests per year to temporarily suspend a member’s Internet bandwidth cap (for free) to accommodate special events or evaluate bandwidth needs.

Contact: Ken Goodwin, Goodwin@psc.edu or 412-268-4960
NCFTA Cyber Security Collaborative

AICUP is partnering with the National Cyber-Forensics & Training Alliance (NCFTA) to create a collaborative to procure certain cyber-security services by hiring a dedicated analyst to support the review, creation and editing of policies in an effort to ensure continued improvement in becoming more resilient to threats as well as better prepared for third party assessments. NCFTA is a 501(c)3 not-for-profit corporation that facilitates collaboration between industries, academia and law enforcement to effectively identify and address complex cyber related threats.

Unique Program Features:
- If this collaborative is successful, additional collaborations will be formed across the membership

Outcomes:
AICUP Member Participants: 10

Contact: Tara Trickett, ttrickett@ncfta.net or 412-618-3155
Apogee, Inc. – The largest provider of network, video and student engagement services in higher education.  
**Contact:** Jeanne Frawley, jfrawley@apogee.us or 512-717-3523

Aspect Consulting, Inc. – Provides higher education IT services, higher education staffing, academic PMO services, distance education, academic ERP and CRM support, functional and technical training, governance and advancement support services.  
**Contact:** Chris Bressi, cbressi@aspect-consulting.com or 610-783-0600 x130

BoardEffect – More than 2,000 leading organizations and over 180,000 users rely on BoardEffect to manage board-related information online and advance the work of their boards.  
**Contact:** Dottie Schindlinger, dschindlinger@diligent.com or 215-450-9383

Crayon Software LLC – A global software and cloud expert specializing in licensing SPSS at significant cost reductions. Crayon helps to gain clarity from complexity, optimize the ROI from technology investments to simplify and secure the journey to digital transformation.  
**Contact:** Dhillon Baljinder, Baljinder.dhillon@crayon.com or 469-646-4034

Getronics – Formerly Pomeroy. A leading provider of comprehensive IT infrastructure helping Pennsylvania institutions of higher education by optimizing infrastructures in three key areas—end user, network and data center services.  
**Contact:** Andrew Byrnes, Andrew.Byrnes@Getronics.com or 717-516-7272

Jenzabar Inc. – A software, cloud and services provider exclusively serving higher education with software and services designed to drive higher performance in every department at your institution.  
**Contact:** Daniel DeNardy, Daniel.denardy@jenzabar.com or 216-978-7535

JourneyEd.com Inc. – Provides AICUP members with contractual pricing for software products from vendors such as Microsoft, Adobe, and VMWare.  
**Contact:** Jason Watson, jwatson@journeyed.com or 800-876-3507, x7111

National Cyber-Forensics & Training Alliance (NCFTA) – A non-profit partnership between private industry, government and academia to provide a neutral, trusted environment to identify, mitigate and disrupt cyber crime.  
**Contact:** Tara Trickett, ttrickett@ncfta.net or 412-618-3155

viLogics – A Hybrid Cloud Provider specializing in Enterprise IT Business Services and Software Defined Data Center Services.  
**Contact:** Bill Bowser, bill.bowser@vilogics.com or 814-312-5598
Act 153 Compliance Program
CBY Systems provides 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 additional customer service to monitor the entire process acting as an extension of the HR department to ensure the process is completed by treating this as a professional service and not merely selling it as a product. CBY does not consider ourselves a vendor, but a partner to AICUP members.

Outcomes:
AICUP Member Participants: 30
Dollar Volume: $324,619.30
Dollars Saved: $21,744.00
Unique Program Features:
• Competitive Pricing for PA State Police, Child Abuse and FBI Clearances
• Streamlined process of applicant initiated background checks through QuickApps feature to save HR staff time on doing the data entry
• Ongoing monitoring of the use of the PA Child Abuse and FBI Codes to remind the applicant to use the codes as compared to our competitors who merely provide the codes and rely on the applicant to complete the process. CBY also returns the PA Child Abuse results directly to the member

Contact: Steve Gohn, shgohn@cby.com or 800-717-4229 x231

Clery Center Membership Program
Clery Center Membership connects 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. We not only guide institutions in implementation, but to exemplify the spirit of the law with a proactive commitment to campus safety. With Clery Center Membership colleges and universities receive unparalleled expertise in the form of annual security report reviews, unlimited technical assistance and support, free tools and resources, free and discounted trainings, workshops, and webinars, and access to the Clery Center Member directory and private discussion board.

Outcomes:
AICUP Member Participants: 28
Unique Program Features:
• Providing Annual Security Report reviews and compliance calls around the results
• Supplying unlimited technical assistance and expertise around Clery Act compliance
• Gaining access to online and in-person Clery Act Trainings and resources

Contact: Megan Reedy, mreedy@clerycenter.org or 484-581-7534
Environmental, Health & Safety Compliance

Waste and Compliance Strategies provides a variety of comprehensive Environmental, Health and Safety (EH&S) products and services to AICUP member schools designed specifically to enhance regulatory compliance and reduce risk. Products and services offered include: AuditPro™ inspection and reporting software (SaaS), Dedicated on-site EH&S support, Hazardous waste management, Lab safety and chemical hygiene program support, OSHA and EPA training, EH&S project management, Environmental permitting support, Guidance and support for regulatory inspections and investigations, dorm room inspections, as well as safety leadership development for managers and supervisors.

Outcomes:
AICUP Member Participants: 19
Dollars Spent: $413,700
Dollars Saved/Costs Avoided: $477,000

Unique Program Features:
- Regulatory Fines Avoided: $22,660,000
- Reduction in Staffing Costs associated w/EHS Outsourcing: $450,000
- Reduction in Administrative Overhead for AuditPRO Subscribers: $37,000

Contact: Greg Burkett, gburkett@auditpro.com or 864-760-8771

Long-Term Care Insurance

AffinityLTC, LLC has been an AICUP Board-endorsed program provider since 2006, specializing in the marketing and administration of employer and association sponsored Long Term Care (LTC) Insurance programs. AffinityLTC remains exclusively focused in the LTC insurance marketplace. AffinityLTC has developed a proprietary LTC benefits program for AICUP member institutions currently utilizing products from Genworth Financial.

Outcomes:
AICUP Member Participants: 38

Unique Program Features:
- Through the AICUP LTC Program more institutions are able to access the program as most carriers’ typical threshold is 500 FTE. AffinityLTC has negotiated to have them accept institutions under that number.
- There is a negotiated definition of Full Time Status that will go as low as 20 hours per week versus the standard 30 hour requirement. This allows the members to include more employees than would generally have access to this benefit. Most importantly adjunct faculty may qualify for the benefit—depending on HR definitions.
- All access to the program comes through AffinityLTC via its exclusive arrangement with the carrier.

Contact: Mike VanGavree, mike@affinityltc.com or 717-737-3060 x300
Personal Health Advocacy Program

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, we can help people get the care they need, when they need it. Our health care experts are trained to listen and ask hidden questions. Picking up the phone or using our personalized app, members can reach us 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.

Outcomes:
AICUP Member Participants: 21
Value to Employer:
• Increase employee productivity and retention
• Eases burden on HR staff, reduces claims costs, grievances and appeals
• Assists in increasing overall engagement and closing gaps
Value to Consumer:
• Saves time and money; reduces stress and frustration
• Improves health outcomes and increases engagement in health
• Makes navigating health care issues much easier and hassle free

Contact: Suzanne Starker, sstarker@healthadvocate.com or 610-397-6967

Title IX Coordinator/Investigator Training

D.Stafford & Associates offers a three and a half day intensive training class and an advanced investigations course designed for campus administrators and investigators who are responsible for conducting and overseeing Title IX compliance and sexual misconduct investigations on campus. Attendees will learn how to manage and investigate a sexual misconduct complaint from start to finish with emphasis on complying with the Clery Act and the Office for Civil Rights. Courses include opportunities for discussion and participation in case studies and practical exercises.

Outcomes:
AICUP Member College Participants: 32
Total College Staff Trained in 2018: 84
Dollars Saved: $21,260.00

Unique Program Features:
• Taught by practitioners who are currently employed by or have worked on campuses in human resource management, student affairs, and campus safety.
• Expert instruction in an easy to understand format
• Instructors can speak about laws for civil rights and criminal investigations.

Contact: Dolores Stafford, dolores@dstaffordandassociates.com or 302-344-5809
Title IX Employee & Student Learning Management System

EVERFI delivers prevention education, data analytics, and research for 1,500 higher education institutions. Serving more than 5 million learners annually, EVERFI helps its college and university partners create safer, healthier, and more inclusive campus communities. Through online prevention education and compliance training, policy and program guidance, professional development, data insights, and performance benchmarking, EVERFI drives lasting, large-scale change on the critical issues of health and wellbeing facing students, faculty, and staff.

Outcomes:
AICUP Member College Participants: 35
Dollar Volume: $500,000+
Dollars Saved: $4,000 (on average)
Unique Program Features:
• 5 Million Learners Educated in 2017-2018
• 1,500+ Partner Colleges and Universities Served
• 9 Peer-Reviewed Studies Proving Impact and Efficacy

Contact: Jennifer Davidson, jdavidson@everfi.com or 859-992-6117
Pennsylvania Multiple Employer Retirement Program

For the past two years, with the advisement of the HR Working Group, AICUP has been working with industry leading consultants to develop a new 403(b) Multiple Employer Plan (MEP). These consultants are: Millennium Advisory Services, Pentegra, PlanPilot, PRM Consulting Group and TIAA. This program helps members collaboratively administer their retirement plans in order to better comply with IRS regulations and other plan changes. This solution is gaining traction with private colleges in Virginia and Wisconsin.

**Outcomes:**
AICUP Members Providing Data: 17

After interacting and reviewing data, the following has been discovered:
- The average administrative fee reduction is over 35% (based on an assumption of over $1 billion in aggregated assets).
- The average college has $65 million in retirement assets.
- The average number of active employees is 283.
- The average current administrative recordkeeping fee is about 26 basis points.
- In addition to the administrative savings, the estimated MEP savings on the investment lineup is projected to be about 20%.
- Employee education would be provided by an independent firm that has been successful in increasing on campus individual meetings and assisting employees to move assets to the less expensive MEP investment platform.
- 11 Guiding Principles have been created as the vision for the MEP.

Member schools with these existing metrics can expect to experience similar results.

**Contact:** Michael Rhim, Michael.rhim@prmconsulting.com or 202-745-3721

University & College Insurance Consortium

UCIC provides worker’s compensation coverage for like-minded, safety-conscious member institutions. It is licensed as a self-insured trust, operating only in Pennsylvania. Its primary goal is to provide quality and timely medical and wage benefits for faculty, staff and administrators injured in the course of their employment.

**Outcomes:**
AICUP Member Participants: 17

**Unique Program Features:**
- Reduces workers’ compensation costs and increased stability and protection from the volatility and high premiums of commercial insurance market
- Premiums based on actuarially developed rates specific to members
- Coordinated claims services, including the implementation of post-injury risk management best practices
- Shared effort on safety and accident prevention programs unique to higher education

**Contact:** Robert Thomas, rthomas@rcmd.com or 717-231-3053
AffinityLTC – Has worked with AICUP since 2006 as an endorsed provider to bring best in class Voluntary LTC Programs to their member institutions.
   Contact: Michael S. VanGavree, mike@affinityltc.com or 717-737-3060 x300

Baily Insurance Agency – Helps colleges and universities identify and remove risk management and employee benefit land mines that they don’t even know they have.
   Contact: David Baily, dbaily@bailyagency.com or 724-627-6121 x234

Barley Snyder – A strategically focused, full service law firm representing educational institutions, businesses and individuals throughout Pennsylvania and beyond.
   Contact: William Zee, wzee@barley.com or 717-208-8835

The Benecon Group – Recognized nationally in the self-funded market as the expert in designing, pricing and administering self-funded programs and operates 15 health insurance consortia and cooperative programs.
   Contact: David P. Wuenschel, dwuenschel@benecon.com or 717-723-4600

Conrad Siegel – Partners alongside of your institution to ensure that retirement plans, investment menus and healthcare programs are optimally designed to meet objectives so the focus can be on what’s most important, educating others!
   Contact: Tara Mashack-Behney, Taramashack-behney@conradsiegel.com or 717-652-5633

Educators Risk Management – Provides enterprise risk management support services for colleges and universities.
   Contact: Frank Karoly, FKaroly@EducatorsRiskManagement.com or 610-597-3491

First Nonprofit – Helps over 2,000 nonprofit institutions and governmental entities evaluate and mitigate the risks associated with state unemployment insurance costs.
   Contact: John Eichelberger, cis4you@atlanticbbn.net or 814-940-1733

HB Retirement – Works with members of the AICUP as an expert in financial wellness, partner to plan sponsors, and leader in participant engagement.
   Contact: William Beale, wbbeale@hbretirement.com or 412-261-3333 x401
Millenium Advisory Services – An independent, SEC-registered investment advisory firm providing objective, customized financial planning and asset management for employees of colleges and universities, their families and individuals.

Contact: Paul Hunt, phunt@mcmva.com or 804-346-1040

Pan-American Life – Provides group benefits which offer solutions in response to the pressures of rising insurance costs specifically for inter-collegiate sports, student & faculty accident and travel medical & accident abroad.

Contact: Grant Matthews, gmathews@palig.com or 817-807-1460

Pentegra – A leading provider of retirement plan, fiduciary outsourcing and institutional investment solutions.

Contact: Pete D’Angio, pete.dangio@pentegra.com or 914-821-9560

PlanPilot – Takes a holistic approach to defined contribution retirement plan consulting, focused on minimizing fiduciary risk for plan sponsors and their oversight teams, as well as minimizing the risk of negative participant outcomes.

Contact: Mark Olsen, mark.olsen@planpilot.com or 312-973-4913

PRM Consulting Group – A full service management consulting and outsourcing firm specializing in people resource management providing tailored solutions for clients at a fair price.

Contact: Michael Rhim, Michael.rhim@prmconsulting.com or 202-745-3721

RCM&D – Provides Property & Casualty, Employee Benefit, Retirement Plan, and Special Risk (Student Health, Sports Accident, Global Medical) Insurance brokerage and risk management consulting for educational institutions.

Contact: Bob Thomas, rthomas@rcmd.com or 717-231-3053

Saul Ewing – Covers a campus’s legal needs—no matter the shape, size, or scope—with accuracy, precision, and efficiency.

Contact: Cory Winter, cory.winter@saul.com or 717-257-7562

Steptoe & Johnson – Offers substantial experience and knowledge as its higher education attorneys understand the challenges college and university leaders face and strive to provide ground-breaking solutions.

Contact: Marcia DePaula, marcia.depaula@steptoe-johnson.com or 724-749-3122
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: James M. White, jmw@stevenslee.com or 717-234-1250

TIAA – A Fortune 100 financial services organization that is the leading provider of financial services in the academic, research, medical, cultural and governmental fields.

Contact: Eva Lee, elee@tiaa.org or 704-988-2154

UniqueSource – Provides unique employment opportunities for persons with disabilities in Pennsylvania and coordinates services to public and private employers.

Contact: Brenda Bonafair, bbonafair@uniquesource.com or 717-317-9575

WasteStrategies – A full service environmental management company providing hazardous waste collection and disposal, lab packs, waste stream audits, policy development, deployment and turnkey waste reduction programs.

Contact: Greg Burkett, gburkett@auditpro.com or 864-760-8771
AICUP Student Health Insurance Program

This UnitedHealthcare program, offered through First Risk Advisors, is the first of its kind to leverage the collective buying power of private colleges to reduce operating costs, improve the efficiency of internal procedures and ultimately lower the cost of delivering education. This program provides students’ a superior injury and sickness insurance plan with dedicated support, plus helpful tools for administration and staff. Countless colleges and universities are benefitting from the helpful online tools and training for managing the plan, access to enrollment materials and information and suite of value-added programs to support the ongoing health and well-being of students.

Outcomes:
AICUP Member Participants: 25
AICUP Member Students Covered 2018–2019: 4,150
Total Annual Premium for 2018: $7,007,993
Total Savings for 2018: $1,575,798

Unique Program Features:
• Program provides more comprehensive coverage and benefits than a member institution can purchase on their own.
• Provides for preferred pricing based on the AICUP affiliation and our consortium pricing model.
• Provides a full suite of complementary support services and tools including a dedicated Account Manager to service the member and it’s students.

Contact: Dave Opperman, dopper@firstriskadvisors.com or 267-880-2300
Income Share Agreements (ISAs)
Vemo Education partners with colleges, universities and training providers to democratize access to education so that every American can pursue their passion. By empowering schools to offer income-based financing and pay it forward tuition models, Vemo structures value oriented programs so that schools are aligned with the success of their students.

**Outcomes:**
AICUP Member Participants: 5

Unique Program Features:
- Strategic Tuition ISA for Incoming Freshman
- Degree Specific ISA Programs
- Funding Distance Learning
- Gap Financing
- Last Mile Funding
- Financial Aid Appeals

**Contact:** Bill Brosseau, bill@vemo.com or 703-675-0559

Student Loan Marketplace
Credible is a unique marketplace of student loan lenders, providing personalized, prequalified rates from multiple lenders in under two minutes. With no fees or required agreements, they make it easy for schools to partner with them. The Credible marketplace does not interfere with schools’ current loan processes and is a great resource to help students make sense of their loan options.

**Outcomes:**
Unique Program Features:
- Credible offers a wealth of personal finance resources including shareable personal finance content, student loan calculators and scholarships.
- Credible offers an unbiased Customer Success team that is available to answer questions from students and their families.

**Contact:** Tim Galvin, tgalvin@credible.com or 508-735-1544
Collegis Education – Offers revenue growth management services and solutions that bring marketing, admissions, technology and programs together so we can help as issues arise throughout your ecosystem.

Contact: Charles Ramos, Charles.Ramos@collegiseducation.com or 952-806-4694

Credible – A unique marketplace of student loan lenders, providing personalized, prequalified rates from multiple lenders in less than 2 minutes with no fees or required agreements which makes it easy for schools to partner with them.

Contact: Tim Galvin, tgalvin@credible.com or 508-735-1544

Parkhurst Dining – Provides consistent, high quality dining services designed and developed in a culture that places a premium on culinary excellence and innovation, delivered with innovative approach to dining with extraordinarily gifted chefs, fresh local ingredients and distinctive cuisine.

Contact: Nick Camody, ncamody@parkhurstdining.com or 412-327-3601

Pharos Resources, LLC – Serves to improve student success and retention using management software and a relational retention approach which helps to identify at-risk students, eliminate campus silos, increase student engagement and enrich your culture of student success.

Contact: Matt Boisvert, matt.boisvert@pharosresources.com or 325-480-2627

Sallie Mae – Our mission is to be a trusted financial partner helping Americans reach their potential by making the dream of higher education a reality.

Contact: Keri Neidig, Keri.Neidig@salliemae.com or 610-216-2807

Sodexo – Provides comprehensive campus and student-centered solutions to colleges and universities improving student enrollment, retention and engagement which transform campus facilities into a strategic asset.

Contact: Frank Hollister, frank.hollister@sodexo.com or 717-497-7447

Student Connections – Helped more than 7.4 million students at almost 425 campuses, provides a mobile app that teaches critical financial and life skills through interactive exercises and personalized guidance to help individuals achieve financial wellness, succeed in school and beyond.

Contact: Ben Carey, bcarey@loanscience.com or 443-910-1974
UnitedHealthcare StudentResources – Provides year-round coverage to college students, and their dependents, at over 450 colleges and universities offering a diverse mix of domestic, international, graduate and undergraduate students.

Contact: Dave Opperman, dopper@firstriskadvisors.com or 267-880-2300

Vemo Education – An education finance company that helps colleges and universities design and deploy student-centric, income-based financial aid solutions.

Contact: Bill Brosseau, bill@vemo.com or 703-675-0559
Clery Center Membership

Clery Center is a national nonprofit dedicated to helping college and university officials meet the letter and spirit of the Jeanne Clery Act. By equipping professionals with the training and resources they need to understand compliance requirements, the Center strives to make campus safety a universal reality. As the non-profit leader in Clery Act compliance training and education, Clery Center partners with various industries to promote safer campus communities and fosters relationships among campus law enforcement, administrators, students, and families. The Center also supports policy initiatives aligned with the core goal of building safer campus communities nationwide.

AICUP members participating are:

- Alvernia College
- Bryn Mawr College
- Cabrini College
- Chatham University
- Chestnut Hill College
- Drexel University
- Duquesne University
- Eastern University
- Elizabethtown College
- Haverford College
- Holy Family University
- Juniata College
- Lafayette College
- Marywood University
- Messiah College
- Moravian College
- Muhlenberg College
- Newmann University
- Point Park University
- Rosemont College
- Saint Francis University
- Saint Joseph’s University
- Seton Hill University
- Swarthmore College
- University of Pennsylvania
- University of the Sciences
- Widener University
- Wilkes University

Contact: Megan Reedy, mreedy@clerycenter.org or 484-581-7534
www.clerycenter.org

Consortium Services Program

Consortium Services program (CSP) is cost-effective consortium for private colleges and universities providing a collective buying arrangement to manage long-term volatility of the insurance market for such risks as; Property, General Liability, Commercial Auto, Educators Legal, Professional Liability, K&R, International coverages, Crime, and Cyber. CSP has generated exceptional coverage terms, advocacy, and over $8 million in savings for its member schools since it was established. AICUP members participating are:

- Bryn Mawr College
- Bucknell University
- Dickinson College
- Franklin & Marshall College
- Gettysburg College
- Haverford College
- University of the Sciences

Contact: Ed Hanna, ehanna@rcmd.com or 484-581-2815
**HESS Consortium**

HESS (Higher Education Systems and Services) Consortium is a collaborative of private colleges and universities committed to reducing costs associated with administrative systems used to collect and manage data on campus (erPs) and fostering greater efficiencies in how campuses conduct administrative functions. HESS is made up of CFOs, CIOs and technology and finance directors from a diverse group of schools. AICUP has agreed to lend its name to the efforts of HESS along with nine other state wide organizations dedicated to promoting the needs of independent higher education within their respective states. AICUP members participating are:

- Allegheny College
- Duquesne University
- Franklin & Marshall College
- Gannon University
- Haverford College
- Juniata College
- Marywood University
- Messiah College
- Muhlenberg College
- Pennsylvania College of Health Sciences
- Robert Morris University
- Seton Hill University
- Susquehanna University
- Ursinus College
- Washington & Jefferson College

**Contact:** Keith Fowlkes, 859-516-3571  www.hessconsortium.org

**Keystone Initiative for Network Based Education and Research Network**

The Keystone Initiative for Network-Based Education and Research (KINBER), a Pennsylvania based non-profit organization, provides broadband connectivity, fosters collaboration, and promotes the innovative use of digital technologies throughout the state. As Pennsylvania’s only statewide research, education, and community network, KINBER provides network-based connectivity and services to over 100 organizations. AICUP members currently connecting to KINBER include:

- Allegheny College
- Bucknell University
- Carnegie Mellon University
- Drexel University
- Duquesne University
- Franklin & Marshall College
- Jefferson
- Lackawanna College
- Lafayette College
- Lehigh University
- La Salle University
- Muhlenberg College
- Susquehanna University
- Thiel College
- University of Scranton
- Villanova University

**Contact:** Wendy Huntoon, President & CEO, 717-963-7490 or huntoon@kinber.org  www.kinber.org
Lehigh Valley Association of Independent Colleges

Since 1969, the Lehigh Valley Association of Independent College’s success has been founded on the principle of collaboration. LVAIC has been making strong college’s stronger through collaboration for 50 years. Our unique consortium, one of the oldest in the country, consists of 6 member colleges and universities in the Lehigh Valley, as well as 6 associate member institutions in the eastern Pennsylvania region. LVAIC’s works toward advancing and enhancing the uniquely competitive strengths of each of our member institutions which include:

- Cedar Crest College
- DeSales University
- Lafayette College
- Lehigh University
- Moravian College
- Muhlenberg College

Contact: Diane Dimitroff, dimitroffd@lvaic.org or 610-625-7892, www.lvaic.org

Northeast Pennsylvania Education Consortium

The Northeast Pennsylvania Education Consortium (NEPEC) is a non-profit membership purchasing collaborative currently comprised of seven private higher education: It acts as a catalyst and resource for developing and promoting cost savings through joint purchasing, fosters and facilitates cooperation and supporting partnership efforts that address the common needs and concerns of its members. Through 2018, NEPEC’s joint office products, broadband, auto rental, Fisher Scientific, and many other initiatives have saved its members over $13.4 million.

- Geisinger Commonwealth School of Medicine
- Keystone College
- King’s College
- Marywood University
- Misericordia University
- University of Scranton
- Wilkes University

Contact: Paul A. Tweedy, paul.tweedy@scranton.edu or 570-941-4275
Pennsylvania Consortium for the Liberal Arts (PCLA)

Established in 2014 through a grant from The Andrew W. Mellon Foundation, PCLA’s mission is to enhance cross-institutional knowledge among its members to improve the quality of its institutions and programs and to create opportunities for cost efficiencies. PCLA’s activities will contribute to the national conversation about how America’s liberal arts colleges can address concerns such as increasing access and opportunity. PCLA is comprised of the following institutions:

- Bryn Mawr College
- Dickinson College
- Franklin & Marshall College
- Gettysburg College
- Haverford College
- Juniata College
- Lafayette College
- Muhlenberg College
- Swarthmore College
- Ursinus College
- Washington & Jefferson College

Contact: Robert Diggs, robert.diggs@fandm.edu

The Philadelphia Area Collegiate Cooperative (PACC)

The Philadelphia Area Collegiate Cooperative (PACC) a cooperative purchasing organization established in March 2000 as the result of an agreement between representatives of local higher education purchasing officers to utilize cooperative purchasing best practices to leverage combined buying power for our member institutions. The PACC combines the purchasing volume of its members to obtain the “least total cost” for targeted commodities while supporting the unique business requirements of each institution. AICUP members participating are:

- Arcadia University
- Bryn Mawr
- Cabrini College
- Delaware Valley University
- Drexel University
- Haverford College
- Immaculata University
- Lasalle University
- Philadelphia College of Osteopathic Medicine
- Saint Joseph’s University
- Salus University
- Swarthmore College
- University of Pennsylvania
- University of the Arts
- University of the Sciences
- Villanova University
- Widener University
- Wistar Institute

Contact: Anna Rivera, Chair, arivera@wistar.org or 215-898-3757
Philadelphia Area Independent School Business Officers Association

PAISBOA is a regional association of Independent School Business Officers committed to achieving leveraged strength through group purchasing, professional development and best practices for the Business Office. Comprised primarily of a volunteer team of business officers working for the common good of all members, PAISBOA’s mission is to stimulate and sustain a passion for providing services and opportunities to empower business officers to excel. Our purpose is to create savings in both time and money while providing useful resources and expanded knowledge to our members.

Contact: Rachel Tilney, Consortia Manager, consortia@paisboa.org or 484-367-7553

Pittsburgh Council on Higher Education

The Pittsburgh Council on Higher Education (PCHE) was founded in 1966 and is a voluntary, multi-purpose consortium of colleges. PCHE’s purposes have included providing a means for sharing resources, insights, and information among the participating institutions; engaging in joint or cooperative activities and projects; and offering a common voice on matters that affect all of the member institutions. AICUP members include:

- Carlow University
- Carnegie Mellon University
- Chatham University
- Duquesne University
- LaRoche College
- Point Park University
- Robert Morris University

Contact: Karina Chavez, Executive Director, kchavez@pointpark.edu or 412-657-8105

Private College & University Consortium

The Private College & University Consortium (PCUC) is a cooperative effort between educational institutions to purchase medical services for their collective group. The use of experience pools with homogeneous qualities, similar risk, and by having a single rating unit has realized economies of scale not available to the individual employer. AICUP members participating are:

- Geneva College
- Mount Aloysius College
- Saint Francis University
- Saint Vincent College
- Seton Hill University
- Thiel College
- Washington & Jefferson College
- Waynesburg University

Contact: Richard S. Williams, richard.williams@stvincent.edu or 724-805-2084
Shared Services Health Plan Trust

The Shared Services Health Plan Trust (SSHPT) is a self-funded health care consortium developed by The Benecon Group in 2009. SSHPT is an approved multi-employer welfare arrangement (MEWA) with 2,500 covered employees. As a self-funded program, members pay a fixed per employee rate based on maximum exposure under their stop-loss coverage. This allows for greater predictability of monthly costs compared to a stand-alone self-funded model. Membership is open to independent colleges and universities throughout Pennsylvania.

- Albright College
- Chestnut Hill College
- Clarks Summit University
- Elizabethtown College
- Franklin & Marshall
- Juniata College
- Rosemont College
- Susquehanna University

Contact: David Wuenschel, dwuenschel@benecon.com or 717-723-4606

Southeastern Pennsylvania Consortium for Higher Education

The Southeastern Pennsylvania Consortium for Higher Education (SEPCHE) is a collaborative community of eight independent colleges and universities in the Greater Philadelphia region. Collectively educating more than 22,000 students, the consortium advances teaching and learning through collaborative research, shared coursework and library resources, interdisciplinary conferences and professional development. Together we improve the quality and efficiency of academic programming, student access, institutional operations and community outreach.

- Arcadia University
- Cabrini University
- Chestnut Hill College
- Gwynedd Mercy University
- Holy Family University
- Immaculata University
- Neumann University
- Rosemont College

Contact: Beth Moy, moy@sepche.org or 484-581-7160  www.sepche.org
Three Rivers Optical Exchange

The Three Rivers Optical Exchange serves academic, government and commercial entities in western Pennsylvania and West Virginia. 3ROX members are institutions that require reliable, flexible and leading-edge wide-area network connectivity. Service is provided by a staff that has WAN experience going back to the pre-Internet era of ARPAnet and NSFnet and who are active in researching new network technologies and contributing to international networking standards. Connecting to 3ROX places state of the art high performance computing resources at the end of your link.

- Carnegie Mellon University
- Carlow University
- Duquesne University
- Geneva College
- Juniata College
- La Roche University
- Mount Aloysius College
- Point Park University
- Robert Morris University
- Seton Hill University
- St. Francis University
- Washington & Jefferson College
- Westminster College

Contact: Ken Goodwin, goodwin@psc.edu or 412-268-4960 www.3rox.net

UniqueSource Products & Services

Uniquesource Products & services is a non-profit organization that markets and sells products and services, the fulfillment of which employs Pennsylvanians with disabilities. The quality services—such as temporary staffing, janitorial work, and document management services—and products—such as carpeting, window treatments and toilet tissue—create jobs for a sector of the workforce with unemployment rates which approach 67%.

Contact: Brenda Bonafair, VP Corporate Engagement, bbonafair@uniquesource.com or 717-317-9575
The Spotlight

The Spotlight is a monthly e-newsletter produced by the AICUP Member Services staff and delivered, during the third week of each month, to almost 3,000 people on member campuses (including, among others, President, COO, CFO, Finance, IT, HR, Facilities, Enrollment Management, Purchasing, Student Affairs).

The content for this publication relies largely on submissions by members, endorsed program providers and corporate affiliates. While there is no guarantee, AICUP staff will strive to make use of most, if not all, affiliate submissions. All selected articles will include contact information of the college or affiliate as well as a link to the affiliate’s landing page on the AICUP website.

For more information contact Kelly Carli at 717-232-8649, ext. 240 or carli@aicup.org.

AICUP Calendar

The AICUP calendar of professional development experiences is leveraging the experience, expertise and training opportunities offered by AICUP’s 102 Corporate Affiliates, 25 endorsed program providers and 10 AMP providers.

For more information, contact Kelly Carli at carli@aicup.org.
Brian C. Mitchell Award for Excellence in Collaboration

The Brian C. Mitchell Award for Excellence in Collaboration (the “Mitchell Award”) is a periodic recognition granted by AICUP to either an individual, a non-profit organization or for-profit organization/company whose contribution to the promotion of collaboration within the Pennsylvania independent higher education community has been deemed by AICUP to be a best-practice or case-study for leveraging the independent non-profit college sector’s consumer influence by providing superior services, products, programs and pricing through collaboration.

The Mitchell Award has been awarded twice to:

• **2017**: Linda Eremita, George K. Baum & Company, for providing AICUP members the AICUP Debt Financial Advisory & Bond program offering approximately $1.2 billion in bond issuance since its inception in 1997.

For more information, contact Tim Alexander at 717-232-8649, ext. 222 or tim.alexander@aicup.org.

AICUP Member Meeting On Collaboration

The AICUP Member Meeting on Collaboration is held each year in June generally in the Harrisburg area. The agenda traditionally offers breakouts in three educational tracks for financial management, information technology, facilities management and special interest/trending along with members only and roundtable sessions. AICUP corporate affiliates participate with vendor displays and as presenters. There are many opportunities for networking, marketing and collaboration.

For more information, contact Kelly Carli at carli@aicup.org.
**AICUP Good Citizen Scholarship Golf Outing**

The Good Citizen Scholarship Golf Outing traditionally takes place either before or after the Member Meeting on Collaboration. Each year, AICUP’s foundation provides Good Citizen scholarships to students who have shown extraordinary commitment to community service and have demonstrated creativity in shaping their chosen volunteer programs. The proceeds from this golf outing add to the funds available through an endowment managed by AICUP. AICUP corporate affiliates typically invite staff from AICUP member schools to join their foursome. There are opportunities for sponsorships of foursomes, holes and beverage carts.

*For more information, contact Kelly Carli at carli@aicup.org.*

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**2018 1st Place Foursome**

*From left to right: Mike Gossert, Quandel Construction Group; Bill Dugdale, Brown Advisory; Tom Fritz, St. Francis University; Steve Ricklefs, Brown Advisory; David Walker, Messiah College.*
Leadership & Committees

Leadership

Directors

Affiliates

HR Working

Services

Class

Group

Liaisons

IT Working
AICUP Board of Directors 2019–2020

Alison R. Byerly (Lafayette College), Vice Chair
Suzanne K. Mellon (Carlow University), Secretary/Treasurer
Sr. Maureen McGarrity (Holy Family University), Research Committee Chair
Mark Volk (Lackawanna College), Collaboration Committee Chair
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Chair
Kent C. Trachte
(Lycoming College)

AICUP President
Thomas P. Foley

Class of 2020
Mary C. Finger (Seton Hill University)
Bryon L. Grigsby (Moravian College)
Colleen M. Hanycz (La Salle University)
Paul J. McNulty (Grove City College)

Class of 2021
S. Brock Blomberg (Ursinus College)
Mark C. Reed (Saint Joseph’s University)
Donald B. Taylor (Cabrini University)
John I. Williams (Muhlenberg College)

Class of 2022
David L. Finegold (Chatham University)
Maria Gallo (Delaware Valley University)
Pamela Gunter-Smith (York College)
Sr. Mary Persico (Marywood University)
AICUP Member Services Committee 2019–2020

Chair
Mark Volk
(Lackawanna College)

Vice Chair
Doug Lee
(Waynesburg University)

HR Working Group 2019–2020

Chair
Nancy Florey
(PA College of Health Sciences)

Joseph Baker (Widener University)
Jeffrey Cepull (Philadelphia University)
Michael Coyne (Susquehanna University)
Kent Dyer (Muhlenberg College)
Dan Faulk (Washington & Jefferson College)
Nancy Florey (PA College of Health Sciences)
Karl Horvath (Gwynedd-Mercy College)
Kenneth Martin (York College of Pennsylvania)
Annette Parker (Ursinus College)
Kathie Shafer (Messiah College)
Ed Steinmetz (University of Scranton)
Cliff Willis (Allegheny College)
Tim Wilson (Point Park University)
Anne Wood (Juniata College)

Kacey Bernard (Eastern University)
Jennifer Bucher (Susquehanna University)
Amanda Coffey (Messiah College)
Jon Conrad (Moravian College)
Jane Federowicz (Rosemont College)
Frank Greco (Chatham University)
Jennifer Lucas (Gettysburg College)
IT Working Group 2019–2020

Kevin Balsbaugh (Pennsylvania College of Health Sciences)
Mike Davis (Delaware Valley University)
Dan Faulk (Washington & Jefferson College)
Derrick Gutierrez (Pennsylvania College of Art & Design)
Karl Horvath (La Salle University)
Carrie Rampp (Franklin & Marshall College)
Bill Strausbaugh (Messiah College)
Anne Wood (Juniata College)

Chair
Tim Wilson
(Point Park University)

Corporate Affiliate Working Group 2019–2020

Sarah Bennett (RLPS Architects/RLPS Interiors)
Dave Capitano (Baker Tilly)
Roy Chernikoff (Nelnet Campus Commerce)
Buck Collins (Kimmel Bogrette Architects + Site)
Dave Dentler (PSECU)
Benedict Dubbs (Murray Associates)
Mike Gossert (Quandel Construction Group)
John Griffith (Hirtle Callaghan)
Frank Hollister (Sodexo)
Samantha Keefer (Phillips Workplace Interiors)
Blaire Miller (Constellation)
Keri Neidig (Sallie Mae)
Rick Pagano (High Construction)
Mike Szura (Langan Engineering)
Bob Thomas (RCM&D)

Liaisons from AICUP Member Schools:
Kimberly Sherr (Cedar Crest College)
Cliff Willis (Allegheny College)
Albright College
Allegheny College
Alvernia University
Arcadia University
Bryn Athyn College
Bryn Mawr College
Bucknell University
Cabrini College
Cairn University
Carlow University
Carnegie Mellon University
Cedar Crest College
Chatham University
Chestnut Hill College
Clarks Summit University
Delaware Valley University
DeSales University
Dickinson College
Drexel University
Duquesne University
Eastern University
Elizabethtown College
Franklin & Marshall College
Gannon University
Geisinger Commonwealth School of Medicine
Geneva College
Gettysburg College
Gratz College
Grove City College
Gwynedd Mercy University
Harcum College
Harrisburg University of Science and Technology
Haverford College
Holy Family University
Immaculata University
Johnson College*
Jefferson
Juniata College
Keystone College
King’s College
La Roche University
La Salle University
Lackawanna College
Lafayette College
Lake Erie College of Osteopathic Medicine
Lancaster Bible College
Lebanon Valley College
Lehigh University
Lycoming College
Manor College
Marywood University
Mercyhurst University
Messiah College
Misericordia University
Moore College of Art & Design
Moravian College
Mount Aloysius College
Muhlenberg College
Neumann University
Peirce College
Pennsylvania Academy of the Fine Arts
Pennsylvania College of Art & Design
Pennsylvania College of Health Sciences
Pennsylvania Institute of Technology
Philadelphia College of Osteopathic Medicine
Point Park University
Robert Morris University
Rosemont College
Saint Francis University
Saint Joseph’s University
Saint Vincent College
Salus University
Seton Hill University
Susquehanna University
Swarthmore College
Thiel College
University of Pennsylvania
University of the Sciences
The University of Scranton
The University of the Arts
Ursinus College
Valley Forge Military College
Villanova University
Washington & Jefferson College
Waynesburg University
Westminster College
Widener University
Wilkes University
Wilmington University*
Wilson College
The Wistar Institute*
York College of Pennsylvania

*Associate Member