About AICUP

AICUP serves its 89 two- and four-year independent, not-for-profit college and university members located across Pennsylvania in many ways. Through partnerships and collaborative efforts with members, businesses and government, AICUP achieves:

- Increased cost-effectiveness for college operations through cost-sharing and group purchasing programs;
- Promotion of collaborative work among members and with organizations in their surrounding communities;
- Facilitated funding for grants and scholarships to increase access and affordability for all students;
- Stimulation of economic and community development in the colleges’ communities.

Since our inception in 1952, AICUP’s influence in higher education has continued to rise. AICUP’s constant negotiations with business and government organizations result in cost-reduced collaborative partnerships—saving money for institutions and students. Through the years, AICUP has become a respected source for policy-makers interested in information about higher education in Pennsylvania. The trust between AICUP and the Pennsylvania legislature facilitates an honest and open discussion of public policy, allowing AICUP to play a considerable role in the future of higher education.

**Origin**
The Association of Independent Colleges & Universities of Pennsylvania was established in October 1995 through the consolidation of three existing educational organizations.

**Leadership**
Primary governance of AICUP rests with a Board of Directors, made up of 23 college and university presidents. Several standing committees and advisory councils assist in the development and oversight of specific Association activities.

**Membership**
The 89 members of AICUP consist of two- and four-year, fully accredited, non-profit colleges and universities located in Pennsylvania.

**Operating Budget**
AICUP’s fiscal year operates from July 1 to June 30. The operating budget is approved annually by the AICUP Board of Directors.

**Distribution of Funds**
Designated funds raised by the Association are distributed annually in June to the members. Use of unrestricted gifts to AICUP is determined annually by the AICUP Board of Directors.

**Affiliations**
AICUP is one of 32 state organizations affiliated with the Council of Independent Colleges (CIC), a national organization working to increase financial support of private higher education across the United States.

**Legal Status**
The Association of Independent Colleges & Universities of Pennsylvania is a tax-exempt, non-profit 501(c)(3) Pennsylvania Corporation. Upon request, copies of our Internal Revenue Service tax determination and our 990 forms are available.
CHAIRWOMAN’S MESSAGE

DEAR FRIENDS OF INDEPENDENT HIGHER EDUCATION,

AICUP’s annual donor report focuses on two key groups—our nearly 300,000 students and the donors who support them through their generous gifts. After all, the primary mission of independent colleges and universities is to educate students to become effective, contributing members of their families, their communities and society at large. We want to educate the whole person so that our students become great spouses, parents, employees, business owners and citizens.

In this donor report we also recognize the magnanimity of those companies and foundations that care deeply enough about preparing the next generation of citizens and workers that they freely give some of their resources to this cause. On behalf of my fellow Pennsylvania private college and university presidents, I thank you for your continuing generosity and steadfast support of our sector.

This donor report will once again provide general information about our students and donors as well as offer a bit more in-depth information on several of our scholarship winners to give you a sense of the lives you are changing through your gifts. These scholarships would not be possible without your help.

This report also puts the spotlight on several challenges for independent higher education in Pennsylvania that demonstrate why your contribution to this vibrant sector is more important than ever. My colleagues and I are contending with demographic challenges as the high school age population declines and the ethnic and racial makeup of the United States changes. These demographic shifts are coupled with affordability and access issues as we evaluate changes in our cost structure and address concerns about ability to pay. At the same time, more students are accessing higher education remotely. In Fall 2013, 40,396 of total students in Pennsylvania’s colleges and universities were enrolled exclusively in distance education, including 13% of students at independent colleges and universities. We must be strategic in leveraging new teaching and learning technologies to improve institutional performance—without sacrificing the fundamental advantages of a residential college experience. Finally, we are concerned about cumbersome government regulation as well as stagnant or declining state spending on higher education and increased student debt load.

Thank you again for your support of our vital independent higher education sector and especially for helping us to prepare these talented students for the workforce.

Tori Haring-Smith
President
Washington & Jefferson College
Chair
AICUP Board of Directors
SPECIAL REPORT

CHALLENGES FOR INDEPENDENT COLLEGES AND UNIVERSITIES IN PA

The strength of Pennsylvania’s private colleges and universities is in our diversity of mission, size, location and degree programs. In challenging times, that diversity provides a strong, unwavering foundation. Among the problems that independent college and university leaders currently face are demographic, affordability and access, distance learning and accountability challenges.

DEMOGRAPHICS
The high school age population is declining, and the ethnic and racial makeup of the state is changing, presenting challenges to maintain enrollment and opportunities to increase diversity.

AFFORDABILITY AND ACCESS
AICUP member colleges and universities are evaluating changes in cost structure and addressing concerns about ability to pay and student debt load. The average net price charged to students with financial aid has changed little over the last five years as AICUP institutions have responded to stagnant family incomes.
3. DISTANCE EDUCATION

More than 40,000 degree-seeking students are enrolled exclusively in distance educations courses, including 13 percent of students at AICUP colleges and universities. The challenge is in leveraging new teaching and learning technologies to make higher education more accessible without losing the fundamental advantages of a residential college experience.

Fall 2013 Undergraduates Working Toward a Degree Exclusively Through Distance Education, AICUP Members with Largest Enrollments

- Drexel University, 1,649
- Perice College, 749
- Robert Morris University, 405
- Misericordia University, 243
- Immaculata University, 208
- Widener University, 183
- Lancaster Bible College, 177
- Elizabethtown College, 172
- DeSales University, 170
- Duquesne University, 146
- Eastern University, 131
- La Roche College, 126
- Summit University, 117
- La Salle University, 93

4. ACCOUNTABILITY

Government is an increasingly testy partner. While the amount of federal Pell Grants to Pennsylvania students has nearly quadrupled over the past 14 years to $971 million in 2014-2015, state funding has declined. With funding at both the federal and state levels comes accountability and regulation. Regulation has expanded greatly in recent years, bringing with it burdensome administrative costs.

Examples of Government Regulation

- Campus Crime
- Title IX and Sexual Assault
- Child Protection and Background Checks
- Distance Education
- Teacher Preparation
- Consumer Protection
- Financial Aid and Literacy

Pennsylvania’s Independent Colleges and Universities, 2015

<table>
<thead>
<tr>
<th></th>
<th>TOTAL IN PA</th>
<th>% OF PA</th>
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<tbody>
<tr>
<td>Total Enrollment</td>
<td>289,268</td>
<td>42%</td>
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<tr>
<td>Minority Enrollment</td>
<td>58,383</td>
<td>40%</td>
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<tr>
<td>Non-Traditional, Undergraduate Enrollment</td>
<td>28,141</td>
<td>27%</td>
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<tr>
<td>Bachelor’s Degrees</td>
<td>43,090</td>
<td>48%</td>
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<tr>
<td>Advanced Degrees</td>
<td>30,738</td>
<td>68%</td>
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<tr>
<td>Minority Bachelor’s Degrees</td>
<td>7,244</td>
<td>50%</td>
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<tr>
<td>B.S. Degrees in Math, Science, &amp; Engineering</td>
<td>9,598</td>
<td>47%</td>
</tr>
<tr>
<td>B.S. Degrees in Math, Science, &amp; Engineering Awarded to Minority Students</td>
<td>1,726</td>
<td>52%</td>
</tr>
<tr>
<td>B.S. Degrees in Math, Science, &amp; Engineering Awarded to Women</td>
<td>4,269</td>
<td>54%</td>
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HONOR ROLL OF DONORS

PRESIDENT’S CIRCLE, $100,000+

UPS Foundation/Council for Independent Colleges (FIHE grants)

INVESTMENT SHAREHOLDER, $10,000 - $19,999

AffinityLTC, LLC
Henkels & McCoy
Katherine Mabis McKenna Foundation

INDEPENDENCE SHAREHOLDER, $5,000 - $9,999

Air Products, Inc.
Comcast/NBC Universal
M&T Bank
McLean Contributionship
Michael Baker Corporation
National Fuel Gas Distribution Corporation

KEYSTONE SHAREHOLDER, $2,000 - $4,999

First Risk Advisors
(UnitedHealthcare StudentResources)
Journey Education Marketing, Inc.

FOUNDATION SHAREHOLDER, $1,000 - $1,999

Alpin J. & Alpin W. Cameron Memorial Fund
BDO USA, LLP
Baker Tilly
Ballard Spahr, LLP
Barley Snyder

LIBERTY SHAREHOLDER, $500 - $999

Astorino-CannonDesign
Barton Education
Blackboard Inc.
Century Engineering
CliftonLarsonAllen LLP
Daily Express, Inc.

PENNSYLVANIA SHAREHOLDER, UP TO $499

BKD, LLP
The Benecon Group
Breslin Ridyard Fadero Architects
Brown Advisory
Conrad Siegel Actuaries & Investment Advisors

AICUP would like to thank the above donors who contributed during the 2014-15 fiscal year.
LEGACY DONORS

Honoring the generous donors to AICUP whose long-term commitment benefits independent higher education.

60 YEARS
McFeely-Rogers Fund of The Pittsburgh Foundation 61

50 YEARS
Isaly Dairy Company Charitable Trust 59
The Orris C. & Beatrice Dewey Hirtzel Memorial 59
UGI Corporation 59
Heyl & Patterson, Inc. 57
The McLean Contributionship 55
Henkels & McCoy, Inc 54
PPL Corporation 53
Tanner Industries 52
Lititz Mutual Insurance Company 51

40 YEARS
Day & Zimmermann, Inc. 49
L.F. Driscoll, Co. 47
Alpin J. & Alpin W. Cameron Memorial Fund 43
UTZ Quality Foods, Inc. 42
UPS Foundation 41
Wood-Mode, Inc. 41
National Fuel Gas Distribution Corporation 41
Eastern Pennsylvania Supply Company 40
Katherine Mabis McKenna Foundation, Inc. 40
Nitterhouse Concrete 40

30 YEARS
Farmers & Merchants Trust Company 36
Nestor Charitable Fund 35
West Pharmaceutical Services 30

SCHOLARSHIP SPONSORS

Air Products & Chemicals, Inc.
The Air Products and Chemicals, Inc. Scholarship for Diversity in Engineering supports women and/or minority students majoring in engineering. This year, one student received a $7,500 scholarship. The students are also given preference for a position in the Air Products & Chemicals, Inc.’s internship program.

AICUP Foundation
Each year, AICUP’s Foundation provides scholarships funded through its endowment. This academic year, AICUP is providing ten $2,000 Commonwealth “Good Citizen” Scholarships. These scholarships are reserved for students who have shown an extraordinary commitment to community service, and who have demonstrated creativity in shaping their volunteer programs.

McLean Contributionship
In 1998, the McLean Contributionship gave AICUP $300,000 to endow the McLean Scholarship Program for Nursing and Physician Assistant Majors. This year AICUP awarded seven $3,000 scholarships to undergraduate nursing or physician assistant majors who demonstrate leadership qualities.

Michael Baker Corporation
The Michael Baker Scholarship for Diversity in Engineering is designed to support women and/or minority students specializing in civil, environmental, or architectural engineering. Two $2,500 scholarships are awarded each year, and an internship at Michael Baker Corporation is provided.

UPS Foundation
The UPS Foundation has provided scholarships to Pennsylvania’s independent college and university students through FIHE for more than 30 years. Each year, students from all of AICUP’s member institutions receive UPS scholarships. Awardees are chosen by each individual institution. This year, UPS has provided a total of $203,700 to AICUP institutions.
SCHOLARSHIP RECIPIENTS

CALEB BISHOP
GOOD CITIZEN SCHOLARSHIP
King’s College
Hometown: Swoyersville, PA
Class of 2017
Major: Accounting & Management
GPA 3.18

“I appreciate being at a school whose mission is to educate students to serve Christ in the church, society, and the world as biblically-minded, well-educated, and professionally competent men and women of character. I am honored to have received this scholarship and to be able to continue this education.”

CHRISTINE DeANDREA
McLEAN SCHOLARSHIP
Duquesne University
Hometown: Allison Park, PA
Class of 2019
Major: Physician Assistant
GPA 4.0

“I want to thank the McLean Contributionship for believing in me enough to invest in my education. The real worth of this scholarship exceeds monetary value. What I have been given is encouragement to continue pursuing my dream of becoming a Physician Assistant. It is moving to know that someone I have never met is rooting for me to succeed and has faith in my ability to do so.

ALEXANDRA GILLESPIE
McLEAN SCHOLARSHIP
Villanova University
Hometown: Media, PA
Class of 2017
Major: Nursing
GPA 3.93

“Thank you so much for awarding me the McLean Scholarship. My family and I feel so grateful to the McLean Contributionship for helping me financially pursue my studies to become a nurse. This scholarship will help ease the burden of the cost of school on my family. However, your support extends far beyond the financial aspect of your scholarship. I’m so grateful for your recognition of my hard work and your belief in the promise of my future!”
SCHOLARSHIP RECIPIENTS

ALEXIS GILMORE
GOOD CITIZEN SCHOLARSHIP
Cedar Crest College
Hometown: Quakertown, PA
Class of 2016
Major: Nursing
GPA 3.64

“I am extremely grateful to the generous donors of the Commonwealth Good Citizen Scholarship provided by AICUP. This scholarship will help to relieve some of the financial burden of attending college and allow me to spend more time focused on my studies and remain an active participant on campus and in my community throughout my senior year. I am hopeful to finish off my college career strong and excited to be another step closer to my future as a nurse. Thank you to all those who have made this possible.”

MATTHEW RISHELL
GOOD CITIZEN SCHOLARSHIP
Susquehanna University
Hometown: Jacobus, PA
Class of 2017
Major: International Law
GPA 3.44

“Thank you for awarding me this scholarship; it is tremendously appreciated. It’s been incredibly challenging to balance being a full-time student, with a part-time job on campus – all with various volunteer positions. This award helps me to continue doing all of these things.”

JESSICA SILVERBLATT
McLEAN SCHOLARSHIP
DeSales University
Hometown: Catasauqua, PA
Class of 2017
Major: Physician Assistant
GPA 3.55

“Once again, I would like to thank you for your kind gift. Without your support, I would really be struggling financially, which puts an immense burden on my family and me. Your generosity has been a boost of motivation and inspiration to help others. I can promise you that your investment in me will not be wasted. Your donation is allowing me to continue my great experience at DeSales University as I work toward my dream to become a PA. I wish you all the best.”
Albright College, Reading
Allegheny College, Meadville
Alvernia University, Reading
Arcadia University, Glenside
Bryn Athyn College, Bryn Athyn
Bryn Mawr College, Bryn Mawr
Bucknell University, Lewisburg
Cabrini College, Radnor
Cairn University, Langhorne
Carlow University, Pittsburgh
Carnegie Mellon University, Pittsburgh
Cedar Crest College, Allentown
Chatham University, Pittsburgh
Chestnut Hill College, Philadelphia
Commonwealth Medical College, Scranton
DeSales University, Center Valley
Dickinson College, Carlisle
Drexel University, Philadelphia
Duquesne University, Pittsburgh
Eastern University, St. Davids
Elizabethtown College, Elizabethtown
Franklin & Marshall College, Lancaster
Gannon University, Erie
Gettysburg College, Gettysburg
Gratz College, Melrose Park
Grove City College, Grove City
Gwynedd Mercy University, Gwynedd Valley
Harcum College, Bryn Mawr
Harrisburg University of Science & Technology, Harrisburg
Haverford College, Haverford
Holy Family University, Philadelphia
Immaculata University, Immaculata
Johnson College, Scranton*
Juniata College, Huntingdon
Keystone College, La Plume
King's College, Wilkes-Barre
La Roche College, Pittsburgh
La Salle University, Philadelphia
Lackawanna College, Scranton
Lafayette College, Easton
Lake Erie College of Osteopathic Medicine, Erie
Lancaster Bible College, Lancaster
Lebanon Valley College, Annville
Lehigh University, Bethlehem
Lycoming College, Williamsport
Manor College, Jenkintown
Marywood University, Scranton
Mercyhurst University, Erie
Messiah College, Grantham
Misericordia University, Dallas
Moore College of Art & Design, Philadelphia
Moravian College, Bethlehem
Mount Aloysius College, Cresson
Muhlenberg College, Allentown
Neumann University, Aston
Peirce College, Philadelphia
Pennsylvania College of Art & Design, Lancaster
Pennsylvania College of Health Sciences, Lancaster
Pennsylvania Institute of Technology, Media
Philadelphia College of Osteopathic Medicine, Philadelphia
Philadelphia University, Philadelphia
Point Park University, Pittsburgh
Robert Morris University, Moon Twp.
Rosemont College, Rosemont
Saint Francis University, Loretto
Saint Joseph's University, Philadelphia
Saint Vincent College, Latrobe
Seton Hill University, Greensburg
Summit University, Clarks Summit
Susquehanna University, Selinsgrove
Swarthmore College, Swarthmore
Thiel College, Greenville
The University of the Arts, Philadelphia
University of Pennsylvania, Philadelphia
University of the Sciences, Philadelphia
The University of Scranton, Scranton
Ursinus College, Collegeville
Villanova University, Villanova
Washington & Jefferson College, Washington
Waynesburg University, Waynesburg
Westminster College, New Wilmington
Widener University, Chester
Wilkes University, Wilkes-Barre
Wilmington University, New Castle, DE*
Wilson College, Chambersburg
The Wistar Institute, Philadelphia*
York College of Pennsylvania, York

* denotes associate membership
2015 ANNUAL REPORT OF GIVING
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