ANNUAL REPORT OF GIVING

ASSOCIATION OF INDEPENDENT COLLEGES & UNIVERSITIES OF PENNSYLVANIA
ABOUT AICUP

AICUP serves its 88 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.

AICUP OPERATIONS

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

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.

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.

AFFILIATIONS
AICUP is one of 36 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.
DEAR FRIENDS OF INDEPENDENT HIGHER EDUCATION,

Our Association’s annual donor report is rightfully focused on two groups—our 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 the society at large. We want to educate the whole person so they can be great spouses, parents, employees, business owners and citizens.

In this donor report we also want to recognize the generosity of those companies and foundations that care deeply enough about preparing the next generation of citizens and workers that they will 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 generosity and steadfast support of our sector.

This donor report—like those that have come before—will once again give you some general information about our students and donors as well as provide a bit more in-depth information on a few of our scholarship winners to give you a sense of the lives you are changing through your gifts.

However, we have also included a special report in this issue that focuses on another aspect of our Association: the collaborative work of AICUP. While raising government and private scholarship support is a fundamental objective of our Association, AICUP also tries to increase college affordability by helping our private colleges and universities reduce their costs. The Association has a myriad of group purchasing, group compliance and other collaborative endeavors it pursues to help our member institutions save money and enhance services. Indeed, AICUP is recognized by its sister associations around the nation as a leader in this type of collaborative endeavor.

In this donor report, we feature one sample of this kind of collaboration. The Energy Management Collaborative is funded through both grants and institutional resources with the objective of greatly reducing both energy costs and carbon footprints. I think you will enjoy reading about how being a good steward of the environment can also reward colleges with lower energy costs. Colleges and universities need to be leaders in environmental initiatives, and AICUP has helped lead a group of our institutions forward, creating a model for others to follow.

Thanks again for your support of our vibrant, independent higher education sector.

Gregory G. Dell’Omo
President
Robert Morris University
Chair
AICUP Board of Directors
Independent college and university leaders recognize the importance of controlling college costs in order to keep college affordable. Wanting to focus resources on small class sizes, faculty mentoring and the other features that make a private college education distinctive, they look to collaborate with one another when possible to reduce purchasing and compliance costs so they can devote as much money as possible on teaching, learning and research. For two decades AICUP has worked with its member colleges and universities to find collaborative opportunities to save money and enhance services. For instance, AICUP provides group purchasing opportunities in such areas as computer software, student health insurance, and equipment.

AICUP also helps our member institutions save money through collaborative endeavors such as our first-in-the-nation Environmental Self-Audit Program. Currently, thanks to grants from the Rockefeller Foundation and the Foundation for Independent Higher Education (FIHE) as well as contributions from the participating schools, AICUP is working with the Emerging Technology Applications Center (ETAC) at Northampton Community College to help ten of our members complete on-site campus energy self-assessments.

By sharing energy monitoring equipment and ETAC’s expertise, we were able to develop a cadre of trained peer voluntary assessors who can conduct “investment grade” energy audits that can be on-going and repeatable rather than a once-and-done audit performed by an energy company with a vested interest in selling equipment. This will help establish or support existing sustainability teams at the participating campuses as well as provide benchmarking data for buildings and energy systems.

These self-assessment experiences have provided each campus with many quantifiable EMOs (Energy Management Opportunities), and the institutions have already taken steps to address these opportunities with investments in plant and/or operations. As the first table shows, each participating institution averaged about 140 EMOs, with the majority of EMOs occurring in improved efficiency in HVAC, Laboratory Fume Hoods, and Boilers & Steam.

Due to the expertise of our consultants and the precision of the monitoring equipment, the self-assessments also allowed each institution to develop payback schedules to determine the cost-benefit of making changes to the current systems on campus. The second table provides the average payback results for the participants. Each of the colleges will be working with ETAC to identify the 6-10 EMOs that provide the greatest energy savings, cost savings and/or carbon avoidance.

**Energy Management Opportunities Identified**

1,440 Energy Management Opportunities Identified

Approximately 140 Opportunities Per Participating School

- 110 related to Boilers and Steam energy efficiency
- 220 related to HVAC energy efficiency
- 172 related to Laboratory Fume Hood efficiency
- 29 related to Lighting
- 107 related to Motors
- 41 related to Building Envelope improvements
- 22 related to Food Service systems improvements
This program will be sustainable after the grant dollars are depleted. AICUP and the participating colleges and universities have learned a lot about common campus weaknesses in energy usage/design, and we expect that the final report can serve as a solid foundation for other college leaders who want to eradicate similar weaknesses on their campuses. Moreover, AICUP staff intends to sustain the professional development and learning experience many campus facility personnel gained through this program.

AICUP’s Energy Management Collaborative is yet another example of how small foundation grants in combination with collaborative partnerships of independent colleges and universities through AICUP can produce real cost savings for institutions.

### SIMPLE PAYBACK BY CATEGORY

<table>
<thead>
<tr>
<th>Category</th>
<th>Savings Per Year</th>
<th>Implementation Cost</th>
<th>Simple Payback</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service HW</td>
<td>$54,861</td>
<td>$1,200</td>
<td>0.0 years</td>
</tr>
<tr>
<td>Motors</td>
<td>$8,999</td>
<td>$6,700</td>
<td>0.7 years</td>
</tr>
<tr>
<td>Other</td>
<td>$1,328,968</td>
<td>$1,053,430</td>
<td>0.8 years</td>
</tr>
<tr>
<td>Swimming Pools</td>
<td>$95,530</td>
<td>$92,393</td>
<td>1.0 years</td>
</tr>
<tr>
<td>Building Envelope</td>
<td>$98,197</td>
<td>$100,534</td>
<td>1.0 years</td>
</tr>
<tr>
<td>Ventilation</td>
<td>$5,278</td>
<td>$6,300</td>
<td>1.2 years</td>
</tr>
<tr>
<td>Lab Fume Hoods</td>
<td>$920,183</td>
<td>$1,833,184</td>
<td>2.0 years</td>
</tr>
<tr>
<td>Boilers and Steam</td>
<td>$286,826</td>
<td>$615,801</td>
<td>2.1 years</td>
</tr>
<tr>
<td>Food Service</td>
<td>$28,569</td>
<td>$72,000</td>
<td>2.5 years</td>
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<tr>
<td>Lighting</td>
<td>$92,500</td>
<td>$266,828</td>
<td>2.9 years</td>
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<tr>
<td>HVAC</td>
<td>$524,858</td>
<td>$2,252,681</td>
<td>4.3 years</td>
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<tr>
<td>Refrigeration</td>
<td>$750</td>
<td>$3,650</td>
<td>4.9 years</td>
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</table>
SCHOLARSHIPS

SCHOLARSHIP SPONSORS

Air Products & Chemicals, Inc.
The Air Products and Chemicals, Inc. Scholarship for Diversity in Engineering supports woman 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. In the 2012-13 academic year, AICUP is providing eight $1,500 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 $201,600 to AICUP institutions.
SCHOLARSHIPS

UPS FOUNDATION SCHOLARSHIP WINNERS

Rosabeth Kays and Frank Altamuro, both Class of 2013 at Neumann University, received the UPS Foundation Scholarship. They are pictured here with Dr. Janet Massey, interim dean of the Division of Business and Information Science at Neumann University.

COMMONWEALTH GOOD CITIZEN SCHOLARSHIP WINNER

STACEY-ANN PEARSON

Lafayette College  Hometown: Conyers, GA
Class of 2016  Major: Civil & Environmental Engineering  GPA 3.63

“The Good Citizen scholarship provided by AICUP has affected my life academically and socially. With the receipt of this scholarship I will reduce my working hours during the semester, which will greatly relieve the stress of being an engineering student while working to pay for tuition and boarding. This scholarship also serves as an additional motivation factor; in addition to helping those who in need, it is great to spread awareness through organizations who give scholarships. I very much appreciate this award from AICUP, and I hope my story and services influences someone else to get involved or continue being involved in improving persons’ lives.”
MCLEAN SCHOLARSHIP WINNER

KALEIGH HERRERA

Robert Morris University  Hometown: Greeley, PA  Class of 2017  Major: Nursing  GPA 3.88

“First, I would like to once again thank the McLean family for providing me this opportunity. This truly makes a difference for my education not only financially, but mentally. With this scholarship I am more than ever determined to obtain my license and Bachelor’s degree to begin giving back to families like the McLean family who have provided my career a future. They have invested into my aspirations and I cannot thank them enough. My family and I do not take higher education lightly and value its principles and purpose. With that said, college expense has left a toll of my family’s financial stability. This aid received from the McLean family helps secure my education at Robert Morris University.”

MICHAEL BAKER CORPORATION SCHOLARSHIP WINNER

LAUREN CRAWFORD

Widener University  Hometown: Haddonfield, NJ  Class of 2015  Major: Civil Engineering  GPA 3.71

“This award will do more for me than I can even say. As an engineering student, I am constantly striving towards academic success in order to work as an environmental engineer in the field of water quality. I am very excited about my future in the field; however, a great education does cost a great price; which is why this scholarship is such a blessing. I am now able to look forward to a graduation that carries less of a financial burden. I am so grateful for this scholarship; thank you again Michael Baker Corporation.”
MCLEAN SCHOLARSHIP WINNER

JAMIE DELEON

King's College + Hometown: Bethlehem, PA
Class of 2015 + Major: Physician Assistant + GPA 3.88

“Being awarded the McLean scholarship will not only help me financially with college expenses, but it will also increase my confidence academically and motivate me to continue pursuing great things. This award will allow me to breathe more easily when it comes to college tuition. I am very grateful.”

COMMONWEALTH GOOD CITIZEN SCHOLARSHIP WINNER

JESSICA LEIDY

Elizabethtown College + Hometown: Green Lane, PA
Class of 2015 + Major: Mathematics Education + GPA 3.86

“I feel very blessed and grateful to have received the Commonwealth Good Citizen Scholarship from the Association of Independent Colleges and Universities of Pennsylvania. The scholarship will help me financially as I continue to work toward a degree in mathematics education at Elizabethtown College. I hope to integrate civic and community engagement into my future classroom and school district, in order to inspire a new generation of good citizens.”
HONOR ROLL OF DONORS

PRESIDENT’S CIRCLE, $100,000+
- UPS Foundation/
  Council for Independent Colleges (FIHE grants)

COMMONWEALTH SHAREHOLDER, $20,000 - $99,999
- FIHE, National Venture Fund Grant

INVESTMENT SHAREHOLDER, $10,000 - $19,999
- Affinity LTC, LLC
- Henkels & McCoy
- Katherine Mabis McKenna Foundation, Inc.
- PPL Corporation

INDEPENDENCE SHAREHOLDER, $5,000 - $9,999
- Air Products, Inc.
- Lutron Electronics Co., Inc.
- M&T Bank
- McLean Contributionship
- Michael Baker Corporation
- National Fuel Gas Distribution Corporation
- Norfolk Southern Foundation
- Orris C. & Beatrice Dewey Hirtzel Memorial Foundation
- PACCAR Inc.
- Provista
- Saul Ewing, LLP
- Sodexo Campus Services
- Tanner Industries
- West Pharmaceutical Services

KEYSTONE SHAREHOLDER, $2,000 - $4,999
- The Betts Foundation
- Constellation Energy
- McFeely-Rogers Fund of The Pittsburgh Foundation
- Met-Pro Corporation
- NellNet Business Solutions
- Snyder’s-Lance, Inc.
- The Quandel Group
- UGI Corporation
- Waste Strategies
- Wood-Mode Inc.

FOUNDATION SHAREHOLDER, $1,000 - $1,999
- Alpin J. & Alpin W. Cameron Memorial Fund
- Ballard Spahr, LLP
- Barley Snyder
- Comcast Business Services
- Crabtree, Rohrbaugh & Associates
- Day & Zimmerman, Inc.
- Derck & Edson
- First American Education Finance
- Genworth Financial
- Grant Thornton, LLP
- Heyl & Patterson, Inc.
- Horst Construction
- JP Morgan Chase
- Jarvoney Education Marketing, Inc.
- KPMG, LLP
- Learning House, Inc.
- ParenteBeard
- Parkhurst Dining Services
- Thomas Scientific
- TIAA-CREF
- The Bank of New York
- UnitedHealthcare Student Resources
- Utility Solutions, Inc.
- Yaffeel + Company, Inc.

LIBERTY SHAREHOLDER, $500 - $999
- Daily Express, Inc.
- Farmers & Merchants Trust Company
- GCA Education Services, Inc.
- Isaly Dairy Company Charitable Trust
- Johnson Controls
- LF Driscoll Co. LLC
- Lititz Mutual Insurance Company
- Nitterhouse Concrete Products
- RLPS Architects
- UTZ Quality Foods, Inc.

PENNSYLVANIA SHAREHOLDER, UP TO $499
- Clifton Larson Allen
- David E. & Morgan S. Kaufman Foundation
- Easter Pennsylvania Supply
- JAM Foundation
- Kurtz Brothers
- PFM Group
- Siemens

AICUP would like to thank the above donors who contributed during the 2012-13 fiscal year.
**QUICK FACTS**

<table>
<thead>
<tr>
<th>TOTAL IN PA</th>
<th>PERCENT OF PA</th>
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<tbody>
<tr>
<td>Total Enrollment</td>
<td>293,010</td>
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<tr>
<td>Minority Enrollment</td>
<td>55,055</td>
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<tr>
<td>Non-Traditional, Undergraduate Enrollment</td>
<td>31,529</td>
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<tr>
<td>Bachelor’s Degrees</td>
<td>42,770</td>
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<tr>
<td>Advanced Degrees</td>
<td>29,892</td>
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<tr>
<td>Minority Bachelor’s Degrees</td>
<td>6,908</td>
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<tr>
<td>B.S. Degrees in Math, Science, &amp; Engineering</td>
<td>8,838</td>
</tr>
<tr>
<td>B.S. Degrees in Math, Science, &amp; Engineering Awarded to Minority Students</td>
<td>1,481</td>
</tr>
<tr>
<td>B.S. Degrees in Math, Science, &amp; Engineering Awarded to Women</td>
<td>3,883</td>
</tr>
</tbody>
</table>

**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 60

**50 YEARS**
- Isaly Dairy Company Charitable Trust 57
- The Orris C. & Beatrice Dewey Hirtzel Memorial 57
- UGI Corporation 57
- Heyl & Patterson, Inc. 55
- Henkels & McCoy, Inc. 53
- J.A.M. Foundation 53
- The McLean Contributionship 53
- Thomas Scientific 52
- PPL Corporation 52
- Air Products, Inc. 51
- Federated Investors, Inc. 51

**40 YEARS**
- The Betts Foundation 49
- Kurtz Bros. 49
- Lititz Mutual Insurance Company 49
- Tanner Industries 49
- Day & Zimmermann, Inc. 47
- L.F. Driscoll, Co. 46
- Alpin J. & Alpin W. Cameron Memorial Fund 41
- Utz Quality Foods, Inc. 41
- Met-Pro Corporation 40
- Wood-Mode, Inc. 40

**30 YEARS**
- National Fuel Gas Distribution Corporation 39
- Eastern Pennsylvania Supply Company 38
- Katherine Mabis McKenna Foundation, Inc. 38
- Nitterhouse Concrete 38
- Farmers & Merchants Trust Company 34
- Nestor Charitable Fund 34
Albright College, Reading
Allegheny College, Meadville
Alvernia University, Reading
Arcadia University, Glenside
Baptist Bible College & Seminary, Clarks Summit
Bryn Athyn College of the New Church, 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
Delaware Valley College, Doylestown
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
Geneva College, Beaver Falls
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
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
Valley Forge Military College, Wayne
Villanova University, Villanova
Washington & Jefferson College, Washington
Waynesburg University, Waynesburg
Westminster College, New Wilmington
Widener University, Chester
Wilkes University, Wilkes-Barre
Wilson College, Chambersburg
York College of Pennsylvania, York

* denotes associate membership