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;
- 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 89 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 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.

ANNUAL REPORT OF GIVING

CHAIRMAN’S MESSAGE

DEAR FRIENDS OF INDEPENDENT HIGHER EDUCATION,

Part of the mission of the Association of Independent Colleges & Universities of Pennsylvania is to educate the public about the benefits, value and quality education available at Pennsylvania’s independent colleges and universities. The mission of independent colleges and universities in the Commonwealth is to educate students to become effective, contributing members of their families, their communities and society at large. So as we use this donor report to communicate our message to our readers, we also thank you for your generosity and contributions. Without your support and guidance, today’s students would not grow up to be tomorrow’s leaders, scholars, and, perhaps, even philanthropists.

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

This donor report will once again give you some general information about our students and donors as well as provide you a chance to meet some of our scholarship winners so that you may see how their lives have been changed through your gifts. Without your help, these scholarships would not have been possible.

You will also find in the pages of this report an examination of tuition rates and fees at Pennsylvania’s independent college and universities. While private colleges are frequently criticized for high sticker prices, we explain how our sector is helping its students and families earn an unmatched education at an affordable rate. Additionally, this report will show you how the independent colleges and universities of the Commonwealth are preparing students for success while greatly contributing to the economy and workforce. Our schools are training students to graduate and enter high priority occupations, or “job categories that are in demand by employers, have higher skill requirements and provide family-sustaining wages and advancement opportunities.” The aforementioned articles highlight the important ways our sector is working to serve students and the Commonwealth.

Thank you again for supporting our vibrant independent higher education sector and for helping us prepare these talented students for the workforce.

Rev. Father Peter Donohue
President
Villanova University
Chair
AICUP Board of Directors

ASSOCIATION OF INDEPENDENT COLLEGES & UNIVERSITIES OF PENNSYLVANIA, PAGE 2
THE REAL COST OF TUITION

A new analysis issued by the Association of Independent Colleges and Universities of Pennsylvania (AICUP) has good news for students attending private colleges in the Commonwealth: data indicate that while published tuition prices at Pennsylvania’s independent colleges and universities have risen over the years, the average net cost of tuition and fees for students receiving financial aid in 2012 was actually lower than it was in 2007.

According to the AICUP analysis of federal data, full-time, first-year students receiving financial aid at an independent college or university in Pennsylvania paid, on average, $13,360 in inflation-adjusted dollars in tuition and fees in 2007. In 2012, that number dropped by more than three hundred dollars to $13,036. AICUP added that 89 percent of full-time, first-year students attending Pennsylvania’s private colleges and universities received financial aid.

Pennsylvania’s independent colleges and universities have upped the ante in their contributions to full-time students with need, and have developed aid packages that keep costs affordable and make higher education accessible to students. Over the past few years, the average net tuition and fees at independent colleges and universities have actually fallen for many students, and that is why students and parents should not rule out private colleges based on sticker price.

Additionally, researchers found that in 2012, students who received aid paid an average of only 41 percent of the $31,263 in published tuition and fees. The study noted that federal, state, and institutional grant aid was used to make college more affordable to students and help them attain a degree at a reasonable price.

The tuition report was gathered by AICUP researchers using the most recent data collected by the National Center for Education Statistics, Integrated Postsecondary Education Data System (IPEDS) Financial Aid survey.

HIGH PRIORITY OCCUPATIONS

Each year, thousands of college graduates leave the familiarity of campus and venture into the workforce, hoping to land a job that will bring them satisfaction, financial security, and will utilize the skills they learned in their undergraduate studies. Though much has been made lately about a lack of available jobs and “underemployment”, according to new research conducted by the Association of Independent Colleges & Universities of Pennsylvania (AICUP), there is in fact a large segment of the workforce that needs graduates to fill jobs: the High Priority Occupation market.

High priority occupations are described as “job categories that are in demand by employers, have higher skill requirements and provide family-sustaining wages and advancement opportunities.” This includes jobs in such industries as Advanced Manufacturing, BioMedical, Business Services and Health Care. It’s an area of the job market that conducts essential work. According to AICUP Vice President of Research Ron Uroda, employers in Pennsylvania sometimes have trouble filling certain high priority occupations because of the technical skills and knowledge required in these positions.

According to the AICUP report, Pennsylvania’s 89 independent institutions are producing well-trained, skilled and knowledgeable graduates for the workforce and are especially preparing students for success in these high priority occupations. Additionally, the schools are actively engaging minority students, females and older students, sending an array of talented and diverse alumni into the workforce.

The demographic makeup of Pennsylvania is changing as the Commonwealth becomes more racially and ethnically diverse. As such, Pennsylvania’s private colleges and universities are committed to working with policymakers to ensure that the Commonwealth has workers that reflect the state’s diversity and have the skills needed by employers in the emerging high-tech economy. The biggest assets to our schools – the assets that most impact the workforce, the economy and society as a whole -- are the highly-skilled, knowledgeable alumni that Pennsylvania’s independent colleges and universities produce.

According to the AICUP report, Pennsylvania’s private colleges and universities are a major source of workers for high priority occupations that require a college degree. The schools produce 54 percent of the college degrees needed for high priority jobs in Advanced Manufacturing, 55 percent of degrees needed for high priority jobs in the BioMedical sector, 52 percent of degrees needed for high priority jobs in Business Services and 61 percent of all Health Care degrees needed for high priority jobs. Additionally, Pennsylvania’s private colleges and universities provide 58 percent of all of the minority-awarded college degrees needed for high priority jobs in these sectors, and provide 57 percent of the female-awarded college degrees needed for high priority jobs in Advanced Manufacturing, 56 percent of the degrees needed for high priority jobs in the BioMedical sector, and 34 percent of the degrees needed for high priority jobs in the Business Services sector.
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 nine $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. Awarded are chosen by each individual institution. This year, UPS has provided a total of $201,600 to AICUP institutions.

SCHOLARSHIP RECIPIENTS

**ANDY AUGUSTIN**
**McLEAN SCHOLARSHIP WINNER**
La Salle University + Hometown: Philadelphia, PA  
Class of 2017  +  Major: Nursing  +  GPA 4.0

“This Scholarship has honestly been the highlight of my summer. The McLean Scholarship will help me reduce my tuition costs, take out less money in loans, and allocate more money to textbooks and other college expenses. It also motivates me to work extremely hard this academic year and develop my skills in the nursing field.”

**ALYSSA CONNOR**
**GOOD CITIZEN SCHOLARSHIP WINNER**
King’s College + Hometown: Swoyersville, PA  
Class of 2017  +  Major: Accounting & Management  +  GPA 3.18

“I love being able to help others within my school community and my extended community. It’s great to be recognized for my dedication to helping others. Thank you!”
SCHOLARSHIP RECIPIENTS

JOSEPH LICATA
McLEAN SCHOLARSHIP WINNER
Philadelphia University + Hometown: Philadelphia, PA
Class of 2016 + Major: Physician Assistant Studies + GPA 3.99

“This was my second time applying for the McLean Scholarship and I am so fortunate to have been selected this year. It is great that the McLean family has entrusted me with their respect and their confidence. I am entering physician assistant school at Philadelphia University this July and this award will greatly decrease the financial burden on me. Thanks to the McLean family, I will be able to focus more on learning how to treat patients, and less on money!”

CRystal Stone
GOOD CITIZEN SCHOLARSHIP WINNER
Allegheny College + Hometown: Pottstown, PA
Class of 2015 + Major: English + GPA 3.67

“Winning the Good Citizen Scholarship has helped me tremendously. Because I didn’t have to work an extra job this summer, it allowed me extra time for drafting my first manuscript of poetry that I’ll work on more extensively in the fall. I honestly can’t thank AICUP enough for lightening my financial burden and allowing me to have a more focused year of college.”

AMANDA MICHALSKI
McLEAN SCHOLARSHIP WINNER
Seton Hill University + Hometown: Coon Rapids, MN
Class of 2017 + Major: Physician Assistant + GPA 3.78

“I am truly grateful to AICUP for the financial generosity they have provided me as a recipient of the McLean Scholarship. Through this scholarship, I am one step closer to becoming a Physician Assistant.”

ABIGAIL WATSON
MICHAEL BAKER SCHOLARSHIP WINNER
Bucknell University + Hometown: Medford, NJ
Class of 2016 + Major: Civil Engineering + GPA 3.98

“I am honored to be selected for this scholarship and can assure you that the financial support it provides will have a very meaningful impact on me and my family . . . this will help me to pursue an amazing education at a top-notch school.”
HONOR ROLL OF DONORS

PRESIDENT’S CIRCLE, $100,000+

- UPS Foundation/
Council for Independent Colleges (FIHE grants)

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

- Affinity LTC, LLC
- Henkels & McCoy
- Katherine Mabis McKenna Foundation, Inc.
- PACCAR, Inc.
- Provista
- PPL Corporation
- Weis Markets, Inc.

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

- Air Products, Inc.
- M&T Bank
- McLean Contributionship
- Michael Baker Corporation
- National Fuel Gas Distribution Corporation
- Norfolk Southern Foundation
- Orris C. & Beatrice Dewey Hirtzel Memorial Foundation
- Quandel Construction Group
- Saul Ewing, LLP
- Stevens & Lee
- West Pharmaceutical Services

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

- The Betts Foundation
- Comcast Business Services
- Journey Education Marketing, Inc.
- McFeely-Rogers Fund of The Pittsburgh Foundation
- Snyder’s-Lance, Inc.
- Tanner Industries
- UGI Corporation
- Waste Strategies
- W.P. Snyder III Charitable Fund
- Wood-Mode Inc.
- Yaffe & Company, Inc.

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

- Alpin J. & Alpin W. Cameron Memorial Fund
- Ballard Spahr, LLP
- Bank of New York Mellon Trust Company, N.A.
- Barley Snyder
- Constellation Energy
- Day & Zimmerman, Inc.
- Federated Investors, Inc.
- Genworth Financial
- Grant Thornton, LLP
- Heyl & Patterson, Inc.
- J.P. Morgan Chase
- KPMG, LLP
- ParenteBeard, LLC
- Parkhurst Dining Services
- RLPS Architects
- Thomas Scientific
- TIAA-CREF
- UnitedHealthcare Student Resources
- Utility Solutions, Inc.

LIBERTY SHAREHOLDER, $500 - $999

- Century Engineering
- Daily Express, Inc.
- Entech Engineering
- Farmers & Merchants Trust Company
- Isaly Dairy Company Charitable Trust
- L.F. Dinsco LLC
- Lititz Mutual Insurance Company
- Nitterhouse Concrete Products
- PFM Group
- UTZ Quality Foods, Inc.

HONOR ROLL OF DONORS

60 YEARS

- McFeely-Rogers Fund of The Pittsburgh Foundation
- Isaly Dairy Company Charitable Trust
- The Orris C. & Beatrice Dewey Hirtzel Memorial Foundation
- UGI Corporation
- Heyl & Patterson, Inc.
- Henkels & McCoy, Inc.
- J.A.M. Foundation
- The McLean Contributionship
- W.P. Snyder, III Charitable Fund
- Thomas Scientific
- Federated Investors, Inc.
- PPL Corporation
- West Pharmaceutical Services

50 YEARS

- The McLean Contributionship
- The Orris C. & Beatrice Dewey Hirtzel Memorial Foundation
- UGI Corporation
- Heyl & Patterson, Inc.
- Henkels & McCoy, Inc.
- J.A.M. Foundation
- The McLean Contributionship
- W.P. Snyder, III Charitable Fund
- Thomas Scientific
- Federated Investors, Inc.
- PPL Corporation
- West Pharmaceutical Services

40 YEARS

- The Betts Foundation
- Weis Markets, Inc.
- Day & Zimmerman, Inc.
- L.F. Dinsco, Co.
- Alpin J. & Alpin W. Cameron Memorial Fund
- Utz Quality Foods, Inc.
- Wood-Mode, Inc.
- National Fuel Gas Distribution Corporation
- Met-Pro Corporation

30 YEARS

- Eastern Pennsylvania Supply Company
- Katherine Mabis McKenna Foundation, Inc.
- Nitterhouse Concrete
- Farmers & Merchants Trust Company
- Nester Charitable Fund
- UPS Foundation

LEGACY DONORS

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

QUICK FACTS

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<th>TOTAL</th>
<th>PERCENT IN PA</th>
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Albright College, Reading
Allegheny College, Meadville
Alvernia University, Reading
Arcadia University, Glenside
Baptist Bible College & Seminary, Clarks Summit
Bryn Athyn College, Bryn Athyn
Bryn Mawr College, Bryn Mawr
Bucknell University, Lewisburg
Cabrini College, Radnor
Cairn University, Langhorne
Carlow University, Pittsburgh
Carney College, Erie
Carlow University, Pittsburgh
Cedar Crest College, Allentown
Chatham University, Pittsburgh
Cheyney University, 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
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*
Junia University, Huntingdon
Keystone College, La Plume
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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
Loyola University, College Park
Manor College, Jenkintown
Marywood University, Scranton
Mercyhurst University, Erie
Messiah College, Grantham
Misericordia University, Dallas
Moore College of Art & Design, Philadelphia
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* denotes associate membership