



Business Efficiency Programs Update January 2021 - Volume 11, Issue 1

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- **AICUP New AMP Program--**[Cengage Presents Digital Subscription Service for Books Upcoming Webinars & Info](#)
- **Constellation--**[WEBCAST 2/2: COVID, the Vaccine, the Mutations & What's Next](#)
- **RCM&D--**[ERM Survey for Mid-Atlantic Independent Colleges](#)
- **Barley Snyder--**[Impact of COVID-19 Vaccines on Higher Ed Webinar Reply & Slides](#)
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COVID-19 Testing Resources

The Broad Institute (Harvard-MIT Lab), who has recently engaged with the Cambridge Innovation Center to form “CIC Health,” has been developing a growing number of COVID-19 PCR testing options. Leaning heavily (but not exclusively) on The Broad Institute’s PCR testing capabilities, CIC Health is targeting the education sector nationally (K-12 and colleges) and other non-profit organizations.

In early December, AICUP held several webinars with CIC Health for AICUP member colleges. While explaining the testing process, participants were able to ask specific questions. Below you will find links to three of the recorded webinars and the slide deck presentation.

[Recorded Webinar from 12/9/2020](#)

[Recorded Webinar from 12/11/2020](#)

[Recorded Webinar from 12/15/2020](#)

[Presentation Slide Deck](#)

Thirty (30) member schools participated in these webinars. Six (6) AICUP members are already using this service and we believe about 15 AICUP members are currently discussing the program with CIC-Health.

If you are considering enrolling into the CIC Health Program to do testing, sooner is better. However, two weeks before the beginning of testing should suffice. For example, if you plan to begin testing on January 25th, it would be advised have read and signed a contract/make payment by January 11th.

This [Fact Sheet](#) provides an overview of their 7 testing options, estimated pricing and important timing as described to AICUP. If you or anyone from your campus would like AICUP to host additional webinars in the new year, please email [Kelly Carli](#).

To reach out to the CIC Health/Broad Institute directly, contact:

Boris L. Perlovsky, Director CIC Health

857- 221-1233

boris@cic-health.com

For more information, contact [Tim Alexander](#) at AICUP

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COVID-19 Tracing: State & Private Resources

AICUP staff recently assembled a small team of two AICUP campus pandemic response leaders and one AICUP campus technologist for the purpose of vetting various COVID-19 testing and contact tracing options. Here are resources for contact tracing.

State Resources

DOH is hiring 75 nurses to manage case investigating and tracing. This is in addition to the 1,000 contact tracers announced in mid-August. They also issued a warning about contact tracing scams operating in PA—here is the [DOH release](#) and a [news story](#). Many have already heard concerns about privacy and tracing (as well as ongoing issues with privacy and online learning). Here is a piece that, at least, lays out clearly what the issues are in both areas, and some [proactive suggestions](#).

Private Resources

Several COVID-19 contact tracing app alternatives have been reviewed and evaluated. The focus was on a PA-manufactured app from Microshare. It works, it restricts data access to the institution, it seems reasonable on cost, but set up time (on a campus with 2,000 individuals) can take 30-40 days.

Their proximity tracing tool that allows colleges and universities to determine what individuals were in close proximity (you decide what that is and they program it into the app) to someone who has tested positive for the COVID-19 virus. The device is a wristband/badge sensor that is worn by all individuals on campus.

It will only collect contact event data (sensors that are within 10 feet of each other for more than 15 minutes). Pricing runs from \$4.44 per wearable/month for a one-year contract to \$2.00 per wearable/month for a three-year contract. An AICUP information webinar on the Microshare proximity tracing tool can be viewed [here](#). The presentation slides are available [here](#) and the last slide contains their contact information.

Contact: [Ron Uroda at AICUP](#)

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DATA ANALYTICS:

WRITING YOUR STORY OF FISCAL RESILIENCY
IN TIMES OF CHAOS

Webinar

February 23, 2021 | 11:00 AM – 12:00

REGISTER

**Tuesday, February 23, 2021
11:00 AM - 12 Noon**

The ability to assess your institution's fiscal situation and articulate an effective plan to ensure long-term resiliency is critical in these challenging times. Join Baker Tilly as we discuss key approaches and tools to effectively gain broad institutional support of crucial (and often times difficult) decisions and actions. Specifically, learn about how colleges and universities are using data analytics to drive important changes in their business models and refocus institutional strategy based on what the data is telling them.

Key learning objectives:

- Recognize the importance of a holistic approach to solving fiscal issues
- Articulate impactful methods and leading practices to isolate and address performance gaps and solutions
- Gain insight into critical fiscal drivers and available data analytics tools
- Identify key steps to engage other stakeholders as partners in making critical change to strategy and long-term fiscal resiliency achievement

Presenters:

- Rebekah Martin, CPA, Partner, Baker Tilly
- Christine Smith, Director, Baker Tilly

Learn more about the AICUP Corporate Affiliate [Baker Tilly](#) on the AICUP website.

*This webinar is part of the **AICUP CAMPUS LEADERS SERIES** and is provided free of charge to anyone working on an AICUP member campus.*

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Title IX Hot Topics Webinar Series *~D. Stafford & Associates*

AICUP Endorsed Program Provider, D. Stafford & Associates (DSA), in conjunction with NACCOP, is holding a webinar series on timely Title IX topics. **This webinar series is offered at a fixed price for the entire series or can be purchased as individual webinars on an à la carte basis.** AICUP members receive the NACCOP member discount for these webinars as follows:

Webinar Series Package (9 webinars)
AICUP Members -\$299 (non-members: \$549)**

Individual Webinars
AICUP Members \$39 (non-members: \$65)**

**Group rate option for the series package available for up to 4 attendees. See website for details.*

The first webinar in this series, Lessons Learned from Conducting Sexual Misconduct Investigations During a Pandemic, is on January 28th so register soon!

[Access more information about the webinar series, registration and how to access the discount.](#)

The Title IX “Hot Topics” Webinar Series consists of nine webinars where NACCOP and DSA experts will introduce topics and key points while allowing participants to ask questions and share experiences from their campuses. These webinars are not intended to be a deep dive into each topic, but rather a space for experts to share lessons learned and actively engage with participants on key Title IX challenges and trends that institutions across the country are facing.

Intended Audience: Title IX Coordinators, Deputy Coordinators, Human Resources professionals, General Counsel, Conduct Officers, Disability Services Coordinators, Diversity/Equity/Belonging Officers, and Clery Act Compliance Officers.

Learn more about [D.Stafford & Associates and the AICUP Title IX Coordinator/Investigator Program](#) on the [AICUP website](#).

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2021 Learning Seminars *~Nelnet Campus Commerce*

[Register](#)

Think SMART in 2021

January 28, 2021

2:00 PM

Learn about the SMART acronym and how it will help provide a foundation of success that is clear and achievable as you plan your goals for 2021.

[Register](#)

Student Perspectives Today & Tomorrow

February 11, 2021

2:00 PM

Hear from a student panel on what they expect from their institution during these unique times, and if those expectations are temporary or permanent.

[Register](#)

Research Study: Student Payment Plan

February 25, 2021

2:00 PM

Data Scientist, Keanu Harris, presents research conducted on 539,000 student records over the course of 5—15 years. Learn about the research, the results, and the impact on student retention.

Learn more about [Nelnet & the AICUP Campus Commerce Program](#) on the AICUP website.

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AICUP Bond Finance Update *~Stifel*

[Municipal Market Update 1/25/2021](#)

Top Takeaways from Last Week:

- Municipal interest rates declined across the curve last week as tax-exempt supply continued to be less than demand. This week \$6.42 billion is expected to be priced in the Municipal market (\$5.03B Tax-exempt, \$1.21B Taxable).
- Lipper reported \$2.38 billion of inflows for Municipal Mutual Funds in the week ending 1/20. This was the 11th straight week of inflows and the 4th largest on record. The four-week moving average rose to \$1.97 billion.
- The ratios of AAA Municipal GO rates to U.S. Treasuries remain low, closing last week at 57.7% in the 5-year maturity, 70.6% in the 10-year and 77.5% in the 30-year.
- It is a busy week for economic data, highlighted by the FOMC meeting announcement on Wednesday. Market participants are also focused on the success of the vaccine rollout, economic stimulus details and corporate earnings.

For further info, email [Linda Eremita](#)

Learn more about [AICUP Debt Financial Advisory & Bond Program](#) on the AICUP website

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Your Energy Use & COVID-19 *~Constellation*

[Read the Weekly Industry Summary 1/17/2021](#)

A quick glimpse into the latest energy headlines...

This online report, is designed to help you and your business stay up-to-date on the latest power and natural gas trends happening in the market. The U.S. Energy Information Administration (EIA) reported a withdrawal of 134 Bcf from storage for the week ending January 8.

Also inside:

- Commodity Fundamentals - Bulls/Bears
- Gas, Oil & Coal Futures Contract Prices
- Natural Gas Rig Counts & Storage Data
- Energy Commodity Physical Cash Prices
- Regional Updates

Constellation has created a helpful resources page at [Constellation.com/CARES](https://www.constellation.com/CARES) so customers and eligible channel partners can find answers to questions on how the **Coronavirus Aid, Relief and Economic Security (CARES) Act** funds may help them pay utility bills and other business expenses. The site includes FAQs and links to materials.

Find additional info, on the [Constellation microsite](#) especially for AICUP Members.

[Learn More about Constellation & the AICUP Energy Procurement & Management Program on the AICUP website.](#)

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The AICUP logo features a circular emblem with a green border. Inside the circle, there is a stylized green building with columns. The text "ASSOCIATION OF PENNSYLVANIA COLLEGES AND UNIVERSITIES OF ENERGY" is written around the inner edge of the circle, and "AICUP" is written in the center.

NEW AMP PROGRAM
DIGITAL SUBSCRIPTION SERVICE
FOR BOOKS

Upcoming Webinars

~Cengage

Improving Affordability & Equitable Access to Course Materials with Cengage Unlimited for Institutions

Recently, the [AICUP Member Services Committee](#) approved [Cengage Unlimited](#) to provide access to their first-of-its-kind digital subscription service to AICUP member schools. A series of webinars will be presented in the next few weeks to introduce the program.

Textbooks are too expensive, pricing many students out of the materials they need to succeed. The human costs, the academic costs, and the institutional costs are unsustainable. Cengage Unlimited for Institutions allows colleges and universities to scale access to course materials and learning platforms while dramatically lowering costs for students.

In this informational session, Thomas Riendeau, Business Development Director at Cengage, will discuss this first-of-its-kind model and how it has helped over 125 institutions save students over \$70 million.

To learn more, register for one (or more) of these webinars:

[Tuesday, January 26th 11:00 AM - 12 Noon](#)
[Friday, January 29th 2:00 PM - 3:00 PM](#)

Learn more about [Cengage and the AMP program](#) on the AICUP Website

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Enterprise Risk Management Survey for Mid-Atlantic Independent Colleges ~RCM&D

RCM&D's updated 2020 Enterprise Risk Management (ERM) risk perception survey for Mid-Atlantic private colleges and universities is currently open including to all AICUP members.

This survey will update previous benchmark data from 2016. RCM&D understands that you are extremely busy dealing with the challenges of our current environment, but would greatly appreciate your input on the top risks facing your institution.

This survey and subsequent benchmark report will provide a beneficial snapshot to capture the perceptions of those handling this crisis and its aftermath head-on.

- Average response times range from 15-20 minutes to complete.
- All responses are anonymous.
- Open comments are welcomed where appropriate.

If you wish to receive the results of this survey, please include your email address at the end and we will send you a copy of the report. Thank you, in advance, for your time and look forward to sharing this valuable data with you.

[Open Survey Link](#)

Learn More about [RCM&D and the UCIC Worker's Compensation Trust](#) on the AICUP website.

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SHI International

12 Ways to Protect Your Organization from Ransomware

Ransomware is trending in the wrong direction. Attacks have reached a record high, and so has the percentage of paying victims. In 2017, 39% of victim organizations paid attackers in an effort to recover data. That number climbed to 45% in 2018, and reached a disturbing [58% in 2019](#).

This is bad news for organizations in all industries. With ransoms being paid, attackers have no incentive to stop. During the third quarter of 2020, the average payment [rose 31%](#) to \$233,817, leaving cybercriminals increasingly well-funded and exerting pressure on victims by combining data encryption with data theft and the threat of exposure.

The recent “big game hunting” efforts of various ransomware gangs are a harbinger of things to come. Cybercriminals are teaming up to exchange tactics and intelligence, targeting organizations they believe are likely to pay a significant amount of money. Making matters worse, they’re using the disruption caused by COVID-19 to help them steal data before delivering the final ransomware payload.

Fortunately, there are steps you can take to defend against this kind of malware.

[Here are the 12 tactics that can help protect your organization.](#)

Learn more about [SHI International](#) on the AICUP website.

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Barley Snyder

The Impact of COVID-19 Vaccines on the Higher Educations System

AICUP members were invited to participate in a webinar held by Barley Snyder looking at the impact of COVID-19 vaccines on the higher education system. For those unable to attend, below you will find links to the recording and the slide deck.

[Webinar Replay](#)

[Slide Deck](#)

The Barley Snyder attorneys talked about some of the specific challenges institutions of higher education face when it comes to the COVID-19 vaccine. Some of the questions discussed were:

- What is the current status of the vaccine?
- Can colleges and universities mandate some or all of their employees to get vaccinated?
- Can institutions of higher education require proof of vaccination before allowing students to come to campus?
- What are the special considerations for students?

Learn more about [Barley Snyder](#) on the AICUP website.

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Steptoe & Johnson

COVID-19 Civil Immunity Protections for Institutions of Higher Ed

COVID-19 litigation has begun across the nation, prompting concerns about liability exposure for colleges and universities. Although the federal SAFE TO WORK Act, which was introduced in the Senate on July 27, 2020, would have provided a heightened burden of proof and pleading requirements for COVID-19 claims for alleged exposure to the virus, the Act gained no traction and was never passed. The most recent round of federal stimulus legislation passed in December similarly contained no immunity protections for any sector.

Despite the lack of current federal action, numerous states have provided civil immunity protections that apply to institutions of higher education, such as Georgia, Michigan, North Carolina and Ohio. Generally, these protections shield institutions against liability in COVID-19 lawsuits unless it is established that the exposure or transmission of the virus was due to reckless, intentional, willful or wanton misconduct on the part of the institution against whom the action is brought. Additionally, some states afford civil immunity protections if the institution substantially complied with applicable federal, state and local public health guidance related to COVID-19. While most of these protections apply to exposure and transmission claims, at least one state, North Carolina, has passed statutory protections that specifically shield institutions from claims arising out of or in connection with tuition or fees paid to the institution during the pandemic.

Institutions should determine whether their state has enacted civil immunity protections for COVID-19 claims, whether they are applicable to their institution and if there are any steps that need to be taken to ensure those protections can be invoked as a defense to any claims. In states where legislation has not been passed, we strongly encourage institutions to lobby their state officials in upcoming legislative sessions for such protections. Following virus-related legal requirements and the guidance of the CDC and state and local health officials, however, is the best protection against pandemic claims, even if your state has not passed immunity legislation.

Learn more about [Steptoe & Johnson](#) on the AICUP website.

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TimelyMD

Top Ten Trends to Watch in Higher Ed

The number of students who graduated from high school this year and immediately entered college dropped 22% from 2019, according to the [National Student Clearinghouse Research Center](#). In a special analysis of the annual [High School Benchmarks 2020—National College Progression Rates](#), Clearinghouse data shows a stunning freefall in the postsecondary enrollment rate from 2019 to 2020:

- **Community colleges:** 30.3% drop, compared with a 0.7% gain in 2019
- **Private four-year non-profits:** 28.6% drop, compared with a 5.9% decline in 2019
- **Public four-year institutions:** 13.8% drop, compared with a 4% decline in 2019

For colleges and universities to succeed beyond this difficult season, each institution must stay on top of and adapt to trends in higher ed. As your campus makes plans for upcoming semesters, these 10 considerations may impact your strategic planning.

[Here are the Top Ten Trends to Watch!](#)

Learn more about [TimelyMD](#) on the AICUP website.

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Noveta Health

A Prescription for Honesty

The cost to insure your employees has risen over two and a half times (2.58) in the last ten years.

Why is this happening?

Noveta has had opportunities to speak to large groups of physicians and ask them to raise their hands if their reimbursements have risen by this same amount. Typically, that gets a laugh and grumblings that reimbursements have decreased in this period. Margins for most hospitals are below 5% and many are in the red. Pharmaceutical companies are by no means choir boys but, except for the big news makers surrounding opioids etc., you can work with most of them.

So where is all the rise in cost coming from?

In October of 2019, the Journal of the American Medical Association published a study of healthcare insurance costs in the 20 richest countries. The US is one of the worst and by a wide margin. Except for Sweden (which the US is almost 40% higher) we were more than double the cost of all countries. The conclusion of the study was that the middlemen in our system are driving the exorbitant cost.

So, who are the middlemen?

Typically, the top contributor is your pharmacy benefit manager, TPA and Broker, in that order. If you are fully insured that process is all balled up into one. Either way the spread pricing, commissions and markup exacted by the current stewards of our health insurance system have derailed the train. Additionally, the current system rewards these middlemen when your employees are sick and using medications.

In Noveta's experience this current bloated system contributes to about 30% of your

annual healthcare costs. Also, and just as important, there is little if any incentive to educate employers and employees about cost saving measures and better personal health outcomes.

Noveta Health LLC has creative solutions to all these problems.

Learn more about [Noveta Health](#) on the AICUP website.

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Benecon

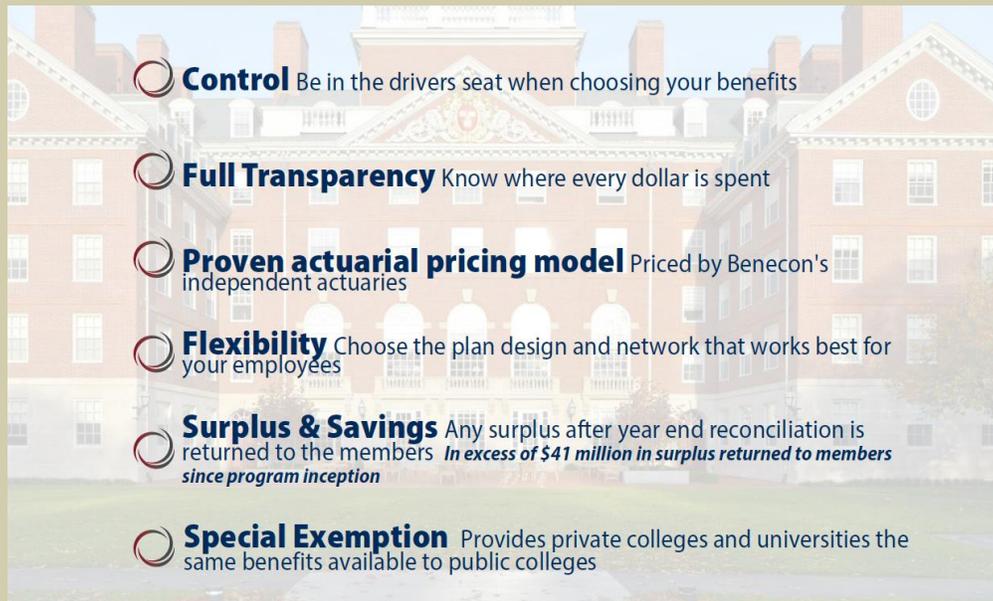
Shared Services Health Plan: the Ultimate Self-Funding Solution

Health insurance funding designed specifically for private colleges and universities in Pennsylvania.

As we near the end of a year filled with so much uncertainty, planning our budgets for 2021 can be challenging. Private colleges and universities, like many institutions, are faced with tough decisions when it comes to making plans for huge budget expenses like health insurance. The Shared Services Health Plan (SSHP) is a budget-solve solution that can provide a long-term strategy to fund your health benefits.

SSHP allows you to focus on the big picture and not have to "chase rates" every year. Shared Services pricing is done independently of the carriers and we outline all of the administrative expenses, providing complete transparency. Administered by The Benecon Group, with nearly 30 years of self-funding administrative experience, SSHP is a trusted solution for many private colleges and universities.

[Here](#) we have compiled many resources that highlight not only the transparency and long-term value, but all of the great features that come with Shared Services membership.



Learn more about [Benecon](#) on the AICUP website.

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Baker Tilly

Insights from Waynesburg University President Lee on Collegiate Athletic Programs

Higher Ed Advisor is Baker Tilly's podcast focused on relevant insights for college, university and research institution leaders.

In this [episode](#), Waynesburg University President, Douglas Lee (and chair of the AICUP Member Services Committee), talks about the current challenges and opportunities for Division III athletic programs and the impact of COVID-19 on collegiate sports.

Missed the first athletics podcast? Follow this [link](#) to listen or [read this article](#) summarizing the dynamic discussion!

Learn more about [Baker Tilly](#) on the AICUP website.

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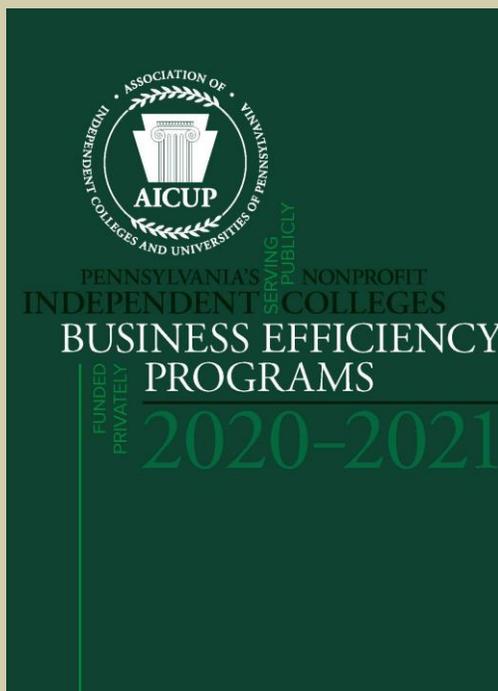


COVID-19 PPE Resources

AICUP sponsors almost 40 collaborative ventures that promote efficiency and otherwise save and share resources on our campuses. These initiatives engage anywhere from 5 to 85 of our schools. They are each vetted by a very engaged Member Services Committee and then approved by our full Board.

- Here are [recommended solutions](#) (based on size of company and AICUP previous experience with them).
- Here is a [list of resources](#) offered by other entities (DCED and Chambers).

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**AICUP
Business Efficiency
Programs**

www.aicup.org/Collaboration/BEP

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