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Business Efficiency Programs Update
July 2021 - Volume 11, Issue 7



AICUP Member Colleges Can Still Access Breakout Session Recordings!

AICUP Trending

- **AICUP Campus Leaders Forum--[Missed It? You Can Still Participate!](#)**
- **AICUP Campus Leaders Forum--[Trending Track: Missed It? Access Until 8/25!](#)**
- **AICUP Campus Leaders Forum--[Is Your Campus Registered?](#)**
- **AICUP--[COVID-19 Testing & Vaccination for Fall Webinar 7/30](#)**
- **AICUP--[Good Citizen Scholarship Golf Outing 10/15](#)**
- **Murray Associates Architects--[Redefining the Post Pandemic Campus to be Stronger Webinar 8/17](#)**

Finance & Treasury

- **AICUP Campus Leaders Forum--[Business/Finance Track](#): *Missed It? Access Until 8/25***
- **Stifel--AICUP Bond Finance: [Private Higher Ed Landscape-Closing Out the '21 Academic Year](#)**
- **Constellation--[Energy Insights & Mid-Atlantic Energy Summary](#)**
- **Synario--[In-Person vs. Remote Mega-Analysis -Video Series](#)**
- **BKD CPAs & Advisors--[HEERF Accounting Refresher: A Year End Guide Webinar \(CPE\)](#) 7/29**
- **Graystone Consulting--[Future Expected Return May be Lower for Colleges](#)**
- **AICUP--[All Finance Endorsed & AMP Programs](#)**
- **AICUP--[Corporate Affiliates: Finance & Treasury](#)**

Facilities & Administration

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- **Constellation--[Energy Insights & Mid-Atlantic Energy Summary](#)**
- **Murray Associates Architects--[Redefining the Post Pandemic Campus to be Stronger Webinar 8/17](#)**
- **RLPS Architects/RLPS Interiors--[Sustainability Design: Taking a Look at WELL Health Safety Seal](#)**
- **AICUP--[All Facilities Endorsed & AMP Programs](#)**
- **AICUP--[Corporate Affiliates: Facilities & Administration](#)**

Technology & Telecommunications

- **AICUP Campus Leaders Forum--[IT/Infrastructure Track](#): *Missed It? Access Until 8/25!***
- **JourneyEd--[Using Digital Signatures to Improve Document Workflows Webinar 8/13](#)**
- **JourneyEd--[Logitech: Classroom of the Now Free Download](#)**
- **Baker Tilly--[Cybersecurity Risk Management: Mitigating Vulnerabilities in the Cloud Webinar 7/27](#)**
- **SHI International--[6 Things to Know to Support a Hybrid Workforce](#)**
- **AICUP--[All IT Endorsed & AMP Programs](#)**
- **AICUP--[Corporate Affiliates: IT](#)**

HR, Compliance & Legal

- **AICUP Campus Leaders Forum--[HR/Legal Track](#): *Missed It? Access Until 8/25!***
- **Benecon--[A New Solution for Employee Health Benefits](#)**
- **SHI International--[6 Things to Know to Support a Hybrid Workforce](#)**
- **Stephoe & Johnson--[How to Respond to the Heightened Challenges Facing Colleges](#)**
- **AICUP--[All HR, Compliance & Legal Endorsed & AMP Programs](#)**
- **AICUP--[HR, Compliance & Legal Corporate Affiliates](#)**

Student Services/Enrollment Management

- **AICUP Campus Leaders Forum--[Students/Enrollment Management Track](#): *Missed It? Access Until 8/25!***
- **Credible--[Private Student Loan Interest Rates Tick Up](#)**
- **CampusLogic--[5 Key Financial Barriers Causing Students to Call it Quits](#)**
- **Jenzabar--[Faster, Smarter Financial Aid Service](#)**
- **Kognito--[Supporting Marginalized Students in 2021](#)**
- **Murray Associates Architects--[Redefining the Post Pandemic Campus to be Stronger Webinar 8/17](#)**
- **Sallie Mae--[Financial Aid Awareness: A Campus-Wide Initiative to Support Student Success Interview w/Financial Aid Officers at Eastern & Susquehanna](#)**
- **AICUP--[Business Efficiency Programs: Student Services](#)**
- **AICUP--[Corporate Affiliates: Student Services](#)**





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The AICUP Campus Leaders Forum was a fully virtual experience over six days during June delivering 24+ breakout sessions in a variety of campus/operational areas.

BUT WAIT! Your college didn't register and you missed it all? Fear not!

Until **Friday July 30th**, AICUP Member Colleges can still register and enjoy unlimited registration, for anyone on their campus, for a flat fee of \$100. ***The breakout recordings will be accessible until August 25th.***

Once a campus has signed up its first person, an invoice will be issued along with a special code to share for additional registrants. AICUP has made payment easy via credit card or payment can be made by check.

Contact [Kelly Carli](#) to see if your campus is already registered and receive the special code.



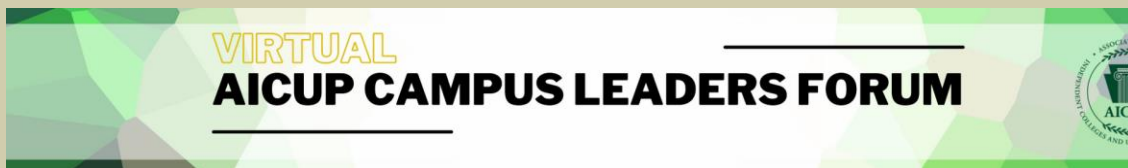
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Business/Finance Track

Access to the AICUP Campus Leaders Forum Continues Until August 25th

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Here are the breakout sessions in this track:

- *Higher Ed Risk Landscape: Top 10 risks in Higher Education - RCM&D*
- *COVID-19 Funds: Opportunities, Insights & Lessons Learned - BKD*
- *The New Senior on Campus: Partnering w/a Retirement Community Provider - RLPS Architects/Baker Tilly*
- *Data-Driven Strategies for Enrollment Management (Panel Discussion) - Baker Tilly/F&M College*
- *Utilizing a More Secure, Efficient & Profitable Way to Pay Vendors, Students & Employee Expense Reimbursements (Panel Discussion) - Paymerang, Pittsburgh Technical College, Waynesburg U*



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IT/Infrastructure Track

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Here are the breakout sessions in this track:

- *NCFTA Cyber Security Collaborative - NCFTA, Point Park U*
- *MasterConcept Planning: A Qualitative Approach-Featuring Student Success Commons & Library Project at Albright College - Kimmel Bogrette*
- *International eSports & Academic Development - SHI International*
- *Strategic Planning Insights - Aligning Tech Planning Student Success - Apogee*
- *The New Senior on Campus: Partnering w/a Retirement Community Provider - RLPS Architects/Baker Tilly*



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VIRTUAL AICUP CAMPUS LEADERS FORUM



HR/Legal Track

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Here are the breakout sessions in this track:

- *Employee Issues in Higher Education- Barley Snyder*
- *Driving Employee Engagement at Every Interaction - Health Advocate*
- *Avoiding Personal Liability for Higher Education Officers in a Post-COVID World: Fiduciary Duty Compliance in Times of Financial Distress - Klehr Harrison Harvey Branzburg*



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VIRTUAL AICUP CAMPUS LEADERS FORUM



Students/Enrollment Management Track

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Here are the breakout sessions in this track:

- *A New, New Normal: Driving Innovation, Equity & Engagement Through Hy-flex Learning (Panel Discussion) - Cengage Unlimited, Thiel College, Manor College*
- *Financial Aid Awareness: A Campus-wide Initiative to Support Student Success (Panel Discussion) - Sallie Mae, Eastern U, Susquehanna U*
- *Income Share Agreements: A Key to Financial Aid Organization - Vemo Education, Messiah U*
- *Investing in Student Success: A Case Study in Building Campus Partnerships - Pharos Resources, Waynesburg U*
- *Data-Driven Strategies for Enrollment Management (Panel Discussion) - Baker Tilly, F&M College*



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VIRTUAL AICUP CAMPUS LEADERS FORUM



Trending Track

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Here are the breakout sessions in this track:

- *Procedural Justice in Campus Policing - D. Stafford & Associates*
- *COVID-19 Testing Programs - CIC Health*
- *How Boards Are Adapting to New Realities - BoardEffect, St. Joseph's University, LaSalle University*
- *The AICUP President's Report*
- *Did You Know? AICUP Schools' Impact on Pennsylvania - AICUP Research*



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Fall should bring us the opportunity to once again come together after missing the 2020 [Good Citizen Scholarship Golf Outing](#). AICUP hopes those from our member colleges and our corporate affiliates are able to join us!

Each year, AICUP's foundation provides the Good Citizen scholarships that are reserved for students who have shown extraordinary commitment to community service and have demonstrated creativity in shaping their chosen volunteer programs. In 2019, almost \$23,000 was raised for scholarships. Over 11 years, this outing has raised over \$120k for scholarships!

Gold Sponsor



[Sponsorship Opportunities for Corporate Affiliates](#)

Interested golfers from our member campuses should contact [Kelly Carli](#). She will then work closely with you to place you on a sponsored foursome.

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COVID-19 Testing & Vaccination for Fall 2021 Webinar

[Register](#)

Friday, July 30th

11:00 AM - Noon

What have we learned about containing COVID-19 over the past year, and how have things changed? Is the pandemic in the rear-view mirror or not? This session will feature a roundtable discussion to share and compare different approaches to vaccination of students and faculty, and the implications for a COVID testing plan.

If you wish to participate, please use this [link](#) to register. Once you do so, you will receive an email with a unique Zoom link to join the webinar.

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Using Digital Signatures to Improve Document Workflows in the Post COVID Academic Environment

~JourneyEd

[Register Now](#)

Friday, August 13, 2021

11:00 - 12:00 Noon

JourneyEd/Adobe (AICUP Endorsed Program Provider)

Adobe Systems Inc. is conducting an introductory presentation exclusively for AICUP members to demonstrate how digital signatures can be used in workflows.

Please forward this invitation to those within your organization who are responsible for forms and compliance, particularly as it relates to your institution's policies pertaining to COVID vaccine compliance.

Topics covered will include:

- Adobe Sign (An overview of Adobe's Digital Signature product)

- COVID workflow examples
- Other Higher Education related workflows
- Quick update related to Adobe & AICUP ETLA
- Student offer for Adobe Creative Cloud
- Q&A

Learn more about [JourneyEd & the Adobe CLP & ETLA Programs](#) on the [AICUP website](#).

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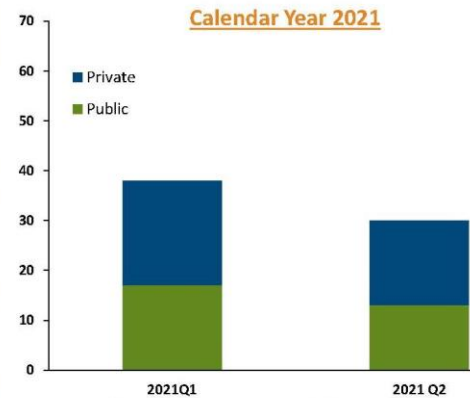


AICUP Bond Finance Update ~Stifel

[Private Higher Education Landscape: Closing out the 2021 Academic Year](#)

Higher Education Four Year Institutions
Quarterly Issuance by Number of Issues

Public and Private Higher Education Transaction Issuance by Quarter				
	Type	Q1	Q2	Totals
2019	Private	18	29	47
	Public	6	19	25
	Total	24	48	72
2020	Private	21	17	38
	Public	15	7	22
	Total	36	24	60
2021 (To-Date)	Private	21	16	37
	Public	17	13	30
	Total	38	29	67



Source: Stifel's Proprietary Higher Education Bond Database. Excludes transactions \$100 million in par and above. As of June

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STIFEL | Public Finance

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

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

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Energy Insights *~Constellation*

[Read the Weekly Industry Summary 7/18/2021](#)

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 an injection of +55 Bcf into storage for the week ending July 9. Read More Below!

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

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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Private Student Loan Interest Rates Tick Up **after Weeks of Freefall** *~Credible*

After three straight weeks of decline, private student loan rates for 10- and 5-year loans rose slightly. Still, rates remain a bargain compared to this time last month.

Here are the latest trends in private student loan interest rates from the Credible marketplace, updated weekly.

During the week of July 12, 2021:

- Rates on 10-year fixed-rate student loans averaged 5.55%, up from 5.27% last week and down from 5.89% a year ago. Rates were at their lowest, 4.99%, during the week of March 29, 2021.
- Initial rates on 5-year variable-rate student loans averaged 3.05%, up from 2.99% last week and 2.82% a year ago. Rates hit a record low of 1.84% on February 8, 2021.

[Read More](#)

Learn More about [Credible & the Student Loan Marketplace](#) on the AICUP Website

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The Benecon Group

Shared Services Health Plan: Your Campus's New Solution for Employee Health Benefits

What if there was a solution that gave you more control of your health insurance spending and was seamless to implement and administer?

The Shared Services Health Plan Provides:

- Total Transparency - Know Where Every Dollar Is Spent
- Freedom to Select the Network & Administrator for your Benefits (or keep the same!)
- Complete Autonomy in Benefit Design for the Employees
- Limited Sharing of Risk Among Members (< 25%)
- Protection from Volatile Claims
- Annual Rate Caps
- Surplus Retention - Each member controls and retains 100%

- Proven Funding Model for 30+ Years

Please visit the [SSHP Interactive Resource Page](#) for additional benefits and details:

**To schedule a personalized webinar or learn more about the benefits of SSHP and how it is different than other consortium models, please contact marketing@benecon.com.*

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

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CampusLogic

Five Key Financial Barriers that Make College Students Call it Quits

Most students, especially first generation and low-income, face a myriad of financial hurdles on the path to a degree, starting from a time well before they even submit college applications. Several issues keep students from starting, and completing, their degree. It's nearly impossible for higher education institutions to move the needle on enrollment and retention if they ignore the real challenges.

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

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Graystone Consulting

Future Expected Return could Potentially be Lower for College & University Endowments

With global stock markets near all-time highs in price & valuation and global fixed yields at historical lows, College & University Endowments potentially face a more

challenging time meeting investment objectives and spending policy rates. The Morgan Stanley Global Investment Committee (GIC) published their annual estimated forecasts for returns and volatility of global asset classes over a seven-year and 20-year, horizon. Compared with 2020, elevated equity valuations have translated into lower future expected returns while for certain fixed income segments, expected returns are historically low driven by lower yields and tighter credit spreads.

The table bellows highlights the new seven-year annualized return and volatility forecasts for the major asset classes.

	Annualized Return	Annualized Volatility
US Equities	4.9%	13.2%
International Equities	4.0%	14.2%
Emerging & Frontier Markets Equities	7.8%	17.5%
Ultrashort Fixed Income	1.0%	0.7%
US Taxable Fixed Income	1.1%	4.9%
High Yield Fixed Income	1.2%	8.3%
Real Assets	5.6%	10.1%
Absolute Return Assets	2.1%	4.6%
Equity Hedge Assets	4.6%	7.2%

Note: We represent ultrashort fixed income by 90-day T-bills; US taxable fixed income by the Bloomberg Barclays US Aggregate Index; and high yield fixed income by the Bloomberg Barclays Global High Yield Corporate Index. Source: Bloomberg, FactSet, Moody's, Haver Analytics, Morgan Stanley & Co., Morgan Stanley Wealth Management GIC as of Feb. 26, 2021

Go [here](#) to download the full report including a discussion regarding the forecast methodology.

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

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Provide Faser, Smarter Financial Aid Service

Jenzabar Financial Aid (JFA) is our state-of-the-art financial aid software for higher education. It not only automates your entire financial aid process, but its flexibility also gives your team the ability to award multiple program types, including traditional, competency-based education, sub-sessions, and more.

Jenzabar Financial Aid is hosted in the cloud and includes a robust self-service portal for your prospects and students. And it's one of the most cost-effective financial aid solutions on the market!

[Read More](#)

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

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Kognito

Breaking Down Barriers: Supporting Marg

The impact of the COVID-19 pandemic, racial injustice, and social unrest are disproportionately felt by marginalized students. These communities are [more vulnerable in emergencies](#), and higher education institutions need to support them appropriately to ensure no one is overlooked.

Kognito recently hosted a [roundtable discussion](#) with psychologists, mental health experts, and a college student in order to better understand how campuses can better support these communities in 2021 and beyond. Here's a summary of what they had to say.

[Read More](#)

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

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Murray Associates Architects

The Other Side~Redefining the Post Pandemic Campus to be Stronger than Before

[Register](#)

Tuesday, August 17th

10:00 - 11:00 AM

Murray Associates Architects

During the all virtual AICUP Campus Leaders Forum, Murray Associates Architects, presented a discussion during a Corporate Affiliate Corner entitled *Redefining the Physical Post Pandemic Campus to be Stronger Than Before*.

The discussion included how design has never been more important as institutions need to assess how to connect with their existing and future students on emotional, equitable, academic and social levels.

It was such an informative and important discussion, AICUP asked Murray Associates Architects to present it again to the AICUP member campuses. So, please join plan to participate in this timely webinar.

Once you [register](#), you will receive an email with a unique link to join the webinar.

Learn more about [Murray Associates Architects](#) on the AICUP website.

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RLPS Architects/RLPS Interiors

SUSTAINABLE DESIGN 2021: Taking a Look at the WELL Health-Safety Seal

In the wake of a [13% drop in enrollment for 2020-2021](#), colleges and universities are considering new strategies to attract students. Priorities have shifted for students and staff as we emerge from the COVID-19 pandemic. Sustainable design standards have likewise adapted with offerings such as the WELL Health-Safety Seal to help foster trust and encourage a return to pre-pandemic campus life.

The [International WELL Building Institute](#) is just one of several organizations to develop specialized standards to address the renewed focus on infection control and safely reopening indoor environments. The [U.S. Green Building Council](#) (USGBC), the [Center for Active Design](#), and [RESET](#) have each developed modules to help facility managers measure, improve and monitor air quality, sustainability, and/or health and wellness strategies.

To learn more about the WELL Health-Safety Seal and how it compares to other recently developed health and safety standards for buildings, [click here to read the entire blog](#).

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

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Sallie Mae

Financial Aid Awareness: A Campus-Wide Initiative to Support Student Success

Interview with:

Andrea Ruth, Director of Financial Aid at Eastern University

Justin Rummel, AVP for Student Financial Services at Susquehanna University

In an increasingly competitive environment where higher education institutions work to engage families and students to help grow enrollment within a shrinking high school demographic, staff from Susquehanna University and Eastern University share insights on how increasing staff and faculty financial awareness and literacy across campus ultimately supports student success, retention, and graduation goals. This conversation is geared to help inform how cross-departmental partnerships and training can provide ways to continuously improve your students' journey and keep them engaged.

Dictionary definition: a **partnership** is an arrangement where parties, known as business partners, agree to cooperate to advance their mutual interests. This isn't isolated to contractual agreements or paid partnerships. How do these offices engage in campus partnerships and what successes have they measured as a result of their actions?

[Read the Interview Responses](#)

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

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SHI International

Top Six Things to Know to Support a Hybrid Workforce

Let's face it: 2020 was a difficult year for all of us, and 2021 has provided a few more bumps along the way.

The good news is we've finally turned the corner. We've got multiple vaccines available, and many countries are loosening restrictions as they deliver shots into arms faster than originally planned. Companies are calling some employees back to the office, and many restaurants are once again hosting after-hours get-togethers.

While some businesses have struggled to navigate this unprecedented global pandemic, others have adapted, and many have absolutely thrived. Hybrid work styles have emerged as crucial foundations for business success in this new landscape, and the best performing businesses have learned how to support their increasingly diverse and adaptive workforces – and what they'll need to keep doing to stay competitive in the critical years to come.

[Read More](#)

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

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Steptoe & Johnson

How to Respond to the Heightened Challenges Facing Colleges

One need only pick up the latest copy of any higher ed industry publication to know that times have changed. Colleges and universities of all sizes are facing unprecedented challenges. For some institutions, the future appears deeply uncertain.

In a lively program devoted to helping college and university leaders navigate emerging challenges, a panel of legal and communications experts offered key takeaways drawn from their work in higher education. Among the insights offered were these key observations:

Top Five Takeaways

1. **Proactively Examine Strategic Opportunities** – Mergers, strategic alliances, or program reductions may all offer benefit to struggling institutions, but they must be considered early. The longer an institution waits to make critical decisions about direction, the more likely it is that strategic choices will be lost.
2. **Communicate with Precision and Purpose** – In the face of significant institutional challenges, communication is critical. However, not every group should receive the same message. Tailor communications and use varied delivery vehicles, beyond merely email, to convey messages.
3. **Avoid “Toxic Positivity”** – Avoid overly optimistic statements that may be interpreted as being disingenuous. Communications should be both transparent and strategic, providing a realistic assessment of the situation and the path forward.
4. **Consider All Contractual Responsibilities** – If staffing reductions and program eliminations are being considered, it is vital to understand the breadth of contractual obligations. Especially for faculty, institutional obligations may be drawn not just from an annual contract, but also handbooks and other institutional documents. Exit incentive programs may offer a tool to avoid contractual disputes.
5. **Maintain the Institutional Mission** –The best path forward for any institution must be grounded in the fulfillment of its core mission. Regardless of whether the circumstances require staff reductions, program restructuring, or even a financial exigency declaration, decisions centered on institutional mission will best serve all stakeholders (students, employees, and the community).

The panel included: Erin Hennessy, Vice President of TVP Communications; Susan Deniker, the Chair of the Steptoe & Johnson PLLC Labor & Employment Department; and Jim Newberry, the head of the Steptoe & Johnson PLLC Higher Education Team.

View the discussion [here](#).

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

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Thank You to these AICUP Member Schools

These [AICUP Member Schools](#) have registered for the **Virtual AICUP Campus Leaders Forum (ACLF)**. Anyone from these schools can continue to register and then access the ACLF platform until **8/25/2021**. Please contact [Kelly Carli](#) for more information on how for the promo code or assistance in the registration process.

If your campus has not yet paid the flat fee and want access to the platform, member schools can still do so until July 30, 2021.

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AICUP Business Efficiency Programs

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[Member Services/Collaboration Committee](#)

[Research Committee](#)
[HR Working Group](#)
[IT Working Group](#)
[Corporate Affiliate Working Group](#)



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