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***Business Efficiency Programs Update***  
June 2021 - Volume 11, Issue 6



***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 is All Summer!](#)
- **AICUP Campus Leaders Forum--**[The AICUP President's Report](#)
- **AICUP Campus Leaders Forum--**[Impact of AICUP Schools on PA](#)
- **AICUP Campus Leaders Forum--BoardEffect: [How Boards Are Adapting to New Realities Panel Discussion](#)**
- **AICUP Campus Leaders Forum--**[Corporate Affiliate Corners \(30-minute presentations\)](#)
- **AICUP Campus Leaders Forum--**[Is Your Campus Registered?](#)
- **AICUP--**[Good Citizen Scholarship Golf Outing DATE CHANGE](#)

### ***Finance & Treasury***

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- AICUP Campus Leaders Forum--[Trending Track](#): Missed It? Access is All Summer!
- AICUP Campus Leaders Forum--Paymerang: [Utilizing a More Secure, Efficient & Profitable Away to Pay Vendors Panel Discussion](#)
- AICUP Campus Leaders Forum--RCM&D: [Top 10 Risks in Higher Ed Webinar](#)
- AICUP Campus Leaders Forum--BKD: [COVID-19 Funds-Opportunities, Insights & Lessons Learned Webinar](#)
- AICUP Campus Leaders Forum--RLPS: [The New Senior on Campus What to Consider When Partnering w/A Retirement Community Provider Webinar](#)
- AICUP--[All Finance Endorsed & AMP Programs](#)
- AICUP--[Corporate Affiliates: Finance & Treasury](#)

### ***Facilities & Administration***

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- AICUP Campus Leaders Forum--[Trending Track](#): Missed It? Access is All Summer!
- AICUP Campus Leaders Forum--Kimmel Bogrette: [MasterConcept Planning Phase III Webinar](#)
- AICUP Campus Leaders Forum--RLPS: [The New Senior on Campus What to Consider When Partnering w/A Retirement Community Provider Webinar](#)
- AICUP--[All Facilities Endorsed & AMP Programs](#)
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### ***Technology & Telecommunications***

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- AICUP Campus Leaders Forum--[Trending Track](#): Missed It? Access is All Summer!
- AICUP Campus Leaders Forum--[NCFEA Cyber Security Collaborative Webinar](#)
- AICUP Campus Leaders Forum--Apogee: [Strategic Planning Insights: Aligning Tech Planning & Student Success Webinar](#)
- AICUP Campus Leaders Forum--SHI International: [International Esports & Academic Development Webinar](#)
- AICUP--[All IT Endorsed & AMP Programs](#)
- AICUP--[Corporate Affiliates: IT](#)

### ***HR, Compliance & Legal***

- AICUP Campus Leaders Forum--[HR/Legal Track: Missed It? Access is All Summer!](#)
- AICUP Campus Leaders Forum--[Trending Track: Missed It? Access is All Summer!](#)
- AICUP Campus Leaders Forum--D.Stafford & Associates: [Procedural Justice in Campus Policing Webinar](#)
- AICUP Campus Leaders Forum--Health Advocate: [Driving Employee Engagement at Every Interaction Webinar](#)
- AICUP Campus Leaders Forum--[Why Should AICUP Members Join PAICU MEP? Panel Discussion](#)
- AICUP Campus Leaders Forum--Barley Snyder: [Employee Issues in Higher Ed](#)
- AICUP Campus Leaders Forum--Klehr Harrison: [Avoiding Personal Liability for Higher Ed Post-COVID Webinar](#)
- AICUP--[All HR, Compliance & Legal Endorsed & AMP Programs](#)
- AICUP--[HR, Compliance & Legal Corporate Affiliates](#)

### ***Student Services/Enrollment Management***

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- AICUP Campus Leaders Forum--Cengage: [New New Normal: Driving Innovation, Equity & Engagement through Hy-flex Learning Panel Discussion](#)
- AICUP Campus Leaders Forum--D.Stafford & Associates: [Procedural Justice in Campus Policing Webinar](#)
- AICUP Campus Leaders Forum--Vemo Education: ISAs: [A Key to Financial Aid Organization Panel Discussion](#)
- AICUP Campus Leaders Forum--Salle Mae: [Financial Aid Awareness-A Campus-wide Initiative to Support Student Success Panel Discussion](#)
- AICUP Campus Leaders Forum--Pharos Resources: [Investing in Student Success: Case Study in Building Campus Partnerships Panel Discussion](#)
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**VIRTUAL**  
**AICUP CAMPUS LEADERS FORUM**  
**JUNE 2021**

**OMNIA**  
PARTNERS



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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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## VIRTUAL AICUP CAMPUS LEADERS FORUM



### 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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## 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*

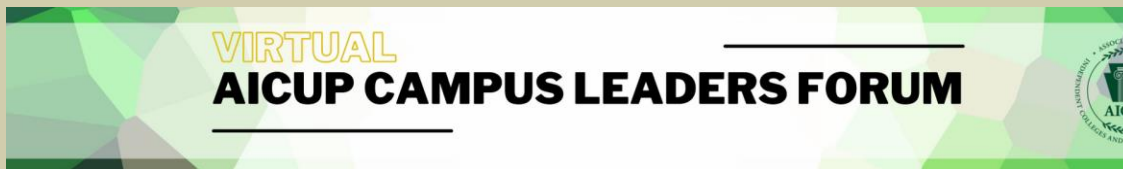


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## Students/Enrollment Management Track

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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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## 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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## **The AICUP President's Report** **~Tom Foley, AICUP**

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

As a part of the [AICUP Campus Leaders Forum](#), this session, took place on June 22nd and is available via recording on the platform.

Tom Foley, AICUP President, provided an overview of the initiatives pursued during 2020-2021 and what is up next.

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## Impact of AICUP Schools on PA

~Ron Uroda, AICUP

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As a part of the [AICUP Campus Leaders Forum](#), this session, took place on June 22nd and is available via recording on the platform.

Ron Uroda, VP of Research at AICUP, reviews the following:

- The What & When of AICUP: An Overview
- AICUP & the Economy: The Buck Starts Here
- 8 Facts on Higher Education You Should Know
- Individual Actions = Big Changes
- Your Creativity Will Get You Through This

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## Procedural Justice in Campus Policing

~D. Stafford & Associates

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

As a part of the [AICUP Campus Leaders Forum](#), this session, took place on June 7th and is available via recording on the platform.

This session explores how campus law enforcement agencies can practice intentionality and serve their communities in a procedurally just way to not only make campuses safer, but allow campus officers to shift from a “warrior” mentality of policing and protection to a “guardian” model.

**Target Audience:** Senior Leadership, University/College Counsel, Risk Managers, Compliance Officers, Student Affairs Officers, Human Resources

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*on their campus, for a flat fee of \$100. The breakout recordings will be accessible until August 25th. Contact [Kelly Carli](#) for more information or to see if your campus is already registered.*

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

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## **How Boards are Adapting to New Realities** *~BoardEffect*

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

As a part of the [AICUP Campus Leaders Forum](#), this session, took place on June 14th and is available via recording on the platform.

This webinar is a collaborative peer-to-peer discussion of the benefits and drawbacks of virtual governance. Our panel provides opening remarks on some of the key developments in virtual governance over the past year, and then the panel of BoardEffect's AICUP customers will share strategies and stories of ways to make virtual governance effective (and less disruptive).

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*Learn more about the [BoardEffect Secure Trustee Management Software Program](#) on the AICUP website.*

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## **Driving Employee Engagement at Every Interaction** *~Health Advocate*

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

As a part of the [AICUP Campus Leaders Forum](#), this session, took place on June 16th and is available via recording on the platform.

Dr. Leibowitz explores strategies to implement a data-driven approach as well as discuss tools, including personalized coaching, outreach and well-being support, which can impact employee behavior, increase productivity and lower cost trends.

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***Learn more about the [Personal Health Advocacy Program](#) on the AICUP website.***

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## **Higher Ed Risk Landscape: Top 10 Risks**

**~RCM&D**

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

As a part of the [AICUP Campus Leaders Forum](#), this session, took place on June 7th and is available via recording on the platform.

Building upon the interest of RCM&D's annual *Top 10 Risks in Higher Education*, this session summarizes the risk landscape for higher education, how it impacts the insurance market, and what college and university administrators can do to mitigate the impact to their campuses and budget.

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***Learn More about [RCM&D & the UCIC Worker's Comp Trust AMP program](#) on the AICUP Website***

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## **NCFTA Cyber Security Collaborative** *~NCFTA*

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

As a part of the [AICUP Campus Leaders Forum](#), this session, took place on June 7th and is available via recording on the platform.

AICUP partners with the National Cyber-Forensics & Training Alliance (NCFTA) to create a collaborative to procure certain cyber-security services by hiring a dedicated analyst to support the review, creation and editing of policies in an effort to ensure continued improvement in becoming more resilient to threats as well as better prepared for third party assessments. NCFTA is a 501(c)3 not-for-profit corporation that facilitates collaboration between industries, academia and law enforcement to effectively identify and address complex cyber related threats.

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***Learn More about the [NCFTA Cyber Security Collaborative](#) on the AICUP Website***

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## **A New New Normal: Driving Innovation, Equity & Engagement through Hy-flex Learning** *~Cengage Unlimited*

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

As a part of the [AICUP Campus Leaders Forum](#), this session, took place on June 7th and is available via recording on the platform.

A moderated panel discussion about changes in the classroom for Fall 2021 and beyond based on lessons learned from teaching and learning remotely during the Pandemic.

**Presenters:** three selected from Cengage Learning's extensive customer base, with special focus on members representing AICUP member institutions. Final panelists will be determined by schedule availability. Emphasis on representatives of independent colleges and universities. Potential AICUP member invitees include:

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**Learn More about [Cengage Unlimited for Institutions AMP program on the AICUP Website](#)**

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## **MasterConcept Planning -Phase III: A Qualitative Approach ~Kimmel Bogrette**

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

As a part of the [AICUP Campus Leaders Forum](#), this session, on June 10th, focused on **Phase III** of the MasterConcept Planning AMP program. It is available via recording on the platform.

Brad King, Facilities Project Manager at Albright College, discussed the new Student Success Commons & Library project.

**Phase II** was illustrated virtually from Washington & Jefferson College, looking at their recent project of a full renovation of a group of residence halls. It featured a panel including Jim Irwin, CFO, W&J College, Eva Chatterjee-Sutton, VP of Student Life, W&J College and Martin Kimmel and Matt McQuaide of Kimmel Bogrette.

**PHASE I: Mission, Identifying the Common Goal** featured LaSalle University virtually hosting in their new School of Business that Kimmel Bogrette designed. The Dean of the Business School, MarySheila McDonald, took part on a panel along with Kimmel Bogrette principals Martin Kimmel and Joe Horan.

[View the recording of Phase I](#)

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***Learn More about [Kimmel-Bogrette & the Master Planning Concept AMP program](#) on the AICUP Website***

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## **Income Share Agreements (ISAs): A Key to Financial Aid Organization** *~Vemo Education*

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

As a part of the [AICUP Campus Leaders Forum](#), this session, on June 16th, showed how ISA's can transform your financial aid packaging and optimize enrollment management. Vemo Education transforms the way schools attract students and measure outcomes. Colleges and workforce development organizations leverage Vemo to align tuition with student success. It is available via recording on the platform.

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***Learn More about [Vemo Education](#) on the AICUP Website***

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## **Utilizing a More Secure, Efficient & Profitable Way to Pay Vendors, Students & Employee Expense Reimbursements** *~Paymerang*

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

As a part of the [AICUP Campus Leaders Forum](#), this session, on June 24th, featured a panel from Waynesburg University, Pittsburgh Technical College and several other campus users of this program. It is available via recording on the platform.

Many institutions are adopting technology and automating to increase efficiency, reduce cyber and fraud risk and save costs. Has your company embraced electronic payment automation? Are you gaining all the benefits and avoiding the pitfalls of internal payments or fractional bank programs? Learn from several peers on their before and after experience utilizing this AMP program.

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***Learn More about [Paymerang and the A/P Automation AMP program on the AICUP Website](#)***

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## **Why Should AICUP Members Consider Joining the PAICU MEP?**

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

As a part of the [AICUP Campus Leaders Forum](#), this session, on June 24th. It is available via recording on the platform.

The session begins with a brief overview on what is a MEP, the benefits of the MEP, potential costs savings, how it works, and the vendors involved.

The panel includes representatives from Peirce College, Alvernia University, Salus University, and Lackawanna College. The panel discussion moderator will question the panel members about:

- Why they joined the MEP
- The status of the current PAICU MEP
- The implementation process
- Lessons learned so far
- How the MEP has worked at specific colleges
- The process to include a MEP at colleges, the potential to reduce fiduciary liability, and more.
- Time permitting, the attendees will be allowed to ask questions of the panel.

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***Learn More about the [PAICU MEP](#) on the AICUP Website***

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## ***BKD CPAs & Advisors***

### ***COVID-19 Funds - Opportunities, Insights & Lessons Learned***

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

As a part of the [AICUP Campus Leaders Forum](#), this session took place on June 10th and is available via recording on the platform.

This session tackles critical lessons learned from CARES Act funding, and HEERF I to more effectively use HEERF II and HEERF III. They also examine best practices as it relates to strategically utilizing the funds and preparing for compliance requirements and management.

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**August 25th. Contact [Kelly Carli](#) for more information or to see if your campus is already registered.**

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

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## ***SHI International***

### ***International Esports & Academic Development***

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

As a part of the [AICUP Campus Leaders Forum](#), this session took place on June 10th and is available via recording on the platform.

This session gives a high-level overview of the application of Esports in classrooms as well as professional development opportunities that administrators and faculty can offer to students. The role of connected learning, equity, digital citizenship and Esports majors will also be covered.

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

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## ***Barley Snyder***

### ***Employment Issues in Higher Education***

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

As a part of the [AICUP Campus Leaders Forum](#), this session took place on June 10th and is available via recording on the platform.

This session discusses the concerns surrounding graduate student organizing and review the issues that higher education institutions will face relating to changes in the NLRB board of directors and general counsel, significant developments in the board and in the courts, and what passage of the PRO Act might mean for employers.

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

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***Apogee***

***Strategic Planning Insights - Aligning Tech Planning & Student Success***

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

As a part of the [AICUP Campus Leaders Forum](#), this session took place on June 14th and is available via recording on the platform.

While schools did a remarkable job pivoting online, our report underscores how important it is to align technology to pedagogical and student outcome initiatives to deliver exceptional blended learning experiences. In addition to the discussion, we share available targeted info from the report, pulling content in relation to size, type, and location of institutions.

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

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## ***RLPS Architects/RLPS Interiors***

### ***The New Senior on Campus: What to Consider When Investigating Partnering w/a Retirement Community Provider***

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

As a part of the [AICUP Campus Leaders Forum](#), this session took place on June 16th and is available via recording on the platform.

From an institution's perspective, an ideal UBRC (University Based Retirement Community) partnership can be advantageous to bring a steady form of alternative revenue while supporting initiatives on campus such as research, academic program assistance and community outreach. The panel consists of professionals who have served the senior living market in Pennsylvania throughout their careers.

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***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***

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As a part of the [AICUP Campus Leaders Forum](#), this session took place on June 16th and is available via recording on the platform.

In this interactive session, learn from AICUP member panelists how college campuses can enhance student experiences through internal partnerships and awareness. 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, Eastern University and Sallie Mae share insight on how financial awareness across campuses ultimately support student success, retention, and graduation goals. This conversation is geared to help inform how cross-departmental partnerships and awareness can provide ways to continuously improve your students' journey and keep them engaged.

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

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## ***Pharos Resources***

### ***Investing in Student Success: A Case Study in Building Campus Partnerships***

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

As a part of the [AICUP Campus Leaders Forum](#), this session took place on June 22nd and is available via recording on the platform.

This session, talks about the process Brian Carr, from Waynesburg University, has walked through for the last several years to build and expand campus partnerships in order to improve student support and success. The panelists talk in detail about the challenges that come when trying to navigate the sharing of information, concerns, and workflow across very different offices.

***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. Contact [Kelly Carli](#) for more information or to see if your campus is already registered.***

***Learn more about [Pharos Resources](#) on the AICUP website.***

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## ***Baker Tilly***

### ***Data Driven Strategies for Enrollment Management***

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

As a part of the [AICUP Campus Leaders Forum](#), this session took place on June 22nd and is available via recording on the platform.

Data analytics is a journey, and there are many destinations. From admissions and enrollment to endowments and scholarships, data is key. But where there is opportunity, there are also hurdles. This panel will discuss the key takeaways and lessons learned from Franklin & Marshall College's experience setting data-informed strategic plans.

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

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## ***Klehr Harrison Harvey Branzburg***

### ***Avoiding Personal Liability for Higher Education Officers in the Post-COVID World-Fiduciary Duty Compliance in Times of Financial Distress***

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

As a part of the [AICUP Campus Leaders Forum](#), this session took place on June 24th and is available via recording on the platform.

How institutions' governing boards and officers respond to the challenges of COVID-19 and beyond can affect not only the sustainability of the institutions themselves but also can potentially expose institutions' officers (and directors) to significant personal liability if things go south. Therefore, it is critical that during this time of financial distress and transformation, officers (and governing boards) remain mindful of their

fiduciary duties to ensure sustainability, and avoid deepening the insolvency, of their institutions.

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***Learn more about [Klehr Harrison Harvey Branzburg](#) on the AICUP website.***

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### ***Corporate Affiliate Corners***

The following AICUP Corporate Affiliates, Endorsed Program & AMP Providers hosted 30-minute sessions on a variety of topics. Most have recordings and/or slide decks to access on the platform. For more information, click on the company name to learn more about them on the AICUP Website.

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

- [Constellation](#): AICUP Energy Program & Contract Review (6/07/21)
- [First American Education Finance](#): How Closely Are You Following Trends? (6/07/21)
- [C&W Facility Services](#): Evaluating Campus Facility Outsourcing (6/10/21)
- [Pharos Resources](#): Investing in Student Success (6/14/21)
- [Barley Snyder](#): Mandatory COVID-19 Vaccination for Higher Ed Institutions (6/14/21)
- [Collegis Education](#): Reinventing Higher Ed Solutions (6/14/21)
- [BoardEffect](#): Challenges Facing Boards & the BoardEffect Difference (6/16/21)
- [TimelyMD](#): Bridging the Gap in Student Health & Well-Being w/Virtual Solutions (6/16/21)
- [Sallie Mae](#): How Sallie Mae supports your recruitment, retention and revenue goals (no recording) (6/16/21)



- [Murray Associates Architects](#): The Other Side-Redefining the Post Pandemic Campus to be Stronger (no recording) (6/22/21)
- [RLPS Architects/RLPS Interiors](#): Follow Up to the Breakout *The New Senior on Campus* on 6/16/21 (no recording)
- [Apogee](#): Follow up to the Breakout Strategic Planning Insights - Aligning Tech Planning & Student Success on 6/14/21 (no recording)
- [Benecon](#): Intro to the Shared Services Health Plan (6/24/21)

Thank you to these AICUP Corporate Affiliates for their time, expertise and willingness to present timely information geared toward independent higher education in Pennsylvania. Each and everyone will gladly interact with you if you have any questions and/or want more information.

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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 AICUP 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**

[www.aicup.org/Collaboration/BEP](http://www.aicup.org/Collaboration/BEP)

**Tom Foley**  
President  
[foley@aicup.org](mailto:foley@aicup.org)

**Tim Alexander**  
VP of Finance & Administration  
(Collaboration/New Program  
Development)  
[tim.alexander@aicup.org](mailto:tim.alexander@aicup.org)

**Kelly Carli**  
Manager of Collaboration Events &  
Outreach  
[carli@aicup.org](mailto:carli@aicup.org)



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