



## ***Business Efficiency Programs Update*** March 2021 - Volume 11, Issue 3

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## **COVID-19 Testing Resources**

AICUP Staff continues to work with an advisory group of professionals from AICUP schools to identify and evaluate options for COVID-19 campus-based testing of students, faculty and staff.

Here is a summary of recent progress/conclusions:

**PCR (CIC/Broad) Testing** In December 2020, AICUP hosted four webinars during which representatives of the Cambridge Innovation Center (CIC) discussed options for PCR testing available through The Broad Institute (Harvard-MIT Lab) and Poplar Labs (Memphis, TN). Representatives of 30 AICUP schools attended these webinars. A recording of the 90-minute webinar can be found [here](#).

Currently, 12 AICUP members have contracted with the CIC for on-campus COVID-19 testing with results that are available within 24 hours of samples arriving at the Broad Institute lab. Institutions can work with the CIC to select among 7-8 different COVID-19 testing methods (such as individual tests or pooled tests) depending upon the testing need on campus.

**Contact: Boris L. Perlovsky, Director CIC Health**

**857- 221-1233**

[boris@cic-health.com](mailto:boris@cic-health.com)

**Abbot Laboratory BinaxNOW \$5/15-Minute Test** AICUP is also working with Abbott Laboratories (with facilities in PA) to confirm Abbott's ability to fulfill orders from AICUP members for the \$5/15-minute COVID-19 test. The test has a 97.1% efficacy rate and supplies are available. Abbott has created a short-cut for AICUP schools, so you don't get lost in their email or phone system.

[Here](#) is a memo with instructions on how to access their supply chain. Currently, 15 AICUP members have contacted Abbot Labs to discuss orders for these tests.

**For more information, contact [Tim Alexander](#) or [Ron Uroda](#) at AICUP**

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## **COVID-19 Tracing: State & Private Resources**

AICUP staff assembled a small team of four 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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## *AICUP Campus Leaders Series*

### ARE YOUR BUSINESS PAYMENTS SAFE?

April 1, 2021 | 10:00 AM – 11:00 AM

**REGISTER**

**Wednesday, April 1, 2021  
10:00 AM - 11:00 AM**

Did you know your current check processing is posing risks and exposing your AP payments to payment fraud risks? With internal and external threats on the rise, accounting teams have no time to lose in mitigating the risks of payment fraud, safeguarding sensitive banking information, and ensuring the integrity of the accounting system.

Electronic payment solutions, such as virtual cards and ACH transactions, provide greater protections than paper checks, mitigating the risk of payment fraud.

Join us to learn how your company can help your accounts payable team can eliminate

check writing and start making secure vendor payments today.

Learning Objectives:

- Discuss growing payment fraud risks to your organization
- Highlight recent payment fraud incidents that have impacted businesses
- Learn how to safeguard your business payments through ePayments



**Learn More about the [AICUP A/P Automation Program](#) 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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*AICUP Campus Leaders Series*

UPDATE YOUR OUTLOOK:  
**NAVIGATING POST COVID-19**

April 29, 2021 | 2:00 PM – 3:00 PM

**REGISTER**

**Thursday, April 29, 2021**

**2:00 PM - 3:00 PM**

**Update Your Outlook - Navigating Post COVID-19**

Now that the end is in sight, how do you update your financial models and plans to reflect our new reality? In this webcast, Derek Freitag, Senior Higher Education Account Executive from Synario, will review how you can use existing COVID-19 impact data to

update your financial models, as well as how to model future enrollment scenarios to anticipate any future outcome.

Every college and university is currently planning around their unique challenges, so this webinar will also cover scenario planning techniques that you can use to chart the best path forward for your institution.

**Target Audience:** Finance and Budget Leaders (Directors, VPs, CFOs), FP&A, Business Affairs.



**Learn More about the [Synario and the AICUP Member Preferred Program, Agile Financial Modeling Software, 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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## **Combined Sexual Misconduct & dating/Domestic Violence/Stalking Investigation Training**

**~D. Stafford & Associates**

In light of the lingering issues caused by the COVID-19 pandemic, travel advisories and travel restrictions being implemented by colleges and universities, AICUP endorsed program provider, D.Stafford & Associates is offering a virtual course combining their two investigation classes. There are also other virtual trainings scheduled throughout 2021 (see below).

[Register](#)

**April 12-16, 2021**

**11:00 am to 5:00 pm each day**

Standard Rate: \$970 **AICUP RATE: \$690** (-\$280)

**Course Description:** Participants in this in-depth course will learn how to investigate reports of sexual misconduct in higher education, including sexual harassment, sexual assault, dating violence, domestic violence, and stalking. The course will break down the elements of each offense and through practical application, participants will receive tools for conducting a complete, fair, and impartial investigations from start to finish that protects the safety of all parties and promotes accountability. The course will cover the training requirements for investigators under Title IX and the Clery Act and discussions around the state of the law.

**Some of the key topics that will be covered include:**

- Review of relevant laws, regulations, and guidance that impact investigations
- Considerations when investigating dating and domestic violence
- Upon completion of the class, attendees will have received the exact same content and material that they would have received in the in-person classes and they will receive two certifications, one for each class.
- Conducting concurrent criminal and civil rights investigations
- Understanding consent and incapacitation
- Interviewing techniques, including credibility and relevancy determinations
- Issues of relevance to create an investigative report that fairly summarizes relevant evidence
- Understanding the campus adjudication process
- Serving impartially and avoiding conflicts of interest and bias in the Title IX grievance processes

Upon completion of the class, attendees will have received the exact same content and material that they would have received in the in-person classes and they will receive two certifications, one for each class.

Realizing travel off campus is challenging, DSA will also be offering the following virtual training classes that AICUP member colleges can take advantage of at a significant discounted rate:

- [Title IX Coordinator/Investigator Training - May 3-7, 2021](#)
- [Advanced Investigations Course: Investigations of Sexual Misconduct Conducting Trauma Informed Investigations Designed for Campus Police/Public Safety/Title IX & Conduct Officers - June 7-11, 2021](#)
- [Behavioral Intervention Team \(BIT\)/ Threat Assessment Team \(TAT\) Training - December 1-3, 2021](#)

DSA has a platform that allows for creativity in delivering the content in a similar manner as the in-person classes and are striving to create an interactive and engaging experience by leveraging some of the available technology. Upon completion of the class, attendees will have received the exact same content and material that they would have received in the in-person classes. Attendees will also have ample opportunities to pose questions to the instructors as we are building in additional time for Q&A each day.

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

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## Hygienic Solutions that Support Healthy Campuses

~*Omnia Partners*

College and university campuses are busy places. So much activity and interaction creates a challenge to keep facilities hygienic, safe and to reduce the spread of germs. From common areas to dining halls, and from restrooms to everywhere in between, Omnia Partners has created a three-tiered approach involving:

- Hygiene
- Cost Efficiency
- Sustainability

[Download the pdf outlining various solutions >](#)

[Learn more about Omnia Partners & their Aggregated Group Purchasing Program on the AICUP website.](#)

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## Looking Ahead: PCI DSS 4.0 Webinar

~*Nelnet Campus Commerce*

[Register](#)

**Looking Ahead: PCI DSS 4.0**

**March 25, 2021**

**2:00 PM**

While the PCI DSS 4.0 is still in draft, the anticipated second quarter release of the Standard may have you wondering what to expect and what you will have to do to remain compliant.

[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 3-22-21](#)

### ***Top Takeaways from Last Week:***

- Municipal Bonds underperformed U.S. Treasuries last week. The Bloomberg Barclays Municipal Bond Index returned -0.51% last week, while the Bloomberg Barclays US Aggregate Index was -0.28%. Ratios of AAA Municipal GO's to U.S. Treasuries in the overbought area were credited with the underperformance although they finished the week improved.
- The 5-year ratio Friday was 64.7% up from 51.6% on Monday, the 10-year at 67% vs. 63.3% and the 30-year at 73% vs. 69.5%.
- Municipal supply is a bit lighter this week at an estimated \$10 billion, down from \$11 billion last week.
- Lipper reported a second week of inflows for Municipal Mutual Funds at \$1.27 billion. The four-week moving average declined to \$448 million. Economic data and Fed Speakers have the potential to move markets this week.
- The US Treasury supply consists of \$60B 2-year notes on Tuesday, \$61B 5-year notes on Wednesday and \$62B 7-year notes on Thursday.

***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 3/14/2021](#)

### ***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.

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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## **Extraordinary Solutions for Ordinary Budgets** **~Kimmel Bogrette Architecture + Site**

As one of the first AMP (AICUP Member Preferred) programs, Kimmel Bogrette has worked with over 23 AICUP member schools on over 64 projects to meet the challenge of reconciling campus needs with funding availability.

Recently Albright College announced Kimmel Bogrette Architecture + Site will be the architect and project partner for the design of their Student Success Commons and Library.

*Having provided extraordinary design solutions and working creatively within reasonable budgets for clients like Albright College for almost 25 years, Kimmel Bogrette's experience in higher education is unmatched. Kimmel Bogrette presented a*

*deep understanding of our needs as an institution, how this project must align with our core values, and the importance of sustainability.*

*~ Jacqueline S. Fetrow, President*

Kimmel Bogrette's reputation for providing *Extraordinary Solutions for Ordinary Budgets* was earned by investing in clients' success in meeting and exceeding project goals, all while aligning the mission of the projects with institutional missions. As President Fetrow mentioned, the design of this important project aligns with Albright College's Mission: as a diverse community of learners, cultivating integrity, curiosity, connection and resilience; and with its Vision of endeavoring to be an equitable, sustainable, inclusive learning community and a leader in advancing lives in our dynamic world.

[Read the Full Press Release](#)

**Learn More about [Kimmel Bogrette & the MasterConcept Plan AMP Program](#) on the AICUP website.**

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## **Support Your Students with the Higher Education Emergency Relief Fund (HEERF)**

*~Cengage*

Supporting student success is the decision driver at Ivy Tech Community College. Ivy Tech used funding allocated to the institution under the Coronavirus Aid, Relief and Economic Security (CARES) Act to provide 90,000 students with learning materials through Cengage Unlimited for Institutions, a scalable service and content license model. Ivy estimates the decision saved students around \$150 each.

In addition to affordable student access to eTextbooks and award-winning digital learning platforms, Cengage Unlimited for Institutions offers scalable academic services to help administrators make the transition to hybrid or online learning, as well as new professional development resources to help faculty teach online.

Cengage has a [new website](#) for HEERF where institutions can find helpful information to support students during the pandemic.

**Learn More about [Cengage and the Digital Subscription Service for Books](#) on the AICUP website.**

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## ***Baker Tilly***

### ***Data Analytics: Telling Your Story of Fiscal Resiliency in Times of Chaos***

As part of the [AICUP Campus Leaders Series](#), Baker Tilly presented the webinar, *Data Analytics: Telling Your Story of Fiscal Resiliency in Times of Chaos*, last month.

The ability to assess your institution's fiscal situation and articulate an effective plan to ensure long-term fiscal resiliency is critical in these challenging times. In this webinar, Baker Tilly discussed key approaches and tools to effectively gain broad institutional support of crucial (and often times difficult) decisions and actions. Specifically, the presenters address how other 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. Please let us know if we can help you address these issues at your institution.

[Download the slide deck from the Baker Tilly website >](#)

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

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## ***Steptoe & Johnson***

### ***Student Lawsuits in the Wake of COVID-19: A Recent Victory for One College***

There is a current wave of class action lawsuits against institutions of higher education. Over 150 class action suits have been filed. Students are seeking reimbursement of their tuition, room and board, and fees predominately asserting breach of contract, unjust enrichment, and conversion claims based on higher education institutions transitioning from in-person courses to online or remote-learning models and suspending on-campus service including student housing.

On January 8, 2021, the U.S. District Court for the District of Maryland dismissed one such case, rejecting a student's four count complaint alleging breach of contract and unconstitutional taking in violation of the U.S. and Maryland Constitutions. "Student B" v. Howard County Community College, Civil Action No. SAG-20-1820. "Student B" enrolled in a state community college prior to the pandemic, opting to take classes in-

person rather than via the online learning option. The student claimed that the college breached its contract to provide in-person learning when it closed its campus and converted its curriculum to online learning in March 2020 in the wake of the COVID-19 pandemic. Damages were sought for a refund of tuition and fees and for the seven days of cancelled classes, as well as equitable relief. The student also sought class certification.

First, the Court rejected the student's breach of contract claims. Howard County Community College is a government entity and as a result, enjoys sovereign immunity. Sovereign immunity refers to the fact that the government cannot be sued without its consent. The student did not demonstrate one of the necessary requisites—an enforceable written contract, to waive the sovereign immunity that Howard is entitled to. The student did not know whether a written contract existed but believed that he could locate one in the discovery phase of trial. The Court found that the student's breach of contract claims amounted to "mere speculation that a written contract to provide in-person classes was created and breached." As a result, the student's contract claims were dismissed by the Court.

Second, the Court rejected the student's unconstitutional takings claims. Again, the student was unable to demonstrate a requisite needed to bring such a claim—a valid property interest. The student attempted to argue that he was to receive an on-campus experience in exchange for tuition and fees and the College did not provide for that, thus resulting in an unlawful taking of the student's property. The Court rejected this argument because it stated that the Takings Clause was not meant to protect property owners in their voluntary dealings with the government and a person does not retain a property interest in the money paid to another in exchange for goods or services. In other words, the student did not have a valid property interest that could have been unlawfully taken by the government because the student voluntarily paid tuition and fees to be able to register for classes. As a result, the student's takings claims were also dismissed. Since the student did not state any valid claims, the entire case was ultimately dismissed.

[Read More >](#)

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

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***C&W Services***

***Why Colleges Are Seeking Facilities Outsourcing Partnerships***

College and university leaders are continually tasked with finding solutions for facilities needs, reducing costs, improving student experiences, and building a facilities plan for years to come.

Given these constantly evolving challenges, many campuses are considering outsourcing some or all of their facilities services to trusted business partners. When is it time for your campus to evaluate outsourcing options?

C&W Services Brian Reyes, SVP of Higher Education, recently led an informative session on outsourcing at the Higher Education Facilities Forum to discuss just that. He was joined by Nicolle Taylor, Chief Business Officer at Pepperdine University, and Dave Irvin, AVC for Facilities at Florida State University. You can [read the full article](#) here on the various topics they cover in their discussion.

As a resource for campus decision makers, we recently developed a white paper on *Why Colleges and Universities are Considering Outsourcing Partnerships* that can be downloaded [here](#). From new talent acquisition to deferred maintenance, we cover the topics that facilities teams should be thinking about.

***Learn more about [C&W Services](#) on the AICUP website.***

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## ***Collegis Education***

### ***What is a HyFlex Course Model? A Closer Look at This Alternative Delivery Model***

HyFlex learning is a combination of in-person, synchronous online and asynchronous online learning modalities. While the HyFlex course model gained widespread attention as a result of the pandemic, there's every reason to believe it will remain relevant going forward. Find out more about what it is, how to effectively support and scale it, and the advantages it brings to a university's students – and the communities they serve.

[Read More >](#)

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

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## ***Pharos Resources***

### ***Bridging the Gap 2021: Golden Repair Virtual Professional Development Conference***

This conference is focused on bridging the gap between academics and student development in a time where higher education has faced significant disruption. This opportunity will be a powerful time to focus on the optimistic and innovative future of higher education.

Join Student Success experts as they bring you innovative best practices and strategies for the work you do at your institution. We will explore relevant topics such as:

- The lasting impact of COVID on the higher education industry
- Addressing equity gaps in retention and graduation
- Building a success coaching team
- Creating and coordinating academic pathways
- How to develop a cohesive student success plan
- Building faculty buy-in on your campus
- Implementing technology to support your retention efforts

[Register](#)

**Bridging the Gap 2021: Golden Repair**

**When: May 12-14, 2021**

**Where: Hosted Virtually**

**Who Should Attend? Academic or Student Development Professionals**

**Cost: \$100 per person**

***Learn more about [Pharos Resources](#) 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 Events Calendar

AICUP maintains a calendar of upcoming events on the AICUP website. These include AICUP events but also any webinars and conferences from:

- AICUP Endorsed Program Providers
- AICUP Member Preferred Program Providers
- AICUP Corporate Affiliates

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4 Easter Sunday	5	6 ● Tax Update for Higher Education & ...	7	8	9	10

*Click on the Calendar to View*

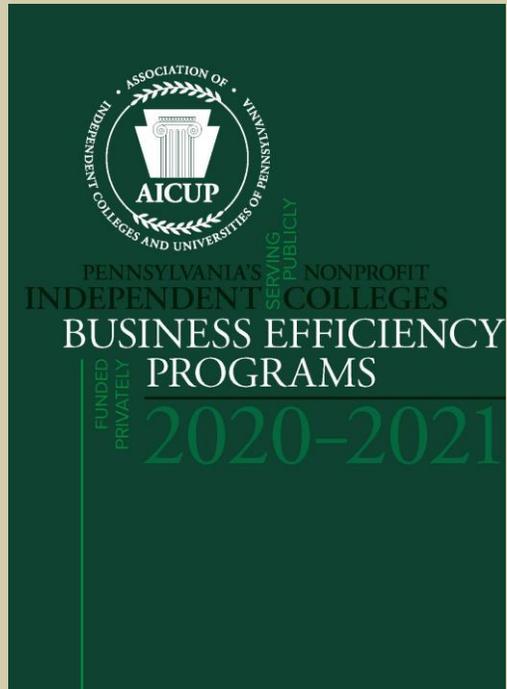
Many of these events provide timely information and complimentary CPE opportunities for anyone on an AICUP member campus. When you are viewing the AICUP Calendar, you can select a category to show all the events directly related to that function area.

Future editions of *The Spotlight* will feature items for the upcoming month in this

section, AICUP Events Calendar.

If you have any questions, please contact [Kelly Carli](#).

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*Click on image to view*

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**AICUP**

**Business Efficiency  
Programs**

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

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**Tim Alexander**  
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**AICUP Leadership:**

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[Member Services/Collaboration Committee](#)  
[HR Working Group](#)  
[IT Working Group](#)  
[Corporate Affiliate Working Group](#)



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