

[View this email in your browser](#)



***Business Efficiency Programs Update***  
**December 2021 - Volume 11, Issue 12**



***AICUP Trending***

- **AICUP--[Latest from AICUP](#): *Fall Update of Directory & More***
- **AICUP--New Website: [Collaboration Mission & Business Efficiency Programs](#)**
- **AICUP--New Website: [Corporate Affiliate Listing by Category](#)**

- **AICUP--[Fair Use Policy of AICUP Name & Trademarks](#)**
- **AICUP--[Privacy Policy](#)**
- **AICUP--[Leadership & Staff](#)**

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

- **Stifel--AICUP Bond Finance: [Market Update](#)**
- **Constellation--[Artificial Intelligence & Machine Learning](#)**
- **Baker Tilly--[2022 Complimentary Fraud Summit-Register Now!](#)**
- **BKD--Webinar (CPE): [Employee Benefit Plans-Errors That Can Get You in Trouble 1/13](#)**
- **Collegis Education--[5 Reasons for Higher Ed to be Grateful in 2021](#)**

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

- **Constellation--[Artificial Intelligence & Machine Learning](#)**
- **C&W Facility Services--[Raising the Value of Campus Services](#)**
- **Collegis Education--[5 Reasons for Higher Ed to be Grateful in 2021](#)**

### ***Technology & Telecommunications***

- **JourneyEd--[What's New?](#)**
- **Baker Tilly--[2022 Complimentary Fraud Summit-Register Now!](#)**
- **Collegis Education--[5 Reasons for Higher Ed to be Grateful in 2021](#)**

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

- **D.Stafford & Associates--[Title IX Coordinator Virtual Training February-March](#)**
- **D.Stafford & Associates--[2022 Webinar Series for Title IX Coordinators & Investigators](#)**
- **Benecon--[Shared Services Health Plan & Premium Only/POP Plans Webinar 1/25](#)**

- **BKD**--Webinar (CPE): [Employee Benefit Plans-Errors That Can Get You in Trouble](#) 1/13

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

- **D.Stafford & Associates**--[Title IX Coordinator Virtual Training February-March](#)
- **D.Stafford & Associates**--[2022 Webinar Series for Title IX Coordinators & Investigators](#)
- **Baker Tilly**--[Treating Private College Athletes Like the Pros](#)
- **CampusLogic**--[Maximizing Engagement Among Emerging Generations](#)
- **Collegis Education**--[5 Reasons for Higher Ed to be Grateful in 2021](#)
- **TimelyMD**--[New Data: Demand for Virtual Student Mental Health Care Quadruples](#)



## **Latest from AICUP**

### **AICUP Membership Directory - Fall Update**

Twice a year (in July & January), AICUP requests updated information from our member schools. In between, AICUP receives many changes so we issue additional updates in late the fall and spring. If you have any changes, please email them to [Kyle Weber](#) and they will be included in the next update.

AICUP has identified 16 institutional positions that are common across all college and university campuses. While the titles vary, the roles are similar. Please note:

- When an individual fills multiple roles on campus his or her contact information is repeated,
- If a position does not exist at an institution or has not been filled, “vacant” appears and
- the President is not numbered and found in the left hand corner.

The Membership Directory also includes information about the 90+ AICUP Corporate Affiliates. The next update will be available in January.

[Access the Membership Directory FALL Update](#)

### **2021-2022 Business Efficiency Program Manual**

AICUP publishes a virtual manual on our many business efficiency/collaboration programs each year. Over the past year, our AICUP team has collected information on AICUP member participation in specific AICUP Programs; and calculated savings data from all business efficiency and shared services programs.

The final tallies on both appear in this year's Business Efficiencies Manual. It is important to measure these programs over time as part of the performance measurement of our AICUP work—this will be the second annual report in which we document cost savings per program in particular. Though it is not possible to put a dollar value on all the programs, the results are still very impressive.

[Access the Business Efficiency Manual 2021-2022](#)

### **Lunch & Learn Webinar Series to Launch in 2022**

Working with the providers of AICUP Endorsed & AICUP Member Preferred Programs, AICUP is planning to launch a webinar series featuring these outstanding efficiency programs. Stay tuned for more details!

[Top](#)



## **Fair Use Policy of AICUP Name & Trademarks for Corporate Affiliates**

Since the creation of the [Corporate Affiliate](#) program in 2005, AICUP corporate affiliates have been an important link between Pennsylvania's business sector and the independent non-profit higher education sector. AICUP enlists Corporate Affiliates as a means of providing resources to the AICUP membership. An invitation to become a Corporate Affiliate is extended only after a meeting with AICUP staff and having at least one AICUP member as a client.

There are three levels of corporate affiliate engagements with AICUP:

- AICUP Corporate Affiliate - a company designations
- AICUP Member Preferred (AMP) Provider - a program designation
- AICUP Endorsed Program - a program designation

AICUP appreciates the continued support of AICUP corporate affiliates at AICUP events such as the [AICUP Campus Leaders Forum](#) and the [AICUP Good Citizens Scholarship Golf Outing](#) as well as within various publications like *The Spotlight* and the [Business](#)

[Efficiency Program Manual.](#)

Last year an unfortunate misunderstanding occurred prompting the AICUP Staff and the Member Services Committee to develop written guidelines for the proper use of AICUP's Membership Directory and various tradenames/logos by AICUP corporate affiliates. ***A newly adopted Fair Use policy now sets forth the proper use of AICUP's tradename and trademarks in any communications by AICUP Corporate Affiliates.***

***Any who would like to view these guidelines may do so by going [here](#).***

[Top](#)



## **How Artificial Intelligence & Machine Learning are Changing the Energy Industry** ***~Constellation***

Artificial intelligence or AI involves a computer's ability to adapt to a situation and create a unique solution that was not directly programmed. The energy industry has been tapping into the innovative world of AI to learn how to improve processes, ensure energy resiliency and to enhance the customer experience, among other pertinent goals.

[Read More](#)

***AICUP's Contact: Blaire Miller at [blaire.miller@constellation.com](mailto:blaire.miller@constellation.com)***

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

[View the Weekly Energy Industry Summary for the week of 12/13/2021](#)

[Top](#)



## **Title IX Coordinator Virtual Training** ***~D.Stafford & Associates***

[Register](#)

**5 Day Class**

**Every Tuesday for 5 Weeks (2/1; 2/8; 2/15; 2/22; 3/1)**

**Standard Rate: \$750 AICUP RATE: \$525 (-\$230)**

In this comprehensive course, participants will learn how to manage complaints of sexual misconduct, ranging from sexual harassment to sexual assault. The course

provides an overview of the Title IX function and includes opportunities for interactive exercises and discussions with other higher education professionals. The course will satisfy the training requirements for Title IX Coordinators under the current Title IX regulations and the VAWA amendments to the Clery Act, including any new guidance or updates.

Some of the key topics that will be covered are:

- A brief overview of relevant laws, regulations, sub-regulatory guidance, and case law
- The relationship between policies and procedures
- Responsibilities of Title IX personnel for coordinating investigations, adjudications, and advisors, including VAWA requirements
- Serving impartially and avoiding conflicts of interest and bias in the Title IX grievance (resolution) processes
- Understanding the scope of an institution's educational programs and activities
- Managing cases outside the jurisdiction of Title IX
- Responding to actual knowledge including intake, supportive measures, and investigative oversight
- Facilitating formal and informal grievance processes

*\*This course is designed to provide information on oversight of investigations but will not provide in-depth training on investigations.*

### **Who Should Attend**

This course is designed for persons who are responsible for coordinating the institution's response to reports of sexual misconduct and overseeing the grievance process. Title IX Coordinators and Deputy Title IX Coordinators, as well as practitioners in the areas of Human Resources, Equity & Diversity, Student Affairs, General Counsel, Athletics, and Campus Law Enforcement/Public Safety, are encouraged to attend. Attendees must be an employee of an institution of higher education.

**AICUP's Contact: Dolores Stafford at [dolores@dstaffordandassociates.com](mailto:dolores@dstaffordandassociates.com)**

[Top](#)



## **Webinar Series for Title IX Coordinators & Investigators**

**~D.Stafford & Associates**

Join the Title IX team from D. Stafford & Associates as we discuss nine Title IX topics throughout 2022. These 60-minute succinct webinars will offer legal insight and practical guidance on Title IX topics from experts who have served or are currently serving as active practitioners on college and university campuses. The format will be

discussion based with some opportunity for Q&A.

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

**Special AICUP Pricing:**

AICUP members can participate in these webinars at the NACCOP member rate.

- Webinar Series Package: AICUP Member: \$299 (non-member \$549)
  - Individual Webinar: AICUP Members: \$39 (non-member \$65)
- \*Group rate option for the series package available for up to 4 attendees.*

**Webinars & Dates:**

- **Session 1 (January 11):** Investigating Complaints of Past Misconduct: Challenges and Considerations for Title IX Coordinators and Investigators
- **Session 2 (March 15):** To Sign or Not to Sign (the Formal Complaint)-That is the Question for Title IX Coordinators
- **Session 3 (April 12):** How to Conduct a Proper Complaint Intake
- **Session 4 (May 17):** Crystal Ball - What the Future Holds for the Title IX Regulations
- **Session 5 (June 21):** Should We Update our Policy Mid-Year? Pros and Cons and the Impact on Related Policies, Procedures and Publications
- **Session 6 (July 12):** What We Learned: Lessons and Trends from Another Year of Investigating
- **Session 7 (August 30):** Media and Sexual Misconduct: How It Creates Social Norms, Influences Behavior, and Impacts Our Work
- **Session 8 (September 20):** What Impact Did the Participation Update Have on Live Hearings?
- **Session 9 (October 18):** The Impact of Title IX Work on Title IX Coordinators and Investigators

*All webinars will take place from 2:00PM - 3:00PM*

**For more information, visit [here](#)**

**AICUP's Contact: Dolores Stafford at [dolores@dstaffordandassociates.com](mailto:dolores@dstaffordandassociates.com)**

[Top](#)



## **What's New?** *~JourneyEd*

### **Prepare the Next Generation with In-Demand Skills**

Equip your students with the industry-leading digital tools they need to create persuasive communications in every class. Adobe Creative Cloud enables students with cutting-edge designs for user experience, AR/VR, digital painting, video effects, and so much more using their own computers and devices.

Creative Cloud gives students the tools and skills to become active content creators who are prepared for success in the modern workforce.

[Get a Quote](#)

Already a Client? Go [here](#) for Deployment Resources

### **A Seamless Experience with Fewer Disruptions, Wherever You Work**

Investing in the right technology is critical to perform your job efficiently. For over 20 years, Dell Precision has delivered innovative, high-performance workstations that keep up with your demanding workload.

[Learn More](#)

### **Powering Advanced Creative Workloads with Entry-Level Workstations**

Workstations are built to handle even the most performance-intensive tasks which require significant processing power and rely on professional grade processors, storage and graphics – think editing, designing and CAD workflows.

[Learn More](#)

**AICUP's Contact: Jason Watson at [jwatson@journeyed.com](mailto:jwatson@journeyed.com)**

[Top](#)



## **AICUP Bond Finance Update** *~Stifel*

[Municipal Market Update - Week Ending 12/13/2021](#)

### **What Stifel Hears...**

- After robust endowment returns in FY'21, many institutions are electing to borrow for capital projects to preserve long term investments.

- As institutions are learning to live with challenging demographics, many are expanding graduate program offerings with little to no discounting.
- 2021 rating reports frequently include outlook changes from negative to stable, due to the stabilization of auxiliary revenues with more students on campus, stronger balance sheets and federal stimulus funds continuing to subsidize income statements.
- Few institutions are electing to freeze tuition increases, but rather raising rates AND scholarships to enhance recruitment efforts.

Stifel oversees the AICUP Debt Financial Advisory & Bond Program. Through this Program, AICUP members have managed all aspects of their debt portfolio. The program's highly experienced team includes the national Higher Education Practice Group of Stifel, Ballard Spahr and The Bank of New York Mellon Trust Company (as Trustee). The same individual team members employed by the program's participating firms have worked with the program since its inception in 1997, saving AICUP members both time and costs of issuance.

**AICUP's Contact: Linda Eremita at [eremital@stifel.com](mailto:eremital@stifel.com)**

[Top](#)



## ***Baker Tilly***

### ***Treating Private College Athletes Like the Pros***

In response to the National Labor Relations Board's (NLRB) memo classifying some college athletes as employees, Baker Tilly's Adrienne Larmett, MBA, CRA, talks with *Inside Higher Ed* on how this new guidance adds complexity for colleges and universities as they work to comply with and operationalize name, image and likeness (NIL) rules.

[Read More](#)

[Subscribe to Higher Ed Advisor Podcasts](#)

*Higher Ed Advisor* is the Baker Tilly podcast series dedicated to providing insightful guidance and leading practices for college, university and research institution leaders and board members. Industry thought leaders join host, Higher Education Practice Leader Dave Capitano, for bi-weekly episodes to discuss the latest news in higher education and the impact these trends and changes have on the industry. Subscribe to receive notifications when new episodes are available!

**AICUP's Contact: David Capitano at [dave.capitano@bakertilly.com](mailto:dave.capitano@bakertilly.com)**

[Top](#)



### ***The Benecon Group***

#### ***Shared Services Health Plan: The Winning Solution for Funding 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?

Check out this [video](#) to learn how Shared Services can become your budget-solving solution (recorded during a *Corporate Affiliate Corner* during the 2021 **AICUP Campus Leaders Forum**)

*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
- Compliance Resources & Complimentary Monthly Webinars

#### **Next Webinar: Premium Only/Section 125 Plans ("POP" Plans)**

**Tuesday, January 25, 2022**

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

[Register](#)

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](mailto:marketing@benecon.com).*

**AICUP's Contact: David P. Wuenschel at [dwuenschel@benecon.com](mailto:dwuenschel@benecon.com)**

[Top](#)



## ***C&W Facility Services***

### ***Raising the Value of Campus Services***

C&W Services helps institutions of higher learning lower overhead costs, improve efficiencies, and ensure their campuses are a fitting reflection of their heritage. With 70 years of experience serving North America's leading colleges and universities, we understand the role that safe, clean and pleasing environments play in attracting students, faculty, and endowments. We are raising the value of campus facilities across North America.

[Click to watch their latest video](#)

**AICUP's Contact: Frank Hollister at [frank.hollister@cwservices.com](mailto:frank.hollister@cwservices.com)**

[Top](#)



## ***CampusLogic***

### ***Let's Be Clear Virtual Event***

Hear Ryan Jenkins, renowned author and Gen Z expert, and a panel of financial aid and enrollment leaders explore new data and critical strategies critical to higher ed leaders who want to maximize engagement among emerging generations.

[Listen to the Recording](#)

**AICUP's Contact: Matt Young at [matt.young@campuslogic.com](mailto:matt.young@campuslogic.com)**

[Top](#)



## ***Collegis Education***

### ***5 Reasons for Higher Ed to be Grateful in 2021***

One doesn't need to be an expert to know that higher ed is undergoing a big transformation. This moment may feel frustrating and even scary—after all, the “normal” way of doing things has likely changed forever. But, despite the challenges, we have an opportunity for much-needed positive change in higher education.

In the spirit of the holiday season, let's reflect upon and acknowledge some of the ways higher education is transforming for the better. Here are five great reasons for college staff, faculty and students to be grateful.

[See the List](#)

**AICUP's Contact: Tony Fell at [Tony.Fell@collegiseducation.com](mailto:Tony.Fell@collegiseducation.com)**

[Top](#)



## ***TimelyMD***

### ***College Students' Demand for Virtual Mental Health Care Quadruples***

In an analysis of mental health visits through the TimelyCare app during the first half of the fall semester (August 1 – October 31, 2021), data suggest 24/7 access to virtual care is more important to students than ever:

- Mental health visits nearly quadrupled from August to October.
- The top three reasons students seek care are (1) anxiety, (2) depression, and (3) general stress. Providers report that acuity for suicidal ideation and intent, as well as eating disorders, are also increasing.
- Four out of 10 of visits occurred after regular counseling center hours and/or business hours.
- Students without appointments only waited four minutes to speak with a provider, while [on-campus wait times often stretch into days or weeks.](#)

During this time period, 92% of students sought scheduled therapeutic counseling or on-demand emotional support (TalkNow). The other eight percent opted for psychiatric care or health coaching.

[Learn More About the Growing Demand](#)

**AICUP's Contact: Nara Smart at [nara.smart@timely.md](mailto:nara.smart@timely.md)**

Want to learn more about TimelyCare? Attend a [demo](#) to see the platform firsthand from student and provider perspectives.

[Top](#)



**AICUP  
Business Efficiency  
Programs**

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

**Tom Foley**  
[President](#)

**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)



**AICUP Leadership:**  
[Board of Directors](#)  
[Committees & Working Groups](#)  
[Staff](#)