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## ***Business Efficiency Programs Update***

**April 2022 - Volume 12, Issue 4**

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## **Latest from AICUP**

### **Campus Leaders Forum - Hybrid Format**

This will be a hybrid event with the in-person event scheduled for **June 14-15, 2022** at the Central Hotel & Conference Center in Harrisburg. Because of the increased participation at the all virtual event in June of 2021, there will also be sessions offered in the first two weeks of June. Go [here](#) to learn more information.

### **Save the Date: Good Citizen Scholarship Golf Outing**

The annual scholarship golf outing will be held on **Tuesday, October 18th** at the Dauphin Highlands Golf Course in Harrisburg. Sponsorship Information will be available in May.

### **Add AICUP to Email Safe Sender List**

AICUP asks that you make sure AICUP is on your college or university's email safe

sender list. This will ensure that important AICUP communications arrive in your email inbox.

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## AICUP Campus Leaders Forum June 2022

This year's AICUP Campus Leaders Forum (ACLF) is a hybrid event.

There will be **virtual sessions** offered on **June 1, 2, 7 & 9**. The in-person event will be at the [Central Hotel & Conference Center](#) on **June 14-15**. The event will begin on Tuesday after lunch and end on Wednesday at 4:00 PM. The sessions will be fewer, longer and will be interactive utilizing panels and roundtable discussions.

As done last year, the virtual sessions will be available to member schools for a flat fee. Once a school is registered, anyone from that school can register to attend those sessions utilizing a special code. You can contact [Kelly Carli](#) to check if your school has registered and, if they are, she will provide the code.

A specific email with additional details will go out by the end of April. Meanwhile, you can view the agenda and register at [AICUPclf.org](#).

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## Lunch & Learn Webinar Series

AICUP has launched a [Lunch & Learn](#) webinar series on a variety of topics from *AICUP Endorsed and Member Preferred program (AMP) providers*. This will be an ongoing series throughout the year with additional webinars being added as they are scheduled. These webinars are an hour in length allowing for 15 minutes of Q&A. There is one more webinar scheduled.

[Using Payment Data to Improve Retention & Student Success](#) 4/26

The next round of Lunch & Learn webinars will begin in September.

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## **Lunch & Learn Webinar Series:**

*~Using Payment Data to Improve Retention & Student Success*

**Tuesday, April 26, 2022**

**12:30 - 1:30 PM**

[Register](#)

How can examining payment data identify at risk students and improve retention and completion? Nelnet Campus Commerce, in partnership with Applied Performance Analytics, worked with some of our partners on a number of key data points to how payment plans and delinquent accounts impacted overall retention, credit hours and student success. Join Nelnet Campus commerce and Applied Performance Analytics to learn how to leverage this data to identify at risk students, increase retention and credit hours and overall student success.

Learning objectives:

- Discover key indicators for at risk students
- Learn how delinquent accounts impact student retention and success
- How can offering different payment plans for different student cohorts improve retention and course load?

[Nelnet Campus Commerce](#) is the endorsed provider of the **Campus Commerce Solutions Program** which delivers payment technology for a smarter campus. The Nelnet product suite uses the latest technology in higher education to create a unique and integrated payment experience for more than 1300 campuses across the country. Our intuitive and secure solutions are PCI Level 1 validated and integrate with every major ERP. From payment processing and refunds, to tuition payment plans and online storefronts, Nelnet Campus Commerce helps process every payment on campus.

**Contact: Damon Magiera, [damon.magiera@nelnet.net](mailto:damon.magiera@nelnet.net) or 856-979-4768**

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## **Know More, Do More: Notifying Your Campus Community** **~Clery Center**

**Wednesday, May 4, 2022**

**2:00 PM**

[Register](#)

A significant element of institutional Clery Act compliance is to generate, gather, and distribute information to the campus community. Timely warnings, emergency notifications, and the annual security report are the most well-known pieces of the Clery Act requiring distribution to community members, but it's important to formalize distribution procedures for written materials such as an explanation of rights and options to victims, fire safety reports, drug and alcohol abuse prevention program (DAAPP) information, and emergency response and evacuation procedures as well. Join us for this webinar to address questions and challenges that arise when devising and implementing distribution plans for various compliance obligations.

[Clery Center](#) is the longtime endorsed program provider of the **AICUP Clery Center Membership Program**. Clery Center is a national nonprofit organization offering a low-cost Membership program to connect campus safety professionals with ready-to-use materials, resources, and strategies to help guide them through understanding and implementing the provisions of the Clery Act. We not only guide institutions in implementation, but to exemplify the spirit of the law with a proactive

commitment to campus safety. Clery Center Members receive benefits like an annual security report review, free and discounted training, and support and assistance from our Clery Act experts.

[Download the Clery Center Brochure](#)

**Contact: Cheryl Levy, [clevy@clerycenter.org](mailto:clevy@clerycenter.org) or 484-584-4217**

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## **What to Address First in a GHG Reduction Journey**

*~Constellation*

More campuses are taking inventory of their greenhouse gas (GHG) emissions sources, either onsite or offsite, to find areas of improvement in order to comply with disclosure rules, such as the [recently proposed SEC rule change on GHG disclosure](#), and to meet environmental, social and governance goals.

Some are also implementing their own aggressive sustainability goals to be seen as a leader in sustainability. To ensure they make great strides, many are creating target dates (e.g., 50% or 100% emissions-free by year 2030 or 2040, etc.) to reach their emissions reduction goals.

[Read More](#)

[Constellation](#) is the endorsed program provider of the Energy Management & Procurement Program. By participating in the program, AICUP members can be assured of getting excellent rates, stability over a longer term, and many other value-added products (e.g. Green Power). Member colleges are priced individually to assure that one does not subsidize another.

**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](#)

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## **BIT/TAT Training** **~D.Stafford & Associates**

### **Behavioral Intervention/Threat Assessment Team Training**

**June 7-9, 2022 8:30 AM- 4:30 PM**

Cairn University, Langhorne, PA

Standard Rate: \$715 **AICUP Rate: \$485 (-\$230)\***

[Register](#)

*\*When you go to register, you will be asked if you are an AICUP member which will then provide the discounted price.*

This training course is designed for those who are new to a BIT or TAT team, as well as seasoned professionals. The class will focus on understanding violence and threats including threats to self and others; threat assessment strategies; legal issues in threat assessment; team dynamics; documentation; the threat assessment process, identifying and working with at-risk students (food insecurity, housing insecurity, etc.) and the impact on those who do this work. Each day will involve application of case studies and dissecting lessons learned.

[D.Stafford & Associates](#) is the endorsed program provider for **Title IX/Investigator Training**. They offer intensive training classes and advanced investigations courses designed for campus administrators and investigators who are responsible for conducting and overseeing Title IX compliance and sexual misconduct investigations on campus. Courses include opportunities for discussion and participation in case studies and practical exercises.

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

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## **Title IX Coordinator Training**

*~D.Stafford & Associates*

**June 14-17, 2022 9:00 AM - 4:30 PM**

**The Central Hotel & Conference Center, Harrisburg, PA**

*(in conjunction w/the AICUP Campus Leaders Forum)*

Standard Rate: \$750 **AICUP Rate: \$525 (-\$225)\***

[Register](#)

*\*When you go to register, you will be asked if you are an AICUP member which will then provide the discounted price.*

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. Title IX Coordinators with responsibility for conducting investigations are encouraged to take the training*

course entitled [Investigation of Sexual Misconduct and Dating Violence, Domestic Violence, and Stalking](#).

*\*\*To book a hotel room for this training, call 717-561-2800 and ask for a room under the AICUP block at \$120.95/night (plus 11% state & occupancy tax)*

[D.Stafford & Associates](#) is the endorsed program provider for **Title IX/Investigator Training**. They offer intensive training classes and advanced investigations courses designed for campus administrators and investigators who are responsible for conducting and overseeing Title IX compliance and sexual misconduct investigations on campus. Courses include opportunities for discussion and participation in case studies and practical exercises.

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

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## **What's New?**

*~JourneyEd*

### **7 Signs It's Time to Switch Endpoint Vendors**

This paper explores reasons companies and schools need to rethink security strategies and, above all, change how they look at the new digital perimeter. For instance, the adoption of cloud computing and the increased use of bring-your-own-device (BYOD), and an increase in remote workers has transformed the digital perimeter, expanding endpoints connecting to networks.

[Download](#)

**Want to Save BIG on Your School's Current Technology?** [Request a Quote](#)

### **Web Filtering & Security Platform for Schools**

Amid a rapidly shifting educational context, identifying the components of an engaging learning experience is crucial. These findings can serve as fundamental principles for those interested in creating engaging learning experiences in traditional or digital classroom environments. [Learn More](#)

Contact: Jason Watson at [jwatson@journeyed.com](mailto:jwatson@journeyed.com) or 800-876-3507, ext.7111

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## AICUP Bond Finance Update

~Stifel

[Municipal Market Update - Week of April 18, 2022](#)

[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.

Contact: Linda Eremita at [eremita@stifel.com](mailto:eremita@stifel.com) or 412-923-5927

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## University & College Insurance Consortium

~RCM&D

A recent [AICUP Lunch & Learn Series](#) webinar looked at the overall success of this program by looking at the following:

- Claim statistics and trend analysis
- The 360-claim review process

- The post injury management practices to include first report of injury (FROI), return to work and root cause analysis
- Bucknell University case study
- Financial overview, which is also a testament of the program's success and stability

Discover more by viewing the recording and slide deck.

[Recording](#)

[Slide Deck](#)

[RCM&D](#) is the AMP provider of the ***University & College Insurance Consortium***. This consortium is a Pennsylvania group self-insured workers compensation program specific to the education industry that strives to provide a stable workers compensation financing arrangement and a focus on developing collaborative loss control solutions for education-specific risk exposures. The UCIC program has existed for over 15 years and has maintained a steady membership. Presently, 17 AICUP member schools participate.

**Contact: Clint Wevodau, [cwevodau@rcmd.com](mailto:cwevodau@rcmd.com) or 717-231-3058**

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## **The Buildable Master Plan**

**~Kimmel Bogrette Architecture + Site**

A recent [AICUP Lunch & Learn Series](#) webinar looked at the benefits of a Buildable Master Plan. A recent poll found only 1 in 10 master plans have been fully implemented - also, 35% do not have a master plan. Discover more by viewing the recording and slide deck.

[Recording](#)

[Slide Deck](#)

[Kimmel Bogrette Architecture + Site, Inc](#) is an AMP provider of the **MasterConcept Program**. They are a full-service design firm specializing in Master Planning, Architecture, Interior Design and Site Planning for Mission Driven Institutions. To date, they have worked with 20 AICUP members to further their Missions with projects that build their individual brands and attract the students they desire most.

**Contact: Buck Collins, [bcollins@kimmel-bogrette.com](mailto:bcollins@kimmel-bogrette.com) or 610-834-7805**

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## How Automation Helps with Labor Shortages

~*Paymerang*

Hiring difficulties are a big problem for Accounts Payable (AP) departments. Higher wages, fat signing bonuses, staff training and other enticements only go so far with job seekers and employees. The key to attracting and retaining top talent is to digitally transform the AP function into a more rewarding and strategic role, where staff have the automated, personalized tools that they need to be productive anywhere. It's no secret that a massive labor shortage is gripping America. Workers are quitting their jobs to find better working conditions, more fulfilling work, or higher pay.

[Read More](#)

[Paymerang](#) is an AMP provider of the **A/P Automation Program** which frees higher education from repetitive manual tasks, reduces fraud, and eliminates compliance risks.

**Contact: Tom Smith, [tcsmith@paymerang.com](mailto:tcsmith@paymerang.com) or 804-414-6621**

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## ***Baker Tilly***

### ***Creating Sustainability for Student Athletes in the NIL Era***

Name, image and likeness (NIL) continues to be a trending topic among colleges and universities as institutions collaborate about ways to provide essential tools and resources that will prepare student athletes for success in the NIL era. In this episode of Higher Ed Advisor, Jordan Rooney, CEO of brand agency Built Different Creative, joins us in an engaging conversation about his experiences with social media, the importance of building a personal brand and how he has helped student athletes at ***Duquesne University*** leverage NIL opportunities in an entrepreneurial way.

[\*Listen to the Podcast\*](#)

**Contact: Dave Capitano, [dave.capitano@bakertilly.com](mailto:dave.capitano@bakertilly.com) or 610-927-4512**

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## ***The Benecon Group***

### **FMLA 101 Webinar**

**Thursday, May 19, 2022**

**2:00 - 3:30 PM**

[\*Register\*](#)

### ***Shared Services Health Plan: The Safest, Long-Term 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

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).*

**Contact: David P. Wuenschel, [dwuenschel@benecon.com](mailto:dwuenschel@benecon.com) or 888-400-4647**

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**C&W Services**

***Top Issues Higher Ed Facilities Leaders Need to Think About***

As the return to work and school continues to make headway, facilities leaders need to consider some challenges that higher education institutions face today. Brian

Reyes, Senior Vice President of Higher Education at C&W Services, says there are two sides to tackle in identifying these issues today: retention and recruitment. The full article published by the Higher Education Facilities Forum, provides additional information regarding challenges, solutions, and what facilities leaders should consider in the future.

[Read More](#)

**Contact: Frank Holister, [frank.hollister@cwservices.com](mailto:frank.hollister@cwservices.com) or 717-303-7324**

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## ***Coursedog***

### ***Integrated Academic Operations to Reach & Maintain More Students***

**Wednesday, May 11, 2022**

**12:45 - 2:00 PM**

[Register](#)

As a new corporate affiliate, Coursedog is holding a webinar for AICUP member schools. This webinar will look at how to meet the evolving demands of students by examining the administrative processes that facilitate education delivery to students, known as academic operations. Integrating these often-siloed processes allows your institution to sustainably operate and support on-time completions for students.

Objectives:

- Why integrating academic operations is key for institutional success
- Tactics to put student success at the center of your academic operations
- Recommendations on how to achieve academic operational excellence

**Contact: Zach Drollinger, [zdrollinger@coursedog.com](mailto:zdrollinger@coursedog.com) or 303-590-4508**

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## ***Sallie Mae***

### ***College Confidence: What America Knows About Paying for College***

**Wednesday, May 4, 2022**

**10:00 - 11:00 AM**

[Register](#)

Every year, college-bound families ask themselves "How will we pay for college?" and for many, this subject is filled with confusion and stress. Join us as we discuss Sallie Mae's new research study, *College Confidence: What America Knows About Paying for College*. We'll examine how much families really know about financial aid, the FAFSA®, scholarships, and student loans; and evaluate perceptions and common misconceptions about college financing. Finally, we'll highlight possible solutions to help families prepare for this vital part of getting a college education.

[View Complete Report & Related Infographics](#)

**Contact: Keri Neidig, [Keri.Neidig@salliemae.com](mailto:Keri.Neidig@salliemae.com) or 610-216-2807**

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## ***TimelyMD***

### ***Top Concerns for Higher Ed Presidents***

The Inside Higher Ed and Hanover Research survey was administered in early 2022. It brings to light the top concerns for higher education leaders, based on responses from nearly 400 college and university presidents. See how they reported on their students' mental health and well-being. There is no surprise that mental health

continues to be at the top of the list since many are stating there is a crisis on campuses. Some key takeaways from the report include:

- 74% of presidents still plan to increase their capacity to support mental health.
- 70% say they have capacity because they've invested in telehealth.
- 71% say they increased their budget for mental health.
- At least three-quarters of leaders plan to keep offering increased online learning options, additional flexibility for remote staff work, and greater investments in mental health services.

[Download the Survey Results](#)

**Contact: Nara Smart, [nara.smart@timely.md](mailto:nara.smart@timely.md) or 817-689-8669**

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***Steptoe & Johnson***

***Facing Today's Challenges in Higher Ed Seminar***

**Tuesday, May 24, 2022**

**8:30 AM - 3:00 PM**

**Westin Pittsburgh**

[Register](#)

Join industry leaders for an intensive seminar on handling crucial issues facing colleges and universities today. As higher education institutions continue to face challenges in the areas of hazing, Title IX, labor and employment, and regulatory compliance, new topics also continue to arise in this ever-changing landscape, such as Esports and technology. We will have a packed program with all the updates you need to know for the coming year, and we hope to see you there!

*This seminar is complimentary to our invited guests, and lunch will be provided.*

**Contact: Marcia DePaula, [marcia.depaula@steptoe-johnson.com](mailto:marcia.depaula@steptoe-johnson.com) or 724-749-3122**

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## **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](#).*

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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**

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Outreach

[carli@aicup.org](mailto:carli@aicup.org)



**AICUP Leadership:**

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