



Business Efficiency Programs Update

January 2022 - Volume 12, Issue 1

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Latest from AICUP

Save the Date: Campus Leaders Forum - Hybrid Format

This will be a hybrid event with the in-person event scheduled for **June 15-16, 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. *Those who wish to submit a proposal to be considered can do so by February 21st -- contact [Kelly Carli](#) for more information.* Corporate affiliates will receive registration/sponsorship information in March. Registration for those from our member schools will begin in April.

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.

Lunch & Learn Webinar Series to Launch Soon

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

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.

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

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AICUP's Energy & Procurement Program *~Constellation*

AICUP members can manage energy costs in new and powerful ways to achieve budget certainty, cost savings, and financial protection with Constellation's full range of integrated energy solutions. Constellation also provides AICUP with educational materials and a dedicated focus serving colleges and universities.

[Learn More](#)

AICUP's Contact: Blaire Miller at 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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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

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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 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

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What's New? ~JourneyEd

Want to Save Big on Your School's Current Technology?

JourneyEd is the longtime endorsed program provider of the AJICUP Software Programs enabling member organizations to obtain software products from Adobe, Microsoft and VMware.

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

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AICUP Bond Finance Update *~Stifel*

[Municipal Market Update - Week of January 24, 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.

AICUP's Contact: Linda Eremita at eremita@stifel.com

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Aspect Consulting

The Use of Blockchain in Higher Education

The days of higher ed students standing in long lines waiting to receive academic

records may soon come to an end. The use of blockchain in higher education completely reshapes the process for students to receive and share their documents with individuals and organizations of their choosing. Blockchain has the potential to put an end to tedious prehistoric processes and transform them into ones where students no longer need to leave home to view their academic records.

Students often attend more than one institution during their academic careers. As a result, it can be challenging to verify their entire educational journey upon completion. An employer may need to verify the authenticity of a prospective employee's credentials. An educational institution or another third party may need to verify previous courses and credits, all of which can complicate the records retrieval process.

Currently, requesting documents such as student transcripts and diplomas can be time-consuming and even stressful. Unfortunately, some educational institutions close down permanently, further complicating the process. Other times, universities are so overwhelmed that they fail to keep accurate records. Both scenarios present significant problems.

While the application of blockchain in the higher education space got off to a slow start, it certainly is proving to be a promising solution to many of the issues related to safely and efficiently obtaining and sharing historical student data. Using specialized tools, such as Blockcerts, students can access virtual wallets to see all of their academic progress in one place. With blockchain, student data is secure, easily accessible, and cannot be changed. Blockchain unquestionably has the potential to stick around for the long term, paving the way for the future.

AICUP's Contact: Chris Bressi at cbressi@aspect-consulting.com

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Baker Tilly

Instituting a NIL Policy Based on Education, Communication & Monitoring

Higher education compliance, athletics and academic programming departments are continuing to develop approaches to support student athletes and provide educational resources in the current name, image and likeness (NIL) environment. At the same time, institutions must establish and enforce their own NIL policies that adhere to state regulations.

The University of Pittsburgh's Executive Associate Athletic Director of Sport Administration and Student-Athlete Support Services, Chris Hoppe, shares Pitt's education, communication and monitoring-based NIL policy and how the university is helping student athletes navigate the new NIL.

[Read More & Listen](#)

[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

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The Benecon Group

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

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.*

AICUP's Contact: David P. Wuenschel at dwuenschel@benecon.com

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C&W Facility Services

12 Best Practices to Achieve Energy-Efficient Buildings

Facility teams are continuously looking for sustainable solutions to reduce energy usage and lower overall spending. Solutions to achieve these goals often include infrastructure upgrades such as retrofits, replacements, and technology updates, requiring extensive funding. In our latest white paper, experts from C&W Services Service, Innovation and Optimization team share their 12 heating best practices to achieve energy-efficient buildings.

[Read Full Paper](#)

AICUP's Contact: Frank Hollister at frank.hollister@cwservices.com

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Collegis Education

How Can Your College Address IT Turnover & Stay Competitive

Your college's IT needs are sophisticated and getting more complex by the day... especially as online and hybrid learning models take hold and marketing and enrollment practices change.

[Read More](#)

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RLPS Architects & RLPS Interiors

Top 3 Reasons to Update Your Campus Bathrooms

Changing societal norms and student expectations have catapulted campus bathroom updates to the top of the facilities priority list. In this blog, we review the top reasons for implementing changes to your bathrooms on campus and some popular solutions, including:

- Student privacy and the design of the 'Spa Bathroom' concept
- Support for equity and inclusion and pointers on navigating the details surrounding bathroom signage.
- Efficiency and durability of materials and how the right choices can help positively impact student behavior while using the bathroom facilities.

[Read More](#)

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Sallie Mae

How Families Paid for College Amidst a Pandemic

Nine in ten families continue to believe college is an important investment in their future and a degree will create new opportunities (89%) and higher earnings (81%), according to [How America Pays for College 2021](#), Sallie Mae's latest research report conducted with Ipsos.

Families spent \$26,373 on college in AY 2020-21 and continued to use a

combination of resources to cover college costs with strategies similar to pre-pandemic:

- Family income and savings, used by 91% of families, covered 53% of college costs.
- Scholarships and grants, used by 72% of families, covered 25% of college costs.
- Borrowed funds, including student loans, used by 47% of families, covered 20% of college costs.

While 56% of families used scholarships, of those who didn't, most didn't apply for any. To help students maximize free money, Sallie Mae® offers a free, online tool, Scholarship Search, to connect students to scholarships. In 2020, 24,000 students who used the tool earned at least one scholarship, covering \$67 million in college costs.

For more How America Pays for College 2021 findings, access the [full report](#) and a summary infographic.

AICUP's Contact: Keri Neidig at Keri.Neidig@salliemae.com

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Steptoe & Johnson

Third Circuit Finds Title IX Applies to 3rd-Party Campus Visitor

In a case involving the murder of a student on campus by a visiting boyfriend, the Third Circuit Court of Appeals held that an institution may be liable under Title IX for its failure to address apparent harassment by a non-student visitor. While acknowledging that no prior court had extended the scope of Title IX liability to include the actions of a student's visiting guest, the Third Circuit, in *Hall v. Millersville University*, held that institutions that "act with deliberate indifference to known sexual harassment" may be held liable even if the harasser is "a third-party."

The alleged harasser in the matter was the boyfriend of a Millersville University student who was repeatedly invited to stay in the dorm and has now been criminally convicted of murder. On at least one occasion prior to the student's death, the visiting boyfriend had to be forcibly removed from the dorm and the campus, after engaging in violent behavior.

Key to the case was the question of whether the institution had sufficient notice that it could be held liable for deliberate indifference toward known harassment committed by a student's invited guest. The court reasoned that existing precedent has recognized the applicability of Title IX protections to third-party actions. It further recognized that Millersville's own Title IX campus policy stated that it applied to "conduct of employees, students, visitors/third-parties, and applicants."

The court additionally found that a genuine issue of material fact existed regarding the university's ability to exercise "substantial control" over the campus guest, even though he was not subject to institutional disciplinary processes. In this case, the court recognized that the institution had exercised control over the visitor when it removed him from the campus.

This case serves to underscore not only the broad limits of Title IX, but also the importance for academic institutions to review their own campus policies.

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TimelyMD

New Survey Results: 88% of Students Think There is a Mental Health Crisis on Campuses

TimelyMD conducted a nationwide survey of nearly 1,700 college students. The goal was to assess the state of student mental health as the COVID-19 pandemic

threatens to enter its third calendar year. The survey found that now, more than ever, students are experiencing heightened levels of stress and emotional exhaustion.

[View the Survey Results](#)

AICUP's Contact: Nara Smart at nara.smart@timely.md

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

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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**

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