



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

**June 2022 - Volume 12, Issue 6**

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## **Latest from AICUP**

### **2022-23 AICUP Business Efficiency Programs Manual Now Available**

This [Business Efficiency Program Manual](#) outlines: 1.) the range of business efficiency and research programs that AICUP sponsors for members; 2.) institutional participation rates; and 3.) the estimated cost-savings per institution from those programs. It is important to measure these programs over time as part of the normal performance measurement of our AICUP work. Here are a few highlights:

- In 2021 AICUP offered 38 different cost savings programs – of which, 28 are vendor driven and the remaining 10 are driven by AICUP staff activities.
- Thirty (30) of these programs leveraged volume and lowered costs in a way that could be documented –resulting in \$23.1 million of calculable savings in 2021.
- Twenty (20) of these programs provided service to 35 or more AICUP members and only seven (7) programs had participation of less than 10

AICUP members. All 92 AICUP Members and Associate Members participated in at least one of these 38 programs.

- \$23.1 million of calculable 2021 savings equates to an average savings of \$248,118 per AICUP member or roughly 19 times the average 2021 membership dues (\$13,143).
- Five (5) of these programs each provided annual 2021 savings that exceeded the total 2021 AICUP membership dues of \$1,209,169. These include: Aggregate Group Purchasing, Purchasing Card Programs, Software Licensing Programs, Cyber-Security and Covid19 Response.

### **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 soon. Those from our members colleges who are interested in joining a sponsored foursome should contact [Kelly Carli](#).

### **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**

**2022**

This year's [AICUP Campus Leaders Forum](#) (ACLF) was a hybrid event.

There were **virtual sessions** were offered in early June. The in-person event was on **June 14-15**. The sessions were interactive - utilizing panels and roundtable discussions.

This issue of ***The Spotlight*** highlights some of the sessions, sponsors and exhibitors. Future issues of ***The Spotlight*** will feature more of these timely, important and informative sessions.

As done last year, the virtual sessions, their recordings and slide decks, will continue to be available to member schools - *that registered* - until August. Anyone from these [member schools](#) can still set up a login to access the recorded sessions.

Contact [Kelly Carli](#) for more information or how to set up a login.

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## **Secure Trustee Management Software** **~BoardEffect**

BoardEffect is a board management platform designed for the work of efficient and collaborative boards. Education executives, administrators and trustees rely on BoardEffect to improve board management and streamline secure communications. The stakes are high for a Board's most sensitive information. BoardEffect's education clients range from small private colleges to large research institutions.

BoardEffect has developed its product over the past 15+ years with security top of mind, to support the especially dynamic, nuanced, critically important work of hundreds of higher-education governing bodies. With over 2,500 customers, 200,000 users and a 96% retention rate, BoardEffect is the governance leader that puts its non-profit clients first (30% of which are in education).

40 AICUP Members currently utilize the BoardEffect software.

***Special thanks to BoardEffect for being a Sponsor  
of the 2022 AICUP Campus Leaders Forum!***

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Contact: Ellen Glasgow, [eglasgow@boardeffect.com](mailto:eglasgow@boardeffect.com) or 334-663-6225

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**Energy Trends That Are Here to Stay**  
*~Constellation*

***Starting with Sustainability Basics***

The energy industry is evolving at a rapid speed. Driven by a combination of corporate environmental, social and governance (ESG) initiatives, competitive pressures, and compliance with new federal, regional or statewide policies, organizations are exploring the implementation of new sustainability strategies in their overall business strategy.

At Constellation, we strive to keep colleges apprised of the latest trends as they relate to energy, and most recently, sustainability. In a recent survey with Constellation customers, we learned that only 15% have a sustainability plan in place and 85% have limited knowledge of where to start or are just getting started with developing a strategy.

[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.

***Special thanks to Constellation for being a Sponsor  
of the 2022 AICUP Campus Leaders Forum!***



**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 Latest Weekly Energy Industry Summary](#)

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

### **Adobe Acrobat Sign for Education: Free Webinar Series**

The Adobe Acrobat Sign in Education Team is pleased to offer this free webinar series. [Register](#) to receive event invitations and post-event recordings.

### **Next Webinar:**

Getting Started w/Adobe Acrobat Sign- Wednesday, June 29 at 1:00 PM

[JourneyEd](#) is the endorsed program provider of software programs for Adobe, Microsoft and VMware.

*Special thanks to JourneyEd for being a Sponsor  
of the 2022 AICUP Campus Leaders Forum!*



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or 800-876-3507, ext.7111**

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

[Municipal Market Update - June 2022](#)

***Highest Negative Outflows from Municipal Funds This Year***

- Investor demand declined to a level not seen since March 2020, with Lipper reporting net outflows of \$5.6B
- The average rate on a 30-year fixed-rate mortgage reached 5.78% last week - the highest level in over 13 years.
- Last week, the Fed opted to raise rates 75 basis points, signaling a growing fear of inflation and adherence to market pressure. Looking ahead, the market anticipates a 2nd 75 basis point increase at the July FOMC meeting.

***Special thanks to Stifel for being a Presenter  
at the 2022 AICUP Campus Leaders Forum!***

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 [eremital@stifel.com](mailto:eremital@stifel.com) or 412-923-5927**

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**Smaller is the New Bigger!**

***~Kimmel Bogrette Architecture + Site***

***Doing Small "Surgical Strikes" When Campus Planning***

During the 2022 AICUP Campus Leaders Forum, Kimmel Bogrette, along with Juniata College, presented a virtual session on deploying capital to fund multiple

smaller projects with bigger impacts that have more value than funding a giant project.

Colleges and universities are constantly striving to be competitive by offering bigger and better facilities, but many institutions have limited budgets. This interactive workshop uses case studies to demonstrate how any institution with a limited budget can do smaller 'surgical strikes' in planning, designing, and constructing facilities. Repurposing existing buildings can also contribute to meeting sustainability goals, saving money by using a holistic, integrated facilities planning process "designed" to maximize creativity while minimizing costs.

Case studies include AICUP Member Schools Rosemont College, La Salle University, St. Francis University and Washington & Jefferson College, among others.

A long time supporter of AICUP members and activities, Kimmel Bogrette is also an AICUP Member Preferred (AMP) provider of the MasterConcept Plan™ which has been utilized by 24 AICUP Member Schools saving over \$700K in fees and millions in capital project savings.

***Special thanks to Kimmel Bogrette for being a General Sponsor, Exhibitor and Presenter at the 2022 AICUP Campus Leaders Forum!***



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## **The Value of Keeping Humans in the Loop in an Automated Environment**

*~Paymerang*

Accounts payable (AP) leaders must cut through a lot of hype around automation.

From self-service supplier onboarding and touch-free invoice processing to digital payments and bots that respond to supplier inquiries, emerging technologies promise to replace workers with machines.

As tempting as it sounds, the key to optimizing AP lies in balancing people and process automation.

AP leaders must find automated solutions that redefine the role that humans play, otherwise they risk deploying a fractional solution that takes the organization one step forward and two steps back.

That's why more AP leaders are embracing automated systems that combine advanced technology with white-glove service. By putting people at the center of automation, organizations can achieve faster payback, stronger supplier relationships, reduced risk of fraud, and better business continuity.

[Read More](#)

***Special thanks to Paymerang for being a Presenter  
at the 2022 AICUP Campus Leaders Forum!***

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### ***Three Approaches to Self-Insured Healthcare Plans***

During the recent AICUP Campus Leaders Forum, three AICUP corporate affiliates presented virtual sessions on their healthcare plans. For more information, click on the below links.

- [Healthcare & Risk Mitigation Strategies](#) - Alera Group
- [Shared Services Health Plan](#) - The Benecon Group
- [A Cost-Saving, Self-Funded Program w/Annual Enrollment](#) - Noveta Health

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### ***Alera Group***

#### ***Healthcare & Risk Mitigation Strategies***

*This topic was a session during the virtual agenda of this year's AICUP Campus Leaders Forum.*

Higher education has experienced challenges relating to the pandemic as well as a decrease in prospective students, putting the pressure on administrations to make a conscious effort to better balance and predict their institutions' healthcare budgets. To provide budget sustainability, reduce future trends, and mitigate claims risk, twelve elite higher education institutions in the Northeast have collaborated to form a program called Health4Edu. They have a vision for growth throughout the region which could become a great opportunity for prospective private colleges and universities in these difficult times.

In 2022, Health4Edu is in its ninth year. It has established a history of program success with a diverse assortment of schools of various population sizes and

differing demographics including collectively bargained arrangements, retiree coverages, alternate plan vendors, and organizational financial resources. We encourage AICUP members to explore this opportunity, to learn how Health4Edu may benefit your campus.

Unlike most health plan consortia and associations, members of Health4Edu do not sacrifice individual autonomy when it comes to plan designs, eligibility requirements, networks, and risk tolerance. It keeps members in control of their budgets and their strategies while using leverage in its purest form to drive both better pricing opportunities and risk mitigation. Faculty and staff need not be impacted protecting campus culture.

Health4Edu does not require any long-term commitments. Membership is at-will and mandates little so that your campus can take advantage of the program to suit. As a testament to the power of the program, no members have entertained leaving the program and all have benefited on its “win-win” conceptual platform.

***Special thanks to Paymerang for being a Presenter  
at the 2022 AICUP Campus Leaders Forum!***

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***Apogee***

#### ***4 Exercises to Unlock Time for Higher Ed IT Innovation***

Now is the moment to take a serious look at how your IT team spends its time so you can create the space you need to innovate and drive long-term outcomes. Apogee, a higher education managed IT service provider, shares your vision to transform higher ed into a more equitable, affordable, and accessible system. They designed this workbook to help your college get there.

[Download Worksheet](#)

**Contact: Joanne Egwuagu, [jegwuagu@apogee.us](mailto:jegwuagu@apogee.us) or 512-717-0701**

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## ***Aspect Consulting***

### ***How Will 5G Look in the Future?***

Let's take a short trip into the future. Imagine sitting at a traffic light waiting for it to turn green. No other cars are on the road, yet there is this pesky red light. Now imagine a world where that traffic light interacts with your car, recognizing that your vehicle is the only one on the road, and the light instantly turns green. That very scene is our future with 5G.

Research and development teams in universities worldwide are exploring 5G and how it will change major industries. 5G labs have been designed to focus on advanced manufacturing, hypersonics, and microelectronics. Research teams at two separate universities are collaborating to build a radio-frequency switch that's more efficient than anything we've ever seen. There is research focused on making 5G networks secure for public safety use and even plans to help networks recover from cyberattacks in less than one second.

Let's look at farming. Imagine automating farming. There would be no need for countless hours of manual labor or standing in the heat, rain, and other elements. Farmers will have access to better farm equipment, smart equipment, and in-ground sensors, for more precise accounts of the land. Using drones, the crops will be watered, animals will be fed, and should there be a need for action, farmers will be alerted much faster than ever before.

These are just a few of the ways in which 5G will affect the future. The benefits of 5G are remarkable. The challenges have been heavily debated and continue to be a concern for many people, but regardless of which side of the debate you fall, the fact is everyday life as we currently know it is becoming smarter, faster, and more advanced than we've ever seen or known.

**Contact: Chris Bressi, [cbressi@aspect-consulting.com](mailto:cbressi@aspect-consulting.com) or 610-783-0600**

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### ***Baker Tilly***

#### ***Innovative Affordability Solutions for Fiscal Resiliency & Student Success***

College affordability is a common concern that many prospective and current students have and a challenging issue that colleges and universities face. In this fiscal resiliency podcast, MidAmerica Nazarene University (MNU) Associate Vice President for Enrollment, Drew Whipple, and Ardeo Education Solutions President, Peter Samuelson, explore loan repayment assistance programs (LRAPs) as an innovative solution that gives students access to higher education and improves institutional enrollment.

Learn about the success of LRAPs in MNU's "Pioneer Pledge" program, the many benefits of LRAPs, how the programs work and ways LRAPs contribute to institutional fiscal resiliency.

[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***

## ***Shared Services Health Plan: The Safest, Long-Term Solution for Funding Employee Health Benefits***

*This topic was a session during the virtual agenda of this year's AICUP Campus Leaders Forum.*

What if there was a solution that gave you more control of your health insurance spending and was seamless to implement and administer?

*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

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).*

***Special thanks to Benecon for being a Presenter  
at the 2022 AICUP Campus Leaders Forum!***

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

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

### ***Evaluating Facilities Outsourcing Options***

*This topic was a session during the virtual agenda of this year's AICUP Campus Leaders Forum.*

The state of campus facilities (appearance, safety and health) continues to be a vitally important factor driving enrollment and retention and long-term financial sustainability. Facilities comprise one of the largest expense categories for colleges and universities – but potentially a powerful source of savings and revenues in today's challenging fiscal environment.

As a result, many private campuses are exploring outsourcing facilities. Evaluating resources, engaging stakeholders and identifying key drivers for outsourcing should be considered by private colleges given every campus has their own set of unique challenges.

AICUP member schools exploring facilities outsourcing should identify where their campuses can raise the value of their facilities, contain costs, drive new revenues, increase enrollment and retention, improve facilities performance and implement new technologies and best industry practices – all while maintaining alignment with strategic goals.

***Special thanks to C&W Services for being a Presenter  
at the 2022 AICUP Campus Leaders Forum!***

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## ***Derck & Edson***

Derck & Edson, a longtime AICUP corporate affiliate, transforms campuses through planning, design and implementation services including: feasibility studies, master

planning, athletic facilities design, implementation services, engineering, GIS services, architectural services, site design, circulation solutions, construction observation, inventory and analysis, and identity enhancement. [Learn More](#)

***Special Thanks to Derck & Edson for being a sponsor  
of the 2022 AICUP Campus Leaders Forum!***



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**Contact: Jane Lawler Smith, [jsmith@derckandedson.com](mailto:jsmith@derckandedson.com) or 717-626-2054**

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### ***Murray Associates Architects***

Murray's objective is to create welcoming space for new modalities and pedagogical trends. They believe every client is unique and every new project is an opportunity to create something truly extraordinary. Murray's "hands-on approach" allows their Principals to be actively involved throughout all phases to fully explore the clients' needs and design spaces that thoughtfully capture their aspiration and requirements for today and tomorrow.

Murray, a longtime AICUP corporate affiliate, has completed many projects for AICUP Members including a recent project for Wilson College's John Stewart Library which has recently won an AIA award - a Project of Distinction from College Planning & Management Magazine's Spaces4Learning - and an Award of Merit from ABC's Keystone Excellence in Construction. [Learn More](#)

***Special Thanks to Murray Associates Architects for being a sponsor of the 2022 AICUP Campus Leaders Forum!***



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***Noveta Health***

***A Cost-Saving, Self-Funded Program with Annual Enrollment***

*This topic was a session during the virtual agenda of this year's AICUP Campus*

### *Leaders Forum.*

Imagine if you could offer healthcare with the knowledge that your costs were the absolute minimum for the medical services and prescriptions used by your group. Imagine a state-of-the-art portal they can access from their phone synced with payroll allowing HR to run reports easily. Imagine 80% of your employees engaged in wellness with the ability to help control costs and lower contributions, not having to leave their doctors and having more pharmacy options. Imagine having the power of transparent claims data to make informed changes to a benefit plan that you completely control. Noveta Health's model typically lowers your annual healthcare spend by 30% or more with better benefits.

***Special thanks to Noveta Health for being a Presenter  
at the 2022 AICUP Campus Leaders Forum!***

**Contact: Don Marete, [Dmarete@NovetaHealth.com](mailto:Dmarete@NovetaHealth.com) or 240-888-8292**

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### ***Pathify***

#### ***Tackling the Higher Ed Mental Health Challenge***

Of all the issues higher education dealt with during and coming out of a global pandemic, mental health is one of the most pressing and serious ones. It will also have one of the longest lasting impacts. From staff burnout to sky high levels of anxiety for everyone at the institution, the looming question for many in higher ed is “how do we help?”

The Mayo Clinic recently found that up to 44% of college students report symptoms of depression and anxiety. Thirty percent of students felt depressed in the past year, and half felt overwhelmingly anxious. The pandemic and the resulting dramatic changes to everyday life definitely play a role in these numbers. Active Minds reported in its Fall 2020 survey that nearly 90% of college students are experiencing stress or anxiety as a direct result of COVID-19. A quarter of students say their

depression “significantly increased.” Sadly, 67% of 18-24-year-olds with anxiety or depression don’t seek treatment, according to Active Minds.

As we return to gathering in person, a new level of pressure adds to the equation — the pressure to “return to normal” when things are still far from okay.

[Read More](#)

***Special thanks to Pathify for being an Exhibitor  
at the 2022 AICUP Campus Leaders Forum!***

**Contact: Dr. Darren Jones, [Darren.jones@kognito.com](mailto:Darren.jones@kognito.com) or 504-914-1975**

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***PJ Dick***

PJ Dick has a 40 year track record of successfully delivering higher-education projects through their commitment to safety, employee empowerment, attention to detail, and always acting in the best interest of their clients.

***Special Thanks to PJ Dick for being  
a sponsor at the 2022 AICUP Campus Leaders Forum!***



## 2022 AICUP CAMPUS LEADERS FORUM



# Lunch Sponsor

Contact: John Robinson, [john.robinson@pjdick.com](mailto:john.robinson@pjdick.com) or 412-889-0025

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### ***RLPS Architects & RLPS Interiors w/Alvernia University & York College***

#### ***Community Partnerships: Redevelopment, Revitalization & Resiliency***

*This topic was a panel session during this year's AICUP Campus Leaders Forum.*

While higher education and industry have different missions and cultures, both can benefit from finding common ground for collaboration, research and work partnerships. This panel discussion highlighted how two institutions leveraged these relationships to provide innovative experiences for students while providing tangible value to business partners and their greater communities.

In the past three years, Alvernia University and York College of Pennsylvania developed innovative educational opportunities through transformational projects. Both institutions embarked on the redevelopment of properties that were not living

up to their potential in their respective communities. With a pledge of revitalization, these institutions built new ventures on foundations of community partnerships with local government, business and industry.

Alvernia University recently opened CollegeTowne in downtown Reading, a dynamic, living-learning experience for students with the O'Pake Institute for Economic Development and Entrepreneurship at its core. This new learning hub brings students from the main campus downtown every day to learn in spaces that are created and influenced by industry changemakers while directly impacting economic development within the city.

York College of Pennsylvania is currently developing Knowledge Park in York, a knowledge community linking students, industry, and community partners. Tenant businesses will thrive through access to the knowledge resources that the college provides while students are provided hands-on, real-world experiences. Through both endeavors, the college and university have focused on providing resiliency for their institutions and economic development opportunities for their local community without compromising the high-caliber educational experience that they are known to provide – in fact, the educational experience is elevated.

The panel consisted of campus representatives who are ambassadors for the community partnerships that brought their projects to life. Audience members learned how to engage their own leaders in business and industry and create excitement for innovative learning and training opportunities for students and staff.

***Special thanks to RLPS for being a General Sponsor,  
Exhibitor and Presenter at the 2022 AICUP Campus Leaders Forum!***



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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 designation
- 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)

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**AICUP Leadership:**

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