CIC Guide to Institute Sponsors

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The Council of Independent Colleges is grateful for the support from the sponsors of the 2018 Institute for Chief Academic Officers, with Chief Financial and Chief Enrollment Management Officers. The 32 sponsoring organizations for this year’s event provide industry-leading expertise in all aspects of institutional management. CIC knows the value and importance of partnerships between our member institutions and our sponsors. The Guide to Institute Sponsors is designed to inform campus leaders of the ways these companies’ products and services can assist the work of independent colleges and universities. CIC also offers this guide as a resource to share with other administrators on your campus.

A complete list of Institute sponsors, as well as descriptions and links to their websites, can be found by downloading Guidebook, the Institute’s free conference app. CIC encourages participants to learn more about our sponsors and visit their display tables located in the Grand Foyer.
McAllister & Quinn is a higher education consulting firm that specializes in working with small colleges to secure federal grant funding. The firm is regarded as one of the most effective federal grant and faculty development firms for small colleges and universities. McAllister & Quinn represents more than 50 small and mid-sized colleges and has generated hundreds of millions of dollars for scholarships, academic programs, research, and student support services.

Ruffalo Noel Levitz helps higher education executives accomplish their goals for student recruitment, marketing, financial aid, student success, and donor engagement. More than a consulting agency, Ruffalo Noel Levitz is distinguished by its powerful array of technology-enabled enrollment and fundraising tools used by more than 3,000 campuses across North America and beyond. In addition, Ruffalo Noel Levitz’s conferences, research reports, papers, and articles help clients stay on top of current trends.
Hastings+Chivetta
ARCHITECTURE • PLANNING • ENGINEERING

Hastings+Chivetta Architects, Inc. practices the firm’s mission statement every day, “Building clients, not just projects.” Over 80 percent of its projects are on a repeat or referral basis for higher education clients throughout the nation. For a half-century, the dedicated staff has participated in the master planning, design, and construction of every campus project type from science to athletics. Hastings+Chivetta is committed to planning and designing facilities that meet each client’s unique requirements. The firm is recognized as a steward of sustainable design that supports its clients’ missions. Hastings+Chivetta is proud to have worked with more than 70 CIC institutions in the firm’s 58-year history.

National Management Resources Corporation was founded in 1978. National provides services exclusively to private institutions of higher learning. Services include physical plant maintenance and repair, custodial, landscape, event planning and setups, security, and construction management. National tailors its services to meet the needs and goals of the clients the company serves. With National, an institution can rest assured that its facilities look their best for recruitment, retention, and advancement. National helps make colleges and universities look picture perfect all of the time.
Nelson Mullins Riley & Scarborough LLP, through the Nelson Mullins School and College law team, reaches across disciplines to help clients reach their goals and plan ahead. The firm provides holistic representation for clients’ legal needs. Its education law professionals serve as thought leaders, and partner with other thought leaders, to impact educational policy and advocate best practices. Nelson Mullins has worked with local, state, and federal regulatory agencies and legislative bodies. The firm also represents clients before administrative tribunals and federal courts to achieve optimal results for their clients. Founded in 1897, Nelson Mullins today has more than 550 attorneys and other professionals located in ten states and Washington, DC.
College Consortium (CC) allows colleges and universities to share online courses and tuition revenue (academic sharing) to improve retention and graduation rates, academic alignment, and student success. The CC platform seamlessly manages inter-college enrollments so institutions can access a back-up inventory of online courses to support student progress and program enhancement. Students can access financial aid, count course grades in their campus GPA, replace poor grades, and count credit hours toward full-time status. CC’s leadership team has more than 80 years of experience in private, independent higher education and works directly with each institution to adapt academic sharing to its unique environment and culture.

LRAP Association is an enrollment tool that positively impacts enrollment decisions. LRAP (Loan Repayment Assistance Program) helps colleges and universities enroll and retain students who may feel college is unaffordable, by resolving the fear of loans and student debt. If a student’s income after graduation is modest, LRAP helps repay their educational loans. The program covers federal loans, private alternative loans, and parent PLUS loans. Students who aren’t stressed about debt are more likely to enroll.
Synergis Education was established in 2012 to work with colleges and universities to co-design and launch niche degree programs in face-to-face, online, and blended program formats. Institutions have been able to extend their reach by creating rich and unique learning environments that complement faculty-developed courses, creating an environment that attracts prospective students into the right degree programs. Synergis has built and supported over 60 degree programs on behalf of its diverse institutional partners and has enrolled more than 12,000 students.
Academic Keys, founded by a group of academics and administrators in 2002, is a comprehensive academic search firm that supports excellence in Higher Education. The members of Academic Keys, based on experiences participating in academic searches at their colleges and universities, felt that some search firm fees were unnecessarily high. They believe funds are better invested elsewhere—for example, in providing quality education toward an educated citizenry. Academic Keys is dedicated to finding the most mutually beneficial partnerships for their clients. The firm is fully committed to, and embraces, a diverse and international clientele.

Academic Search, Inc. is an executive search firm dedicated to serving higher education institutions and related organizations and is the only search firm in the nation with a formal relationship to a premier leadership development program. As the subsidiary of the American Academic Leadership Institute (AALI), Academic Search provides substantial financial support to a number of signature CIC leadership programs, including the Executive Leadership Academy and Senior Leadership Academy, through grants by AALI.
HigherEdJobs is a source for jobs and career information in academia. Each month, 1.4 million visitors come to the site, a majority of whom hold an advanced degree and have worked in higher education for at least five years. Recruiting with HigherEdJobs ensures that colleges and universities attract and hire the very best.

Hyatt-Fennell, Executive Search brings over 60 years of combined highly successful executive search expertise to its higher education clients. Hyatt-Fennell is well-known and respected for placing top executives with independent colleges and universities and has earned a reputation for achieving results on the national and international level. Through a partnership with its clients, Hyatt-Fennell enhances and streamlines the search process and provides a commitment to find the perfect person for each position.

The Registry for College and University Presidents is the nation’s leading firm in the interim executive space. It is the only membership-based interim placement firm, which preempts the need for expensive, time-consuming, and potentially disruptive open-market interim searches. Over the last quarter-century, the Registry has defined and institutionalized “best practices” for the engagement of interim executives. Now with more than 800 members, the Registry is prepared to respond to the interim needs of colleges and universities in every sector and throughout the nation. Most importantly, the Registry provides the best interim talent, and its members continue to achieve the very best results for their college and university clients.
Asset Strategy Consultants (ASC) has been providing independent investment consulting services for retirement plans, endowments, foundations, and operating reserves since 1991. With five offices along the East Coast, ASC consults on $9.5 billion in assets under management. Having no products of its own, nor any relationships with banks or brokers, ASC provides customized investing using an open-architecture approach. For 403(b) clients, ASC is the partner that will ensure best practices for an institution’s plan, DOL compliance, and outstanding participant services. The firm’s goal is to service higher ed clients by supporting the institution’s participants in 403(b) plans.

TIAA is a unique financial partner. With an award-winning track record for consistent performance, TIAA is the leading provider of financial services in the academic, research, medical, cultural, and government fields. TIAA has $938 billion in assets under management (as of March 31, 2017) and offers a wide range of financial solutions, including investing, banking, advice and guidance, and retirement services.
Ziegler provides its higher education clients with private placement structuring, capital raising, public-private partnership structuring, strategic advisory services, equity and fixed-income sales and trading, for both rated and non-rated bond issues. The higher education practice complements Ziegler’s other business lines in the health care, senior living, and education sectors, allowing the practice to leverage its unique expertise in complex credit structures and financial advisory services. Through the practice, independent colleges and universities can learn what their competitors are doing, keep abreast of market trends, and take advantage of new financing opportunities.
Campus Labs empowers institutions to make valuable connections with their data. The firm offers a complete set of integrated solutions for areas such as assessment, retention, teaching and learning, student engagement, and institutional effectiveness. Campus Labs proudly serves more than 1,300 public and private colleges and universities.

EAB is making education smarter by harnessing the collective power of more than 1,200 educational institutions to generate insights that help education leaders fulfill their mission and enable their students to succeed. EAB helps leaders find and enroll the right students through enrollment marketing and financial aid optimization. The firm supports student success through a student success management system that helps advisors, faculty members, and staff members guide students through college and to the post-graduate outcomes they want to achieve. EAB also provides institutions with the strategic guidance and data needed to improve mission-critical outcomes and prepare for tomorrow’s students.
PeopleAdmin provides cloud-based talent management solutions for higher education. By providing innovative solutions designed to meet the unique needs of colleges and universities, PeopleAdmin enables customers to streamline hiring processes, onboard faculty members, manage faculty positions, develop compliant audit trails, and utilize reporting and data-driven predictive analytics.

SightLine helps small to medium higher education institutions better understand the data they already have on their campuses. Using data science and algorithms, SightLine predicts student success, makes improvements in financial performance and graduation rates, and creates better engagement with alumni, with no need for software or steep learning curves.
The Association of College and University Educators (ACUE) believes that all college students deserve an extraordinary education and that faculty members play a critical role in their success. In partnership with institutions of higher education nationwide, ACUE supports and credentials faculty members in the use of evidence-based teaching practices that drive student engagement, retention, and learning. Faculty members who complete ACUE courses earn certificates in effective college instruction endorsed by the American Council on Education. ACUE’s Community of Professional Practice connects college educators from across the country through member forums, podcasts, and updates.

Capital Education (CapEd) is a full-service provider of online and post-traditional learning solutions to colleges and universities. The firm’s collective experience and diversity of partnerships has led to a deep understanding of both institutions of higher education and the learners that engage with them. This expertise comes alive in partnerships where CapEd endeavors to align partners’ programs and missions to create highly engaged student experiences that manifest high-quality, revenue-producing outcomes. Given that partner needs vary, CapEd’s partnership model is custom built for each client, allowing for packages that range from full-service, revenue-share relationships to fee-for-service engagements.
GreenFig is a micro education company that provides students with the skills and experience they need to be job-ready in today’s digital economy. GreenFig connects higher education institutions to the leading enterprise technology providers and corporations through its unique experiential learning model. In a single semester, students gain in-demand technology certifications, real-world job experience, plus career networking opportunities in the growing area of applied business science. GreenFig is headquartered in San Mateo, California and delivers its programs to higher education partners across the U.S.

Higher Learning Partners of Regis University has more than 30 years of experience helping higher education institutions, nationally and globally, drive enrollment and revenue growth through course-sharing opportunities and quality curriculum and program development services. Higher Learning Partners’ highly skilled team of experts is committed to promoting innovative strategies and best practices while offering fully customizable consortium, program development, and continuing education service options to meet each institution’s strategic goals.

Hopelab is a social innovation lab focused on designing science-based technologies to improve the health and well-being of teens and young adults.
IDEA is a national nonprofit organization dedicated to improving teaching, learning, and leadership at colleges and universities. For more than 40 years, the company has provided its partner institutions with comprehensive, research-based assessment instruments and professional development solutions unparalleled in the field.

The National Center for Faculty Development & Diversity (NCFDD) provides career development, coaching, and mentoring to universities and their faculty members through its three services: faculty success programs, membership, and workshops. The Center has more than 170 institutional members, including research, comprehensive, and liberal arts institutions; has conducted more than 400 workshops on campus and at conferences; and has had more than 5,000 faculty members participate in the Faculty Success and Pathfinders Programs. Founded by a former tenured faculty member, the NCFDD is dedicated to helping universities and their faculty members be more productive, increase external grant funding, and increase faculty retention.

The Learning House, Inc. helps people improve their lives through education. The academic program manager offers a full suite of education services, including Online Program Management, Corporate Solutions, The Software Guild, Learning House International, and Advancement Courses. Built on a foundation of data-driven decision making, thorough market research, and robust technology services, Learning House is focused on delivering high-quality, relevant, timely education services to meet the needs of a dynamic, global market. Through its partnerships, Learning House helps universities acquire more students, produce more graduates, and deliver better outcomes while helping companies attract, develop, and retain a happier, more skilled workforce.
VitaNavis (a division of the Myers Briggs Company) offers time-tested and research-validated tools to aid all students toward higher levels of awareness and engagement leading to retention and completion in school. VitaNavis is a campus-wide academic career planning and readiness solution dedicated to ensuring that all students have the opportunity to explore all the possibilities in the world of work. This in turn enables action through personality and data-driven results, while guiding education planning conversations across an entire campus.
Art & Science Group offers market-informed strategies to higher education institutions, independent schools, and the nonprofit sector. Since its founding in 1994, the firm has provided its clients with strategic market research and recommendations, built on a foundation of both creative thinking and empirical rigor—art and science. The Group works in a variety of arenas, leveraging a foundation of market data, analysis, and inventive ideas, to guide and advance institutions’ strategic interests and critical investments. The Group provides a customized and collaborative approach for each client, with recommendations rooted in sophisticated research and thorough analysis.

Casagrande Consulting, LLC is a boutique firm focused on providing insight into institutional, board, leadership, and compensation effectiveness to institutions of higher education. The firm has provided insight to more than 50 institutions since its launch in 2009.
Credo has partnered with independent college and university presidents, cabinets, and board members around the country for more than 20 years, using their team of interdisciplinary experts to help college teams go farther faster and more efficiently. Informed by a holistic approach to institutional health, Credo delivers action and results in strategic planning, campus planning, student success, marketing, enrollment, architecture, and research. Credo’s expertise in this sector of the higher education marketplace allows them to understand the unique challenges independent institutions face. The firm helps create smart, data-driven strategies designed to lift up institutions’ missions and propel their visions.
In Appreciation

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