

A photograph of several hands of different skin tones stacked together in a pyramid shape, symbolizing collaboration. The background is a blurred office setting.

THE POWER — OF — COLLABORATION

Happy Fall! The semester is well underway, and we hope all is well with you and your college/university. There is a lot of news this month. The portfolio of Coalition programs is growing, and we hope you will take some time to explore programs of interest as you begin developing your 2023-24 budget.

The Coalition is the only group purchasing organization focused solely on serving private, nonprofit colleges and universities. It is our honor to help colleges save money through programs specifically designed to meet your needs. The Coalition's cost-saving and transformative programs have been aggressively negotiated on your behalf and are available to your college/university because they are a member of your state's private college association.

There are pages on the [Coalition website](#) for each Coalition program that provide details and contact information, and we are always happy to speak with you about the various Coalition programs as you research and decide which are a good fit for your campus.

Read on and visit the [Coalition website](#), [YouTube Channel](#), [contact us](#), or speak with your state association to learn more.

Lyen, Anita, and Keith

COALITION PROGRAM DIRECTORY

Click [HERE](#) for details about these programs and contact information.

FINANCE

EZLease

[Lease Accounting Compliance](#)

Mindstream

Management Consulting

First American Education Finance

Purchasing Card

Project Financing

Paymerang

[Invoice and Payment Automation](#)

Transact/Cashnet

Incoming Payment Processing

MCAG

[Settlement Recovery Services](#)

TITLE IX / DEI

NEW! Grand River Solutions
DEI/Title IX support, Climate Surveys

ATHLETICS

CBIZ Borden Perlman Sports

Intercollegiate Sports Insurance

LEGAL

MCAG

[Settlement Recovery Services](#)

IMA

Property/Casualty/Risk Management/Cyber/Active Aggressor

HR

CastleBranch

[Employee Background Screening](#)

UnitedHealthcare

Employee Health Insurance

Liberty Mutual

Auto and Home Insurance

AffinityLTC

Long Term Care Insurance

Health Benefits Management

Remodel Health

FACILITIES/ENVIRONMENTAL

Fastenal

[MRO and Construction Supplies](#)

First American Education Finance

Project Financing

TELECOM/IT

Granite Telecommunications

[Telecom Solutions](#)

NEW! HESS Consortium
ERP

HEALTH/WELLNESS

UnitedHealthcare

Student Health Insurance

Employee Health Insurance

Telehealth, Behavioral Health

MAJOR NEW STRATEGIC PARTNERSHIP



The **HESS Consortium (HESS)** and the **Coalition for College Cost Savings (The Coalition)** are excited to announce their new partnership, bringing together two nonprofit organizations that serve the unique needs of private, non-profit colleges and universities.

The Coalition supports state-level private higher education member organizations by creating collaborative opportunities for their member colleges and universities to transform processes, reduce cost, and increase efficiencies. The Coalition leverages the collective buying power of private colleges to reduce operating costs, streamline operations and ultimately lower the cost of delivering education.

HESS collectively lowers costs and increases collaboration between private colleges and universities in the area of administrative systems and services by focusing on maximizing the effectiveness and efficiency of administrative software services and related technology to meet the increasing needs of diverse users while minimizing the resources used.

The Coalition and **HESS** have formed a strategic partnership to increase the opportunities for private nonprofit higher education institutions to leverage their collective buying power to reduce operating costs and streamline operations.

In celebration of this new strategic partnership, HESS is extending **free membership** to Coalition state association member institutions (that's you!) in the HESS Consortium for 2022-2023 and free registration for all private, nonprofit colleges and universities (that's you too!) to the 2022 HESS Consortium Members Conference on November 15-16, 2022.

- [Register for free membership in the HESS Consortium](#)
- [Register for the 2022 HESS Consortium Member Institutions Conference](#) (Institutions must register for membership in HESS before registering for the conference)

In addition to his role at HESS, Keith Fowlkes has joined The Coalition as their new VP of Technology. “This strategic partnership is moving both of our organizations to the next level in helping private, non-profit institutions save money and build our national community of practice. Together we will be much stronger and more effective than we were individually,” said Fowlkes.

“HESS is delighted at this new strategic partnership with the Coalition for College Cost Savings. Together, our organizations can work together toward common goals for creating opportunities for private colleges to transform processes, reduce costs, and streamline operations to lower the cost of delivering education,” said Carol Smith, President of the HESS Board of Directors.

“We have worked side-by-side for years, and I am excited to now be working hand-in-hand with Keith and HESS,” said Lyen Crews, President of The Coalition. “We advocate for and serve the same constituents, so it just makes sense to join forces and work together.”

Visit www.thecoalition.us and www.hessconsortium.org for more information.

HESS WAIVES MEMBERSHIP FEES!!

If you missed it above, in celebration of this new strategic partnership, HESS has waived membership fees for the entire HESS national membership for 2022-2023!

HESS is also offering **free admission** to its member institutions for the **2022 HESS Consortium Virtual Conference** in November.

Invite your friends at other private colleges and universities to take this opportunity to join HESS and take part in their phenomenal community of practice!

1. [Register for free membership in the HESS Consortium](#)
2. [Register for the 2022 HESS Consortium Member Institutions Conference](#)
(Institutions must register for membership in HESS before registering for the conference)

Questions? Contact Keith Fowlkes at keith.fowlkes@hessconsortium.org or call 859.516.3571.

PARTNER SPOTLIGHT



It's time to start your ASC 842 compliance project.

Whether you have hundreds of leases or only a few, you still need to go through the process of identifying, abstracting, classifying, properly accounting for, and managing your leases throughout their term.

But where do you start?

Check out this [webinar](#) to learn about:

- Detailed accounting examples
- Lease data required for accounting to achieve compliance
- Lease accounting tools to make your compliance project easier

As a member of your state private higher education association, you receive 20% off list price of EZLease.

Questions? Contact us at cccs@ezlease.com. We're here to help!

If You Missed It...



...Watch the recording [HERE](#)

...More Information is [HERE](#)

...Or contact:

Ben Jacobs
Assistant VP, Product
Specialist
(585) 643-3369
ben.jacobs@faef.com



to schedule a personalized demo and consultation.

... A PDF of the presentation slides and a recording are [HERE](#)

...Find More Information [HERE](#)

...Or Contact

Corbin Allen
Marketing Partnership
Manager
(804) 256-3958
callen@paymerang.com



to schedule a personalized demo and consultation.

Gain Instant Visibility into Cash Flow with Accounts Payable Automation

Published on September 2, 2022 / John Zaudtke

Poor cash flow is detrimental to businesses and leads to failure. Accounts Payable Automation provides enhanced visibility, making it easier to increase cash flow while successfully managing your finance department.

[READ MORE HERE](#)

Four Steps to Successfully Streamline Your Accounting Office

Published on September 14, 2022 / John Zaudtke

Accounts Payable (AP) departments play a critical role in a business's success as they oversee the company's financial responsibilities and provide support in many areas.

Strained vendor relationships, late payments, errors, and fraudulent attacks are all examples of how fragmented business processes can negatively impact your bottom line and potentially cause your company to fail. To create a successful and effective department, you must streamline processes. Here are four ways you can streamline your accounting office to ensure success:

- 1. Simplify workflows**
- 2. Reduce manual tasks**
- 3. Review data**
- 4. Improve supplier relationships**

[READ MORE HERE](#)



It's Your Money – MCAG Wants to Help You Get It Back!

MCAG assists its clients with recovering money from class action settlement funds. MCAG does NOT create class actions—they continually search for class actions that have already settled and have funds available for their clients - allowing clients to focus on their business.

[Quick Video Overview](#)

[More Information](#)



If you are thinking about comparing student health insurance plans or are interested in offering a plan for the first time, take a look at the Coalition

Consortium Plan, as well as the advantages and benefits offered exclusively for member schools.

Contact: Dave Opperman | dopper@firstriskadvisors.com | (267) 880-2300

[More Information](#)

[Request a Quote](#)



Group LTC Product Available from Allstate

AffinityLTC, the Coalition's endorsed partner for Long Term Care insurance, has a **group LTC offering** for members. The product is available in all states **except NY, MA, and VT**. AffinityLTC is working on a comparable product for those states.

Contact: Amy L. Ewbank | *Director of Corporate and Affinity Markets* | (717) 737-3060 x301 | amy@affinityltc.com

[More Information](#)



Behavioral Health Student Solutions

With three levels of service, Behavioral Health Student Solutions offers a high level of flexibility that empowers universities to make choices about the resources their students need most.

Contact: Dave Opperman | dopper@firstriskadvisors.com | (267) 880-2300

[More Information](#)



Simplify Your Telecom Needs with One Provider for All Solutions

Granite delivers one-stop voice and data solutions to governmental agencies, educational institutions and multi-location businesses throughout the United States and Canada.

Contact: Joseph Gephart | coalition@granitenet.com | (561)868-8190

[15-minute \(audio only\) Intro](#) [Quick Video Overview](#) [More Information](#)



IMA's Higher Education practice has a 100% Success Rate in Driving Down colleges' net cost of their **Property & Casualty Insurance** Program.

For colleges not yet in the program, IMA's proprietary assessment and benchmarking process will allow CFOs and Risk Managers to efficiently and effectively quantify gaps and identify opportunities for improvement.

Contact: Blake Wells | VP, Higher Education Client Services Director | (316) 266-6213 | blake.wells@imacorp.com

[More Information](#)



Transform Your Institution to Thrive in a Post Pandemic World

Mindstream is a Management Consulting Firm focused on Transformation in Higher Education. We help colleges and universities reinvent themselves to meet today's challenges. Altering the institution's culture to keep needed change alive.

Contact: Joseph Garcia, President | jgarcia@mindstreamco.com | (210) 819-7306 | (210) 316-0510

[Introductory Webinar](#)

[More Information](#)

The Coalition and its Program Partners Who We Are and What We Do



Visit the playlist – [Who We Are and What We Do](#) on our YouTube channel. Learn about the Coalition and the valuable goods and services our program partners offer private colleges under the Coalition umbrella. Subscribe to be notified when new videos are added.

Program Overview Videos

(+/- 2 minutes each)

Quickly determine programs of interest to research further:

[The Coalition – Who We Are and What We Do](#)

[EZLease Accounting Software Overview](#)

[About Granite Telecommunications](#)

[Employee Screening from CastleBranch](#)

[Settlement Recovery Services from MCAG](#)

[Payment Automation from Paymerang](#)

[Maintenance, Repairs, and Operations Management from Fastenal](#)

Learn more about all the Coalition's cost-saving and transformative programs [HERE](#)

COALITION MEETINGS and EVENTS

Recent Events

[Paymerang Invoice and Payment Automation Roundtable 1 Discussion 1 \(recording\)](#)

[Payment and Invoice Automation Higher Ed Roundtable Discussion 2 \(slides/recording\)](#)

[Title IX Summary Session \(recording\)](#)

[Purchasing Card Webinar \(more information\)](#)

Upcoming Events



September 25 – 27

St. Louis, MO

Come visit the Coalition and select program partners at CACUBO next month. We'll be in booth 501, eager to help you win a prize AND discuss which Coalition programs will help your college/university save money, improve processes, streamline operations, reduce risks, improve fiscal security, and more!

NEWS from STATE ASSOCIATIONS



Dr. Eric A. Turner selected President & CEO of Louisiana Association of Independent Colleges and Universities

After a wide-ranging national search, the Board of Directors of LAICU has selected Eric A. Turner, Ed. D., as its next president and CEO.

Dr. Turner brings 25 years of higher education administration experience at both private and public institutions in Arkansas and Missouri, including two college presidencies. Highlights of his career include leading collaborations between business, industry, education, and governmental entities to provide educational opportunities and workforce pipelines, setting strategic agendas and establishing global partnerships.

Most recently, Turner served as President and Professor of Education at Southwest Baptist University. He holds a Bachelor of Arts degree in History and English from Williams Baptist University and a Master of Arts in History from Arkansas State University. Also, he holds the Doctor of Education degree in Higher Education Administration from Vanderbilt University's Peabody College.

Turner began his duties on Sept 12 and succeeds Dr. Kenya LeNoir Messer.

