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3-2010

## ACUTA eNews March 2010, Vol 39, No. 3

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## Board of Directors for 2010-2011



Arthur

Buchanan

Denbow

Fuoco

Harrington

Ledgerwood

Magnussen

Palladino

The election is over and the results are in. ACUTA's new Board of Directors will assume their roles at the end of the Annual Conference, April 21.

Current President Buck Buchanan, Florida State University, will assume his new position as Immediate Past President. President-elect Matt Arthur, Washington University in St. Louis, will step into the role of President for 2010-11. The new President-elect is former Director-at-Large Joe Harrington from Boston College. George Denbow, University of Texas at Austin, will continue into the second year of his two-year term as Secretary/Treasurer.

Newly elected Directors-at-Large are Walt Magnussen, Texas A&M, and Matt Fuoco, University of Kansas Medical Center, who begins his second term. Mike Palladino from the University of Pennsylvania will enter his first ACUTA Board experience as the appointed Director-at-Large. Riny Ledgerwood, San Diego State University, and Ron Kovac, Ball State University, begin the second year of their two-year terms as Directors-at-Large.

Congratulations to all those who were elected, and thank you to all who sought an opportunity to serve. Serving the association requires commitment and dedication, and is especially commendable at a time when most campuses are very focused on their bottom line. ACUTA's volunteer Board is a very active Board with a vital role to play in the success of the organization.

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From ACUTA Headquarters



Jeri Semer, CAE  
ACUTA Executive Director  
jsemer@acuta.org

## Broadband Grants Are Announced and Round Two Begins

Over the past month, the Department of Commerce's National Telecommunications and Information Administration (NTIA) and the U.S. Department of Agriculture's Rural Utilities Service (RUS) have begun to announce hundreds of millions of dollars in broadband stimulus grants and loans. The funds were awarded to applicants in round one of the RUS Broadband Initiatives Program (BIP) and the NTIA Broadband Technology Opportunities Program (BTOP), which together total \$7.2 billion in funding to improve broadband access and adoption.

According to their latest press release at the time this is being written (February 22), the NTIA had awarded 31 grants totaling more than \$610 million in the BTOP program, plus \$97 million in broadband mapping and planning grants. On February 17, the RUS announced the approval of 11 BIP projects in which grants and loans totaling \$277 million would be invested.

The total funds available for each agency to award under the broadband stimulus programs are \$4.7 billion for NTIA and \$2.5 billion for RUS.

Since the Recovery Act was signed into law last February, ACUTA has been closely monitoring developments and keeping our members informed of opportunities to apply for funding. We are active members of two coalitions focused on increasing broadband access and adoption.

We are pleased to report that several of the grants approved thus far have been awarded to universities, and to research and education networks that are closely affiliated with the higher education community. Many of these funded projects are centered on increasing broadband access to "anchor institutions"—schools, colleges, libraries, hospitals, and other community anchors that can maximize the benefit of these investments in their communities.

Information about the grants and loans that have been awarded so far is available on the Broadband USA website at <http://www.broadbandusa.gov/index.htm>. Awards are described in individual press releases.

The same website contains information about how to apply in Round Two of the funding process. NTIA and RUS have recently announced that they will grant a limited extension of time to file infrastructure applications in the second funding round. Applicants for BTOP Comprehensive Community Infrastructure projects will have until March 26th to file their applications with NTIA. Applicants for BIP infrastructure projects will have until March 29th to file their applications with RUS. Applications in NTIA's two other project categories—Public Computer Centers and Sustainable Broadband Adoption—remain due on March 15th. Any further changes in the deadline will be announced on the Broadband USA website.

Broadband USA also contains FAQs, a database of existing applications so you can see the types of projects being submitted and approved, and "Broadband Match"—essentially an innovative online matching service for those who are seeking partners for their applications.

ACUTA members who have been successful in securing broadband recovery grants so far are too numerous to mention (and I wouldn't want to omit anyone by mistake), but congratulations to all of you!

Please share news regarding your Recovery Act broadband projects with me at [jsemer@acuta.org](mailto:jsemer@acuta.org), and we will look forward to featuring your projects in future ACUTA publications. To those who are considering filing applications in Round Two, good luck!

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## Mark Watters, Ball State University, Wins ACUTA Conference Package

Congratulations to Mark Watters, Director of Telephone and Postal Services at Ball State University, who has won the complimentary registration and travel to ACUTA's Strategic Leadership Forum as a part of the Annual Conference. Mark completed the recent on-line ACUTA survey on leadership, and his name was drawn from the pool of entrants.

This terrific prize was generously donated by Geoffrey Tritsch of Vantage Technology Consulting Group, who won the package as the recipient of the 2008 Ruth A. Michalecki Leadership Award.

Watch future ACUTA Journals for an article based on the leadership experiences of the contest entrants.

## Message from ACUTA Young Professionals Subcommittee

Jana McDonald  
Texas A&M University  
Chair, ACUTA Young  
Professionals  
Subcommittee

ACUTA's new Young Professionals Subcommittee is hard at work forming strong communications pathways for all the young professionals in ACUTA.

Being a "young professional" isn't all about age. We define a young professional as someone who has been in the higher-ed/technology industry for less than 10 years. This unique group of individuals has both a lot to say and a lot to gain from talking to one another.

We have set in place two forms of networking already—virtual and in-person—to spark the much desired personal interaction for this group. First, we have established an ACUTA Young Professionals Facebook fan page. We invite all young professionals to become a fan and join in the conversation at <http://www.facebook.com/pages/ACUTA-Young-Professionals/197960219574?ref=ts>.

Second, we'll be hosting the first-ever Young Professionals Reception at ACUTA's 39th Annual Conference. The Conference will be held April 18-21 in San Antonio, and our reception will be on Monday, April 19th from 5:30-6:30 pm. We invite all young professionals coming to San Antonio to attend this reception. We'll be serving up beer, wine, non-alcoholic drinks, and lots of spirited conversation! (When registering for the Conference, be sure to mark the box on the registration form noting that you've been in the industry for less than 10 years and we will send you all the information about the reception.)

We're looking forward to seeing you in San Antonio and on Facebook!

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## Be a Moderator or Monitor at the Annual Conference

The 39th Annual Conference and Exhibition will be here before we know it—April 18-21 is right around the corner! Please review the conference schedule to see the great lineup of educational sessions the Program Committee has assembled. The schedule and the moderator signup list are posted at <http://www.acuta.org/wcm/acuta/donna2/moderator.pdf>.

Moderating or monitoring a session (or multiple sessions) is a great way to contribute to the success of the conference and to meet presenters and other attendees. Moderators introduce the presenter(s), aided by a script prepared by the staff; monitors distribute and collect the evaluation forms.

Please look at the sessions you would like to attend and send the number or title of the session(s) where you would be willing to volunteer.

For more information, contact Donna Hall, ACUTA Professional Development Manager, at [dhall@acuta.org](mailto:dhall@acuta.org) or 859/278-3338 x231.

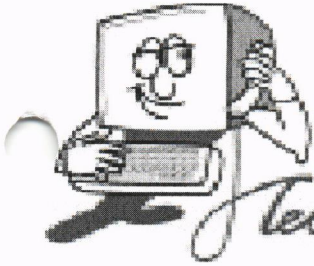
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## Multi-Event Discount: Attend More in 2010 and Save More!

Great discounts when you attend multiple events is one way ACUTA is responding to the current climate of budget cuts. Any attendee from a college or university will be eligible for discounts based on how many events they attend in 2010. The discounts get better as the number of events you attend increases: 20% discount for the 2nd event, 30% discount for the 3rd event, and a whopping 50% discount on the 4th event!

If you attended the Winter Seminar in New Orleans, you are eligible for 20% off your registration for any other event in 2010—you could save \$130 off the early registration fee for the 2010 Annual Conference. The second event registration makes you eligible for 30% off your third event, and if you can make it to all four of ACUTA's face-to-face educational events in 2010, the fourth one will be half price.

Get details at [http://www.acuta.org/wcm/acuta/pdf/multi\\_event\\_discount.pdf](http://www.acuta.org/wcm/acuta/pdf/multi_event_discount.pdf). (Note: The multi-event discount is available only to paying institutional attendees. The discounts are only good for 2010 ACUTA events, are provided to individual attendees, and are non-transferrable within the institution.)



Kevin Tanzillo  
Dux PR  
kevin@duxpr.com

## Meeting the Challenge of Measuring UC's Benefits

In our day job, we've been writing a lot about unified communications lately, and a recurring theme is that although UC has lots of snazzy, productivity-enhancing features, it's a challenge when it comes to quantifying the return on investment. And of course you, in your day jobs, need to be able to show that investing in a technology migration is going to pay off for your school if you're interested in moving to UC.

With that in mind, you might take a look at a white paper on this very topic by the esteemed Irwin Lazar of Nemertes Research, which we encountered recently and which offers advice on making the business case for migration to UC.

Called "Roadmap to UC Projects that Reap Rewards," this white paper talks about what to present in your business case and how to attach monetary value to it in order to help quantify the savings. This is a real problem for UC, because of the difficulty in putting a monetary value on the improved productivity and enhanced collaboration among users that it generates. For bean-counting types, non-measurable benefits like productivity and collaboration just don't make the cut.

So while I don't want to spoil your reading enjoyment of the whole white paper, it is worth pointing out a few of the areas where it shows you how to start quantifying some savings. For instance:

- You can use in-house audio/web/video conferencing instead of outside services, integrating this function through the VoIP system. In contrast to an outside service that bills per user and per minute, an in-house system can bypass those incremental costs. The white paper notes how one organization cut its audioconferencing costs by 90 percent, while several other organizations showed 40 to 50 percent savings.
- Using SIP trunking can eliminate the need for local carrier circuits and make a big difference in your telecom costs. You already know the reasons for putting your school's voice, data, and video onto one network, but the ability to recoup the monthly carrier charges is the most measurable. Some organizations report saving as much as 60 percent.
- Using "telepresence" instead of traveling yields savings. While establishing a well-equipped telepresence room is not inexpensive, the savings that can be recouped by avoiding travel can be significant, depending on how heavily your people hit the road.
- Supporting a virtual workforce, with your school's employees or contractors working from home rather than needing office space, can preserve space on campus (or avoid the need for space rented from near-campus landlords) and perhaps forestall the need for construction projects. This is something that can be easily tabulated to prove the value of UC.

It is clear that if you hope to "sell" UC to a reluctant administration, you will have to show how it can streamline processes or otherwise reduce operational spending. Good luck out there!

As always, if there are specific topics you would like to see covered in this space, please let me know via e-mail at kevin@duxpr.com.

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## Washington Update Newsletter for ACUTA Members

In our continuing efforts to keep ACUTA members informed of the latest developments in response to the current economic situation, we have provided a link to the newsletter, *Washington Update* from Dow Lohnes, ACUTA's legal counsel. Because we are in the process of updating our website, the link is temporarily not available.

Information specific to ICT issues may be found in the "Broadband, Broadcast and Intellectual Property Issues" section. General information on higher education issues is in the section on "Higher Education." Colleges and universities that are affiliated with health care institutions may also be interested in the information under "Health Care."

The newsletter is updated approximately four times per month and posted on the ACUTA website under "Broadband Stimulus Package." Previous copies are also posted for your reference.



## D C Update

Dave Ostrom

Washington State University (retired)  
ACUTA Legislative &  
Regulatory Affairs Committee  
*dave-at-home@clearwire.net*

### Improving Communications with the FCC

In reviewing actions by the FCC over the last month it looks like they are beginning to spend less time on the National Broadband Plan and more time on other issues. The FCC had promised to make it easier to do business with them, and it has now issued two different Notices of Proposed Rule Making (NPRMs) to “Improve Decision-Making and Efficiency, (and) Promote Participation in FCC Proceedings.” The first involves Ex Parte rules which govern how companies—including ACUTA representatives—communicate with FCC staff. The proposed rules would require more complete information to be filed on almost all Ex Parte communications on a timely basis and would encourage the use of electronic filings in a machine-readable format. If they are successful in this effort, it should provide everyone more insight as to what was actually communicated in meetings with FCC staff.

The second NPRM suggests changes to FCC procedural rules. One change would free up FCC staff to “dismiss or deny defective or repetitive petitions filed with the Commission for reconsideration of Commission decisions” rather than require that the FCC Commissioners take this action. This would also allow FCC staff “in certain circumstances to notify parties electronically of docket filings and close inactive dockets.” The NPRM states that there are over 3,000 open dockets, and many of those are inactive or do not require further action. The NPRM seeks to make the tracking of proceedings easier by broadening the use of docket numbers for FCC proceedings. They also propose to use electronic communications when required by statute or regulation to notify parties of orders, pleadings, etc.

In summary, all of these changes might have a chance of making it easier for people, whose main job is not working with the FCC, to obtain information about FCC proceedings.

### Abuse of Video Relay System

In another FCC action a Declaratory Ruling was issued to curb the abuse of the Video Relay System (VRS). This system is intended for use by deaf and hard-of-hearing individuals who use American Sign Language (ASL) to communicate with others using video equipment. Because of the fact that it is a free service to the customer some have abused the service by using it for standard voice communication while others have used it just to run the minutes of use for reimbursement. The service has also been used for communication between two different international locations. The FCC has stated that none of these uses will be approved for reimbursement using VRS funds.

Finally, the FCC has issued an order to correct the “terrestrial loophole” whereby satellite providers of video services were banned from unfair practices; however, terrestrial providers did not have such rules. The order adds terrestrial providers to the existing rules and banned practices such as exclusive contracts, unfair pricing, etc.

### Universal Service Fund

In congressional news there is more talk about USF reform. Representative Richard Boucher (D., Va) has been working on a discussion draft that would cap the Universal Service Fund, expand the contribution base to include intrastate service providers and providers of network connections, and would include funding for broadband services. While this has been talked about for years, there is a chance that it may move forward given the focus on the National Broadband Plan.

For More In-Depth Coverage of Legislative & Regulatory Issues: ACUTA members may read about the latest developments in telecommunications- and Internet-related issues in the most recent Legislative and Regulatory Update, an electronic newsletter prepared monthly by Dow Lohnes. Access this newsletter from the homepage at <http://www.acuta.org>.

# Pennsylvania Coalition Awarded \$99.6 Million NTIA Grant

The Obama Administration has awarded more than \$99 million in federal stimulus funding to the Keystone Initiative for Network-Based Education and Research (KINBER), a coalition of Pennsylvania colleges and universities, research and health care organizations, and economic development entities that submitted a joint application for the construction and management of a robust, statewide broadband network called the Pennsylvania Research and Education Network (PennREN). The National Telecommunications and Information Administration grant, awarded as part of the American Recovery and Reinvestment Act, will be supplemented with an additional \$29 million in private investment.

When completed, the fiber optic cable network will extend over nearly 1,700 miles through 39 Pennsylvania counties, including 22 that are currently unserved or underserved based on their access to affordable broadband services.

Pennsylvania is one of only a handful of states without a high-speed optical network serving its higher education and health care institutions, which has prevented the expansion of distance learning and other educational opportunities, has delayed the universal availability of telemedicine, and has limited the ability of many of the state's leading research universities to access and share critical information throughout the United States and the world.

The proposed network will reach every region of the Commonwealth, providing access and services to anchor institutions that will have the potential to serve more than 5 million individuals in over 2 million households and 200,000 businesses. Initially, it will include 13 primary network facilities and approximately 50 secondary locations. The network will provide the capability to connect colleges and universities, public institutions, regional networks and last mile providers across the Commonwealth.

KINBER's founding members include the Association for Independent Colleges and Universities of Pennsylvania, Bucknell University, Carnegie Mellon University, Drexel University, EINetworks, a collaboration of the Allegheny Library Association and the Carnegie Library of Pittsburgh, the Hospital & Healthsystem Association of Pennsylvania, Lehigh University, the Mid-Atlantic Gigapop for Internet2 (MAGPI) at the University of Pennsylvania, the Pennsylvania Commission for Community Colleges, the Pennsylvania State System of Higher Education, the Pennsylvania State University, the Three Rivers Optical Exchange (3ROX) at the Pittsburgh Supercomputing Center, the University of Pennsylvania, the University of Pittsburgh, and the University of Pittsburgh Medical Center.

KINBER (<http://www.kinber.org>) is an independent, non-profit corporation created to ensure the needs of all of the members and affiliates are addressed. The proposal was endorsed by more than 25 state and regional organizations.

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## In Memory

Dennis "Denny" Grandowicz, 58, of Parma, MI, passed away unexpectedly on Thursday January 21, 2010. He was born in Toledo, OH, on March 2, 1951. Denny was a 1969 graduate of Central Catholic High School in Toledo. He served four years in the Ohio National Guard and worked for AT&T for 35 years retiring in 2007. Denny was an avid deer hunter, golfer, and NASCAR fan and also enjoyed an occasional trip to the casino. In keeping with Denny's wish to help children with life-threatening medical conditions, the family requests any memorial contributions to be made to the Make-A-Wish Foundation.

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Have you registered for the Annual conference in San Antonio?  
<http://www.acuta.org>

# Info Links

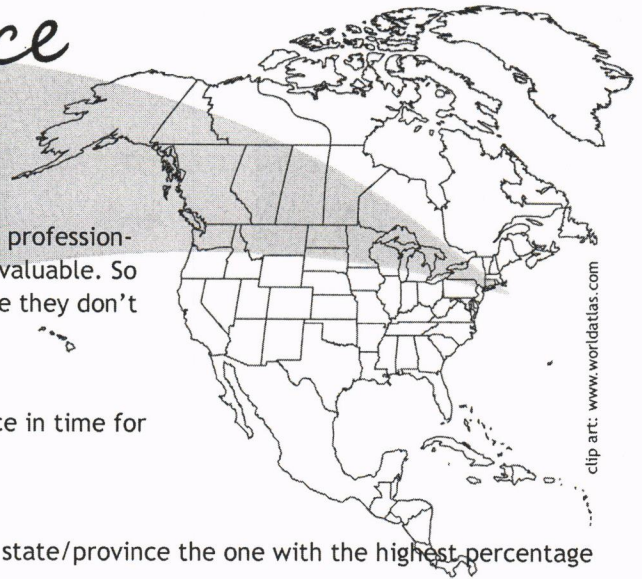
Randy Hayes  
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Frequently, vendors, associations, governmental bodies, and others provide white papers and other informational documents which are announced through a variety of media sources. While some admittedly have a certain slant or opinion, others are quite objective; however, they often contain valuable information. Below are links to selected documents.

- NRRI - State High Cost USF...Purpose/Design/Evaluation:  
[https://portal.neca.org/portal/server.pt/gateway/PTARGS\\_0\\_0\\_307\\_206\\_0\\_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/119nrri.pdf](https://portal.neca.org/portal/server.pt/gateway/PTARGS_0_0_307_206_0_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/119nrri.pdf)
- McAfee - In the Crossfire—Critical Infrastructure & Cyberwar:  
Full Report: [http://newsroom.mcafee.com/images/10039/In%20the%20Crossfire\\_CIP%20report.pdf](http://newsroom.mcafee.com/images/10039/In%20the%20Crossfire_CIP%20report.pdf)  
Executive Summary: <http://newsroom.mcafee.com/images/10039/CIP%20Executive%20Summary.pdf>
- HLDI - Cellphone Bans Do NOT Reduce Accidents:  
[http://www.iihs.org/research/topics/pdf/HLDI\\_Cellphone\\_Bulletin\\_Dec09.pdf](http://www.iihs.org/research/topics/pdf/HLDI_Cellphone_Bulletin_Dec09.pdf)
- Symantec - 2010 State of the Data Center Report:  
Full Report: [http://www.symantec.com/content/en/us/about/media/pdfs/Symantec\\_DataCenter10\\_Report\\_Global.pdf](http://www.symantec.com/content/en/us/about/media/pdfs/Symantec_DataCenter10_Report_Global.pdf)  
Summary, Press Release, and Add'l Resources: [http://www.symantec.com/about/news/release/article.jsp?prid=20100111\\_01](http://www.symantec.com/about/news/release/article.jsp?prid=20100111_01)
- Accenture - ARRA Provides States Opportunities:  
[http://www.accenture.com/NR/rdonlyres/9A1D925D-BEC7-4E6F-A66E-2BEECED07AD3/0/Accenture\\_Health\\_and\\_Public\\_Service\\_Transparency\\_Strategic\\_Opportunities\\_with\\_ARRA.pdf](http://www.accenture.com/NR/rdonlyres/9A1D925D-BEC7-4E6F-A66E-2BEECED07AD3/0/Accenture_Health_and_Public_Service_Transparency_Strategic_Opportunities_with_ARRA.pdf)
- AT&T - FCC Has Authority for Univ Svcs for Broadband Rules:  
[https://portal.neca.org/portal/server.pt/gateway/PTARGS\\_0\\_0\\_307\\_206\\_0\\_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/129att2.pdf](https://portal.neca.org/portal/server.pt/gateway/PTARGS_0_0_307_206_0_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/129att2.pdf)
- Georgetown - Net Neutrality Paper:  
[https://portal.neca.org/portal/server.pt/gateway/PTARGS\\_0\\_0\\_307\\_206\\_0\\_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/georgetown.pdf](https://portal.neca.org/portal/server.pt/gateway/PTARGS_0_0_307_206_0_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/georgetown.pdf)
- Trusteer - Reusing Bank/Other Login Credentials:  
<http://www.trusteer.com/sites/default/files/cross-logins-advisory.pdf>
- OECD - Smart Sensor Networks:  
<http://www.oecd.org/dataoecd/39/62/44379113.pdf>
- Waverman - 2010 Connectivity Scorecard (Sweden #1):  
<http://www.connectivityscorecard.org/images/uploads/media/TheConnectivityReport2010.pdf>
- EuroActiv - Policy Guide to the EU Parliament:  
[http://www.euractiv.com/pdf/EA\\_EP\\_GUIDE.pdf](http://www.euractiv.com/pdf/EA_EP_GUIDE.pdf)
- Economics & Technology - Regulation, Investment, and Jobs:  
[https://portal.neca.org/portal/server.pt/gateway/PTARGS\\_0\\_0\\_307\\_206\\_0\\_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/021210pkreport.pdf](https://portal.neca.org/portal/server.pt/gateway/PTARGS_0_0_307_206_0_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/021210pkreport.pdf)
- FCC - Census Tract-level data on High Speed Internet Access:  
Part 1-[http://hraunfoss.fcc.gov/edocs\\_public/attachmatch/DOC-296239A1.pdf](http://hraunfoss.fcc.gov/edocs_public/attachmatch/DOC-296239A1.pdf)  
Part 2-[http://hraunfoss.fcc.gov/edocs\\_public/attachmatch/DOC-296239A2.pdf](http://hraunfoss.fcc.gov/edocs_public/attachmatch/DOC-296239A2.pdf)
- Gary Dell - Driving Impairs Talking/Thinking/Recall:  
<http://pbr.psychonomic-journals.org/content/17/1/15.full.pdf+html>
- NTIA - Digital Nation...U.S. Progress on Universal Broadband:  
[https://portal.neca.org/portal/server.pt/gateway/PTARGS\\_0\\_0\\_307\\_206\\_0\\_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/021710ntia.pdf](https://portal.neca.org/portal/server.pt/gateway/PTARGS_0_0_307_206_0_43/http%3B/prodnet.www.neca.org/publicationsdocs/wwpdf/021710ntia.pdf)
- Pew Internet - Internet, Broadband, & Cellphone Stats:  
[http://www.pewinternet.org/~media/Files/Reports/2010/PIP\\_December09\\_update.pdf](http://www.pewinternet.org/~media/Files/Reports/2010/PIP_December09_update.pdf)
- Pew Internet - Social Media/Mobile Internet Use Among Youth:  
[http://www.pewinternet.org/~media/Files/Reports/2010/PIP\\_Social\\_Media\\_and\\_Young\\_Adults\\_Report.pdf](http://www.pewinternet.org/~media/Files/Reports/2010/PIP_Social_Media_and_Young_Adults_Report.pdf)
- FCC - National Broadband Plan Update (Feb. 18th):  
[http://hraunfoss.fcc.gov/edocs\\_public/attachmatch/DOC-296353A1.pdf](http://hraunfoss.fcc.gov/edocs_public/attachmatch/DOC-296353A1.pdf)



# Your State/Province Could Be #1!



It's pretty obvious to all of us that being a part of the ACUTA network of professionals is one of the most valuable benefits of membership—if not the *most* valuable. So why isn't every college and university a member? Surely it's just because they don't know about us!

We're on a campaign to fix that right now.

We'd like to have at least one new member from each state and province in time for the Annual Conference April 18-21 in San Antonio, Texas.

## Here's how you can help make it happen:

1. Get in touch with your competitive spirit and commit to making your state/province the one with the highest percentage of member schools. (We suggest aiming for 100%!)
2. Contact your state/province coordinator (listed below) to find out which schools in your area are not members. (If your state/province isn't on this list, send Amy Burton an e-mail at [aburton@acuta.org](mailto:aburton@acuta.org).)
3. Volunteer to contact the IT/Telecom/Communications manager or director on those campuses to invite them to become ACUTA members.
4. Celebrate with us in San Antonio when dozens—or maybe hundreds!—of new members become part of the great ACUTA network!

Alabama	Robert Cloud	University of Alabama at Birmingham	recloud@uab.edu
Arkansas	Dana Statton	Arkansas State University	dstatton@astate.edu
Arizona	Chris McCotter	University of Arizona	mccotter@email.arizona.edu
British Columbia	Michele Morrison	British Columbia Institute of Technology	michele_morrison@bcit.ca
California	Matthew Miller	University of California, San Francisco	Matt.Miller@ucsf.edu
Colorado	Karen Ornelas	University of Denver	karen.ornelas@du.edu
Connecticut	Randy Wanciak	Yale University	randy.wanciak@yale.edu
Delaware	Lynne Newlin	University of Delaware	lnewlin@udel.edu
Florida	John Madey	University of Florida	jmadey@ufl.edu
Iowa	Rhonda Fiscus	Iowa State University	rfiscus@iastate.edu
Idaho	Mark Norviel	Idaho State University	norvmark@isu.edu
Illinois	EllenSue Cameron	University of Illinois at Urbana - Champaign	ellensue@illinois.edu
Indiana	Sue Lakin	Purdue University	salakin@purdue.edu
Kansas	Gene Lake	Emporia State University	clake@emporia.edu
Kentucky	James Gantt	Murray State University	james.gantt@murraystate.edu
Louisiana	Kathy Bourgeois	Tulane University	kathyb@tulane.edu
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## CUPA-HR Salary Survey

No Increase Over  
Last Year in Overall  
Median Base Salary  
for Senior-Level  
Administrative  
Positions in Higher  
Education

The College and University Professional Association for Human Resources (CUPA-HR) recently released its 2009-10 Administrative Compensation Survey Report, and results indicate that, for the first time in more than 25 years, the vast majority of institutions surveyed gave no salary increases to senior-level administrative staff. Approximately two-thirds of responding institutions gave no salary increases in 2009 and about two-thirds of incumbents received no increases. A small subset of these actually gave or received a salary decrease.

This finding reflects the salaries for 77,186 job incumbents in public and private institutions nationwide. Salaries were reported by 1,280 institutions for 280 selected positions, mostly at the director level and above. While the median salary increase for these positions was 0% this year, this was still better than inflation which was negative. According to the Bureau of Labor Statistics, the annual Consumer Price Index for all urban consumers [CPI-U] in 2009 was 0.4% lower than in 2008.

In light of the economy, we asked respondents if they expect to be authorized to fill/add more or fewer vacant/new positions this fiscal year compared to last. Across the board, less than 1% expect the number to be "significantly more" and only 10% or less expect the number to be "somewhat more," with the larger percentages continuing to be associated with faculty.

"The economy has definitely had a dramatic impact on the higher education workforce," says CUPA-HR President & CEO Andy Brantley. "Layoffs, furloughs and benefits changes have unfortunately been widespread this year.... My hope is that college and university leaders are going out of their way to acknowledge in some capacity the great work of key performers who are helping ensure institution success during these difficult and challenging times."

### About the Survey Report

The 2009-10 Administrative Compensation Survey Report provides an overview of median salaries from all reporting institutions by affiliation, budget size and enrollment. Comparative tables break down data by budget quartiles and institutional classification. To order survey results or download a free Executive Summary for this survey, go to "Surveys" on CUPA-HR's home page ([www.cupahr.org](http://www.cupahr.org)) and click on "2009-10 Salary Surveys: Order Now."

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## Check It Out: Press Releases, Job Postings, RFIs/RFPs and Special Deals

The ACUTA website is a useful tool for communicating with other members, whether you've got some exciting news to share, a position to fill, or a project for which you need a vendor. Check the website for the latest postings frequently. Here are items that have been posted since our last eNews.

### PRESS RELEASES

- WEBS Contact™ Is Talk-A-Phone's new Mass Notification Software
- Talk-A-Phone Introduces Native VoIP 500 Emergency Phones
- e2Campus Helps Universities Weather the Blizzards of 2010
- Fujitsu / University of Texas at Dallas Collaboration Wins "Best Paper Award" at International Optical Networking Conference

### JOB POSTINGS

Help your colleagues who are looking for work! To send job postings go to <http://www.acuta.org>. Click on one of the jobs listed there and you will link to the jobs we have now and a link where you can post a job.

- Manager of Telecommunications, The University of Akron
- Network Security Analyst 3, Portland State University
- Voice Network Support Engineer, Portland State University
- Voice Application Specialist, Univ. of Iowa Hospitals & Clinics
- Voice/Communications Engineer, Univ. of Iowa Hospitals & Clinics
- Information Security manager, Univ. of Iowa Hospitals & Clinics
- Multimedia Specialist, Washington University in St. Louis
- Lead Network Architect, NC State University

### RFIs/RFPs

- Riverside Community College District, Riverside, CA  
Request for Qualifications for Riverside Community College District - Informational Technology Systems and Organizational Audit

### SPECIAL DEALS!

Watch the website for new Special Deals!

- Q1-2010 Special Pricing from Scitec (Expires: 3/31/10)
- Special ACUTA End-Customer Offer from BridgeWave Communications