

Hood & Strong

Advisory, Tax  
and Assurance

# Palo Alto University, Inc.

July 31, 2024 and 2023

Independent Auditors' Report and  
Financial Statements

# Palo Alto University, Inc.

## Independent Auditors' Report and Financial Statements

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## Independent Auditors' Report

THE BOARD OF TRUSTEES  
PALO ALTO UNIVERSITY, INC.  
Palo Alto, California

### Opinion

We have audited the financial statements of **PALO ALTO UNIVERSITY, INC. (the University)** which comprise the statement of financial position as of July 31, 2024 and 2023, the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the University as of July 31, 2024 and 2023, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the University and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the University's ability to continue as a going concern for one year from the date of this report.

## **Auditors' Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- exercise professional judgment and maintain professional skepticism throughout the audit.
- identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the University's internal control. Accordingly, no such opinion is expressed.
- evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the University's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

*Hood & Strong LLP*

San Francisco, California  
December 2, 2024

# Palo Alto University, Inc.

## Statement of Financial Position

July 31,	2024	2023
<b>Assets</b>		
<b>Current Assets:</b>		
Cash and cash equivalents	\$ 11,505,445	\$ 12,095,828
Student receivables, net of allowance of \$977,549 for 2024 and \$942,917 for 2023	9,836,330	8,798,334
Contributions receivable, net current portion	185,342	226,592
Grants receivable	1,132,111	627,311
Prepaid expenses and other assets	1,305,420	1,411,935
Total current assets	23,964,648	23,160,000
<b>Investments</b>	5,118,619	4,358,795
<b>Contributions Receivable</b> , net of current portion	32,834	114,475
<b>Operating lease right-of-use assets</b>	6,065,060	6,734,303
<b>Property and Equipment</b> , net	10,561,666	10,907,397
<b>Goodwill</b>	573,000	573,000
Total assets	\$ 46,315,827	\$ 45,847,970
<b>Liabilities and Net Assets</b>		
<b>Current Liabilities:</b>		
Accounts payable and accrued expenses	\$ 2,987,193	\$ 2,970,949
Deferred revenue	11,806,264	11,008,920
Operating lease liability, current portion	721,078	677,094
Total current liabilities	15,514,535	14,656,963
<b>Operating lease liability</b> , net of current portion	6,405,909	7,126,986
Total liabilities	21,920,444	21,783,949
<b>Net Assets:</b>		
Without donor restrictions	21,472,568	21,734,555
With donor restrictions	2,922,815	2,329,466
Total net assets	24,395,383	24,064,021
Total liabilities and net assets	\$ 46,315,827	\$ 45,847,970

See accompanying notes to the financial statements.

# Palo Alto University, Inc.

## Statement of Activities and Changes in Net Assets

For the Year Ended July 31,

	2024			2023		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>Revenues:</b>						
Gross tuition	\$ 31,926,819		\$ 31,926,819	\$ 30,640,447		\$ 30,640,447
Gross fees	4,200,130		4,200,130	3,997,223		3,997,223
	36,126,949		36,126,949	34,637,670		34,637,670
Less financial aid	(1,373,283)		(1,373,283)	(1,273,194)		(1,273,194)
Net tuition and fees	34,753,666		34,753,666	33,364,476		33,364,476
Contributions	1,576	\$ 446,968	448,544	24,364	\$ 379,998	404,362
Grants	1,570,500		1,570,500	886,445		886,445
Investment income (loss)	677,616	356,809	1,034,425	454,233	110,118	564,351
Program services income, net	1,788,599		1,788,599	1,526,355		1,526,355
Other	287,529		287,529	634,569		634,569
Net assets released from restrictions	210,428	(210,428)	-	226,504	(226,504)	-
Total revenues	39,289,914	593,349	39,883,263	37,116,946	263,612	37,380,558
<b>Expenses:</b>						
Program services:						
Instruction	25,222,537		25,222,537	22,720,250		22,720,250
Student services	4,875,324		4,875,324	4,403,158		4,403,158
Supporting services:						
Institutional support	9,174,150		9,174,150	10,373,820		10,373,820
Development	279,890		279,890	254,151		254,151
Total expenses	39,551,901	-	39,551,901	37,751,379	-	37,751,379
Change in Net Assets from Operating Activities	(261,987)	593,349	331,362	(634,433)	263,612	(370,821)
<b>Other Changes in Net Assets:</b>						
Net asset transfer			-	(200,000)	200,000	-
Total Change in Net Assets	(261,987)	593,349	331,362	(834,433)	463,612	(370,821)
Net Assets, beginning of period	21,734,555	2,329,466	24,064,021	22,568,988	1,865,854	24,434,842
Net Assets, end of period	\$ 21,472,568	\$ 2,922,815	\$ 24,395,383	\$ 21,734,555	\$ 2,329,466	\$ 24,064,021

See accompanying notes to the financial statements.

# Palo Alto University, Inc.

## Statement of Functional Expenses

For the Year Ended July 31, 2024

	Student Services				Institutional Support		Total Institutional Support	Development	Total
	Instruction	Library	Student Services	Total Student Services	General & Administrative	Sponsored Programs			
Salaries and wages	\$ 15,338,699	\$ 523,609	\$ 2,543,605	\$ 3,067,214	\$ 3,614,678	\$ 585,388	\$ 4,200,066	\$ 196,749	\$ 22,802,728
Benefits	1,649,512	54,184	244,725	298,909	1,815,228	76,275	1,891,503	22,463	3,862,387
Total salaries and benefits	16,988,211	577,793	2,788,330	3,366,123	5,429,906	661,663	6,091,569	219,212	26,665,115
Consortium payments	3,656,007			-			-		3,656,007
Consultants	504,503		286,402	286,402	415,838	149,423	565,261	20,392	1,376,558
Rent	1,340,001		27,917	27,917	27,917		27,917		1,395,835
Professional dues and license	84,502	1,033	4,682	5,715	24,200	436	24,636	2,807	117,660
Building maintenance	143,994	11,803	11,803	23,606	33,048	33,048	66,096	2,361	236,057
Computer & network equipment	882	4,373	72	4,445	2,951	14,602	17,553	14	22,894
Digital material use fees		217,006		217,006			-		217,006
Audit services				-	129,500		129,500		129,500
Graduation	66,211		8,485	8,485			-		74,696
Recruiting and job fairs	681		7,430	7,430	16,714		16,714		24,825
Travel and lodging	295,710	4,546	21,044	25,590	59,047	1,058	60,105		381,405
Meals and entertainment	88,223	1,005	18,463	19,468	48,724	900	49,624	6,730	164,045
Temporary agencies				-	124,439		124,439		124,439
Advertising and public relations	41,666		3,745	3,745	249,767	6,081	255,848		301,259
Bank and credit card charges	37,522			-	433,908		433,908		471,430
Bad debt				-	81,901		81,901		81,901
Community relations	50,938		2,288	2,288	27,557	4,122	31,679	3,510	88,415
Supplies	8,042	6,372	9,053	15,425	4,199	318	4,517	2,635	30,619
Utilities and telephone	144,349	8,063	8,063	16,126	27,486	22,576	50,062	1,613	212,150
Business insurance	37,522			-	433,908		433,908		471,430
Legal	19			-	50,515		50,515		50,534
Software site licenses	788,529	318,372	211,606	529,978	70,368	9,719	80,087		1,398,594
Royalties	284,203			-			-		284,203
Depreciation and amortization	262,301	206,299	21,148	227,447	334,050	59,213	393,263	4,230	887,241
Other expenses	398,521	22,984	65,144	88,128	104,619	80,429	185,048	16,386	688,083
Total expenses	\$ 25,222,537	\$ 1,379,649	\$ 3,495,675	\$ 4,875,324	\$ 8,130,562	\$ 1,043,588	\$ 9,174,150	\$ 279,890	\$ 39,551,901

See accompanying notes to the financial statements.

# Palo Alto University, Inc.

## Statement of Functional Expenses

For the Year Ended July 31, 2023

	Instruction	Student Services		Total Student Services	Institutional Support		Total Institutional Support	Development	Total
		Library	Student Services		General & Administrative	Sponsored Programs			
Salaries and wages	\$ 13,036,569	\$ 473,151	\$ 2,122,958	\$ 2,596,109	\$ 4,483,835	\$ 564,993	\$ 5,048,828	\$ 187,866	\$ 20,869,372
Benefits	1,503,744	46,987	204,790	251,777	1,505,126	59,573	1,564,699	20,404	3,340,624
Total salaries and benefits	14,540,313	520,138	2,327,748	2,847,886	5,988,961	624,566	6,613,527	208,270	24,209,996
Consortium payments	3,534,118			-			-		3,534,118
Consultants	612,776		51,466	51,466	953,723	172,830	1,126,553	22,839	1,813,634
Rent	1,315,187		27,400	27,400	27,400		27,400		1,369,987
Professional dues and license	145,918	336	5,800	6,136	39,048	200	39,248	1,542	192,844
Building maintenance	152,753	12,521	12,521	25,042	35,058	35,058	70,116	2,504	250,415
Computer equipment	3,041	1,201	255	1,456	6,711	5,585	12,296	5	16,798
Digital material use fees	320	228,593		228,593		6,494	6,494		235,407
Audit services				-	106,200		106,200		106,200
Graduation	99,832		5,866	5,866			-		105,698
Recruiting and job fairs	16,443		9,442	9,442	11,812		11,812		37,697
Travel and lodging	196,527	2,665	30,007	32,672	26,485	1,755	28,240	568	258,007
Meals and entertainment	87,838	458	12,760	13,218	56,098	3,301	59,399	49	160,504
Temporary agencies	83,208			-	214,519		214,519		297,727
Advertising and public relations	70,658		50,426	50,426	220,947		220,947		342,031
Bank and credit card charges	36,266			-	412,825		412,825		449,091
Bad debt				-	84,326		84,326		84,326
Community relations	29,545	413	1,726	2,139	26,702	325,953	352,655		384,339
Supplies	8,351	6,404	3,381	9,785	20,990	830	21,820		39,956
Utilities and telephone	142,456	12,771	34,664	47,435	61,386	21,370	82,756	3,736	276,383
Business insurance				-	304,689		304,689		304,689
Legal	6,024			-	61,324		61,324		67,348
Software site licenses	567,040	343,532	251,468	595,000	31,372	52,408	83,780		1,245,820
Royalties	261,623			-			-		261,623
Depreciation and amortization	355,376	309,617	22,178	331,795	177,665	46,610	224,275	3,329	914,775
Other expenses	454,637	46,406	70,995	117,401	185,746	22,873	208,619	11,309	791,966
Total expenses	\$ 22,720,250	\$ 1,485,055	\$ 2,918,103	\$ 4,403,158	\$ 9,053,987	\$ 1,319,833	\$ 10,373,820	\$ 254,151	\$ 37,751,379

See accompanying notes to the financial statements.



# Palo Alto University, Inc.

## Statement of Cash Flows

<i>For the Year Ended July 31,</i>	2024	2023
<b>Cash Flows from Operating Activities:</b>		
Change in net assets	\$ 331,362	\$ (370,821)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	887,241	914,775
Loss on disposal of property and equipment		49,671
Provision for uncollectible student receivables	34,632	25,277
Change in discount and allowance on contributions receivable	(2,359)	4,935
Net (gain) loss on investments	(640,198)	397,651
Amortization of operating lease right-of-use assets	669,243	599,300
Changes in operating assets and liabilities:		
Student receivables	(1,072,628)	23,947
Contributions receivable	125,250	(71,518)
Grants receivable	(504,800)	257,605
Prepaid expenses and other assets	106,515	515,414
Accounts payable and accrued expenses	(7,047)	(1,036,670)
Deferred revenue	797,344	413,672
Contingent consideration		(118,000)
Operating lease liability	(677,093)	(582,042)
Other liabilities		65,875
<b>Net cash provided by operating activities</b>	<b>47,462</b>	<b>1,089,071</b>
<b>Cash Flows from Investing Activities:</b>		
Proceeds from the sale of investments	2,330,531	2,309,510
Purchase of investments	(2,450,157)	(2,996,856)
Purchase of property and equipment	(518,219)	(2,097,537)
<b>Net cash used by investing activities</b>	<b>(637,845)</b>	<b>(2,784,883)</b>
<b>Net Change in Cash and Cash Equivalents</b>	<b>(590,383)</b>	<b>(1,695,812)</b>
<b>Cash and Cash Equivalents, beginning of the period</b>	<b>12,095,828</b>	<b>13,791,640</b>
<b>Cash and Cash Equivalents, end of the period</b>	<b>\$ 11,505,445</b>	<b>\$ 12,095,828</b>
<b>Non-cash Supplemental Information:</b>		
Property and equipment included in accounts payable and accrued expenses	\$ 23,291	
Operating lease liability to obtain right of use asset		\$ 8,386,122

See accompanying notes to the financial statements.

# Palo Alto University, Inc.

## Notes to the Financial Statements

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### **Note 1 - The University and Summary of Significant Accounting Policies:**

#### The University

Palo Alto University (the University), founded in 1975 as Pacific Graduate School of Psychology, is a private, not-for-profit educational institution dedicated to improving the human condition through excellence in teaching, research and scholarship in the fields of psychology and counseling. With an unwavering commitment to diversity and to the communities it serves, the University offers doctorate, master's and bachelor's programs, as well as hands-on clinical training. The University is accredited by the Western Association of Schools and Colleges (WASC).

The University has many collaborative partnerships with community organizations and institutions, including Stanford School of Medicine, the Department of Veterans Affairs, Palo Alto Medical Center, and other mental health care organizations. The University's Gronowski Center teaching clinic delivers low-cost mental health services while also providing valuable, supervised training to university graduate students. In addition, the University sponsors several academic centers devoted to child mental health, evidence-based care for Lesbian, Gay, Bisexual, Transgender, and Questioning clients, excellence in diversity and community care, and internet-based global healthcare. The University also provides premium online professional training for mental health professionals.

#### Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

#### Basis of Presentation

The University's resources are classified according to the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the University and changes therein are classified and reported as follows:

*Net Assets Without Donor Restrictions* are not subject to donor-imposed restrictions and include Board-designated funds functioning as endowments which have been set aside for special programs, capital projects, and to act as endowment funds.

*Net Assets With Donor Restrictions* are subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or by satisfying restrictions specified by the donor. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. Net assets with donor restrictions consist primarily of restricted grants, pledges, and contributions, together with income specifically restricted by donors.

# Palo Alto University, Inc.

## Notes to the Financial Statements

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### Use of Estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

### Cash and Cash Equivalents

For purpose of the statement of cash flows, cash and cash equivalents consist of cash and money market funds excluding those held for investment purposes.

### Investments

Investments are recorded at fair value. Investments received through gifts are recorded at estimated fair value at the date of donation. All debt and equity securities with readily determinable market values are carried at estimated fair value based on closing market prices. Investments in privately held companies are held at fair value as determined by the management of those companies. Gains and losses that result from market fluctuations are recognized in the statement of activities and changes in net assets in the period such fluctuations occur. Dividend and interest income are accrued when earned.

### Student and Grants Receivables

Student receivables include tuition and fees due from students and grants receivables include reimbursements due from sponsors of externally funded research and amounts due from federal agencies for student financial aid programs. These receivables are carried at the net realizable value and are expected to be collected within one year.

The University grants credit primarily to individuals for the purpose of paying for their tuition and fees. Student receivables are payable by a certain date each quarter and are stated at amounts due, net of an allowance for credit losses, if any. The University routinely reviews its receivables and makes provisions for the credit losses utilizing the Current Expected Credit Losses model (CECL). The CECL model utilizes a lifetime expected credit loss measurement objective for the recognition of credit losses for accounts receivables at the time the financial asset is originated or acquired utilizing historic and current data along with future projections. Receivables are charged against the allowance when management believes that collectability is unlikely.

Grants are expected to be fully collectible in the upcoming year.

# Palo Alto University, Inc.

## Notes to the Financial Statements

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### Property and Equipment

Property and equipment are stated at cost at the date of acquisition or fair value at the date of donation in the case of gifts in kind. The University capitalizes all expenses for property and equipment, with the exception of library books, in excess of \$1,000; library books of any amount are capitalized. Depreciation is computed using the straight-line method based upon the estimated useful lives of the assets, generally 3 to 40 years.

### Leases

The University determines whether an arrangement is or includes a lease and categorizes leases as either operating or finance leases at their commencement. The University does not have any financing leases. Operating right-of-use lease assets represent the University's right to use an underlying asset during the lease term and operating lease liabilities represent the University's obligation to make payments arising from the lease. Operating leases are recorded in operating lease assets and operating lease liabilities on the Statement of Financial Position.

Operating right-of-use lease assets and operating lease liabilities are recognized based on the present value of the future minimum lease payments over the lease term at commencement date. The discount rate used to derive the present value is based on the rate implicit in the lease or, in absence of a rate implicit in the lease, a risk-free rate which is aligned with the lease term at the lease commencement date. Renewal periods are included in calculating the right-of-use assets and liabilities when they are reasonably certain of exercise. Lease expense for minimum lease payments is recognized on a straight-line basis over the lease term. The University made an accounting policy election not to recognize lease assets and liabilities for leases with a term of 12 months or less.

### Goodwill

Goodwill represents the excess of the cost of net assets acquired over the fair value of identifiable net assets at the date of acquisition. Goodwill acquired and determined to have an indefinite useful life is not amortized but tested for impairment at least annually or more frequently if events and circumstances exist that indicate that a goodwill impairment test should be performed. Goodwill impairment tests consist of a comparison of the reporting unit's fair value with its carrying value. Impairment exists when the carrying amount of goodwill exceeds the implied fair value for the reporting unit. The evaluation of impairment requires the University to make assumptions about future cash flows over the life of the asset being evaluated. These assumptions require significant judgment and are subject to change as future events and circumstances change. Actual results may differ from assumed and estimated amounts. Management determined that no impairment write-downs were required as of July 31, 2024.

# Palo Alto University, Inc.

## Notes to the Financial Statements

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### Revenue Recognition

Student receivables are recorded when students are billed. Tuition and fee revenues are recognized on a pro rata basis over the applicable teaching period in which educational services are provided (performance obligation). Collection or development of payment plans for tuition and fees is required prior to registration for the following term. Financial aid, in the form of fellowships and waivers, reduces the published price of tuition for students receiving such aid. As such, financial aid represents the difference between the stated charge for tuition (transaction price) and fees and the amount that is billed to the student and/or third parties making payments on behalf of the student.

Tuition amounts received for the 2024-2025 school year as of July 31, 2024 in the amount of \$11,067,583 are recorded as deferred revenue, a contract liability. Deferred revenue as of July 31, 2023 of \$10,769,879 was recognized as revenue during the year ended July 31, 2024.

Contributions and grants are recognized as revenues when they are received by, or unconditionally pledged to, the University. The University classifies gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When such donor restrictions expire, that is, when stipulated time restrictions end or purpose restrictions are accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities and changes in net assets as net assets released from restrictions. When the restriction is met in the same period as the contribution is received, contributions are reported as increases in net assets without donor restrictions.

Contributions that are promised in one year but are expected to be received in future years (or over a number of years) are The discounts on contributions receivable are computed using the prime rate applicable to the month in which those promises were made. Amortization of the discounts is included in contribution and grants revenue. The discounts on contributions receivable are computed using the prime rate applicable to the month in which those promises were made. Amortization of the discounts is included in contribution revenue.

An allowance for uncollectible pledges has been established based on prior experience. The financial statements reflect these pledges net of the discount and allowance reserve. Conditional promises, that is, those with a measurable performance or other barrier and a right of return, are not recognized until the conditions on which they depend are substantially met. The University had no conditional contributions as of July 31, 2024 and 2023.

Grant revenues are recognized as grant expenditures are incurred. Grant proceeds received in advance of grant expenditures as of July 31, 2024 in the amount of \$738,681 are recorded as deferred revenue, a contract liability. Deferred revenue related to grants as of July 31, 2023 of \$239,041 was recognized as revenue during the year ended July 31, 2024.

# Palo Alto University, Inc.

## Notes to the Financial Statements

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Program services income includes the Gronowski Center teaching clinic and CONCEPT (see Note 14) online professional training revenues. Revenue is recognized as the services are provided (performance obligation), typically upon receipt of payment. Deferred revenue, if any, is recorded for services paid for but not provided as of year end. As of July 31, 2024 and 2023, no deferred revenue was recorded.

### Advertising Expenses

The University's policy is to expense advertising costs as they are incurred. Advertising costs for the year ended July 31, 2024 and 2023 were \$301,259 and \$342,031, respectively.

### Allocation of Functional Expense

The costs of providing various programs and activities have been summarized on a functional basis in the statement of activities and changes in net assets. Certain expenses, such as depreciation and amortization expense, building services, including information technology, and personnel, are allocated among program services and supporting services based primarily on direct payroll charges and other direct expenses.

Allocations for other information technology and operations and maintenance are based on a percentage of the total expenses. The remaining expenses are allocated based on a direct identification methodology.

### Income Taxes

The University is recognized by the Internal Revenue Service as an organization exempt from income taxes on related activities under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code.

As of July 31, 2024 and 2023, management evaluated the University's tax positions and concluded that the University had maintained its tax-exempt status and had taken no uncertain tax positions that require adjustment to the financial statements. Therefore, no provision or liability for income taxes has been included in the financial statements.

### Concentrations of Risk

Financial instruments which potentially subject the University to concentrations of credit risk consist principally of cash and cash equivalents, student receivables, and investments.

During the year, the University regularly maintains cash balances in excess of federally insured limits.

The University grants credit to students in the normal course of operations and the credit risk with respect to these receivables is generally considered minimal due to the wide dispersion of receivables among individual students.

# Palo Alto University, Inc.

## Notes to the Financial Statements

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The University places investments with high credit quality financial institutions. Investments in general are exposed to various risks, such as interest rate, credit and overall market volatility. To address the market risk of investments, the University maintains a formal investment policy that sets out performance criteria and investment guidelines, and requires review of performance.

### Fair Value Measurements

The University carries certain assets and liabilities at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The University classifies its financial assets and liabilities that the University has the ability to access at the measurement date based on a valuation method using three levels. Level 1 values are based on quoted prices (unadjusted) in active markets for identical securities. Level 2 values are based on significant observable market inputs, such as quoted prices in inactive markets. Level 3 values are based on significant unobservable inputs that reflect the University's determination of assumptions that market participants might reasonably use in valuing the securities.

The valuation levels are not necessarily an indication of the risk or liquidity associated with the assets and liabilities measured at fair value.

### Reclassification

Certain accounts in the 2023 financial statements have been reclassified for comparative purposes to conform with the presentation in the 2024 financial statements. These reclasses have had no effect on net assets or change in net assets.

### Recent Accounting Pronouncements

#### *Adopted*

In June 2016, the FASB issued ASU 2016-13, *Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, which creates a new credit impairment standard for financial assets. The ASU requires student receivables measured at amortized cost to be presented at the net amount expected to ultimately be collected. The allowance for credit losses includes all losses that are expected to occur over the remaining life of the asset, rather than incurred losses through the date of the financial statements. Changes in the allowance for credit losses are recorded in the statement of activities as the amounts expected to be collected change. Contribution pledges recorded as receivable are excluded from the new impairment standard. The University adopted the new standard effective August 1, 2023. The impact of adopting this guidance was not significant on these financial statements.

### Subsequent Events

The University evaluated subsequent events from July 31, 2024 through December 2, 2024, the date these financial statements were available to be issued. There were no material subsequent events that required recognition or additional disclosure in these financial statements.

# Palo Alto University, Inc.

## Notes to the Financial Statements

### Note 2 - Investments and Fair Value Measurements:

The table below presents the balances of assets measured at fair value at July 31, 2024 on a recurring basis:

	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Cash and money market funds	\$ 518,207	\$ 518,207		
Bonds and fixed income funds	1,416,523	1,416,523		
Equity funds	2,562,187	2,562,187		
Alternative strategy funds	402,177	402,177		
Common stock - privately held companies	219,525			\$ 219,525
Total	\$ 5,118,619	\$ 4,899,094	\$ -	\$ 219,525

The table below presents the balances of assets measured at fair value at July 31, 2023 on a recurring basis:

	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Cash and money market funds	\$ 558,413	\$ 558,413		
Bonds and fixed income funds	1,245,991	1,245,991		
Equity funds	2,222,536	2,222,536		
Alternative strategy funds	262,330	262,330		
Common stock - privately held companies	69,525			\$ 69,525
Total	\$ 4,358,795	\$ 4,289,270	\$ -	\$ 69,525

An investment's categorization within the valuation hierarchy is based on the lowest level of input that is significant to the fair value measurement. There has been no change in the methodology used for July 31, 2024 and 2023.

Level 3 assets and liabilities measured on a recurring basis increased by \$150,000, due to additional investments received, for the year ended July 31, 2024. There were no changes in Level 3 assets and liabilities measured on a recurring basis for the year ended July 31, 2023.



# Palo Alto University, Inc.

## Notes to the Financial Statements

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### Note 3 - Contributions Receivable:

Contributions receivable consisted of the following at July 31:

	2024	2023
Unconditional promises to be collected in the short-term:		
Less than one year (net of allowance for uncollectible contributions of \$57,158 for 2024 and 2023)	\$ 185,342	\$ 226,592
Unconditional promises to be collected in the long term:		
Two to five years	42,960	126,960
Less discount to present value	(10,126)	(12,485)
Net long-term contributions receivable	\$ 32,834	\$ 114,475

### Note 4 - Property and Equipment:

Property and equipment consisted of the following as of July 31:

	2024	2023
Land	\$ 2,950,000	\$ 2,950,000
Building	9,154,210	9,007,500
Furniture and equipment	4,279,738	4,142,768
Library books	1,687,967	1,620,873
Software	2,069,773	2,015,573
Construction in progress	140,804	4,269
	20,282,492	19,740,983
Less accumulated depreciation and amortization	(9,720,826)	(8,833,586)
	\$ 10,561,666	\$ 10,907,397

Depreciation and amortization expense for the years ended July 30, 2024 and 2023 was \$887,241 and \$914,775, respectively.

# Palo Alto University, Inc.

## Notes to the Financial Statements

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### Note 5 - Leases:

In August 2021, the University executed a 10 1/3 year lease at 1172 Castro Street in Mountain View, California with monthly payments ranging from \$69,049 - \$92,797 starting October 2021 and two options to extend the term for 60 months. The lease includes a tenant improvement allowance which is estimated to be \$569,480 and will be amortized over the term of the lease. In September 2022, the University submitted and received reimbursement of a substantial portion of the tenant improvement allowance.

In April 2023, the University executed a five-year lease with Caltronics Business Systems for four copier machines with monthly payments of \$838.

The future minimum lease payments under the above leases are as follows:

Year Ending July 31,	
2025	\$ 897,903
2026	924,538
2027	951,972
2028	976,877
2029	999,278
Thereafter	3,181,328
<hr/>	
Total lease payments	7,931,896
Less discount to present value	(804,909)
<hr/>	
Present value of operating lease liability	\$ 7,126,987

Total rent expense under the above operating leases was approximately \$864,000 and \$857,000 for the year ended July 31, 2024 and 2023, respectively. As of July 31, 2024 and 2023, the weighted-average remaining lease term was 7.98 years and 8.98 years, respectively, and the weighted-average discount rate was 2.6% and 2.6%, respectively.

# Palo Alto University, Inc.

## Notes to the Financial Statements

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### Note 6 - Credit Agreements:

The University has a \$1,500,000 line of credit with Comerica Bank. The line of credit bears annual interest at a variable rate of the greater of the daily adjusting LIBOR rate or the prime-based rate. As of July 31, 2024 and 2023, the line of credit bore interest at a rate of 8.5% and 8.5%, respectively. The line can expire on demand. As of July 31, 2024 and 2023, there was no outstanding balance on the line of credit. The agreement requires, among other things, compliance with covenants including a certain positive change in net assets and timely submission of internal and external financial statements. The agreement is secured by investments and real and personal property, expires on demand and is reviewed on an annual basis by management. As of July 31, 2024 and 2023, the University was not in compliance with the financial covenants and received a covenant waiver from the bank.

### Note 7 - Net Assets Without Donor Restrictions:

Net assets without donor restrictions are comprised of the following as of July 31:

	2024	2023
Board-designated	\$ 14,030,008	\$ 11,900,319
Undesignated	7,442,560	9,834,236
	<u>\$ 21,472,568</u>	<u>\$ 21,734,555</u>

The University's governing Board has designated net assets without donor restrictions for the following purposes as of July 31:

	2024	2023
Board-designated endowment	\$ 3,555,447	\$ 3,168,370
Liquidity reserve	10,474,561	8,731,949
	<u>\$ 14,030,008</u>	<u>\$ 11,900,319</u>

# Palo Alto University, Inc.

## Notes to the Financial Statements

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### Note 8 - Net Assets With Donor Restrictions:

Net assets with donor restrictions are available for the following purposes as of July 31:

	2024	2023
Endowments restricted in perpetuity by donors	\$ 1,147,970	\$ 950,389
Accumulated earnings on endowment	565,964	454,898
Total endowment	1,713,934	1,405,287
Project and program purpose restriction:		
Student Fellowships	32,960	52,960
Postdoctoral Position	156,500	164,000
Student Success Center	97,709	
Other programs	921,712	707,219
	1,208,881	924,179
	\$ 2,922,815	\$ 2,329,466

Net assets were released from donor restrictions by incurring expenses satisfying the purpose of the restriction, by the passage of time, or by the occurrence of other specific events by donors as follows for the fiscal years ended July 31:

	2024	2023
Expiration of time restrictions	\$ 150,637	\$ 226,504
Purpose restriction met:		
Student Success Center	52,291	
Postdoctoral Position	7,500	
	\$ 210,428	\$ 226,504

### Note 9 - Endowment:

The University's endowments consist of eleven individual funds, all established to generate support for the University's general operations, tuition assistance and programs. Its endowment includes donor-restricted endowment funds and funds designated by the Board of Trustees to function as endowments.

# Palo Alto University, Inc.

## Notes to the Financial Statements

Consistent with the California enacted version of the State Prudent Management of Institutional Funds Act (SPMIFA) and Board policy, the University classifies as net assets with donor restrictions the original value of gifts of donor-restricted endowment funds and, if applicable, accumulations of donor-restricted endowment funds as required by the donor. Accumulated earnings of donor-restricted endowment funds are classified as net assets with donor restrictions until distributed in accordance with SPMIFA and Board policy.

In accordance with SPMIFA, the University considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) The duration and preservation of the fund, (2) the purposes of the University and the donor-restricted endowment fund, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the University, (7) the investment policies of the University.

The University has adopted investment and spending policies for endowment assets that will ultimately provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets.

To achieve a long-term investment rate-of-return, the University relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The University is reinvesting all unspent interest and gain associated with its endowments.

From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the amount to be maintained in perpetuity. In accordance with U.S. GAAP, deficiencies of this nature are reported in net assets with donor restrictions. At July 31, 2024 and 2023, there were no such amounts.

Endowment net asset composition as of July 31, 2024 was:

	Without Donor <u>Restrictions</u>	With Donor <u>Restrictions</u>	<u>Total</u>
Donor Restricted	\$ -	\$ 1,713,934	\$ 1,713,934
Board-designated	3,555,447		3,555,447
Total funds	\$ 3,555,447	\$ 1,713,934	\$ 5,269,381

# Palo Alto University, Inc.

## Notes to the Financial Statements

Changes in endowment net assets for the year ended July 31, 2024 were as follows:

	Without Donor Restrictions	With Donor Restrictions Time or Purpose	Perpetuity	Total
Endowment Net Assets, beginning of year	\$ 3,168,370	\$ 454,898	\$ 950,389	\$ 4,573,657
Investment income	97,225	85,223		182,448
Net gain (realized and realized)	289,852	111,066		400,918
Contributions			197,581	197,581
Appropriated for Expenditure		(85,223)		(85,223)
Change in endowment net assets	387,077	111,066	197,581	695,724
Endowment Net Assets, end of year	\$ 3,555,447	\$ 565,964	\$ 1,147,970	\$ 5,269,381

Endowment net asset composition as of July 31, 2023 was:

	Without Donor Restrictions	With Donor Restrictions	Total
Donor Restricted		\$ 1,405,287	\$ 1,405,287
Board-designated	\$ 3,168,370		3,168,370
Total funds	\$ 3,168,370	\$ 1,405,287	\$ 4,573,657

# Palo Alto University, Inc.

## Notes to the Financial Statements

Changes in endowment net assets for the year ended July 31, 2023 were as follows:

	Without Donor Restrictions	With Donor Restrictions		Total
		Time or Purpose	Perpetuity	
Endowment Net Assets, beginning of year	\$ 3,191,764	\$ 578,720	\$ 672,389	\$ 4,442,873
Investment income	82,308	33,515		115,823
Net gain (loss) (realized and unrealized)	87,798	(123,822)		-
Contributions			78,000	78,000
Transfers	6,500			6,500
Net assets transfers	(200,000)		200,000	-
Appropriated for Expenditure		(33,515)		(33,515)
Change in endowment net assets	(23,394)	(123,822)	278,000	130,784
Endowment Net Assets, end of year	\$ 3,168,370	\$ 454,898	\$ 950,389	\$ 4,573,657

Net assets with perpetual restrictions for which earnings are to be used for the following purposes were as follows as of July 31:

	2024	2023
Growowski Clinic Endowment Fund	\$ 418,076	\$ 418,076
The Library Endowment Fund	126,302	124,021
Florence Furst Memorial Student short-Term Loan Fund	10,000	10,000
Scholarships	5,439	5,439
The Dr. Christine Blasey Endowed Scholarship Fund	69,453	66,953
The Ying Li Kostenbauder Endowed Scholarship Fund	77,500	65,000
The Robin Welles Kostenbauder Endowed Scholarship Fund	71,000	56,000
The Otieno Family Endowed Undergraduate Scholarship Fund	54,900	54,900
The Berton Keith Endowed Scholarship Fund	50,100	50,000
The Duif, Bufo, and Scot Calvin Endowed Undergraduate Scholarship Fund	50,000	50,000
The Alena Malaika Asuma Otieno Memorial Endowed Scholarship Fund	55,000	50,000
The Anika Mehta Endowed Scholarship Fund	50,000	
The Kathryn Pryor Memorial Endowed Scholarship Fund	110,200	
Total net assets with perpetuity restrictions	\$ 1,147,970	\$ 950,389

# Palo Alto University, Inc.

## Notes to the Financial Statements

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Net assets with perpetual donor restrictions included in pledges receivable totaled \$60,000 and \$25,000 at July 31, 2024 and 2023.

### **Note 10 - Retirement Plan:**

Retirement benefits are provided through a defined contribution plan under the Internal Revenue Code, Section 403(b) for University employees after completing consecutive three months of eligible service. Under the terms of the plan, the University has the option to make discretionary contributions to the plan. Eligible participants may contribute amounts not to exceed IRS limits. The University's contributions were \$882,523 and \$727,384 for the years ended July 31, 2024 and 2023, respectively.

The University also has 457(b) and 457(f) deferred compensation plans which provide eligible employees with the opportunity to defer a portion of their compensation and the University to make contributions for certain employees. For the 457(b) plan, deferrals are made at the discretion of the participants, subject to certain limitations. For the 457(f) plan, the contributions are made by the University on behalf of key employees. Total participant deferrals and employer contributions are \$33,000 as of July 31, 2024 and 2023. The assets related to participant deferrals and employer contributions are available to the general creditors of the University and are included in cash and cash equivalents and accounts payable and accrued expenses in the accompanying statement of financial position.

### **Note 11 - Other Commitments and Contingencies:**

On August 30, 2016, the University renewed its agreement with Leland Stanford Junior University (Stanford) whereby Stanford faculty will provide certain instruction to students enrolled in the University's PsyD Program, which began in the fall of 2002. The agreement commenced on September 1, 2016. By consent of both parties, this is an "evergreen contract" with no specific end date. According to the agreement, fees to Stanford are paid four times per academic year based on the number of students enrolled in the program and the University-Stanford faculty sharing of the teaching load.

The University receives funds from and administers various federal government funded programs which are subject to audit by the cognizant governmental agencies. The University's management believes that the outcome of any such audits will not have a significant effect on the financial position or results of activities of the University.



# Palo Alto University, Inc.

## Notes to the Financial Statements

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### Note 12 - Availability of Financial Assets and Liquidity:

The University's financial assets available within one year for general expenditures are as follows at July 31:

	2024	2023
Financial assets at year end:		
Cash and cash equivalents	\$ 11,505,445	\$ 12,095,828
Student receivables, net of allowance	9,836,330	8,798,334
Contributions receivable, net	218,176	341,067
Grants receivable	1,132,111	627,311
Investments	5,118,619	4,358,795
Total financial assets	27,810,681	26,221,335
Less amounts not available to be used within one year:		
Net assets with donor restrictions	(2,922,815)	(2,329,466)
Net assets designated by the Board	(14,030,008)	(11,900,319)
Long-term contributions receivable	(32,834)	(114,475)
	(16,985,657)	(14,344,260)
Financial assets available to meet general expenditures within one year	\$ 10,825,024	\$ 11,877,075

The University's goal is generally to maintain financial assets to meet three months (90 days) of operating expenses (approximately \$8,500,000). As part of its liquidity plan, excess cash is invested in the short-term reserve fund. The University has a \$1,500,000 line of credit available for use and the Board can un-designate the Board-designated net assets and make them available for general operations.

### Note 13 - CONCEPT - Continuing & Professional Studies:

The University has goodwill related to the acquisition of CONCEPT, LLC. Goodwill are as follows at July 31:

	2024	2023
Goodwill	\$ 573,000	\$ 573,000

# Palo Alto University, Inc.

## Notes to the Financial Statements

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### **Note 14 - Net Asset Transfer:**

The University analyzed donor intent for certain contributions and determined that it was necessary to reclass \$200,000 of contributions from net assets without donor restrictions to net assets with donor restrictions as of July 31, 2023.

### **Note 15 - Related Party Transactions:**

Contributions receivable, prior to discounts or allowances, from employees of the University and members of its Board of Trustees totaled \$113,500 and \$122,500 at July 31, 2024 and 2023, respectively. The contributions received from employees of the University and members of its Board of Trustees totaled \$93,573 and \$95,519 at July 31, 2024 and 2023, respectively.

# Palo Alto University, Inc.

## Notes to the Financial Statements

### Note 16 - Related Party Disclosure Required by the U.S. Department of Education (Unaudited):

The following list of related party transactions is provided solely to comply with the Financial Responsibility, Administrative Capability, Certification Procedures, Ability To Benefit regulation promulgated by the U.S. Department of Education. The University has identified related parties for this purpose to include management which consists of staff, faculty, close family members of staff, and members of the Board of Trustees.

Name of Related Party	Location	Relationship	Nature of Transaction	Amount of Transaction		
				New Contribution During Fiscal 2024	Pledge Payments During Fiscal 2024	Pledge Balance at June 30, 2024
Aggreh, Julia	Palo Alto University Fund	Staff	Contribution	\$ 200		
Aggreh, Julia	Student Emergency Fund	Staff	Contribution	50		
Beall, James	Palo Alto University Fund	Trustee	Contribution	500		
Calvin, Allen	Mountain View Campus Fund -In Honor of Dan Kostenbauder	President-Emeritus	Contribution	5,000		
Scussel, Karen	The Kathryn Pryor Memorial Endowed Scholarship Fund	Trustee	Contribution	1,000		
Scussel, Karen	Student Emergency Fund	Trustee	Contribution	5,000		
Bobby, Carol	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	750		
Cameron, Erika	Scholarship Fund	Staff	Contribution	518		
Corcoran, Chloe	Scholarship Fund	Staff	Contribution	21		
Dewan, Mary Ann	Palo Alto University Fund	Trustee	Contribution	500		
Dewan, Mary Ann	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	500		
Dodd, Martin	Student Emergency Fund	Trustee	Contribution	1,000		
Dodd, Martin	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	2,500		
DuPont, Samuel	Student Emergency Fund	Staff	Contribution	100		
Dzuban, Jessica DiVento	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	100		
Dzuban, Jessica DiVento	Student Emergency Fund	Trustee	Contribution	1,000		
Fanniff, Amanda	Student Emergency Fund	Faculty	Contribution	200		
Farrah, Anne	Palo Alto University Fund	Staff	Contribution	243		
Farrah, Anne	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Staff	Contribution	100		
Ford, Christine	The Dr. Christine Blasey Endowed Scholarship Fund	Faculty	Contribution	1,000		
Gomez, Rowena	Palo Alto University Fund	Staff	Contribution	100		
Gomez, Rowena	Student Emergency Fund	Staff	Contribution	100		
Hawk, Jeanine	Scholarship Fund	Staff	Contribution	400		
Hernandez, Diana	Palo Alto University Fund	Staff	Contribution	100		
Hernandez, Diana	Student Emergency Fund	Staff	Contribution	100		
Hines, Scott	The Library Endowment Fund	Staff	Contribution	2,073		
James, Cynthia	Trustee House Party	Trustee	Contribution	6,276		
James, Cynthia	Palo Alto University Fund	Trustee	Contribution	2,000		
Le, Ky	Palo Alto University Fund	Trustee	Contribution	50		
Le, Ky	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	500		
Levine, Matt	Student Emergency Fund	Trustee	Contribution	100		
Levy, Daniele	Palo Alto University Fund	Trustee	Contribution	5,062		
Levy, Daniele	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	2,500		
Levy, Daniele	Trustee House Party	Trustee	Contribution	3,038		
Levy, Rebecca	Palo Alto University Fund	Staff	Contribution	63		
Loneragan, Richard & Mari	Palo Alto University Fund	Trustee	Contribution	1,000		
Michael Kerner	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	2,500		
Minno, Derek	Palo Alto University Fund	Trustee	Contribution	1,000		
Morrison, Melanie	Palo Alto University Fund	Staff	Contribution	250		
Nash, Robert	Sports and Psychology	Father of Provost	Contribution	10,000		
Nazzal, Kristel	Student Emergency Fund	Staff	Contribution	100		
O'Connor, Maureen	Scholarship Fund	Staff	Contribution	10,000		
O'Connor, Maureen	Student Emergency Fund	Staff	Contribution	500		
O'Connor, Maureen	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Staff	Contribution	2,500		
O'Connor, Maureen	The Dr. Christine Blasey Endowed Scholarship Fund	Staff	Contribution	500		
Otieno, James	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	1,000		
Otieno, James	The Alena Malaika Asuma Otieno Memorial Endowed Scholarship Fund	Trustee	Contribution and pledge payment	5,000	\$ 5,000	\$ 113,500
Prinkey, Tasha	Student Emergency Fund	Staff	Contribution	52		
President's Office	The Dr. Christine Blasey Endowed Scholarship Fund	Staff	Contribution	1,000		
Richter, Sara	Palo Alto University Fund	Trustee	Contribution	2,500		
Richter, Sara	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	200		
Kostenbauder, Dan	The Robin Welles Kostenbauder Endowed Scholarship Fund	Trustee	Contribution	2,500		
Thomas, Lori	Palo Alto University Fund	Staff	Contribution	40		
Tormala, Teceta	Gronowski Center Operations	Faculty	Contribution	50		
Watson, Camille	Palo Alto University Fund	Staff	Contribution	100		
Weingarten, Tomer	Trustee House Party	Trustee	Contribution	3,038		
Wilmot, Helen	Palo Alto University Fund	Trustee	Contribution	5,000		
Wong, Jorge	Mountain View Campus Fund -In Honor of Dan Kostenbauder	Trustee	Contribution	2,000		
Wong, Jorge	Student Emergency Fund	Trustee	Contribution	2,500		
Yang, Mary	Palo Alto University Fund	Trustee	Contribution	2,000		
Zapf, Patricia	Palo Alto University Fund	Staff	Contribution	1,000		
				\$ 99,074	\$ 5,000	\$ 113,500