### **UAB Educational Foundation**

**Consolidated Financial Statements** 

Years ended September 30, 2023 and September 30, 2022

### **UAB Educational Foundation Index**

### Years ended September 30, 2023 and September 30, 2022

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#### **Report of Independent Auditors**

To the Board of Directors of UAB Educational Foundation

#### **Opinion**

We have audited the accompanying consolidated financial statements of UAB Educational Foundation (the "Foundation") and its subsidiaries, which comprise the consolidated statements of financial position as of September 30, 2023 and 2022, and the related consolidated statements of activities and changes in net assets and of cash flows for the years then ended, including the related notes (collectively referred to as the "consolidated financial statements").

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of the Foundation as of September 30, 2023 and 2022, 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 audit in accordance with auditing standards generally accepted in the United States of America (US GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of the Foundation and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. 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 Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

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

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

Our objectives are to obtain reasonable assurance about whether the consolidated 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 US 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 consolidated financial statements.

In performing an audit in accordance with US GAAS, we:

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- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated 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 consolidated 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 Foundation'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 consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation'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.

Birmingham, Alabama January 23, 2024

	September 30, September 2023 2022		
Assets			
Current assets			
Cash and cash equivalents	\$ 9,104,705	\$ 5,875,859	
Restricted cash	2,246,301	2,246,301	
Investments	11,320,539	10,201,914	
Accounts receivable	1,011,065	1,153,753	
Inventory	77,489	70,893	
Prepaid expenses	52,456	57,583	
Current portion of notes receivable	6,000	6,000	
Total current assets	23,818,555	19,612,303	
Noncurrent assets			
Fixed assets, net	40,540,512	45,957,489	
Investment in limited liability company	2,924,294	2,838,791	
Note receivable from affiliate	2,700,000	2,700,000	
Other notes receivable	78,000	84,000	
Other assets	2,347,894	1,679,177	
Total noncurrent assets	48,590,700	53,259,457	
Total assets	\$ 72,409,255	\$ 72,871,760	
Liabilities and Net Assets			
Current liabilities			
Accounts payable and accrued liabilities	2,254,721	2,346,264	
Current liabilities under split-interest agreements	33,325	33,935	
Short-Term Operating Lease Liability	46,749	_	
Short-Term Finance Lease Liability	26,269	_	
Current portion of debt	1,513,317	1,437,112	
Total current liabilities	3,874,381	3,817,311	
Long-term liabilities			
Long-term debt, net of current portion	34,652,693	36,166,009	
Liabilities under split-interest agreements	245,567	264,157	
Long-Term Operating Lease Liability	475,389	_	
Long-Term Finance Lease Liability	26,457	_	
Deferred tax liability		19,884	
Total long-term liabilities	35,400,106	36,450,050	
Total liabilities	39,274,487	40,267,361	
Net assets			
Without donor restrictions	29,800,277	29,797,169	
With donor restrictions	3,334,491	2,807,230	
Total net assets	33,134,768	32,604,399	
Total liabilities and net assets	\$ 72,409,255	\$ 72,871,760	

The accompanying notes are an integral part of these financial statements.

# UAB Educational Foundation Consolidated Statements of Activities and Changes in Net Assets Years ended September 30, 2023 and September 30, 2022

	September 30, 2023	September 30, 2022
Changes in net assets without donor restrictions		
Revenues and gains		
Donations of cash and other financial assets	\$ 647,624	\$ 1,190,303
Donations of nonfinancial assets	_	260,000
	647,624	1,450,303
Revenue from the operation of:		
4th Avenue Parking Deck	4,141,897	3,228,560
Hilton UAB	15,021,118	12,946,739
Medical Towers	1,821,440	1,763,390
Other rental properties	1,012,679	1,007,273
Interest and dividends	215,669	252,526
Realized and unrealized gains (losses) on investments	1,001,210	(1,448,733)
Gain from forgiveness of loans		1,223,827
Total revenues and gains without donor restrictions	23,861,637	20,423,885
Net assets released from satisfaction of program restrictions	3,613,499	3,464,347
Total revenues, gains, and other support without donor restrictions	27,475,136	23,888,232
Expenses and losses		
Program activities:		
General university support	2,540,422	1,761,701
Hospital/health system support	411,774	815,985
Academic and scholarship support	1,258,711	1,067,673
Fundraising and development support	260,746	355,015
Property contributed	846,644	
Total program activities	5,318,297	4,000,374
General and administrative expenses	571,791	401,639
Expenses related to the operations of:		
4th Avenue Parking Deck	1,483,047	1,245,603
Hilton UAB	11,537,096	9,733,075
Medical Towers	890,141	722,976
Other rental properties	12,926	236,338
Depreciation expense	5,865,284	5,818,319
Interest expense	1,793,446	1,851,880
Total operating expenses	21,581,940	19,608,191
Total expenses and losses	27,472,028	24,010,204
Increase (decrease) in net assets without donor restrictions	3,108	(121,972)

# UAB Educational Foundation Consolidated Statements of Activities and Changes in Net Assets Years ended September 30, 2023 and September 30, 2022

	September 30, 2023	September 30, 2022
Changes in net assets with donor restrictions		
Revenues and gains		
Donations of cash and other financial assets	3,337,554	2,279,832
Vending income	580,720	531,253
Interest and dividends	26,914	26,706
Realized and unrealized gains (losses) on investments	180,946	(441,916)
Changes in the value of split-interest agreements	14,626	27,754
Total revenues and gains	4,140,760	2,423,629
Net assets released from restrictions	(3,613,499)	(3,464,347)
Increase (decrease) in net assets with donor restrictions	527,261	(1,040,718)
Increase (decrease) in net assets	530,369	(1,162,690)
Net assets		
Beginning of year	32,604,399	33,767,089
End of year	\$ 33,134,768	\$ 32,604,399

# UAB Educational Foundation Consolidated Statements of Cash Flows Years ended September 30, 2023 and September 30, 2022

	2023	2022
Cash flows from operating activities		
Cash received from donors	\$ 4,149,629	\$ 3,321,178
Cash received from tenants	2,712,224	2,681,484
Cash received from other service recipients	20,061,932	16,207,471
Cash paid for grants and other university support	(4,398,164)	(3,961,189)
Cash paid to suppliers and employees	(14,525,252)	(11,949,783)
Cash paid for income tax	(259,125)	(88,159)
Cash paid for interest	(1,802,964)	(1,861,097)
Interest and dividends received	 365,462	607,330
Net cash provided by operating activities	6,303,742	4,957,235
Cash flows from investing activities		
Purchases of investments	(201,250)	(208,910)
Proceeds from the sale of investments	4,574	103,273
Proceeds from repayment of other note receivable	6,000	6,000
Proceeds from sale of fixed assets	209,512	_
Capital expenditures	(1,630,352)	(1,202,822)
Net cash used in investing activities	(1,611,516)	(1,302,459)
Cash flows from financing activities		
Principal payments on debt	(1,437,112)	(1,363,174)
Principal payments on finance lease obligations	 (26,268)	
Net cash used in financing activities	(1,463,380)	(1,363,174)
Net increase in cash, cash equivalents and restricted cash	3,228,846	2,291,602
Cash, cash equivalents and restricted cash		
Beginning of year	 8,122,160	5,830,558
End of year	\$ 11,351,006	\$ 8,122,160
Cash and cash equivalents	9,104,705	5,875,859
Restricted cash	 2,246,301	2,246,301
Total cash, cash equivalents and restricted cash	\$ 11,351,006	\$ 8,122,160

#### 1. Organization and Summary of Significant Accounting Policies

#### Organization

The UAB Educational Foundation (the "Foundation") was organized primarily to benefit the University of Alabama at Birmingham ("UAB"). The Foundation provides funds and certain facilities to UAB for its educational and scientific functions. UAB is one of three campuses of The University of Alabama System (the "System"). UAB is governed by the Board of Trustees of the University of Alabama, a body corporate under Alabama law. The Foundation is a legal entity formed separate from UAB and operates under an affiliation agreement with the System.

The affairs of the Foundation are managed by its Board of Directors. The number of directors comprising the Board of Directors shall not be less than fifteen (15) nor more than twenty (20) directors. In the event of dissolution of the Foundation, the board of directors, after satisfying all claims against the Foundation, is to transfer any remaining assets to UAB.

The Foundation has an agreement with UAB whereby it will make annual expenditures of not less than \$50,000 for the benefit of UAB. This requirement has been met each previous year, including the years ended September 30, 2023 and September 30, 2022.

#### Principles of Consolidation and Basis of Presentation

The accompanying consolidated financial statements include the accounts of the Foundation and its wholly owned subsidiaries, Medical Towers, Inc., Campus Hospitality Services, LLC and UAB Diabetes Trust Foundation after elimination of intercompany balances and transactions, and have been prepared on the accrual basis of accounting. The Foundation presents a consolidated statement of cash flows and displays its activities and net assets in two classes based on the existence or absence of donor-imposed restrictions, as follows:

#### Net Assets Without Donor Restrictions

Net assets without donor restrictions generally result from revenues derived from providing services and receiving contributions without donor-imposed restrictions, less expenses incurred in providing services, raising contributions, and performing administrative functions.

#### Net Assets With Donor Restrictions

Net assets with donor restrictions generally result from contributions and other inflows of assets whose use by the Foundation is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of the Foundation pursuant to those stipulations. These amounts are reclassified to net assets without donor restrictions when such restrictions are met or have expired.

Other net assets are restricted by donor-imposed stipulations that the assets be held in perpetuity. Income from these assets can be included in either of these net asset classifications depending on donor restrictions.

Unrealized and realized gains and losses and dividends and interest from investing in income-producing assets may be included in either of these net asset classifications depending on donor restrictions.

#### Cash, Cash Equivalents and Restricted Cash

The Foundation considers cash on hand and all highly liquid financial instruments purchased with an original maturity of three months or less to be cash and cash equivalents. Restricted cash is comprised of cash accounts held in reserve for debt service as required under the terms of the Foundation's credit agreement.

#### **Contribution Revenue**

Contributions received, including unconditional promises to give, are recognized as revenues at their fair values in the period received. For financial reporting purposes, the Foundation distinguishes between contributions of assets with and without donor restrictions. Contributions for which donors have not stipulated restrictions are reported as donation revenue without donor restrictions. Contributions for which donors have imposed restrictions that limit the use of the donated assets are reported as donation revenue with donor restrictions if the restrictions are not met in the same reporting period that the gift is reported. When such donor-imposed restrictions are met in subsequent

reporting periods, donor-restricted net assets are reclassified to net assets without donor restrictions and reported as net assets released from restrictions when the purpose or time restrictions are met. Contributions of assets which donors have stipulated must be maintained in perpetuity, with only the income earned thereon available for use, are also classified as assets with donor restrictions.

Unconditional promises to give with payments due in future periods are reported as donor- restricted support and are reported at their estimated fair value at the date of gift in the accompanying consolidated statement of financial position. Gifts of land, buildings, and equipment are reported as support without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as donor-restricted support. Absent explicit donor stipulation, the Foundation reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

#### **Contributed Nonfinancial Assets**

In fiscal year 2022, the Foundation recognized contributed nonfinancial assets of \$260,000 within donation revenue, consisting of residential property comprised of land and a building. Unless otherwise noted, the contributed nonfinancial assets did not have donor-imposed restrictions.

The property was contributed to the Foundation in December 2021. In valuing the contributed property, which is located in Scottsboro, AL, a residential appraisal was provided to substantiate the estimated fair value of the property. Consistent with policy, until the time management of the Foundation decides to sell the property, the asset is considered held for sale at net realizable value. The contributed property underwent minor repair and maintenance and was subsequently sold in November 2022 with the proceeds going to UAB.

#### Investments

The University of Alabama System Short Term Liquidity Pool and Capital Reserve Pool ("LCRP"), and Pooled Endowment Fund ("PEF") (collectively the "UAS Funds"), are investment pools sponsored by the University of Alabama System and hold certain investment assets for the beneficial interest of the Foundation. Since the Foundation is organized for the primary benefit of UAB (which is a campus of the System), these organizations are financially interrelated. Accordingly, the Foundation recognizes its interest in the net assets of the UAS Funds and adjusts that interest for its proportionate share of the changes in the net assets of the UAS Funds. Changes due to gifts and investment income are recognized as a component of Revenues, gains, other support, and reclassifications in the accompanying consolidated statements of activities and changes in net assets. The UAS Funds invest in various investment securities, including both marketable and nonmarketable securities. The UAS Funds value all investments with readily determinable market values at fair value. The UAS Funds value certain investments that do not have readily determinable fair values and that meet certain other criteria at Net Asset Value as a practical expedient for fair value. Real estate held by the UAS Funds is carried at fair value as determined by third-party appraisals or other valuation techniques.

Investments held by the Foundation in debt securities, equity securities and mutual funds with readily determinable market values are reported at their fair values based on published market prices.

Investments received by gift are stated at fair value at date of receipt. Changes in fair values are reported as unrealized gains or losses in the consolidated statement of activities and changes in net assets. All interest income and realized gains and losses are reported in the consolidated statements of activities and changes in net assets and are presented net of any investment-related expenses.

#### **Investment in Limited Liability Company**

The Foundation accounts for its investment in Triton Health Systems, L.L.C., under the equity method of accounting (see Note 5).

In 2016, the Foundation entered into a 50% ownership joint venture with INTO USA, LP, a company specializing in international student recruiting. The joint venture, INTO UAB, L.L.C., will administer English Language Courses and a "Pathway Program" for international students that provide English language and academic courses designed to transition the students into the general student population. The joint venture collects tuition revenue and reimburses

UAB and INTO USA for all related costs. For UAB this includes costs associated with instruction and facilities, and for INTO USA this includes recruiting expenses, administrative charges, and a management fee.

The initial capital contribution from the Foundation to INTO UAB, L.L.C. was \$50,000. Subsequent transfers to the joint venture were made through member loans in the form of promissory notes totaling \$4,000,000.

The Foundation accounts for its investment in INTO UAB L.L.C., under the equity method of accounting.

#### **Other Notes Receivable**

The Foundation received several private donations to aid the victims of the April 27, 2011 tornadoes in Alabama. A portion of these funds were restricted to aiding victims in the form of loans and the remaining amount for grants. During 2012, the Foundation loaned \$150,000 to Greater Birmingham Habitat for Humanity for a term of 25 years, payable in semiannual installments of \$3,000. This loan is noninterest bearing. The balance of this note receivable as of September 30, 2023 and September 30, 2022 was \$84,000 and \$90,000, respectively.

#### Note Receivable from Affiliate

In conjunction with the establishment of the INTO UAB, L.L.C. ("LLC") joint venture, the Foundation issued a promissory note to provide member loans to the LLC in an amount not to exceed \$4 million, bearing an interest rate of 2%. Principal and interest payments will be made until paid in full before any profit distributions are made to the LLC members. The balance of the note receivable, all of which was still outstanding, was \$4 million as of both September 30, 2023 and September 30, 2022. The Foundation has evaluated the note receivable and concluded the entire note balance of \$4 million is not fully collectable. As such, the Foundation's management has established a reserve for the estimated uncollectible portion of the note based on an annual review of the INTO USA L.L.C. audited financial statements. As of September 30, 2021, the Foundation's management deemed it appropriate to reserve \$1.3 million as uncollectible. The reserve was unchanged as of September 30, 2023. Accrued interest receivable related to this note was \$505,677 and \$453,852 as of September 30, 2023 and September 30, 2022, respectively, and is included in other assets within the accompanying consolidated statements of financial position.

#### **Property and Equipment**

Property and equipment of the Foundation is recorded at cost at the date of acquisition or, in the case of donated property, at fair value at the date of donation. Depreciation of buildings, leasehold improvements, and equipment is provided on a straight–line basis over the estimated useful lives of the assets, ranging from 5 to 39 years. Depreciation expense for the years ended September 30, 2023 and September 30, 2022 was \$5,865,284 and \$5,818,319, respectively.

At the time management of the Foundation decides to sell property and all requisite criteria are met, the asset is classified as property held for sale and reflected at the lower of cost or estimated net realizable value; any loss is recognized in the consolidated statement of activities and changes in net assets. Gains, if any, are recognized in the consolidated statement of activities and changes in net assets upon final disposition of the asset.

#### **Gift Annuities**

The Foundation enters into agreements in which donors contribute to UAB via the Foundation in the form of charitable gift annuities. Under these agreements, the Foundation acts as a trustee and has the duty to hold and manage the assets for the benefit of UAB. An annuity is to be paid to the donor or their designee for a specified period of time. The assets received for an annuity are recorded by the Foundation at fair value at the date of the gift. The liabilities to the annuitants are recorded at the present value of expected future annuity payments. These liabilities are calculated using assumptions from the 2012 IAR mortality table. The difference between the asset and liability value is recorded as contribution revenue in the year the asset is received.

Interest income and realized and unrealized gains and losses on the underlying assets are recognized as changes in net assets with donor restrictions in the period earned. Payments made to annuitants reduce the liability. Upon termination of the agreements, the remaining investments are to be transferred to UAB as the ultimate beneficiary.

The following is a summary of these assets and related liabilities as of September 30, 2023 and September 30, 2022:

		2022		
Charitable Gift Annuities				
Total assets	\$	304,598 \$	321,036	
Total liabilities		278,892	298,092	

#### **Income Taxes**

The Foundation is exempt from federal income tax under Section 501(c)(3) and is an organization described in Section 170(c)(2) of the United States Internal Revenue Code. However, certain of the Foundation's activities are considered by the Internal Revenue Service to provide unrelated business income and, accordingly, these activities are subject to federal income tax. In addition, Medical Towers, Inc. and Campus Hospitality Services, LLC are not exempt from income taxes and file separate tax returns. The Foundation's income tax (expense) benefit totaled \$(141,580) and \$87,436 for the years ended September 30, 2023 and September 30, 2022, respectively.

The Foundation accounts for income taxes under the asset and liability method, which requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of events that have been included in the financial statements. Under this method, deferred tax assets and liabilities are determined on the basis of the differences between the financial statement and tax bases of assets and liabilities by using enacted tax rates in effect for the year in which the differences are expected to reverse. The effect of a change in tax rates on deferred tax assets and liabilities is recognized in income in the period that includes the enactment date. The deferred tax asset is reported in "Other assets" on the consolidated statements of financial position.

The following is a summary of these deferred tax assets and liabilities as of September 30, 2023 and September 30, 2022:

	2023	2022
Campus Hospitality Services, LLC		
Deferred tax asset	\$ 5,472,000	\$ 4,836,564
Valuation allowance	(5,472,000)	(4,836,564)
Medical Towers, Inc.		
Deferred tax asset (liability)	97,662	(19,883)
Net deferred tax asset (liability)	\$ 97,662	\$ (19,883)

#### **Allocation of Expenses**

The table below presents expenses by both their nature and their function for the years ended September 30, 2023 and September 30, 2022:

September 30,	, 2023
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		Эсристье		
	Program Activities	Management and General	Rental and Other Property	Total Expenses
Contribution in support of UAB				
General University	\$ 2,540,422	\$	\$ -	\$ 2,540,422
Hospital/Health System	411,774	_	_	411,774
Academic/Scholarship	1,258,711	_	_	1,258,711
Fundraising/Development	260,746	_	_	260,746
Property contributed	846,644	_	_	846,644
Salaries, wages and benefits	_	301,565	3,866,685	4,168,250
Depreciation	_	_	5,865,284	5,865,284
Other operating expenses	_	_	2,188,661	2,188,661
Repairs and maintenance	_	_	1,026,297	1,026,297
Utilities	_	_	1,388,089	1,388,089
Interest expense	_	_	1,793,446	1,793,446
Marketing	_	_	996,964	996,964
Reserve for uncollectible Note receivable	_	_	_	_
Other administration and general	_	109,832	634,648	744,480
Professional and management fees	_	150,384	515,248	665,632
Income and other taxes	_	_	597,302	597,302
Security	_	_	313,951	313,951
Franchise fees	_	_	698,047	698,047
Bank and credit card fees	_	10,010	417,154	427,164
Cost of sales	_	_	859,397	859,397
Insurance			420,767	420,767
Total expenses	\$ 5,318,297	\$ 571,791	\$ 21,581,940	\$ 27,472,028

	September 30, 2022					
	Program Activities	Management and General				
Contribution in support of UAB						
General University	\$ 1,761,701	\$ -	\$ -	\$ 1,761,701		
Hospital/Health System	815,985	_	_	815,985		
Academic/Scholarship	1,067,673	_	_	1,067,673		
Fundraising/Development	355,015	_	_	355,015		
Salaries, wages and benefits	_	150,573	3,387,877	3,538,450		
Depreciation	_	_	5,818,319	5,818,319		
Other operating expenses	_	_	1,712,659	1,712,659		
Repairs and maintenance	_	_	1,192,996	1,192,996		
Utilities	_	_	1,187,497	1,187,497		
Interest expense	_	_	1,851,880	1,851,880		
Marketing	_	_	909,357	909,357		
Reserve for uncollectible Note	_	_	_	_		
Other administration and general	_	122,334	631,839	754,173		
Professional and management fees	_	117,840	440,963	558,803		
Income and other taxes	_	_	268,568	268,568		
Security	_	_	337,168	337,168		
Franchise fees	_	_	564,179	564,179		
Bank and credit card fees	_	10,892	337,242	348,134		
Cost of sales	_	_	637,010	637,010		
Insurance			330,637	330,637		
Total expenses	\$ 4,000,374	\$ 401,639	\$ 19,608,191	\$ 24,010,204		

The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include salaries and benefits, professional fees and technology fees which are all allocated on the basis of estimates of time, effort, and usage.

#### **Risks and Uncertainties**

Marketable securities and other investments are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the value of investment securities will occur in the near term and that such change could materially affect the Foundation's net assets.

#### **Concentration of Credit Risk**

The UAB Health System, a related party, has agreed to allocate funds annually to the Foundation and various restricted funds held by the Foundation. These allocations are determined annually and paid monthly to the Foundation. They are recorded in the statement of activities and changes in net assets as donation revenue. The following is a summary of these contributions and their corresponding percentage of overall revenue for the years ended September 30, 2023 and September 30, 2022:

	20	23	2022		
	Contributions	Percentage of Overall Revenue		Contributions	Percentage of Overall Revenue
Without donor restrictions	\$ 1,332,000	5 %	\$	1,332,000	6 %
With donor restrictions	1,440,000	5 %		1,440,000	6 %
Total contributions	\$ 2,772,000	10 %	\$	2,772,000	12 %

#### **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### **Recent Revisions to Authoritative Guidance**

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842) and has subsequently issued supplemental and clarifying ASUs (collectively "ASC 842"). ASC 842 requires lessees to recognize a right-of-use asset and lease liability for all leases with terms of more than 12 months. Recognition, measurement and presentation of expenses will depend on classification as either a finance or an operating lease. The Foundation adopted ASC 842 on a modified retrospective basis as of October 1, 2022. As part of the adoption, the Foundation elected the package of practical expedients permitted under the transition guidance that includes not reassessing historical lease classification, not recognizing short-term leases on the balance sheet, and not separating lease and nonlease components for all its leases. In addition, the Foundation elected to not use hindsight to determine the lease term and applied its incremental borrowing rate based on the remaining term of the lease as of the adoption date. The impact upon adoption, related to operating leases in continuing operations, as of October 1, 2022, resulted in the recognition of right-of-use assets of approximately \$570,417 and lease liabilities of approximately \$570,417. See Footnotes 8 and 10 for further information.

#### 2. Financial Assets

The following reflects the Foundation's financial assets as of September 30, 2023 and September 30, 2022, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the balance sheet date. Additionally, the amount of liquidity available for general expenditures has been reduced by any board-designated net assets.

	2023	2022
Cash, cash equivalents and restricted cash	\$ 11,351,006	\$ 8,122,160
Investments	11,320,539	10,201,914
Total financial assets, at year end	22,671,545	18,324,074
Less those unavailable for general expenditures within one year, due to contractual or donor-imposed restrictions:		
Restricted by donor with purpose restrictions	(2,890,514)	(2,437,165)
Restricted by lender to meet debt-service requirements	(2,246,301)	(2,246,301)
Financial assets available to meet cash needs for general expenditures within one year	\$ 17,534,730	\$ 13,640,608

The Foundation is substantially supported by restricted contributions, and these restrictions require resources to be used in a particular manner. The most common restriction on the use of these contributions is that the expenditures be for the benefit of and at the direction of a certain UAB school or department. Because of the uncertainty regarding the timing of expenditures for these restricted funds, the Foundation generally invests 70% of the financial assets of a given restricted fund into cash and short-term investments and 30% into equity investments, with rebalancing occurring on a quarterly basis.

The Foundation also rebalances its unrestricted financial assets on a quarterly basis, and after reserving cash for specific large outlays expected in the next 90 days, invests 25% of the unreserved balance into cash and short-term investments and 75% into equity investments. Substantially all investments are made with the University of Alabama System funds and can be accessed for liquidity needs with minimal notice.

#### 3. Investments

The following is a summary of investments held by the Foundation as of September 30, 2023 and September 30, 2022:

		20	23			20	)22		
	An	Cost or nortized Cost	Reported Value		Cost or Amortized Cost		Re	eported Value	
University of Alabama System Funds									
Liquidity and Capital Reserve Pool	\$	10,225,702	\$	10,341,930	\$	10,024,452	\$	9,277,978	
The UAB School of Business Green and Gold Fund		552,884		674,011		511,759		602,900	
Charitable Gift Annuity Fund Investment		312,619		304,598		337,547		321,036	
Total investments	\$	11,091,205	\$	11,320,539	\$	10,873,758	\$	10,201,914	

The Foundation invests substantially all of its funds in the Liquidity and Capital Reserve Pool ("LCRP"). The target asset allocation of the LCRP is approximately 45% equities, 35% fixed income, 10% real assets, and 10% diversifying strategies. Additionally, all net investment income from the LCRP is automatically reinvested.

#### 4. Fair Value Hierarchy

United States generally accepted accounting principles require the entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value of financial assets and liabilities. The guidance establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The three levels of the fair value hierarchy are described below:

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the entity has the ability to access.

Level 2 Inputs to the valuation methodology include:

Quoted prices for similar assets or liabilities in active markets;

Quoted prices for identical or similar assets or liabilities in inactive markets;

Inputs other than quoted prices that are observable for the asset or liability; Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The following table sets forth, by level, within the fair value hierarchy, the Foundation's assets at fair value as of September 30, 2023 and September 30, 2022:

September	30	. 2023
-----------	----	--------

	Level 1	Level 2	Level 3	Total
Investment in the UAB School of Business Green and Gold Fund				
Cash, money funds, and FDIC deposits	\$ 125,531	\$ _ \$	\$	\$ 125,531
Fixed income	80,638	_	_	80,638
Equities	259,049	_	_	259,049
Mutual funds	24,456	_	_	24,456
Exchange-traded products	184,336	_	_	184,336
Charitable Gift Annuity Fund Investment				
Cash, money funds, and FDIC deposits	15,721	_	_	15,721
Fixed income	162,619	_	_	162,619
Mutual funds	48,945	_	_	48,945
Exchange-traded products	77,314		_	77,314
Total	\$ 978,609	\$ _	<b>5</b> —	\$ 978,609

#### **September 30, 2022**

	Level 1	Level 2	Level 3	Total
Investment in the UAB School of Business Green and Gold Fund				
Cash, money funds, and FDIC deposits	\$ 29,722	\$ _	\$	\$ 29,722
Fixed income	70,598	_	_	70,598
Equities	267,267	_	_	267,267
Mutual funds	21,639	_	_	21,639
Exchange-traded products	213,674	_	_	213,674
Charitable Gift Annuity Fund Investment				
Cash, money funds, and FDIC deposits	19,775	_	_	19,775
Fixed income	172,556	_	_	172,556
Mutual funds	90,194	_	_	90,194
Exchange-traded products	 38,511	 	_	 38,511
Total	\$ 923,936	\$ 	\$	\$ 923,936

An asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

For assets measured at fair value, they are valued at quoted market prices for securities traded on an active exchange.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

#### 5. Investment in Limited Liability Company

During fiscal 1997, the Foundation purchased a 1% share of all outstanding membership units of Triton Health Systems, L.L.C. ("Triton"), for \$800 from UAB. UAB and the Foundation are the sole members of Triton. Triton was formed in 1995 to advance the educational and research mission of UAB and to educate and train physicians and

other healthcare professionals. The Foundation's reported equity position as of September 30, 2023 and September 30, 2022 was \$2,874,295 and \$2,788,791, respectively. Earnings on the investment were \$260,207 and \$331,353 and are included in changes in net assets without donor restrictions under realized and unrealized investment gain (loss), within the accompanying consolidated statements of activities and changes in net assets for the years ended September 30, 2023 and September 30, 2022, respectively.

#### 6. The UAB Diabetes Trust Foundation

On October 6, 2006, the UAB Diabetes Trust Foundation ("UABDTF") was established as a successor organization (in interest and purpose) to the now dissolved Diabetes Trust Foundation ("DTF"). The mission of the UABDTF is to support research and other charitable activities at the UAB Comprehensive Diabetes Center. A substantial portion of the DTF assets were transferred directly to UAB upon dissolution of the organization. The UABDTF, however, received all life insurance policies held by the DTF, a designated balanced pool endowment held by the San Diego Foundation, both an irrevocable and revocable charitable remainder trust, and a small amount of cash to fund operations of the new entity. All directors of the UABDTF must be directors of the UAB Educational Foundation.

#### 7. Fixed Assets

Property and equipment were as follows as of September 30, 2023 and September 30, 2022:

2023		2022
\$ 8,225,437	\$	8,923,774
38,389,387		38,852,469
42,037,801		40,557,360
88,652,625		88,333,603
(48,112,113)		(42,376,114)
\$ 40,540,512	\$	45,957,489
	\$ 8,225,437 38,389,387 42,037,801 88,652,625 (48,112,113)	\$ 8,225,437 \$ 38,389,387 42,037,801 88,652,625 (48,112,113)

#### 8. Description of Leasing Arrangements

The Foundation is both a lessor and lessee. A large segment of lessor activity is reflected in Medical Towers revenue and expenses. Several smaller properties are directly owned by the Educational Foundation and this lease activity is reflected in "Other Properties" in the statements. See description of "Other Properties" in footnote 10. Lessee arrangements relate to equipment used by UAB Hilton.

#### Lessor

The Foundation's leasing operations consist principally of the leasing of various types of office buildings and other real property. The Foundation leases substantially all of its property to UAB and others as operating leases. Initial Lease terms offered by the Foundation are typically 5 or 10 years and may include early termination and renewal options. Leases may be terminated with 30, 60, or 90-day notice. In addition, leases typically include renewal options for an additional 1, 3, or 5 years. No agreements include a provision to purchase the underlying lease asset.

The assets being leased under operating leases are recorded at cost and depreciated on a straight-line method over the asset's useful life. Current lease arrangements do not include guaranteed residual values; however, an analysis is performed at lease inception to determine if there are guaranteed residual values. Assets associated with operating leases are reported in "Fixed Assets, net" on the consolidated statements of financial position. The following schedule provides an analysis of the Foundation's investment in property held for lease by major class as of September 30, 2023 and 2022:

	2023	2022
Land	8,225,437	8,923,774
Building and leasehold improvements	 25,840,143	26,034,117
	34,065,580	34,957,891
Less: Accumulated depreciation	(16,178,540)	(15,275,675)
	\$ 17,887,040	\$ 19,682,216

Lease revenue from operating leases are recorded as income on a straight-line basis over the lease terms. Lease income of \$2,712,224 and \$2,681,484 for the years ended September 30, 2023, and September 30, 2022 are included in revenue from operations for Medical Towers and Other rental properties. Lease payments for operating leases are scheduled as follows:

Due in:	Scheduled Payments
2024	2,161,637
2025	832,790
2026	550,635
2027	488,122
2028	401,801
Thereafter	1,128,564
	\$ 5,563,549

#### Lessee

The Foundation recognizes on the statement of net position a lease liability and a right of use asset for leases with a term greater than one year for both operating and finance leases. The amounts of the lease liability and right of use assets are determined at lease commencement and are based on the present value of the lease payments over the lease term. The lease payments are discounted using the risk free rate since the rate implicit in the lease is not readily determinable. Leases with contractual periods greater than one year and that do not meet the finance lease criteria are classified as operating leases. The lessee arrangements are related to minor equipment and a land lease at the UAB Hilton Hotel. The cumulative-effect of these lease arrangements at adoption of ASC 842 did not have a material impact on the Foundation's financial statements.

For the year ended September 30, 2023, the Foundation had operating lease right of use assets of \$522,139 and lease liabilities of \$522,139. Right of use assets are included in Other Assets on the statement of financial position. Operating lease expense of \$48,278 is reflected in Hilton UAB operation expenses. Finance lease right of use assets and lease liabilities were \$52,356 and \$52,726, respectively for the period ended September 30, 2023. Lease expense for finance leases was \$26,637 and is reflected in amortization and interest expense.

#### 9. Major Properties

The Foundation, either directly or through one of its subsidiaries, owns several properties that comprise substantially all of its rental activity and fixed assets. These properties are the 4th Avenue Parking Deck, Medical Towers, and the Hilton UAB Hotel. Hotel and leasing revenues from the operation of 4th Avenue Parking Deck, Medical Towers, Hilton UAB Hotel, and other rental properties are recognized monthly on a straight-line basis over the life of the lease or daily as services are rendered.

In September 2016, the Foundation entered into an agreement to acquire the DoubleTree Birmingham Hotel located at 808 20th Street South on the UAB campus for total consideration of \$6.7 million. Subsequently, a single-member LLC was established named Campus Hospitality Services, L.L.C. ("CHS") for the purpose of owning and operating the hotel. The Foundation entered into a financing agreement (Note 11) in order to finance both the initial purchase and the property improvement plan required to upgrade the hotel to a Hilton. The hotel was acquired on November 1, 2016 and renovations were completed in 2019. Upon completion of the renovations the hotel was rebranded and renamed Hilton Birmingham at UAB.

The results of operations of these major properties for the years ended September 30, 2023 and September 30, 2022, which are included in the accompanying statements of activities and changes in net assets, are summarized as follows:

	<b>September 30, 2023</b>						
	ŀ	lilton UAB		th Avenue Irking Deck		Medical Towers	
Rental property operating revenue	\$	15,021,118	\$	4,141,897	\$	1,821,440	
Gain from forgiveness of loans		_		_		_	
	\$	15,021,118	\$	4,141,897	\$	1,821,440	
Rental property expenses							
Salaries, wages, and benefits	\$	3,472,465	\$	457,220	\$	103,000	
Other operating expenses		3,297,654		325,842		91,249	
Depreciation		3,928,224		904,909		669,734	
Other administration and general expenses		1,592,139		30,830		8,644	
Interest expense		1,526,318		267,128		126,105	
Utilities		962,328		169,633		249,514	
Repairs and maintenance		419,565		275,732		375,857	
Income and other taxes		460,780		300		86,608	
Professional and management fees		472,769		31,404		19,404	
Security		_		255,086		58,866	
Cost of sales		859,397		_		_	
Total expenses		16,991,639		2,718,084		1,788,981	
Excess (deficit) of revenues over expenses	\$	(1,970,521)	\$	1,423,813	\$	32,459	

Sent	tembe	r 30.	2022

	ŀ			th Avenue arking Deck	Medical Towers
Rental property operating revenue	\$	12,946,739	\$	3,228,560	\$ 1,763,390
Gain from forgiveness of loans		1,223,827		<u> </u>	<u> </u>
	\$	14,170,566	\$	3,228,560	\$ 1,763,390
Rental property expenses					
Salaries, wages, and benefits	\$	3,100,156	\$	287,721	\$ 44,804
Other operating expenses		2,636,785		222,141	78,275
Depreciation		3,943,081		825,561	679,177
Other administration and general expenses		1,505,677		29,888	4,892
Interest expense		1,564,970		286,910	67,464
Utilities		765,881		167,203	234,319
Repairs and maintenance		316,213		281,050	435,897
Income and other taxes		353,746		300	(125,302)
Professional and management fees		383,669		24,285	24,681
Security		33,938		233,015	70,214
Cost of sales		637,010			<u> </u>
Total expenses		15,241,126		2,358,074	1,514,421
Excess (deficit) of revenues over expenses	\$	(1,070,560)	\$	870,486	\$ 248,969

#### 10. Other Properties

Rental income and expense from the operation of other properties includes activity related to various smaller properties including the Burleson Building, Pita Stop Building, 506 10th Street Warehouse, the Davita Clinic and the 508 8th Street Warehouse, as well as rental income from a master ground lease for retail space in the Fourth Avenue Parking Deck.

#### 11. Debt

Debt consists of the following as of September 30, 2023 and September 30, 2022:

	2023	 2022
2014 Revenue Bond, the UAB Educational Foundation Project, due serially through 2032	\$ 9,523,600	\$ 10,243,600
Regions Commercial Equipment Finance - Hotel Project, due serially through 2026	 26,642,410	27,359,521
Total long term debt	36,166,010	37,603,121
Less: Amounts due in less than one year	 (1,513,317)	(1,437,112)
Long-term debt, net of current amounts	\$ 34,652,693	\$ 36,166,009

#### 2014 Revenue Bond

On February 1, 2014, the Foundation refinanced the bonds issued in 2002 (and previously refinanced in 2009) by the City of Birmingham Downtown Redevelopment Authority (the "Authority") which financed the construction of the 4th

#### **UAB Educational Foundation**

#### **Notes to Consolidated Financial Statements**

#### Years ended September 30, 2023 and September 30, 2022

Avenue Parking Deck (the "2014 bond"). The 2014 Bond was issued to Regions Capital Advantage as the sole bondholder.

As additional security for the payment of the Bonds, the Foundation entered into a Bond Guaranty Agreement (the "Guaranty") with Regions Bank dated February 1, 2014, whereby the Foundation guaranteed payment when due of debt service on the 2014 Bond and the purchase price of the bonds tendered for purchase under the trust indenture. The rate on the bonds was fixed at 2.77%. Accrued interest related to the bonds was \$87,935 and \$94,583 as of September 30, 2023 and September 30, 2022, respectively. The 2014 Bond matures serially through December 1, 2032, in annual installments ranging from \$410,000 to \$1,178,600.

On September 21, 2023, the Foundation executed an interest rate forward agreement related to the 2014 Revenue Bond on the 4th Avenue Parking Deck. This agreement allowed the Foundation and Regions Capital Advantage to execute and deliver a second interest rate certificate, thereby establishing the second interest rate period. The Guaranty on the 2014 Bond contained a "put" option which allowed Regions Capital Advantage to tender the 2014 Bond for purchase on December 1, 2023, effectively giving the Guaranty a term just under 10 years. Under the second interest rate certificate, the term of the second interest rate period shall commence on December 1, 2023 and continue until December 1, 2032 with a Tax-Exempt Rate in effect of 4.58% per annum.

In conjunction with the issuance of the 2014 Bond, the Foundation entered into a finance lease agreement with the Authority dated February 1, 2014 pursuant to which the Foundation will lease certain real property and facilities from the Authority. The real property and facilities were acquired by the Authority pursuant to the provisions of the lease agreement. Rental payments due under the lease agreement are to be sufficient to pay the principal and interest on the Bonds when due. The Bond is a limited obligation of the Authority payable solely from amounts payable by the Foundation pursuant to the lease agreement with respect to debt service on the Bonds and any other revenues, rentals and receipts derived by the Authority from the leasing or sale of the Fourth Avenue Parking Deck. The Foundation will gain title to the facilities and equipment from the Authority when the project lease expires. The 2014 Bond is collateralized by the assignment of the Authority's interest in the lease agreement, a pledge by the Authority of the revenues received under the lease.

#### Regions Commercial Equipment Finance Loans

On November 1, 2016, Regions Commercial Equipment Finance Loans ("Regions") issued two taxable bank loans totaling \$26 million (\$13 million each) to Campus Hospitality Services ("CHS") for the purpose of acquiring and renovating the Doubletree Hotel (the "CHS notes"). The first promissory note (Note A) for \$13 million was funded at closing and bears a fixed interest rate of 4.93%. The second \$13 million note (Note B) was funded on March 13, 2018 and bears a fixed interest rate of 6.11%. The loans are amortized based on a 25-year term and have a 10 year maturity. The notes are secured by a mortgage on the property.

As additional security for payment of the CHS notes, the Foundation entered into a guaranty agreement. Under this agreement, the Foundation gave an unconditional guaranty for all obligations to Regions (including the bonds for the 4th Avenue Parking Deck), including the cross-collateralization of these obligations. Furthermore, the Foundation is required to maintain a global debt-service coverage ratio of 1.25, a requirement that was met in both the years ended September 30, 2023 and September 30, 2022.

On August 29, 2018, Regions issued an additional taxable bank loan totaling \$4 million to CHS to fund additional improvements related to the Doubletree Hotel renovation project. The note bears a fixed interest rate of 6.48%. The loans are amortized based on a 25-year term and have a 10 year maturity, with principal payments due beginning on September 1, 2019. All other terms from the original debt issued in 2016 remain in effect.

#### Paycheck Protection Program Loan

In March 2021, CHS secured *Paycheck Protection Program Loans* from the Small Business Administration through IBERIABank - First Horizon. The loan was for \$1,223,827, respectively, with a 1% fixed rate. A substantial portion of the loan was eligible for forgiveness if spent primarily on payroll and related expenses and staffing levels were

#### **UAB Educational Foundation**

#### **Notes to Consolidated Financial Statements**

#### Years ended September 30, 2023 and September 30, 2022

maintained at a specified level. Any unforgivable amount of the loan following the 24 week period (in which the proceeds must be spent) was payable in 18 monthly installments plus interest at 1%. In May 2022, the Foundation recognized a gain of \$1,223,827 for the forgiveness of the Paycheck Protection Program loan.

The aggregate contractual maturities of debt for the next five years and thereafter are as follows:

	Parking Deck onds Principal	Hotel Project Loan Payable Principal	Total		
2024	\$ 755,000	\$ 758,317	\$	1,513,317	
2025	795,000	801,922		1,596,922	
2026	830,000	848,068		1,678,068	
2027	875,000	20,924,231		21,799,231	
2028	920,000	114,127		1,034,127	
Thereafter	5,348,600	 3,195,745		8,544,345	
	\$ 9,523,600	\$ 26,642,410	\$	36,166,010	

#### 12. Net Assets with Donor Restrictions

#### **University Funds**

These net assets are provided by proceeds from vending machines and contributions received from the UAB Health System, and any interest income earned on these funds. These net assets are to be used for the benefit of administrative departments at UAB.

#### **Hospital Funds**

These net assets are provided by proceeds from vending machines and any interest earned on such funds. These net assets are to be used for the benefit of University of Alabama Hospital and UAB Health System.

#### **Academic Funds**

These net assets are provided by a combination of private contributions and contributions received from the UAB Health System and any interest income earned on these funds. These net assets are to be used for the benefit of academic units, including the UAB School of Medicine.

#### **Development Funds**

These net assets are provided by a combination of private contributions and contributions received from the UAB Health System and any interest income earned on these funds. These net assets are to be used to support the university's development and fundraising activities, including the charitable gift annuity program.

Total net assets consisted of the following as of September 30, 2023 and September 30, 2022:

#### **September 30, 2023**

	 /ithout Donor Restrictions	With Donor Restrictions	Total
Without donor restrictions			
Unappropriated	\$ 29,800,277	\$ _	\$ 29,800,277
With donor restrictions			
University funds	_	749,023	749,023
Hospital funds	_	391,278	391,278
Academic funds	_	1,957,174	1,957,174
Development funds		237,017	237,017
Total net assets	\$ 29,800,277	\$ 3,334,492	\$ 33,134,769

#### **September 30, 2022**

	Without Donor Restrictions		With Donor Restrictions		Total	
Without donor restrictions						
Unappropriated	\$	29,797,169	\$ _	\$	29,797,169	
With donor restrictions						
University funds		_	405,379		405,379	
Hospital funds		_	168,638		168,638	
Academic funds		_	2,040,599		2,040,599	
Development funds			192,614		192,614	
Total net assets	\$	29,797,169	\$ 2,807,230	\$	32,604,399	

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### UAB Educational Foundation The Board of Directors (Unaudited) As of September 30, 2023

#### Name

Dr. Ray L. Watts

Dr. Brian Burnett

Dr. Pamela Benoit

Ms. Dawn Bulgarella

Ms. Vanessa Leonard

Mr. Al Vance

Ms. Kate Cotton

Dr. Dana Keith

Ms. Odessa Woolfolk

Mr. James W. Smith

Ms. Nancy Fouad-Carey

Mr. Lucas Gambino

Mr. Bolaji Kukoyi