

BASTYR UNIVERSITY



ANNUAL REPORT
2011

“Transforming the health and well-being of the human community,”

our region, state and nation faces significant economic adversity.

Since its founding just 34 years ago, Bastyr University has grown from a fledgling professional school to a comprehensive university offering undergraduate, graduate and doctorate degrees in the natural health arts and sciences. It is today a magnificent 51-acre campus in Kenmore, WA, and a state-of-the-art teaching clinic in the heart of nearby Seattle. With nearly 1,000 students who will become the health and wellness leaders of the 21st century, the University is aggressively focused on providing unique education, research and clinical opportunities. The University is also a driver of economic development with an economic impact of over \$136 million in this region of the State of Washington.

In this report, you will see stories, data and images that indicate how important this past year has been:

- Announcing the San Diego, California, campus of Bastyr University
- Surpassing our goals for enrollment growth, revenue and philanthropic support
- Naming two buildings in the University’s LEED-platinum-certified Student Housing Village
- Implementing Electronic Medical Records at Bastyr Center for Natural Health
- Launching the Bastyr University Center for Health Policy and Leadership
- Opening new campus/community athletic fields through a partnership with the City of Kenmore

We are proud of these and of all the accomplishments of this past year and more are on the way as we open Bastyr University San Diego, introduce new academic programs, and build upon the already robust University research and clinical initiatives.

Enjoy this report and thank you for your interest and support of Bastyr University!

Daniel K. Church, PhD
President



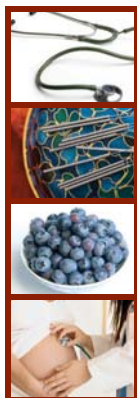
Jon Flora
Chair, Board of Trustees



Educating Future Leaders in the Natural Health Arts and Sciences



Bastyr University, located north of Seattle, Washington, is an accredited institution, internationally recognized as a pioneer in natural medicine. Bastyr is the largest university for natural health arts and sciences in the U.S., combining a multidisciplinary curriculum with leading-edge research and clinical training. A Bastyr education offers a broad foundation that prepares students to follow their hearts and flourish as successful holistic professionals in one or more of the following academic programs:



Naturopathic Medicine

Acupuncture and Oriental Medicine

Nutrition

Midwifery



Health Psychology

Herbal Sciences

Exercise Science and Wellness

Integrated Human Biology

“I chose Bastyr specifically because of the tremendous research opportunities they offer their students. This includes both lab-based and clinical research — both of which I was very interested in.”

— Joshua Goldenberg, ND candidate 2013

Research



The Bastyr University Research Institute, which maintains an on-campus research laboratory, is the umbrella under which all Bastyr research studies are conducted. The Institute supports faculty research and skills development, collaborative research with conventional research agencies and natural products industries, and student research training.

In collaboration with the Fred Hutchinson Cancer Research Center and funded in part by grants from the National Institutes of Health, the Bastyr Integrative Oncology Research Center (BIORC) is helping researchers understand whether an integration of natural therapies with conventional care can help people with cancer live longer, healthier and happier.

The Center for Student Research is the central point of contact for students interested in research. The Center informs students about all ongoing research projects at the University and links students to appropriate faculty mentors by research interest. The Center also provides funding, through competitive awards, for collaborative faculty-student research projects.

The Dwayne J. Clark Center for Healthy Aging investigates how complementary and alternative medicine (CAM) can help seniors live longer and healthier.

Since its early years, Bastyr University has provided students with hands-on clinical training at Bastyr Center for Natural Health (BCNH) that helps them become competent and knowledgeable health and wellness leaders and practitioners. Today, student clinicians work with supervising faculty to create a personalized health plan for each patient at BCNH, located in the Fremont/Wallingford district of Seattle.

While serving nearly 40,000 patient visits each year, Bastyr University provided more than \$1 million in free health and wellness services to individuals with limited financial resources in the following areas:

- Naturopathic Medicine
- Acupuncture
- Chinese Herbal Medicine
- Homeopathy
- Nutrition Counseling
- Mental Health Counseling

In addition to promoting whole-person health and wellness, clinicians are primary care providers helping to treat patients with a variety of health conditions, including: allergies, respiratory function, digestion, chronic pain, fatigue, headaches, depression and seasonal affective disorder, weight management, and various male- and female-specific medical issues.

Faculty and student teams also provided care at nineteen external sites throughout King and Snohomish Counties serving a variety of underserved populations. This year, the University has launched its Electronic Medical Records initiative for the clinic to enhance service delivery while better preparing our students.

Within the clinic is the Bastyr Dispensary, which carries the highest quality prescription and over-the-counter herbal and nutritional supplements, homeopathic remedies and tinctures.

Bastyr Center for Natural Health

The teaching clinic of Bastyr University



“Working with leaders in health and education sectors, Bastyr University is blazing a new path in educating the future leaders in natural health and wellness in Southern California and beyond.”

— Mimi Guarneri, MD, FACC, medical director and founder of Scripps Center for Integrative Medicine

Total Economic Impact of Clinic Operations

Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	68	\$3,856,909	\$3,959,767	\$2,670,325
Indirect Effect	6	\$335,466	\$587,037	\$929,072
Induced Effect	21	\$1,048,450	\$1,910,213	\$3,042,491
TOTAL EFFECT	95	\$5,240,825	\$6,457,017	\$6,641,888

Tax Impact of Clinic Operations

Description	Amount
Employee Compensation	\$3,364
Indirect Business Tax	\$224,048
Households	\$30,905
Corporations	\$17,247
TOTAL	\$275,564

Economic Impact

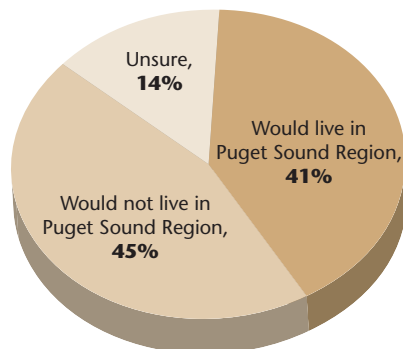
Bastyr University Total Employees

Category	Full-time Employees	Part-time Employees	Total Employees	FTE
Ongoing employees				
Staff	152	41	193	176
Faculty	55	0	55	55
Short-term contract employees				
Adjunct Faculty	0	71	71	14
Residents/ Fellows	8	0	8	8
Teaching Assistants	0	12	12	2
TOTALS	215	124	339	255

Student Profile

Program	Spring 2011 Quarter	Winter 2010 Quarter	Fall 2010 Quarter	Summer 2010 Quarter
Undergraduate enrollment	195	204	208	83
Graduate enrollment	694	694	743	538
Non-Degree	45	48	45	40
TOTAL STUDENT ENROLLMENT	934	946	996	661

If Not Attending Bastyr, Students:



Bastyr University 2010–2011 Expenditures

Expense Type	Total
Salaries	\$15,310,877
Payroll Taxes and Benefits	\$2,960,987
Other Expenses	\$14,019,762
Strategic Fund	\$227,000
Clinic Operations	\$2,670,325
Clinic Payroll	\$3,584,597
TOTAL EXPENSES FROM UNIVERSITY & CLINIC OPERATIONS	\$32,518,626

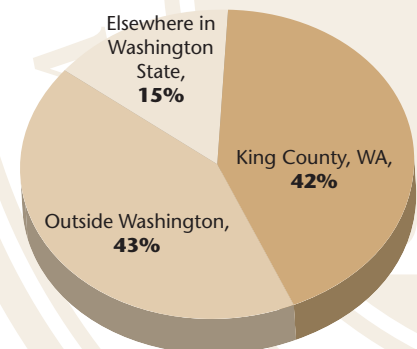
Economic Effect of Bastyr University Education

Average King County Income	\$58,141
Average Bastyr Alumni Income	\$84,476
Average Estimated Increase from Bastyr Education	\$26,335
Number of Alumni in Area	2,084
CUMULATIVE INCREASE IN EARNINGS	\$54,882,140

Bastyr University 2010–2011 Investment Expenditures

Expense Type	Total
Equipment/Tools/Machinery	\$364,877
Furniture/Fixtures	\$147,532
Library Books	\$65,763
Leasehold/Building Improvements	\$825,123
Athletic Fields	\$394,382
Technology	\$197,047
Other	\$61,195
TOTAL PPE EXPENDITURES	\$2,055,919

Current Residence of Alumni



Top 10 Industries Affected by Bastyr University (by output)

Sector	Output
Private colleges and universities	\$26,630,983
Real estate establishments	\$14,988,659
Rental activity for owner-occupied dwellings	\$8,272,593
Offices of physicians and dentists	\$7,796,848
Food services and drinking places	\$5,242,683
Wholesale trade business	\$4,478,302
Insurance carriers	\$3,891,791
Monetary authorities and depository institutions	\$3,445,180
Private hospitals	\$2,962,742
Retail stores – food and beverage	\$2,925,360

Total Economic Impact of Bastyr University

Impact Type	Employment	Labor Income	Value Added	Output
Operation Expenditures	440	\$26,241,411	\$35,441,792	\$58,341,502
Investment Expenditures	25	\$1,387,175	\$2,021,841	\$3,560,090
Student Spending	213	\$8,755,221	\$14,782,916	\$24,160,197
Alumni Spending	341	\$17,405,880	\$31,902,464	\$50,654,453
TOTAL EFFECT	1,019	\$53,789,688	\$84,149,013	\$136,716,243

Definitions

Direct Effects: The immediate impact of an economic change on the industry directly involved.

Indirect Effects: The changes in inter-industry purchases as the economy responds to the new demands of the directly affected industries.

Induced Effects: The changes in spending from households as income increases due to the changes in production.

Value Added: The difference between an industry's total output and the cost of its inputs, such as raw materials.

PPE: Plant, Property and Equipment.

Initiatives

Bastyr University San Diego

On August 12, 2010, President Daniel Church announced at the American Association of Naturopathic Physicians' convention in Portland, Oregon, that Bastyr University was launching its California Initiative. The University entered into a working agreement with the California Naturopathic Doctors Association and immediately embarked on a market feasibility study to identify a geographic area in the State of California where a new campus would be developed to train individuals seeking the Doctor of Naturopathic Medicine degree. In August 2011, the University Board of Trustees approved the plan to develop the new campus at in San Diego, California, with the intent to commence educational services in September 2012.

The State of California enacted legislation in 2003 (as a result of significant advocacy efforts from Bastyr University) that licensed NDs to practice as primary care physicians in that state. While the University's alumni base in California is strong and continues to grow, Bastyr University will make an even greater impact in helping meet the state's huge demand for access to primary care through this campus.

Center for Health Policy and Leadership

In January 2011, Bastyr University launched the Center for Health Policy and Leadership to promote discourse, engagement and research on health policy and leadership issues. The Center is a key driver of on-campus and external events that: help spark "essential, generative conversations" as defined by the University Strategic Plan, host prominent scholars and practitioners through various venues, and encourage active participation in public affairs. The Center has hosted monthly events since its launch including partnerships with the Seattle City Club (June 2011) and Seattle University (October 2011).



Town/Gown Relationship

As the community's largest employer, Bastyr University has a vested interest in the short- and long-term success of the city where it is located and one of our many priorities was improving the University's relationship with the City of Kenmore.

In December 2009, the Kenmore City Council approved the University's ten-year master plan and entered into an agreement with the University to invest \$330,000 to upgrade the University's athletic fields for enhanced community use.

President Dan Church and Kenmore Mayor David Baker, attended the 2010 International Town/Gown Conference at Iowa State University to make a presentation on the growing partnership between the City and University including joint advocacy at the federal and state government levels on issues including education, transportation and infrastructure, and economic development.

Strategic Initiative Implementation Fund

Throughout 2010-2011, Bastyr University allocated operating funds to assist employees in carrying out the highest priority initiatives of the University's Strategic Plan. Specifically, funding was dedicated for the implementation of projects such as:

- Gerontology Initiative
- University Online Education Initiative
- Naturopathic Medicine Curriculum Revision Initiative
- Bastyr iPhone Application
- Holistic Learning Environment
- Enhancing Cultural Competency
- Naturopathic Student Mentorship



Bastyr University, San Diego campus, 4106 Sorrento Valley Boulevard

"The cooperation between the City of Kenmore and Bastyr University is at its highest level in our community's history and under the leadership of Dan Church, the University has been a powerful advocate for Kenmore, Washington at City Hall, throughout King County and at the State Capitol."

— David Baker, Mayor of the City of Kenmore, WA



Kids playing soccer on the improved University athletic fields

Financial Information



“The LEED platinum-certified Student Village has been an exciting project for CollinsWoerman, and we’re very proud to make this major gift to name one of the residence halls. We are honored to be a part of the Bastyr University community.”

— Arlan Collins, principal, CollinsWoerman



**Ribbon cutting ceremony
CollinsWoerman Hall**

Bastyr University Consolidated Statement of Activities July 1, 2010 through June 30, 2011

Operations Revenue

Education and General Revenues	\$28,189,208
Governmental Grants and Contracts	2,995,907
Private Contract	164,850
Private Gifts	761,113
Interest and Investment Income	81,732
Revenue from Operations	<u>\$32,192,810</u>

Expenses

Program Services	\$25,183,889
Management and General	5,364,725
Fundraising	375,494
Total Expenses	<u>\$30,924,108</u>
Money for Reinvestment from Operations	<u>\$1,268,702</u>
Non-Operating Revenue	<u>114,456</u>
Operating and Non-Operating for Reinvestment	<u><u>\$1,383,158</u></u>

Bastyr University Statement of Financial Position

June 30, 2011

Assets

Cash and Cash Equivalents	\$8,520,694
Accounts/Notes Receivable	2,088,497
Inventories/Prepays	603,152
Endowment Investments	3,080,935
Capital Projects in Progress	52,317
Property, Land, Equipment, Net	<u>31,816,714</u>
	<u><u>\$46,162,309</u></u>

Liabilities

Accounts/Notes Payable	\$25,192,171
Accrued Liabilities	1,601,296
Deferred Revenue	683,577
Deferred Rent Expense	1,145,524
Interest Rate Swap	1,227,195
Government Obligations	<u>707,874</u>
	<u>\$30,557,637</u>

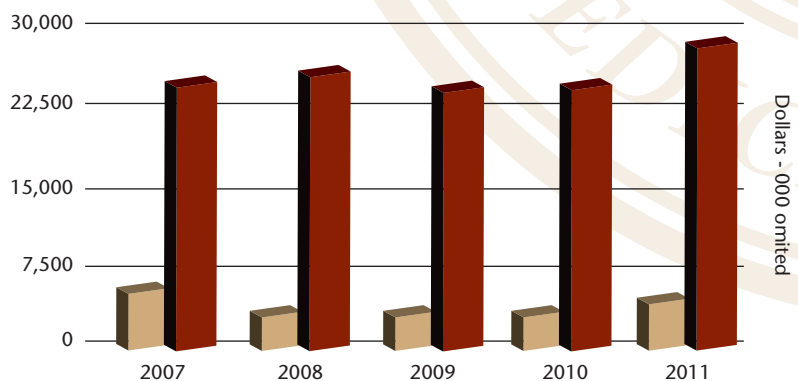
Net Assets

	<u>\$15,604,672</u>
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Total Liabilities and Net Assets

	<u><u>\$46,162,309</u></u>
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Bastyr University Revenue 2007-2011



	2007	2008	2009	2010	2011
Other	5,184	3,391	3,279	3,145	4,004
Educational & General	25,586	26,200	25,341	25,510	28,189

Donors 2010-2011

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 Co-op
 Gaia Herbs, Inc.
 George W. Lowry, Inc.
 Petroleum Products
 GoodSearch
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 Greeneath Wear, Inc.
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 Karuna Corporation
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 Lifestream Purification
 Systems, LLC
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 Meridian Valley Clinical Labs
 Microsoft Corporation
 Midwives Association of
 Washington State
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Mission



We educate future leaders in the natural health arts and sciences. Respecting the healing power of nature and recognizing that body, mind and spirit are intrinsically inseparable, we model an integrated approach to education, research and clinical service.

Vision



As the world's leading academic center for advancing and integrating knowledge in the natural health arts and sciences, Bastyr University will transform the health and well-being of the human community.

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