Form **990** | **Return of Organization Exempt From Income Tax** | OMB No 1545-0047 **2005**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

Department of the Treasury Internal Revenue Service ► The organization may have to use a copy of this return to satisfy state reporting requirements. **Open to Public Inspection**

A For the 2005 calendar year, or tax year beginning 7/01 **, 2005, and ending** 6/30 , 2006

B Check if applicable
- [ ] Address change
- [ ] Name change
- [ ] Initial return
- [ ] Final return
- [ ] Amended return
- [ ] Application pending

Please use IRS label or print or type. See specific instructions.

HIGHER EDUCATION POLICY INSTITUTE
152 NORTH 3RD STREET, SUITE 705
SAN JOSE, CA 95112

D Employer Identification Number 77-0313194

E Telephone number (408) 271-2699

F Accounting method: [ ] Cash [X] Accrual [ ] Other (specify) ►

• **Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).**

H and I are not applicable to section 527 organizations

H (a) Is this a group return for affiliates? [ ] Yes [X] No

H (b) If 'Yes,' enter number of affiliates ►

H (c) Are all affiliates included? [ ] Yes [ ] No (If 'No,' attach a list See instructions)

H (d) Is this a separate return filed by an organization covered by a group ruling? [ ] Yes [X] No

I Group Exemption Number ►

M Check ► [ ] if the organization is **not** required to attach Schedule B (Form 990, 990-EZ, or 990-PF).

G Web site: ► WWW.HIGHEREDUCATION.ORG

J Organization type (check only one) ► [X] 501(c) 3 ◄ (insert no) [ ] 4947(a)(1) or [ ] 527

K Check here ► [ ] if the organization's gross receipts are normally not more than $25,000. The organization need not file a return with the IRS; but if the organization chooses to file a return, be sure to file a complete return. **Some states require a complete return.**

L Gross receipts: Add lines 6b, 8b, 9b, and 10b to line 12 ► 1,992,748.

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See Instructions)

REVENUE	1	Contributions, gifts, grants, and similar amounts received:					
	a	Direct public support		1a	1,627,537.		
	b	Indirect public support		1b			
	c	Government contributions (grants)		1c			
	d	Total (add lines 1a through 1c) (cash $ 1,627,537. noncash $)				1d	1,627,537.
	2	Program service revenue including government fees and contracts (from Part VII, line 93)				2	
	3	Membership dues and assessments				3	
	4	Interest on savings and temporary cash investments				4	19,236.
	5	Dividends and interest from securities				5	28,250.
	6a	Gross rents		6a			
	b	Less· rental expenses		6b			
	c	Net rental income or (loss) (subtract line 6b from line 6a)				6c	
	7	Other investment income (describe ►)				7	
			(A) Securities		(B) Other		
	8a	Gross amount from sales of assets other than inventory	300,000.	8a			
	b	Less· cost or other basis and sales expenses	300,000.	8b			
	c	Gain or (loss) (attach schedule) STATEMENT 1		8c			
	d	Net gain or (loss) (combine line 8c, columns (A) and (B))				8d	
	9	Special events and activities (attach schedule). If any amount is from **gaming**, check here ► [ ]					
	a	Gross revenue (not including $ of contributions reported on line 1a)		9a			
	b	Less: direct expenses other than fundraising expenses		9b			
	c	Net income or (loss) from special events (subtract line 9b from line 9a)				9c	
	10a	Gross sales of inventory, less returns and allowances		10a			
	b	Less: cost of goods sold		10b			
	c	Gross profit or (loss) from sales of inventory (attach schedule) (subtract line 10b from line 10a)				10c	
	11	Other revenue (from Part VII, line 103)				11	17,725.
	12	**Total revenue** (add lines 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11)				12	1,692,748.
EXPENSES	13	Program services (from line 44, column (B))				13	3,056,624.
	14	Management and general (from line 44, column (C))				14	531,731.
	15	Fundraising (from line 44, column (D))				15	
	16	Payments to affiliates (attach schedule)				16	
	17	**Total expenses** (add lines 16 and 44, column (A))				17	3,588,355.
NET ASSETS	18	Excess or (deficit) for the year (subtract line 17 from line 12)				18	-1,895,607.
	19	Net assets or fund balances at beginning of year (from line 73, column (A))				19	6,007,694.
	20	Other changes in net assets or fund balances (attach explanation) SEE STATEMENT 2				20	-2,703.
	21	Net assets or fund balances at end of year (combine lines 18, 19, and 20)				21	4,109,384.

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Part II Statement of Functional Expenses All organizations must complete column (A). Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others.

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22 Grants and allocations (att sch) (cash $ ______ non-cash $ ______) If this amount includes foreign grants, check here ► ☐	22				
23 Specific assistance to individuals (att sch)	23				
24 Benefits paid to or for members (att sch)	24				
25 Compensation of officers, directors, etc	25	440,349.	405,121.	35,228.	0.
26 Other salaries and wages	26	837,376.	642,777.	194,599.	
27 Pension plan contributions	27	158,404.	130,236.	28,168.	
28 Other employee benefits	28	116,359.	97,631.	18,728.	
29 Payroll taxes	29	83,481.	66,369.	17,112.	
30 Professional fundraising fees	30				
31 Accounting fees	31	15,541.		15,541.	
32 Legal fees	32				
33 Supplies	33	33,320.	31,616.	1,704.	
34 Telephone	34	25,344.	23,316.	2,028.	
35 Postage and shipping	35	154,697.	142,759.	11,938.	
36 Occupancy	36	165,878.	141,568.	24,310.	
37 Equipment rental and maintenance	37	79,105.	72,777.	6,328.	
38 Printing and publications	38	129,837.	125,913.	3,924.	
39 Travel	39	312,488.	290,916.	21,572.	
40 Conferences, conventions, and meetings	40	81,545.	71,914.	9,631.	
41 Interest	41				
42 Depreciation, depletion, etc (attach schedule)	42	15,938.	14,822.	1,116.	
43 Other expenses not covered above (itemize)					
a SEE STATEMENT 3	43a	938,693.	798,889.	139,804.	
b	43b				
c	43c				
d	43d				
e	43e				
f	43f				
g	43g				
44 **Total functional expenses** Add lines 22 through 43 (Organizations completing columns (B) - (D), carry these totals to lines 13 - 15)	44	3,588,355.	3,056,624.	531,731.	0.

Joint Costs. Check ► ☐ if you are following SOP 98-2.

Are any joint costs from a combined educational campaign and fundraising solicitation reported in **(B)** Program services? ► ☐ **Yes** ☒ **No**

If 'Yes,' enter **(i)** the aggregate amount of these joint costs $ ______; **(ii)** the amount allocated to Program services $ ______; **(iii)** the amount allocated to Management and general $ ______; and **(iv)** the amount allocated to Fundraising $ ______.

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Part III Statement of Program Service Accomplishments

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

What is the organization's primary exempt purpose? ► SEE STATEMENT 4 All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable. (Section 501(c)(3) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and allocations to others.)	Program Service Expenses (Required for 501(c)(3) and (4) organizations and 4947(a)(1) trusts, but optional for others.)
a SEE STATEMENT 5 (Grants and allocations $) If this amount includes foreign grants, check here ► ☐	3,056,624.
b (Grants and allocations $) If this amount includes foreign grants, check here ► ☐	
c (Grants and allocations $) If this amount includes foreign grants, check here ► ☐	
d (Grants and allocations $) If this amount includes foreign grants, check here ► ☐	
e Other program services (Grants and allocations $) If this amount includes foreign grants, check here ► ☐	
f **Total of Program Service Expenses** (should equal line 44, column (B), Program services) ►	3,056,624.

Part IV Balance Sheets (See Instructions)

Note: *Where required, attached schedules and amounts within the description column should be for end-of-year amounts only*			**(A)** Beginning of year		**(B)** End of year
ASSETS					
45 Cash – non-interest-bearing			273.	45	273.
46 Savings and temporary cash investments			407,638.	46	617,725.
47a Accounts receivable	47a	13,915.			
b Less: allowance for doubtful accounts	47b		13,297.	47c	13,915.
48a Pledges receivable	48a				
b Less: allowance for doubtful accounts	48b			48c	
49 Grants receivable			5,063,463.	49	2,037,000.
50 Receivables from officers, directors, trustees, and key employees (attach schedule)				50	
51a Other notes & loans receivable (attach sch)	51a				
b Less: allowance for doubtful accounts	51b			51c	
52 Inventories for sale or use				52	
53 Prepaid expenses and deferred charges			50,201.	53	56,154.
54 Investments – securities (attach schedule) SEE ST 6 ► ☐ Cost ☒ FMV			646,548.	54	1,556,702.
55a Investments – land, buildings, & equipment: basis	55a				
b Less: accumulated depreciation (attach schedule)	55b			55c	
56 Investments – other (attach schedule)				56	
57a Land, buildings, and equipment: basis	57a	272,989.			
b Less accumulated depreciation (attach schedule) STATEMENT 7	57b	240,601.	34,686.	57c	32,388.
58 Other assets (describe ► SEE STATEMENT 8)			14,043.	58	14,043.
59 **Total assets** (must equal line 74). Add lines 45 through 58			6,230,149.	59	4,328,200.
LIABILITIES					
60 Accounts payable and accrued expenses			222,455.	60	218,816.
61 Grants payable				61	
62 Deferred revenue				62	
63 Loans from officers, directors, trustees, and key employees (attach schedule)				63	
64a Tax-exempt bond liabilities (attach schedule)				64a	
b Mortgages and other notes payable (attach schedule)				64b	
65 Other liabilities (describe ►)				65	
66 **Total liabilities.** Add lines 60 through 65			222,455.	66	218,816.
NET ASSETS OR FUND BALANCES					
Organizations that follow SFAS 117, check here ► ☒ and complete lines 67 through 69 and lines 73 and 74					
67 Unrestricted			514,116.	67	558,903.
68 Temporarily restricted			5,493,578.	68	3,550,481.
69 Permanently restricted				69	
Organizations that do not follow SFAS 117, check here ► ☐ and complete lines 70 through 74.					
70 Capital stock, trust principal, or current funds				70	
71 Paid-in or capital surplus, or land, building, and equipment fund				71	
72 Retained earnings, endowment, accumulated income, or other funds				72	
73 **Total net assets or fund balances** (add lines 67 through 69 **or** lines 70 through 72, column (A) **must** equal line 19; column (B) **must** equal line 21)			6,007,694.	73	4,109,384.
74 **Total liabilities and net assets/fund balances.** Add lines 66 and 73			6,230,149.	74	4,328,200.

Part IV-A Reconciliation of Revenue per Audited Financial Statements with Revenue per Return (See instructions.)

a	Total revenue, gains, and other support per audited financial statements			a	1,690,045.
b	Amounts included on line **a** but not on Part I, line 12:				
	1 Net unrealized gains on investments	b1			
	2 Donated services and use of facilities	b2			
	3 Recoveries of prior year grants	b3			
	4 Other (specify): SEE STM 9	b4	-2,703.		
	Add lines **b1** through **b4**			b	-2,703.
c	Subtract line **b** from line **a**			c	1,692,748.
d	Amounts included on Part I, line 12, but not on line **a:**				
	1 Investment expenses not included on Part I, line 6b	d1			
	2 Other (specify):	d2			
	Add lines **d1** and **d2**			d	
e	**Total revenue** (Part I, line 12). Add lines **c** and **d** ►			e	1,692,748.

Part IV-B Reconciliation of Expenses per Audited Financial Statements with Expenses per Return

a	Total expenses and losses per audited financial statements			a	3,588,355.
b	Amounts included on line **a** but not on Part I, line 17:				
	1 Donated services and use of facilities	b1			
	2 Prior year adjustments reported on Part I, line 20	b2			
	3 Losses reported on Part I, line 20	b3			
	4 Other (specify):	b4			
	Add lines **b1** through **b4**			b	
c	Subtract line **b** from line **a**			c	3,588,355.
d	Amounts included on Part I, line 17, but not on line **a:**				
	1 Investment expenses not included on Part I, line 6b	d1			
	2 Other (specify):	d2			
	Add lines **d1** and **d2**			d	
e	**Total expenses** (Part I, line 17). Add lines **c** and **d** ►			e	3,588,355.

Part V-A Current Officers, Directors, Trustees, and Key Employees (List each person who was an officer, director, trustee, or key employee at any time during the year even if they were not compensated.) *(See the instructions.)*

(A) Name and address	**(B)** Title and average hours per week devoted to position	**(C)** Compensation **(if not paid, enter -0-)**	**(D)** Contributions to employee benefit plans and deferred compensation plans	**(E)** Expense account and other allowances
SEE STATEMENT 10		315,924.	124,424.	0.

Part V-A Current Officers, Directors, Trustees, and Key Employees *(continued)*

		Yes	No
75a Enter the total number of officers, directors, and trustees permitted to vote on organization business as board meetings ► 22			
b Are any officers, directors, trustees, or key employees listed in Form 990, Part V-A, or highest compensated employees listed in Schedule A, Part I, or highest compensated professional and other independent contractors listed in Schedule A, Part II-A or II-B, related to each other through family or business relationships? If 'Yes,' attach a statement that identifies the individuals and explains the relationship(s)	75b		X
c Do any officers, directors, trustees, or key employees listed in form 990, Part V-A, or highest compensated employees listed in Schedule A, Part I, or highest compensated professional and other independent contractors listed in Schedule A, Part II-A or II-B, receive compensation from any other organizations, whether tax exempt or taxable, that are related to this organization through common supervision or common control?	75c		X
Note. Related organizations include section 509(a)(3) supporting organizations. If 'Yes,' attach a statement that identifies the individuals, explains the relationship between this organization and the other organization(s), and describes the compensation arrangements, including amounts paid to each individual by each related organization			
d Does the organization have a written conflict of interest policy?	75d	X	

Part V-B Former Officers, Directors, Trustees, and Key Employees That Received Compensation or Other Benefits

(If any former officer, director, trustee, or key employee received compensation or other benefits (described below) during the year, list that person below and enter the amount of compensation or other benefits in the appropriate column See the instructions)

(A) Name and address	**(B)** Loans and Advances	**(C)** Compensation	**(D)** Contributions to employee benefit plans and deferred compensation plans	**(E)** Expense account and other allowances
N/A	0.	0.	0.	0.

Part VI Other Information *(See the instructions)*

		Yes	No
76 Did the organization engage in any activity not previously reported to the IRS? If 'Yes,' attach a detailed description of each activity	76		X
77 Were any changes made in the organizing or governing documents but not reported to the IRS? If 'Yes,' attach a conformed copy of the changes.	77		X
78a Did the organization have unrelated business gross income of $1,000 or more during the year covered by this return?	78a		X
b If 'Yes,' has it filed a tax return on **Form 990-T** for this year?	78b	N/A	
79 Was there a liquidation, dissolution, termination, or substantial contraction during the year? If 'Yes,' attach a statement	79		X
80a Is the organization related (other than by association with a statewide or nationwide organization) through common membership, governing bodies, trustees, officers, etc, to any other exempt or nonexempt organization?	80a		X
b If 'Yes,' enter the name of the organization ► N/A and check whether it is ☐ exempt **or** ☐ nonexempt.			
81a Enter direct and indirect political expenditures. (See line 81 instructions.) 81a 0.			
b Did the organization file **Form 1120-POL** for this year?	81b		X

Part VI Other Information *(continued)*

			Yes	No
82 a Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?		82a		X
b If 'Yes,' you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II. (See instructions in Part III.)	82b N/A			
83a Did the organization comply with the public inspection requirements for returns and exemption applications?		83a	X	
b Did the organization comply with the disclosure requirements relating to quid pro quo contributions?		83b	X	
84a Did the organization solicit any contributions or gifts that were not tax deductible?		84a		X
b If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		84b	N/A	
85 *501(c)(4), (5), or (6) organizations* **a** Were substantially all dues nondeductible by members?		85a	N/A	
b Did the organization make only in-house lobbying expenditures of $2,000 or less?		85b	N/A	
If 'Yes' was answered to either 85a or 85b, **do not** complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year.				
c Dues, assessments, and similar amounts from members	85c N/A			
d Section 162(e) lobbying and political expenditures	85d N/A			
e Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices	85e N/A			
f Taxable amount of lobbying and political expenditures (line 85d less 85e)	85f N/A			
g Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?		85g	N/A	
h If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?		85h	N/A	
86 *501(c)(7) organizations* Enter: **a** Initiation fees and capital contributions included on line 12	86a N/A			
b Gross receipts, included on line 12, for public use of club facilities	86b N/A			
87 *501(c)(12) organizations* Enter: **a** Gross income from members or shareholders	87a N/A			
b Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	87b N/A			
88 At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If 'Yes,' complete Part IX		88		X
89a *501(c)(3) organizations.* Enter: Amount of tax imposed on the organization during the year under: section 4911 ► 0. ; section 4912 ► 0. ; section 4955 ► 0.				
b *501(c)(3) and 501(c)(4) organizations* Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If 'Yes,' attach a statement explaining each transaction		89b		X

c Enter: Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 ► 0.

d Enter: Amount of tax on line 89c, above, reimbursed by the organization ► 0.

90a List the states with which a copy of this return is filed ► CA

b Number of employees employed in the pay period that includes March 12, 2005 (See instructions.) 90b 13

91a The books are in care of ► HOLLY EARLYWINE Telephone number ► (408) 271-2699

Located at ► 152 N. 3RD ST., SUITE 705, SAN JOSE, CA, ZIP + 4 ► 95112

		Yes	No
b At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	91b		X
If 'Yes,' enter the name of the foreign country ►			
See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Statements			
c At any time during the calendar year, did the organization maintain an office outside of the United States?	91c		X
If 'Yes,' enter the name of the foreign country ►			

92 *Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of* ***Form 1041*** – Check here N/A ► ☐

and enter the amount of tax-exempt interest received or accrued during the tax year ► 92 N/A

Part VII Analysis of Income-Producing Activities *(See the instructions.)*

Note: Enter gross amounts unless otherwise indicated	Unrelated business income (A) Business code	Unrelated business income (B) Amount	Excluded by section 512, 513, or 514 (C) Exclusion code	Excluded by section 512, 513, or 514 (D) Amount	(E) Related or exempt function income
93 Program service revenue:					
a					
b					
c					
d					
e					
f Medicare/Medicaid payments					
g Fees & contracts from government agencies					
94 Membership dues and assessments					
95 Interest on savings & temporary cash invmnts			14	19,236.	
96 Dividends & interest from securities			14	28,250.	
97 Net rental income or (loss) from real estate:					
a debt-financed property					
b not debt-financed property					
98 Net rental income or (loss) from pers prop					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory					
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory					
103 Other revenue: a					
b HONORARIUM					17,650.
c OTHER REVENUE					75.
d					
e					
104 Subtotal (add columns (B), (D), and (E))				47,486.	17,725.
105 **Total** (add line 104, columns (B), (D), and (E)) ►					65,211.

Note: *Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I*

Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes *(See the instructions.)*

Line No. ▼	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes).
103B,C	INCOME GENERATED BY POLICY DEVELOPMENT, POLICY ANALYSIS AND STUDIES OF CURRENT
	POLICES OF HIGHER EDUCATION TO THE GENERAL PUBLIC IDENTIFING KEY ISSUES.

Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities *(See the instructions.)*

(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End-of-year assets
N/A	%			
	%			
	%			
	%			

Part X Information Regarding Transfers Associated with Personal Benefit Contracts *(See the instructions.)*

a Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? ☐ Yes ☒ No

b Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? ☐ Yes ☒ No

Note: *If 'Yes' to (b), file Form 8870 and Form 4720 (see instructions).*

Please Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

► Signature of officer — Date 4/06/07

► PATRICK M. CALLAN President
Type or print name and title

Paid Preparer's Use Only

Preparer's signature ► L.S. Kuechler, CPA	Date 3/29/07	Check if self-employed ► ☐	Preparer's SSN or PTIN (See General Instruction W) N/A
Firm's name (or yours if self-employed), address, and ZIP + 4 ► BERGER/LEWIS ACCOUNTANCY CORP. 99 ALMADEN BLVD, SUITE 600 SAN JOSE, CA 95113		EIN ► N/A	
		Phone no ► (408) 494-1200	

SCHEDULE A (Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Organization Exempt Under Section 501(c)(3)

(Except Private Foundation) and Section 501(e), 501(f), 501(k), 501(n), or 4947(a)(1) Nonexempt Charitable Trust

Supplementary Information — (See separate instructions.)

► **MUST be completed by the above organizations and attached to their Form 990 or 990-EZ.**

OMB No 1545-0047

2005

Name of the organization: HIGHER EDUCATION POLICY INSTITUTE

Employer identification number: 77-0313194

Part I **Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees**
(See instructions. List each one. If there are none, enter 'None.')

(a) Name and address of each employee paid more than $50,000	**(b)** Title and average hours per week devoted to position	**(c)** Compensation	**(d)** Contributions to employee benefit plans and deferred compensation	**(e)** Expense account and other allowances
SEE STATEMENT 11		426,544.	78,448.	0.
Total number of other employees paid over $50,000 ►	2			

Part II-A **Compensation of the Five Highest Paid Independent Contractors for Professional Services**
(See instructions. List each one (whether individuals or firms). If there are none, enter 'None.')

(a) Name and address of each independent contractor paid more than $50,000	**(b)** Type of service	**(c)** Compensation
INSTITUTE FOR EDUCATIONAL LEADERSHIP 1001 CONNECTICUT AVE , WASHINGTON, DC 20036	POLICY RESEARCH	61,750.
NCHEMS P.O. BOX 9752, BOULDER, CO 80301	POLICY RESEARCH	50,972.
WOMBLE, CARLYLE, SANDRIDGE & RICE P.O.BOX 831 RALEIGH, NC 27602	MGMT CONSULTING	50,000.
Total number of others receiving over $50,000 for professional services ► 0		

Part II-B **Compensation of the Five Highest Paid Independent Contractors for Other Services**
(List each contractor who performed services other than professional services, whether individuals or firms. If there are none, enter 'None ' See instructions.)

(a) Name and address of each independent contractor paid more than $50,000	**(b)** Type of service	**(c)** Compensation
NONE		
Total number of other contractors receiving over $50,000 for other services ► 0		

Part III Statements About Activities (See instructions.)

			Yes	No
1	During the year, has the organization attempted to influence national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum? If 'Yes,' enter the total expenses paid or incurred in connection with the lobbying activities ► $ N/A (Must equal amounts on line 38, Part VI-A, or line i of Part VI-B.)	1		X
	Organizations that made an election under section 501(h) by filing Form 5768 must complete Part VI-A. Other organizations checking 'Yes' must complete Part VI-B AND attach a statement giving a detailed description of the lobbying activities.			
2	During the year, has the organization, either directly or indirectly, engaged in any of the following acts with any substantial contributors, trustees, directors, officers, creators, key employees, or members of their families, or with any taxable organization with which any such person is affiliated as an officer, director, trustee, majority owner, or principal beneficiary? *(If the answer to any question is 'Yes,' attach a detailed statement explaining the transactions.)* SEE STATEMENT 12			
	a Sale, exchange, or leasing of property?	2a		X
	b Lending of money or other extension of credit?	2b		X
	c Furnishing of goods, services, or facilities?	2c		X
	d Payment of compensation (or payment or reimbursement of expenses if more than $1,000)? SEE FORM 990, PART V	2d	X	
	e Transfer of any part of its income or assets?	2e		X
3a	Do you make grants for scholarships, fellowships, student loans, etc? (If 'Yes,' attach an explanation of how you determine that recipients qualify to receive payments.)	3a		X
b	Do you have a section 403(b) annuity plan for your employees?	3b	X	
c	During the year, did the organization receive a contribution of qualified real property interest under section 170(h)?	3c		X
4a	Did you maintain any separate account for participating donors where donors have the right to provide advice on the use or distribution of funds?	4a		X
b	Do you provide credit counseling, debt management, credit repair, or debt negotiation services?	4b		X

Part IV Reason for Non-Private Foundation Status (See instructions.)

The organization is not a private foundation because it is: (Please check only **ONE** applicable box.)

5 ☐ A church, convention of churches, or association of churches. Section 170(b)(1)(A)(i)

6 ☐ A school. Section 170(b)(1)(A)(ii). (Also complete Part V.)

7 ☐ A hospital or a cooperative hospital service organization. Section 170(b)(1)(A)(iii).

8 ☐ A Federal, state, or local government or governmental unit. Section 170(b)(1)(A)(v).

9 ☐ A medical research organization operated in conjunction with a hospital. Section 170(b)(1)(A)(iii). **Enter the hospital's name, city, and state** ► ,

10 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit. Section 170(b)(1)(A)(iv) (Also complete the **Support Schedule** in Part IV-A.)

11a ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A.)

11b ☐ A community trust. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A.)

12 ☐ An organization that normally receives: **(1) more than 33-1/3%** of its support from contributions, membership fees, and gross receipts from activities related to its charitable, etc, functions – subject to certain exceptions, and **(2) no more than 33-1/3%** of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See section 509(a)(2). (Also complete the **Support Schedule** in Part IV-A.)

13 ☐ An organization that is not controlled by any disqualified persons (other than foundation managers) and supports organizations described in: **(1)** lines 5 through 12 above; or **(2)** section 501(c)(4), (5), or (6), if they meet the test of section 509(a)(2). Check the box that describes the type of supporting organization: ► ☐ Type 1 ☐ Type 2 ☐ Type 3

Provide the following information about the supported organizations. (See instructions.)

(a) Name(s) of supported organization(s)	**(b)** Line number from above

14 ☐ An organization organized and operated to test for public safety. Section 509(a)(4). (See instructions.)

Part IV-A Support Schedule (Complete only if you checked a box on line 10, 11, or 12.) ***Use cash method of accounting.***

Note: *You may use the worksheet in the instructions for converting from the accrual to the cash method of accounting*

Calendar year (or fiscal year beginning in) ►	(a) 2004	(b) 2003	(c) 2002	(d) 2001	(e) Total
15 Gifts, grants, and contributions received. (Do not include unusual grants. See line 28.)	4,249,584.	3,216,100.	2,224,220.	6,483,370.	16,173,274.
16 Membership fees received					0.
17 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to the organization's charitable, etc, purpose					0.
18 Gross income from interest, dividends, amounts received from payments on securities loans (section 512(a)(5)), rents, royalties, and unrelated business taxable income (less section 511 taxes) from businesses acquired by the organization after June 30, 1975	21,373.	19,682.	51,830.	88,232.	181,117.
19 Net income from unrelated business activities not included in line 18					0.
20 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf					0.
21 The value of services or facilities furnished to the organization by a governmental unit without charge. Do not include the value of services or facilities generally furnished to the public without charge					0.
22 Other income. Attach a schedule. Do not include gain or (loss) from sale of capital assets SEE STMT 13	26,861.	6,687.	67,176.	25,717.	126,441.
23 Total of lines 15 through 22	4,297,818.	3,242,469.	2,343,226.	6,597,319.	16,480,832.
24 Line 23 minus line 17	4,297,818.	3,242,469.	2,343,226.	6,597,319.	16,480,832.
25 Enter 1% of line 23	42,978.	32,425.	23,432.	65,973.	

26 Organizations described on lines 10 or 11: a Enter 2% of amount in column (e), line 24 ► **26a** 329,617.

b Prepare a list for your records to show the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 2001 through 2004 exceeded the amount shown in line 26a. **Do not file this list with your return.** Enter the total of all these excess amounts ► **26b** 5,240,766.

c Total support for section 509(a)(1) test: Enter line 24, column (e) ► **26c** 16,480,832.

d Add: Amounts from column (e) for lines: 18 181,117. 19 ______ 22 126,441. 26b 5,240,766. **26d** 5,548,324.

e Public support (line 26c minus line 26d total) ► **26e** 10,932,508.

f Public support percentage (line 26e (numerator) divided by line 26c (denominator)) ► **26f** 66.33 %

27 Organizations described on line 12: N/A

a For amounts included in lines 15, 16, and 17 that were received from a 'disqualified person,' prepare a list for your records to show the name of, and total amounts received in each year from, each 'disqualified person.' **Do not file this list with your return.** Enter the sum of such amounts for each year:

(2004) ____________ (2003) ____________ (2002) ____________ (2001) ____________

b For any amount included in line 17 that was received from each person (other than 'disqualified persons'), prepare a list for your records to show the name of, and amount received for each year, that was more than the **larger** of **(1)** the amount on line 25 for the year or **(2)** $5,000 (Include in the list organizations described in lines 5 through 11b, as well as individuals.) **Do not file this list with your return.** After computing the difference between the amount received and the larger amount described in **(1)** or **(2)**, enter the sum of these differences (the excess amounts) for each year:

(2004) ____________ (2003) ____________ (2002) ____________ (2001) ____________

c Add: Amounts from column (e) for lines: 15 ______ 16 ______ 17 ______ 20 ______ 21 ______ **27c**

d Add: Line 27a total ______ and line 27b total ______ **27d**

e Public support (line 27c total minus line 27d total) ► **27e**

f Total support for section 509(a)(2) test: Enter amount from line 23, column (e) ► **27f**

g Public support percentage (line 27e (numerator) divided by line 27f (denominator)) ► **27g** %

h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator)) ► **27h** %

28 Unusual Grants: For an organization described in line 10, 11, or 12 that received any unusual grants during 2001 through 2004, prepare a list for your records to show, for each year, the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant. **Do not file this list with your return.** Do not include these grants in line 15.

Part V Private School Questionnaire (See instructions.)

(To be completed ONLY by schools that checked the box on line 6 in Part IV)

N/A

			Yes	No
29	Does the organization have a racially nondiscriminatory policy toward students by statement in its charter, bylaws, other governing instrument, or in a resolution of its governing body?	29		
30	Does the organization include a statement of its racially nondiscriminatory policy toward students in all its brochures, catalogues, and other written communications with the public dealing with student admissions, programs, and scholarships?	30		
31	Has the organization publicized its racially nondiscriminatory policy through newspaper or broadcast media during the period of solicitation for students, or during the registration period if it has no solicitation program, in a way that makes the policy known to all parts of the general community it serves?	31		
	If 'Yes,' please describe; if 'No,' please explain (If you need more space, attach a separate statement.)			
32	Does the organization maintain the following.			
a	Records indicating the racial composition of the student body, faculty, and administrative staff?	32a		
b	Records documenting that scholarships and other financial assistance are awarded on a racially nondiscriminatory basis?	32b		
c	Copies of all catalogues, brochures, announcements, and other written communications to the public dealing with student admissions, programs, and scholarships?	32c		
d	Copies of all material used by the organization or on its behalf to solicit contributions?	32d		
	If you answered 'No' to any of the above, please explain. (If you need more space, attach a separate statement.)			
33	Does the organization discriminate by race in any way with respect to:			
a	Students' rights or privileges?	33a		
b	Admissions policies?	33b		
c	Employment of faculty or administrative staff?	33c		
d	Scholarships or other financial assistance?	33d		
e	Educational policies?	33e		
f	Use of facilities?	33f		
g	Athletic programs?	33g		
h	Other extracurricular activities?	33h		
	If you answered 'Yes' to any of the above, please explain. (If you need more space, attach a separate statement.)			
34a	Does the organization receive any financial aid or assistance from a governmental agency?	34a		
b	Has the organization's right to such aid ever been revoked or suspended? If you answered 'Yes' to either 34a or b, please explain using an attached statement.	34b		
35	Does the organization certify that it has complied with the applicable requirements of sections 4.01 through 4.05 of Rev Proc 75-50, 1975-2 C.B. 587, covering racial nondiscrimination? If 'No,' attach an explanation.	35		

Part VI-A Lobbying Expenditures by Electing Public Charities (See instructions.)
(To be completed ONLY by an eligible organization that filed Form 5768)

N/A

Check ► a ☐ if the organization belongs to an affiliated group. Check ► b ☐ if you checked 'a' and 'limited control' provisions apply.

Limits on Lobbying Expenditures (The term 'expenditures' means amounts paid or incurred.)		(a) Affiliated group totals	(b) To be completed for ALL electing organizations
36 Total lobbying expenditures to influence public opinion (grassroots lobbying)	36		
37 Total lobbying expenditures to influence a legislative body (direct lobbying)	37		
38 Total lobbying expenditures (add lines 36 and 37)	38		
39 Other exempt purpose expenditures	39		
40 Total exempt purpose expenditures (add lines 38 and 39)	40		
41 Lobbying nontaxable amount. Enter the amount from the following table –			
If the amount on line 40 is – / **The lobbying nontaxable amount is –**			
Not over $500,000 / 20% of the amount on line 40			
Over $500,000 but not over $1,000,000 / $100,000 plus 15% of the excess over $500,000			
Over $1,000,000 but not over $1,500,000 / $175,000 plus 10% of the excess over $1,000,000	41		
Over $1,500,000 but not over $17,000,000 / $225,000 plus 5% of the excess over $1,500,000			
Over $17,000,000 / $1,000,000			
42 Grassroots nontaxable amount (enter 25% of line 41)	42		
43 Subtract line 42 from line 36. Enter -0- if line 42 is more than line 36	43		
44 Subtract line 41 from line 38. Enter -0- if line 41 is more than line 38	44		
Caution: *If there is an amount on either line 43 or line 44, you must file Form 4720*			

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 45 through 50.)

	Lobbying Expenditures During 4-Year Averaging Period				
Calendar year (or fiscal year beginning in) ►	(a) 2005	(b) 2004	(c) 2003	(d) 2002	(e) Total
45 Lobbying nontaxable amount					
46 Lobbying ceiling amount (150% of line 45(e))					
47 Total lobbying expenditures					
48 Grassroots nontaxable amount					
49 Grassroots ceiling amount (150% of line 48(e))					
50 Grassroots lobbying expenditures					

Part VI-B Lobbying Activity by Nonelecting Public Charities
(For reporting only by organizations that did not complete Part VI-A) (See instructions.)

N/A

During the year, did the organization attempt to influence national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:	Yes	No	Amount
a Volunteers			
b Paid staff or management (Include compensation in expenses reported on lines c through h.)			
c Media advertisements			
d Mailings to members, legislators, or the public			
e Publications, or published or broadcast statements			
f Grants to other organizations for lobbying purposes			
g Direct contact with legislators, their staffs, government officials, or a legislative body			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any other means			
i Total lobbying expenditures (add lines c through h.)			

If 'Yes' to any of the above, also attach a statement giving a detailed description of the lobbying activities.

Part VII Information Regarding Transfers To and Transactions and Relationships With Noncharitable Exempt Organizations (See instructions)

51 Did the reporting organization directly or indirectly engage in any of the following with any other organization described in section 501(c) of the Code (other than section 501(c)(3) organizations) or in section 527, relating to political organizations?

		Yes	No
a Transfers from the reporting organization to a noncharitable exempt organization of:			
(i) Cash	**51 a (i)**		X
(ii) Other assets	**a (ii)**		X
b Other transactions			
(i) Sales or exchanges of assets with a noncharitable exempt organization	**b (i)**		X
(ii) Purchases of assets from a noncharitable exempt organization	**b (ii)**		X
(iii) Rental of facilities, equipment, or other assets	**b (iii)**		X
(iv) Reimbursement arrangements	**b (iv)**		X
(v) Loans or loan guarantees	**b (v)**		X
(vi) Performance of services or membership or fundraising solicitations	**b (vi)**		X
c Sharing of facilities, equipment, mailing lists, other assets, or paid employees	**c**		X

d If the answer to any of the above is 'Yes,' complete the following schedule Column (b) should always show the fair market value of the goods, other assets, or services given by the reporting organization If the organization received less than fair market value in any transaction or sharing arrangement, show in column (d) the value of the goods, other assets, or services received

(a) Line no.	**(b)** Amount involved	**(c)** Name of noncharitable exempt organization	**(d)** Description of transfers, transactions, and sharing arrangements
N/A			

52a Is the organization directly or indirectly affiliated with, or related to, one or more tax-exempt organizations described in section 501(c) of the Code (other than section 501(c)(3)) or in section 527? ► ☐ **Yes** ☒ **No**

b If 'Yes,' complete the following schedule:

(a) Name of organization	**(b)** Type of organization	**(c)** Description of relationship
N/A		

STATEMENT 1
FORM 990, PART I, LINE 8
NET GAIN (LOSS) FROM NONINVENTORY SALES

PUBLICLY TRADED SECURITIES

GROSS SALES PRICE:	300,000.
COST OR OTHER BASIS:	300,000.

TOTAL GAIN (LOSS) PUBLICLY TRADED SECURITIES $ 0.

TOTAL NET GAIN (LOSS) FROM NONINVENTORY SALES $ 0.

STATEMENT 2
FORM 990, PART I, LINE 20
OTHER CHANGES IN NET ASSETS OR FUND BALANCES

UNREALIZED LOSS	$ -2,703.
TOTAL	$ -2,703.

STATEMENT 3
FORM 990, PART II, LINE 43
OTHER EXPENSES

	(A) TOTAL	(B) PROGRAM SERVICES	(C) MANAGEMENT & GENERAL	(D) FUNDRAISING
BOARD EXPENSE	87,118.		87,118.	
CONSULTANTS	538,963.	505,243.	33,720.	
INSURANCE	28,825.	26,519.	2,306.	
INTERNET EXPENSE	17,823.	17,823.		
MAILING LIST	22,709.	22,709.		
MEMBERSHIP FEES	10,812.	10,003.	809.	
MISCELLANEOUS	5,394.	4,691.	703.	
OFFICE OPERATION	3,087.	2,840.	247.	
OFFICE PARKING	16,819.	15,473.	1,346.	
RETRIEVAL SERVICES	38,147.	38,147.		
TEMPORARY SERVICES	166,403.	154,628.	11,775.	
TRAINING	2,593.	813.	1,780.	
TOTAL	$ 938,693.	$ 798,889.	$ 139,804.	$ 0.

STATEMENT 4
FORM 990 , PART III
ORGANIZATION'S PRIMARY EXEMPT PURPOSE

THE INSTITUTE PROMOTES PUBLIC POLICIES THAT ENHANCE AMERICANS' OPPORTUNITIES TO PURSUE AND ACHIEVE HIGH-QUALITY EDUCATION AND TRAINING BEYOND HIGH SCHOOL. AS AN INDEPENDENT, NONPROFIT, NONPARTISAN ORGANIZATION, THE NATIONAL CENTER PREPARES ACTION-ORIENTED ANALYSES OF PRESSING POLICY ISSUES FACING THE STATES AND THE NATION REGARDING OPPORTUNITY AND ACHIEVEMENT IN HIGHER EDUCATION INCLUDING TWO AND FOUR YEAR, PUBLIC AND PRIVATE, FOR-PROFIT AND NONPROFIT INSTITUTIONS. THE NATIONAL CENTER COMMUNICATES PERFORMANCE RESULTS AND KEY FINDINGS TO THE PUBLIC, TO CIVIC, BUSINESS AND HIGHER EDUCATION LEADERS, AND TO STATE AND FEDERAL LEADERS WHO ARE

STATEMENT 4 (CONTINUED)
FORM 990 , PART III
ORGANIZATION'S PRIMARY EXEMPT PURPOSE

POISED TO IMPROVE HIGHER EDUCATION POLICY.

ESTABLISHED IN 1998, THE INSTITUTE IS NOT AFFILIATED WITH ANY INSTITUTION OF HIGHER EDUCATION, WITH ANY POLITICAL PARTY, OR WITH ANY GOVERNMENT AGENCY; IT RECEIVES CONTINUING, CORE FINANCIAL SUPPORT FROM A CONSORTIUM OF NATIONAL FOUNDATIONS THAT INCLUDES THE PEW CHARITABLE TRUSTS, THE ATLANTIC PHILANTHROPIES, AND THE FORD FOUNDATION.

STATEMENT 5
FORM 990, PART III, LINE A
STATEMENT OF PROGRAM SERVICE ACCOMPLISHMENTS

DESCRIPTION	GRANTS AND ALLOCATIONS	PROGRAM SERVICE EXPENSES
POLICY ANALYSIS - AS A RESOURCE FOR POLICY DEVELOPMENT THE INSTITUTE CONDUCTS INDEPENDENT RESEARCH AND ANALYSES OF PRESSING POLICY ISSUES FACING THE STATES AND THE NATION REGARDING OPPORTUNITY AND ACHIEVEMENT IN HIGHER EDUCATION. IT PROVIDES RESULTS OF RESEARCH, ANALYSIS AND STUDIES OF CURRENT POLICES OF HIGHER EDUCATION TO THE GENERAL PUBLIC IDENTIFYING KEY ISSUES. INCLUDES FOREIGN GRANTS: NO		2,020,021.
COMMUNICATIONS - AS A CATALYST FOR IMPROVING PUBLIC POLICY THE INSTITUTE COMMUNICATES PERFORMANCE RESULTS AND KEY FINDINGS TO THE PUBLIC, TO CIVIC, BUSINESS, AND HIGHER EDUCATION LEADERS, AND TO PUBLIC OFFICIALS WHO ARE POISED TO IMPROVE PUBLIC POLICIES REGARDING HIGHER EDUCATION. THESE COMMUNICATIONS PROMOTE DISCUSSION AND PROVIDE ALTERNATIVES FOR ACHIEVING OPTIMAL ORGANIZATION AND OPERATION OF HIGHER EDUCATION. DURING THE YEAR ENDED JUNE 30, 2006 THE ORGANIZATION RELEASED VARIOUS REPORTS AND POLICY ALERTS INCLUDING ITS QUARTERLY PUBLICATION NATIONAL CROSSTALK, CLAIMING COMMON GROUND: STATE POLICYMAKING FOR IMPROVING COLLEGE READINESS AND SUCCESS, AND THE GOVERNANCE DIVIDE: A REPORT ON A FOUR-STATE STUDY ON IMPROVING COLLEGE READINESS AND SUCCESS WHILE DEVELOPING THE BIENNIAL REPORT TITLED MEASURING UP 2006: THE NATIONAL REPORT CARD ON HIGHER EDUCATION. MEASURING UP 2004, 2002 AND 2000 ARE AVAILABLE ON THE INSTITUTE'S WEB SITE AND PROVIDE STATE LEADERS, POLICYMAKERS, RESEARCHERS AND OTHERS WITH ACCESS TO THE NATIONAL REPORT CARD AS WELL AS ACCESS TO ALL FIFTY STATE REPORT CARDS. IN ADDITION, THE SITE CAN COMPARE ANY STATE WITH THE BEST-PERFORMING STATES IN EACH PERFORMANCE CATEGORY, COMPARE INDICATOR SCORES AND STATE GRADES FOR ANY PERFORMANCE CATEGORY, OBTAIN SOURCE AND TECHNICAL INFORMATION FOR INDICATORS AND WEIGHTS, AND DOWNLOAD THE REPORTS. INCLUDES FOREIGN GRANTS: NO		1,036,603.
	$ 0.	$ 3,056,624.

STATEMENT 6
FORM 990, PART IV, LINE 54
INVESTMENTS - SECURITIES

OTHER SECURITIES	VALUATION METHOD	AMOUNT
MUTUAL FUNDS	MARKET VALUE	$ 1,405,552.
ANNUITY CONTRACTS	MARKET VALUE	151,150.
	TOTAL	$ 1,556,702.

TOTAL INVESTMENTS - SECURITIES	$ 1,556,702.

STATEMENT 7
FORM 990, PART IV, LINE 57
LAND, BUILDINGS, AND EQUIPMENT

CATEGORY	BASIS	ACCUM. DEPREC.	BOOK VALUE
AUTOMOBILES / TRANSPORTATION EQUIPMENT	$ 39,304.	$ 39,304.	$ 0.
FURNITURE AND FIXTURES	89,906.	69,388.	20,518.
MACHINERY AND EQUIPMENT	76,945.	74,229.	2,716.
IMPROVEMENTS	66,834.	57,680.	9,154.
TOTAL	$ 272,989.	$ 240,601.	$ 32,388.

STATEMENT 8
FORM 990, PART IV, LINE 58
OTHER ASSETS

DEPOSITS & OTHER ASSETS	$ 14,043.
TOTAL	$ 14,043.

STATEMENT 9
FORM 990, PART IV-A, LINE B(4)
OTHER AMOUNTS

UNREALIZED LOSS	$ -2,703.
TOTAL	$ -2,703.

STATEMENT 10
FORM 990, PART V-A
LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED	COMPEN-SATION	CONTRI-BUTION TO EBP & DC	EXPENSE ACCOUNT/ OTHER
JAMES B. HUNT JR 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	CHAIRMAN 1	$ 0.	$ 0.	$ 0.
GARREY CARRUTHERS 152 N.3RD STREET, SUITE 705 SAN JOSE, CA 95112	VICE CHAIRMAN 1	0.	0.	0.
PATRICK M. CALLAN 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	PRESIDENT 40	139,524.	95,120.	0.
RAMON C. CORTINES 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
DOLORES E. CROSS 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
ALFREDO G. DE LOS SANTOS JR 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
VIRGINIA B. EDWARDS 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
CHARLES E.M. KOLB 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
JAMES M. FURMAN 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
ROBERT H. MCCABE 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
JOANNE CORDAY KOZBER 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
ROBERT H. ATWELL 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.

STATEMENT 10 (CONTINUED)
FORM 990, PART V-A
LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED	COMPEN-SATION	CONTRI-BUTION TO EBP & DC	EXPENSE ACCOUNT/ OTHER
THOMAS J. TIERNEY 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	$ 0.	$ 0.	$ 0.
URI TREISMAN 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
HAROLD M. WILLIAMS 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
JACK SCOTT 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
VIRGINIA B. SMITH 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	FOUNDING DIR 1	0.	0.	0.
ARTURO MADRID 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	FOUNDING DIR. 1	0.	0.	0.
MATTHEW H. KISBER 152 N. 3RD STREET, SUITE. 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
DENNIS A. COLLINS 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
DEBORAH WADSWORTH 152 N. 3RD STREET, SUITE 705 SAN JOSE, CA 95112	DIRECTOR 1	0.	0.	0.
JONI FINNEY 152 N. 3RD STREET. SUITE 705 SAN JOSE, CA 95112	VICE PRESIDENT 40	176,400.	29,304.	0.
	TOTAL	$ 315,924.	$ 124,424.	$ 0.

STATEMENT 11
SCHEDULE A, PART I
COMPENSATION OF FIVE HIGHEST PAID EMPLOYEES

NAME AND ADDRESS	TITLE & AVERAGE HOURS WORKED	COMPEN-SATION	CONTRIBUTIO EBP & DC	EXPENSE ACCOUNT
NOREEN SAVELLE 152 N. 3RD ST., SUITE 705, SAN JOSE, CA 95112	EXECUTIVE ASST 40	71,715.	20,131.	0.
WILLIAM TROMBLEY 152 N. 3RD ST., SUITE 705, SAN JOSE, CA 95112	SENIOR EDITOR 40	119,646.	18,759.	0.
HOLLY EARLYWINE 152 N. 3RD ST., SUITE 705, SAN JOSE, CA 95112	ACTG MANAGER 40	72,791.	9,098.	0.
GAIL E. MOORE 152 N. 3RD ST., SUITE 705, SAN JOSE, CA 95112	DIR. ADMIN 40	83,384.	14,243.	0.
JILL DEMARIA 152 N. 3RD ST., SUITE 705, SAN JOSE, CA 95112	PRODUCTION MGR 40	79,008.	16,217.	0.
	TOTAL	$ 426,544.	$ 78,448.	$ 0.

STATEMENT 12
SCHEDULE A, PART III, LINE 2
TRANSACTIONS WITH TRUSTEES, DIRECTORS, ETC.

AN OFFICER OF THE INSTITUTE SERVES IN THE CAPACITY OF CORPORATE COUNSEL AND WAS PAID $33,720 FOR MANAGEMENT AND LEGAL SERVICES FOR THE YEAR ENDED JUNE 30,2006.

STATEMENT 13
SCHEDULE A, PART IV-A, LINE 22
OTHER INCOME

DESCRIPTION	(A) 2004	(B) 2003	(C) 2002	(D) 2001	(E) TOTAL
CONSULTING, HONORARIUM, PUBLICATION SALE	$ 26,861.	$ 6,687.	$ 67,176.	$ 25,717.	$ 126,441.
TOTAL	$ 26,861.	$ 6,687.	$ 67,176.	$ 25,717.	$ 126,441.

PART II STATEMENT OF FUNCTIONAL EXPENSES (LINE 25)

PATRICK M CALLAN 234,644.00
JONI FINNEY 205,704.65
OTHER SALARIES 837,376.35
TOTAL SALARY 1,277,725.00

SALARY ALLOCATION

		%	PROGRAM	%	M&G
PATRICK M CALLON	$234,644	92%	215,872.48	8%	18,771.52
JONI FINNEY	$205,705	92%	189,248.28	8%	16,456.37
TOTAL OFFICER'S SALARY	$440,349		$405,121		$35,228

STMT. OF FUNCTIONAL EXPENSES (990)
COMPENSATION OF OFFICERS, ETC. (SEE SCREEN 37.1)[O]

PATRICK M CALLAN	$	215,872.
JONI FINNEY		189,249.
TOTAL	$	405,121.

STMT. OF FUNCTIONAL EXPENSES (990)
COMPENSATION OF OFFICERS, ETC. (SEE SCREEN 37.1)[O]

PATRICK M CALLAN	$	18,772.
JONI FINNEY		16,456.
TOTAL	$	35,228.