

# Deepening Impact: *Together*

2017 ANNUAL REPORT

Make-A-Wish®





*I wish to hug  
a penguin*

**Omar, 10**  
blood disorder

# Impact Together

## DEAR FRIENDS,

As we work into our 38th year, we would like to reflect on the hundreds of thousands of transformative wishes Make-A-Wish® has made possible. From our staff, volunteers and leaders to our medical partners and donors, together, we are creating more life-changing experiences. Each one of us has the power to deepen the impact of our mission. Are you aware of your impact?

Each and every day, our **staff, volunteers and wish granters** work tirelessly to ensure every wish comes true. We see firsthand the effect wishes have not only on families, but entire communities. It's why we are driven to grant every child's wish.

When **donors** support our mission, they do so knowing they'll have a tangible, personal impact. Each wish our **corporate sponsors** help grant, they form bonds with wish kids and their families. It's because of their generosity, Make-A-Wish can help improve a child's quality of life, giving them a better chance of recovering.

In the **medical community**, physicians, nurses and all those involved in the care of children with critical illnesses have seen the power of a wish. It starts long before the wish experience, and lasts long after. There is a visible change in their patients and families — wishes are awe-inspiring, uplifting and everlasting.

And it's through the guidance of our **board members and leadership teams**, we are developing strategic initiatives and goals to further our vision to grant the wish of every eligible child.

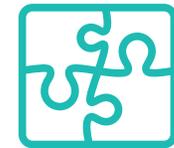
**We are aware of your impact. Every action you take in support of Make-A-Wish grants more wishes for children with critical illnesses.** Thank you for your continued commitment to Make-A-Wish.



David Williams, President and CEO



Drew Lawton, Chairman of the Board



Each one of us has the power to deepen the impact of our mission. Are you aware of your impact?



# It Starts with a Wish...



When 3-year-old Bowde was diagnosed with kidney cancer, days running and playing pretend in the family's backyard were now spent in the hospital tethered to machines. The 19 weeks of chemotherapy and radiation took a toll on his little body — even limiting his mobility and speech.

“It was so scary to watch your child in such pain and there is nothing you can do,” recalled Kendra, Bowde’s mother. “You just hope for a miracle or something positive to come along.”

Since he had little energy to run and play outside, Bowde watched outdoor shows — in particular, an ultimate treehouse show. Following the TV host’s adventures spurred Bowde’s hope to one day have his own one-of-a-kind treehouse.

*I wish to have  
a treehouse*

**Bowde, 4**  
cancer



## UNITING WISH FAMILIES

Wish granter Liz Huseman knows firsthand the impact of a wish. A few years before joining Make-A-Wish as a volunteer, her son Josh's wish was granted. The wish not only helped Josh get through his cancer treatment, but it sparked Liz's passion for the nonprofit's mission.

When Liz volunteered to help make Bowde's wish come true, she knew Josh was perfect for the job. Josh had helped remodel their family home and had even built his own treehouse with his brother when he was younger.

"I saw a lot of Josh in Bowde," said Liz. "I knew it'd be really special to bring these two boys together. They both had been through so much; I knew together, they'd build something amazing."

## BOWDE'S TREEHOUSE

A few days later, the pair met at Bowde's house — Josh with designs and Bowde with ideas. Bowde's first request: it had to be blue. From the number of windows and seating to the telescope and zip line, over several months their vision came together — and the pair grew close.

"Bowde would look forward to Josh's visits and would watch from the back window with anticipation," said Kendra. "At one point, he thought Josh even lived in the treehouse!"

"His wish gave him something to look forward to other than doctors' appointments," added Jeremy, Bowde's father. "And, it helped our family move forward."

When wish day arrived, Bowde raced up the ladder with such joy and excitement — something his parents hadn't seen in a while. Bowde's wish not only provided his family emotional support and healing but also united two wish families.

"Watching Bowde and his family laughing that day brought back happy memories for me," said Liz. "It warms my heart to see how his wish is impacting so many people's lives."

This summer, Bowde celebrates three years cancer-free. The treehouse has become not only a place of fun and adventure for Bowde, it also represents hope for the future.

"Make-A-Wish makes a difference by putting some extra light into the lives of kids and their families who've been through rough times," said Josh. "Seeing smiles, like Bowde's and his family's, is the best way of seeing why the Make-A-Wish mission is important."



**Bowde and Josh share a common bond: both their wishes came true.**





# Volunteers Make Wishes Come True

**BOWDE'S WISH GRANTER LIZ  
SHARES HER JOURNEY FROM WISH  
PARENT TO WISH GRANTER**

After our son Josh was diagnosed with Hodgkin lymphoma, I remember my husband Brian and I were completely numb. All our hopes and dreams for our child were in question — we could only focus on getting Josh better. We had tunnel vision.

When Josh found out his wish for an Alaskan cruise would be granted, it had an immediate, profound effect on him. The excitement for his wish helped him get through his fourth round of chemotherapy. And after he got a clean bill of health, the wish was the icing on the cake. It had been a long journey to get here, so the cruise marked a new beginning for us all. It gave our family renewed hope for the future.

## **FROM WISH PARENT TO WISH GRANTER**

It was soon after Josh's wish that I decided I wanted to pay it forward to other families as a wish granter. It was important to me to give back to an organization that brought such joy and hope to our own family during a dark time.



Liz and Josh,  
along with their  
family, enjoy  
the beauty  
of Alaska.

*I wish to go on an  
Alaskan cruise*

Josh  
wish granted, 2012  
cancer



Wish granter Liz and her son Josh, whose own wish was granted in 2012, worked together to make Bowde's wish come true.

Then Bowde's wish came along; a boy who wished to have a treehouse. Bowde's wish is very special to me, not only as a volunteer but also as a parent of a child with a critical illness. As a parent, you never want anyone to go through what you went through when your child is sick. If you have, you are just never the same. You remember, you feel, it takes your breath away. I knew what Bowde and his family were going through; I had walked in those very same shoes.

Make-A-Wish is the perfect instrument for me as a volunteer to help kids and their families get through those difficult times. With each wish, we let families know we are here, we stand with them and are ready to help.

I am grateful as a volunteer and mother to have been able to work with Josh on Bowde's wish. It meant so much to Josh to do something for a fellow wish kid, and it reminded me to find joy in every day and send hope back out in the world. It's why I volunteer for Make-A-Wish and will continue to help grant every eligible child's wish.



# Donors Transform Tragedy into Hope

*“I can tell you today, we’ve had a great life, but Make-A-Wish is the single, best thing that has ever happened to us. It changed our lives.”*

**Ned Allen**  
National Board Alumni  
Association member

“I still remember the sound of sirens when our daughter-in-law called us with the news,” recalled Suzie Allen. In July 2003, Ned and Suzie Allen’s lives were forever changed when their grandson Chip tragically passed away.

Just a few weeks earlier, the couple had agreed to head a major giving campaign for Make-A-Wish. It wasn’t until they were sitting in the ICU saying goodbye to Chip, that Ned and Suzie had a poignant self-realization. “At this very moment, we’re going through the same emotions wish families undergo daily, not knowing what’s in store for their children,” said Ned. The next day, they decided to turn their gift into an endowment in honor of their grandson.

Since then, Ned and Suzie have dedicated more than 15 years to Make-A-Wish, both serving six-year terms on the National Board, as members of the National Board Alumni Association, loyal donors and wish granters. The couple was also involved with Make-A-Wish in the 1980s, when Ned aided with the construction of Give Kids the World Village in Orlando. Through his involvement, he met thousands of wish kids and their families and saw the impact wishes were having on children’s quality of life.

“The more you are around these wish families, you see the hope that is provided to them by the wish experience,” said Ned. “I’m a ready, aim, fire kind of guy, or as my wife says, ‘ready, fire, aim.’ The mission has a great deal of urgency to it; you see the results quickly, so I liked that. When you take part in a wish, you see and feel the impact. You can look in a parent’s eyes and see how the wish has forever changed the family’s life.”

## GENEROUS HEARTS

Like Ned and Suzie, those involved in Make-A-Wish also know wishes improve the odds for wish kids fighting critical illnesses. By bringing strength, hope and transformation to wish families, Ned and Suzie have created a legacy of giving, while also carrying on the memory of their grandson Chip.

“Make-A-Wish was there for us after Chip’s death and has become the best support group in the world,” said Suzie. “It provides us such reward and pride knowing we are making a difference in the lives of wish kids and their families who go through so much.”



Ned and Suzie Allen are longtime supporters of Make-A-Wish.



# National Sponsors

From family-owned enterprises to some of the world's largest corporations, our corporate sponsors are essential in helping us carry out our mission. The trust we have developed over the last 37 years has led to indispensable partnerships. Together, we affect change on a larger scale — more than any single organization can do alone.

Through our partnerships, we are:

- Helping grant more wishes
- Building authentic, lasting goodwill among employees, friends and communities
- Enhancing the reputation and awareness of their brands

Thank you to our national sponsors — your continued support transforms lives.

*I wish to  
be a chef*

**Amina, 6**  
leukemia



# Macy's Colleagues Believe in the Power of a Wish

Macy's believes — like Make-A-Wish — that wishes transform lives. Since 2003, Macy's has dedicated its time and talent to making wishes come true — raising \$100 million and granting 13,000 wishes. This past year, more than 130,000 Macy's colleagues came together to celebrate the annual Believe campaign and all the wishes they helped grant — like Tyler's, who wished to meet his extended family in Cuba.

Nearly 30 Macy's colleagues from across New Jersey demonstrated their sincere commitment to Make-A-Wish when they came together on National Believe Day to celebrate 11-year-old Tyler's wish. The Newport Centre Mall location

was decked out for the holidays and the colleagues wore elf hats and waved pompoms as Tyler, dressed in a tux, entered the store with his family. After writing his letter to Santa and slipping it into the mailbox, the colleagues surprised Tyler with a balloon-shaped backpack in blue, white and red — the colors on Cuba's flag — and let him know his wish was coming true.

Sponsors like Macy's help us continue to grant life-changing wishes, like Tyler's. Each year, Macy's associates and leaders work together to bring warmth and joy into the lives of thousands of wish kids and their families.

*“Whenever Macy's is involved in a wish, incredible things happen. Macy's created an unforgettable experience for Tyler — he felt like a superstar.”*

**-Tom Weatherall**  
President and CEO,  
Make-A-Wish New Jersey



On Macy's National Believe Day, Tyler learns his wish to meet his family in Cuba is coming true.

# Disney Employees Spark Imagination and Adventure



*I wish to be Darth Vader*

**Jaden, 10**  
neuromuscular disorder

Since the very first wish in 1980, Disney and Make-A-Wish have granted more than 120,000 life-changing wishes to children with critical illnesses. Disney brings magic to every wish it grants — and Disney employees are at the heart of that. Last year, Disney helped Make-A-Wish grant nearly 7,800 wishes, transforming the lives of 40,000 wish kids and family members and engaging thousands of Disney employees — wishes for kids like Jaden, who wished to be Darth Vader.

Lucasfilm Ltd., part of The Walt Disney Company, brought Jaden's wish to life, giving him an epic adventure at Skywalker Ranch, the pastoral home to Lucasfilm's sound design and production facility. The Skywalker and Lucasfilm teams took Jaden and his family on a behind-the-scenes tour. Then a sound designer recorded Jaden's voice and

overlaid it with some of Darth Vader's most iconic movie scenes.

The highlight of Jaden's wish was meeting Darth Vader and his Storm Troopers who sent Jaden on a journey to locate the Death Star plans. Donned in his own Darth Vader costume, Jaden found the plans and — fully embracing the dark side — ended his adventure by using the Force on everyone. Because of the Lucasfilm team, Jaden realized the strength he already possessed to overcome any obstacle he may face with his critical illness.

With each wish Lucasfilm and The Walt Disney Company help grant, they help wish kids like Jaden replace fear with confidence, sadness with joy and anxiety with hope. That's the transformational power of a wish — and the magic of Disney.

*“We are honored to have a long-standing relationship with Make-A-Wish and to be part of the transformative experiences that impact so many children and families.”*

**-Elissa Margolis**  
SVP, Disney Enterprise  
Social Responsibility

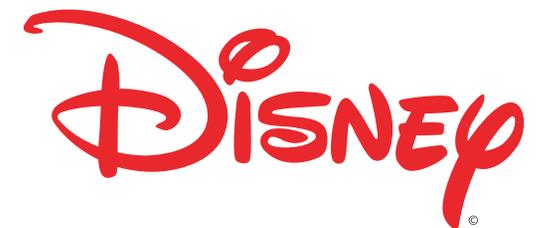
# A Shared Vision

Our corporate sponsors share a deep commitment to our vision to grant every eligible child's wish. Through their tremendous generosity, they are providing a direct avenue to make a tangible impact on kids' emotional well-being. Their enthusiasm for our mission attracts many others to the cause, creating a deeper wish community.

*I wish to  
scuba dive*

**Ethan, 11**  
cardiac condition

## MISSION CHAMPIONS (\$5 MILLION+)

The Disney logo in its signature red script font.The Macy's logo, featuring a red star followed by the word "macy's" in a lowercase, sans-serif font.

**WISH CHAMPIONS  
(\$1 MILLION+)**

**CAUSE  
CHAMPIONS  
(\$500,000+)**









**FUNDRAISING  
ADVOCATES  
(\$250,000+)**

Airbnb
Atlantis, Paradise Island
BioTrust Nutrition®
California Pizza Kitchen
Claire's Stores
Colgate®
Hilton
Luxaire® Heating and Air Conditioning
Marquis®
Mattel Children's Foundation and Mattel, Inc.
Norwegian Cruise Line®
Royal Caribbean, International
Russell Stover Chocolates®
The Cellular Connection
Topgolf
Universal Studios Hollywood
Wells Enterprises, Inc., makers of Blue Bunny® Ice Cream
WWE®
Zurich

**CORPORATE  
ADVOCATES  
(\$50,000+)**

Build-A-Bear Workshop
CheapCaribbean.com
Discover®
Frigo® Cheese Heads®
Helzberg Diamonds®
Hyatt®
Kretschmar® Premium Deli Meats & Cheese
Love Your Melon
Monograms®
Prolacta Bioscience®
The QBE Foundation
Speedco, Inc.
Things Remembered
Toys"R"Us
Transwestern®
UL
World Travel Holdings, Inc.

# Leading our Vision

Make-A-Wish is honored to have volunteers and leaders from across the country who are deeply committed to our mission. They cultivate a culture of continuous improvement and tirelessly dedicate themselves to maximizing resources across the organization.

The National Board of Directors represent industry leaders and experts who provide guidance to our organization on strategic initiatives and heightened awareness of our mission. Past board members stay active too – many contribute funds, expertise and influence as members of the National Board Alumni Association (NBAA). They not only chart the course for our organization, but they are also passionate donors who generously supported Make-A-Wish in FY17.

The Senior Leadership Team collaborates with chapters, staff and volunteers to reach the vision of granting every eligible child's wish. Each member of the team is a National Office leader in disciplines including wish-granting, fundraising, legal, brand advancement and operational activities.

*I wish to be a  
Yosemite Park Ranger*

**Gabe, 7**  
connective tissue disorder

## National Board of Directors

**Drew E. Lawton**  
CHAIRMAN OF THE BOARD  
*Former Chairman and CEO, New York Life Investment Management, LLC*

**George A. Barrios**  
AUDIT & FINANCE COMMITTEE CHAIR  
*Co-President, World Wrestling Entertainment*

**Brenda Yester Baty**  
BRAND ADVANCEMENT COMMITTEE CHAIR  
*CEO, BB Advisory Services/Fortune 500 Executive*

**Chris Beard**  
*Chief Executive Officer & Member of the Board of Directors, Mozilla*

**Leslie Berland**  
*Chief Marketing Officer, Twitter*

**Dolf A. Berle**  
*Chief Executive Officer, Topgolf*

**Peter J. Blatman**  
*Former Principal, Deloitte Consulting LLP*

**Carlos F. Catá**  
NOMINATING & GOVERNANCE COMMITTEE CHAIR  
*Managing Partner, Global CMO Practice, DHR International*

**David M. Clark**  
COMPENSATION & MANAGEMENT DEVELOPMENT COMMITTEE CHAIR  
*Deputy, Global Human Resources and Chief of Staff to the President, Alibaba Group*

**Doug Eckrote**  
*Senior Vice President, Small Business Sales and ecommerce, CDW*

**Cortney Erin**  
*Head of Global Leadership Recruiting, Facebook*

**Derrick Hall**  
*President & Chief Executive Officer, Arizona Diamondbacks*

**G.J. Hart**  
DEVELOPMENT COMMITTEE CHAIR  
*CEO, Torchy's Tacos*

**Sharlyn C. Heslam**  
CHAPTER PERFORMANCE COMMITTEE CHAIR  
*Managing Director and General Counsel, Berkshire Partners, LLC*

**Joaquin Hidalgo**  
*Former President, Nike North America*

**Steven Izen**  
*Founder and Chief Executive Officer, Lokai*

**Spencer A. Neumann**  
*Chief Financial Officer, Activision Blizzard, Inc*

**Matthew W. Schuyler**  
*Chief Human Resources Officer, Hilton Worldwide*

**Randall E. "Randy" Sloan**  
*Former Senior Vice President & Chief Information Officer, Southwest Airlines*

**Carla B. Vernón**  
*President of Annie's Operating Unit, General Mills Inc.*

**Nancy Vitale**  
*Senior Vice President and Regional Head of Human Resources Pharma NA, Genentech, Inc.*

**Constance K. Weaver**  
*Former Senior Executive Vice President and Chief Marketing Officer, TIAA*

**Don Yaeger Jr.**  
*Award-winning Keynote Speaker, Business Leadership Coach, New York Times, Best-Selling Author and Longtime Associate Editor for Sports Illustrated*

**Julie Baron**  
(NON-VOTING)  
*President and Chief Executive Officer, Make-A-Wish New Hampshire*

**Amy Brindley**  
(NON-VOTING)  
*President and Chief Executive Officer, Make-A-Wish Central & Western North Carolina*

**James B. Fahner, MD**  
(NON-VOTING), MEDICAL ADVISORY COUNCIL CHAIR  
*Division Chief of Pediatric Hematology/Oncology, Helen DeVos Children's Hospital*

**Beth Torres**  
(NON-VOTING)  
*Chief Executive Officer, Make-A-Wish Middle Tennessee*

**Stephanie Springs**  
(NON-VOTING)  
*Chief Executive Officer, Make-A-Wish Illinois*

*I wish to snowboard*

**Samantha, 17**  
cancer



*I wish to meet  
a unicorn*

**Charlotte, 5**  
blood disorder



*“It isn’t always necessary  
to cure in order to heal.”*

**James B. Fahner, MD, FAAP**  
CHAIR, MAKE-A-WISH AMERICA MEDICAL ADVISORY COUNCIL  
Division Chief, Pediatric Hematology/Oncology,  
Helen DeVos Children’s Hospital

# More than Medicine

## DR. JAMES FAHNER, SHARES THE IMPACT WISHES HAVE ON KIDS – BEYOND THE MEDICINE

In my role as a children’s cancer specialist, I’ve seen firsthand, again and again, the authentic, unforgettable power that wishes have in the lives of my patients and families. The journey these children must endure is overwhelming: physically, mentally, socially and spiritually. Although the outcome of their illness is never certain, and cure can never be guaranteed – a wish is a safe haven of hope and inspiration. Make-A-Wish changes a child’s life and a family’s life forever, in truly extraordinary ways.

Perhaps what is most striking for me as a physician, while there are a variety of medications and treatments we can prescribe children with critical

illnesses, there are still pieces missing – vital pieces – that only a wish can provide. Today, more than ever, wishes are part of the healing process for these brave children and their devoted families.

Understanding the transformational power of a wish, the colleagues serving with me on the Medical Advisory Council (MAC) and I have made it our mission to do everything we can to support children and their families in their fight against their illness. Through enhancing our medical eligibility process and furthering our medical research into wish impact, there are exciting opportunities on the horizon that will have huge implications for our organization.

This past year, we’ve made tremendous progress in revising our medical eligibility criteria – even successfully piloting the program with our Arizona chapter. We have a second pilot starting in 2018 with North Texas and Alaska and Washington chapters before the national rollout at the end of this calendar year.

As a treasured supporter of Make-A-Wish, you have surely seen how wishes can inspire hope and strength for wish kids and their families. Members of the MAC will be furthering our medical research to quantitatively show what you already know in your hearts: that wishes help bring healing in ways that medicine alone cannot. We thank you for being on the journey with us!

On behalf of the entire Medical Advisory Council, I want to extend our sincere gratitude for your generous support in helping so many children find strength and joy in the midst of their fight with critical illnesses through the remarkable power of a wish!

## Medical Advisory Council

**James Fahner, MD**  
CHAIR

*Pediatric Hematology/  
Oncology, Helen DeVos  
Children's Hospital  
Grand Rapids, MI*

**Kendall Brown, MD**

*Pediatric  
Gastroenterology, Medical  
City Children's Hospital  
Dallas, TX*

**Jeremy Edwards,  
DO, FAAP**

*Pediatric Hematology/  
Oncology and Palliative  
Care Medicine, Tripler  
Army Medical Center  
Oahu, HI*

**Judith Garza  
Figueroa, MD**

*Pediatric Rheumatology,  
Kaiser Permanente  
Los Angeles, CA*

**Paul Fisher, MD**

*Pediatric Neurology,  
Lucile Packard Children's  
Hospital Stanford  
Stanford, CA*

**Jennifer Jetton, MD**

*Pediatric Nephrology,  
University of Iowa  
Children's Hospital  
Iowa City, IA*

**Jenifer Jones-Dees, MD**

*General Pediatrics,  
Essentia Health-South  
University Clinic  
Fargo, ND*

**Anup D. Patel, MD**

*Pediatric Neurology,  
Nationwide Children's  
Hospital  
Columbus, OH*

**Debra Regier, MD**

*Genetics, Children's  
National Health System  
Washington, DC*

**Gregory Sawicki,  
MD, MPH**

*Pediatric Pulmonology,  
Boston Children's  
Hospital  
Boston, MA*

**Kenneth Slaw, PhD**

*Executive Director,  
Society for Vascular  
Surgery  
Chicago, IL*

**Shoba Srikantan,  
MD, FAAP**

*Pediatric Critical Care,  
Arnold Palmer  
Hospital for Children  
Orlando Health  
Hospital and Children's  
Critical Care  
Orlando, FL*

**Philip T. Thrush, MD**

*Pediatric Cardiology,  
Ann & Robert H. Lurie  
Children's Hospital  
Chicago, IL*

## Senior Leadership Team

**David A. Williams**  
PRESIDENT AND CHIEF  
EXECUTIVE OFFICER

**Leslie Motter**  
SENIOR VICE  
PRESIDENT AND  
CHIEF OPERATING OFFICER

**Paul Mehlhorn**  
CHIEF FINANCIAL OFFICER

**Bipin Jayaraj**  
CHIEF INFORMATION  
OFFICER

**David B. Mulvihill**  
CORPORATE  
SECRETARY/VICE PRESIDENT  
AND GENERAL COUNSEL

**Todd Shellenberger**  
VICE PRESIDENT OF  
DEVELOPMENT

**Deborah D. Thompson**  
VICE PRESIDENT OF  
CHAPTER ADVANCEMENT

**Kathy M. Forshey**  
VICE PRESIDENT OF  
CORPORATE ALLIANCES

**Tom Parker**  
VICE PRESIDENT  
AND CHIEF HUMAN  
RESOURCES OFFICER

**Ryan Hegseth**  
VICE PRESIDENT OF  
STRATEGIC PLANNING

**Janell Holas**  
VICE PRESIDENT  
BRAND AND  
MARKETING

## NBAA Executive Committee

**Tiffany Rowe**  
PRESIDENT

**Suzanne Sutter**  
DEVELOPMENT

**Pat Clemency**  
OUTREACH

**Scott Ormerod**  
COMMUNICATIONS

**Jay Emmons**  
MEMBER-AT-  
LARGE

*I wish to be a  
professional  
skateboarder*

**Angel, 6**  
vascular disorder

# Fiscal Year 2017 in Review

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**285K+**

Wishes granted in the U.S. since inception



**15K+**

Wishes granted in 2016

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**33K+**

Volunteers who help achieve our mission



**76%**

Donations support program services

# Turning Generosity into Life-Changing Experiences

## MAKE-A-WISH FOUNDATION® OF AMERICA AND RELATED ENTITIES

Make-A-Wish is deeply committed to being the best steward of your gifts. We take great pride in safeguarding your generous contributions as donors, corporate sponsors and other organizations. Thank you for placing your trust in our efforts and our ability to optimize resources and direct funds to programs and services that help us pursue our mission.

In 2017, Make-A-Wish used approximately 76 percent of every dollar contributed to grant wishes. We invite you to review our financial statements and feel confident that your investment in Make-A-Wish will grant more transformational wishes.



*I wish to go to ski school*

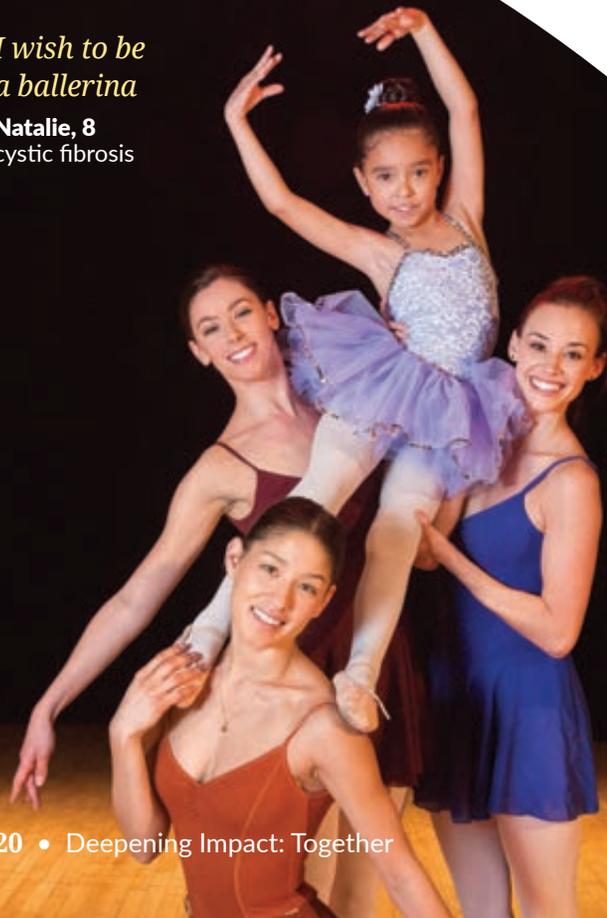
**Harper, 5**  
leukemia

# Make-A-Wish Foundation of America

**STATEMENT OF ACTIVITIES – NATIONAL OFFICE ONLY**  
YEAR ENDED AUGUST 31, 2017

*I wish to be  
a ballerina*

**Natalie, 8**  
cystic fibrosis



<b>TOTAL REVENUES, GAINS, AND OTHER SUPPORT</b>	<b>\$120,726,438</b>
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**EXPENSES**

**Program services**

Wish granting	\$558,031
Program-related support	\$77,166,523
Training and development	\$2,193,821
Public information	\$9,112,007

<b>Total program services</b>	<b>\$89,030,382</b>
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**Support services**

Fundraising	\$16,945,646
Management and general	\$10,537,875

<b>Total support services</b>	<b>\$27,483,521</b>
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<b>TOTAL PROGRAM AND SUPPORT SERVICE EXPENSES</b>	<b>\$116,513,903</b>
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Other losses	\$115,189
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<b>Total expenses and losses</b>	<b>\$116,629,092</b>
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<b>CHANGE IN NET ASSETS</b>	<b>\$5,172,189</b>
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Net assets, beginning of the year	\$42,028,913
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<b>NET ASSETS, END OF THE YEAR</b>	<b>\$47,201,102</b>
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Copies of our audited financial statements for the year ended August 31, 2017 are available on our website at [wish.org/about-us/making-a-difference/managing-funds](http://wish.org/about-us/making-a-difference/managing-funds).

# Make-A-Wish Foundation of America and Related Entities

## STATEMENT OF ACTIVITIES – COMBINED

YEAR ENDED AUGUST 31, 2017

**TOTAL REVENUES, GAINS, AND OTHER SUPPORT** **\$366,956,953**

### EXPENSES

#### Program services

Wish granting	\$222,755,673
Chapter support	\$11,442,839
Program-related support	\$5,430,203
Training and development	\$3,379,296
Public information	\$10,931,895

**Total program services** **\$253,939,906**

#### Support services

Fundraising	\$61,883,077
Management and general	\$32,609,141

**Total support services** **\$94,492,218**

**TOTAL PROGRAM AND SUPPORT SERVICE EXPENSES** **\$348,432,124**

Other losses **\$46,809**

**Total expenses and losses** **\$348,478,933**

**CHANGE IN NET ASSETS** **\$18,478,020**

Net assets, beginning of the year **\$205,224,831**

**NET ASSETS, END OF THE YEAR** **\$223,702,851**

*I wish to go to Hawaii*

**Tristan, 11**  
immunodeficiency disorder



Copies of our audited financial statements for the year ended August 31, 2017 are available on our website at [wish.org/about-us/making-a-difference/managing-funds](http://wish.org/about-us/making-a-difference/managing-funds).

# Thank You

## YOU MAKE WISHES POSSIBLE

Together, you are deepening our impact — transforming more lives. Your generosity brings strength, hope and joy to wish kids and their families. You are everything children need to reach beyond the limits imposed on their medical conditions.

*I wish to have a  
baseball field in  
my backyard*

**Thomas, 10**  
neuromuscular disorder





*I wish to have a  
saxophone*

**Michael, 18**  
leukemia

*I wish to be  
a cowgirl*

**Kionna, 6**  
cancer



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