

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC**  
**FINANCIAL STATEMENTS**  
**YEAR ENDED AUGUST 31, 2019**



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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Make-A-Wish Foundation® of the Mid-Atlantic  
Bethesda, Maryland

We have audited the accompanying financial statements of Make-A-Wish Foundation® of the Mid-Atlantic, which comprise the statement of financial position as of August 31, 2019, and the related statements of activities, functional expenses, and cash flows for the year ended, and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

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

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

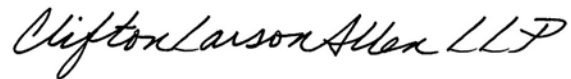
Board of Directors  
Make-A-Wish Foundation® of the Mid-Atlantic

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Make-A-Wish Foundation® of the Mid-Atlantic as of August 31, 2019, and changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

***Emphasis of Matters***

As discussed in Note 2 to the financial statements, Make-A-Wish Foundation® of the Mid-Atlantic adopted a new accounting principle during the year ended August 31, 2019: Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. Make-A-Wish Foundation® of the Mid-Atlantic also changed an accounting policy with the elimination of the pending wish liability from the Foundation’s statement of financial position. Our opinion is not modified with respect to these matters.



**CliftonLarsonAllen LLP**

Greenbelt, Maryland  
January 28, 2020

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC**  
**STATEMENT OF FINANCIAL POSITION**  
**AUGUST 31, 2019**

**ASSETS**

**ASSETS**

Cash and Cash Equivalents	\$ 292,684
Investments	3,240,600
Due from Related Entities	148,859
Prepaid Expenses	88,535
Contributions and Grants Receivable	442,290
Other Assets	173,513
Property and Equipment, Net	<u>1,045,334</u>
Total Assets	<u>\$ 5,431,815</u>

**LIABILITIES AND NET ASSETS**

**LIABILITIES**

Accounts Payable and Accrued Expenses	\$ 560,807
Due to Related Entities	14,985
Other Liabilities	51,427
Deferred Rent	<u>906,913</u>
Total Liabilities	1,534,132

**NET ASSETS**

Without Donor Restrictions	3,458,394
With Donor Restrictions	<u>439,289</u>
Total Net Assets	<u>3,897,683</u>
Total Liabilities and Net Assets	<u>\$ 5,431,815</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC  
STATEMENT OF ACTIVITIES  
YEAR ENDED AUGUST 31, 2019**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions	\$ 6,233,420	\$ 439,290	\$ 6,672,710
Grants	145,053	-	145,053
Total Public Support	<u>6,378,473</u>	<u>439,290</u>	<u>6,817,763</u>
Internal Special Events	1,281,642	-	1,281,642
Less: Costs of Direct Benefits to Donors	<u>(314,727)</u>	<u>-</u>	<u>(314,727)</u>
Total Internal Special Events	966,915	-	966,915
Investment Income, Net	104,738	-	104,738
Other Income	38,018	-	38,018
Net Assets Released from Restrictions	<u>294,885</u>	<u>(294,885)</u>	<u>-</u>
Total Revenues, Gains, and Other Support	7,783,029	144,405	7,927,434
<b>EXPENSES</b>			
Program Services:			
Wish Granting	6,438,424	-	6,438,424
Total Program Services	<u>6,438,424</u>	<u>-</u>	<u>6,438,424</u>
Support Services:			
Fundraising	1,568,126	-	1,568,126
Management and General	795,958	-	795,958
Total Support Services	<u>2,364,084</u>	<u>-</u>	<u>2,364,084</u>
Total Expense	<u>8,802,508</u>	<u>-</u>	<u>8,802,508</u>
<b>CHANGE IN NET ASSETS</b>	(1,019,479)	144,405	(875,074)
Net Assets - Beginning - Before Change in Accounting Policy	1,566,523	294,884	1,861,407
Change in Accounting Policy	<u>2,911,350</u>	<u>-</u>	<u>2,911,350</u>
Net Assets - Beginning of Year - As Adjusted	<u>4,477,873</u>	<u>294,884</u>	<u>4,772,757</u>
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 3,458,394</u>	<u>\$ 439,289</u>	<u>\$ 3,897,683</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2019**

	Program Services	Support Services			Direct Donor Benefits	Total
	Wish Granting	Fundraising	Management and General	Total Support Services		
Direct Costs of Wishes	\$ 4,703,480	\$ -	\$ -	\$ -	\$ -	\$ 4,703,480
Salaries, Taxes, and Benefits	1,165,246	959,583	438,048	1,397,631	-	2,562,877
Printing, Subscriptions, and Publications	10,808	78,626	3,336	81,962	-	92,770
Professional Fees	26,880	63,820	73,140	136,960	-	163,840
Rent and Utilities	138,180	115,560	52,146	167,706	-	305,886
Postage and Delivery	4,585	13,132	2,147	15,279	-	19,864
Travel	11,988	23,985	9,263	33,248	-	45,236
Meetings and Conferences	27,394	28,876	13,277	42,153	-	69,547
Office Supplies	7,185	10,192	3,139	13,331	-	20,516
Communications	16,656	13,306	5,877	19,183	-	35,839
Advertising and Media (In-Kind)	19,449	44,579	-	44,579	-	64,028
Repairs and Maintenance	7,132	6,003	2,698	8,701	-	15,833
Insurance	1,702	1,426	643	2,069	-	3,771
Membership Dues	-	1,233	914	2,147	-	2,147
National Partnership Dues	264,610	36,844	33,495	70,339	-	334,949
Miscellaneous	33,129	170,961	7,217	178,178	-	211,307
Depreciation and Amortization	-	-	150,618	150,618	-	150,618
Special Event - Direct Donor Benefits	-	-	-	-	314,727	314,727
Total	6,438,424	1,568,126	795,958	2,364,084	314,727	9,117,235
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(314,727)	(314,727)
Total Expenses Included in the Expense Section of the Statement of Activities	\$ 6,438,424	\$ 1,568,126	\$ 795,958	\$ 2,364,084	\$ -	\$ 8,802,508

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC  
STATEMENT OF CASH FLOWS  
YEAR ENDED AUGUST 31, 2019**

<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	
Change in Net Assets	\$ (875,074)
Adjustments to Reconcile Change in Net Assets to Net Cash Used by Operating Activities:	
Depreciation and Amortization	150,618
Net Realized and Unrealized Gain on Investments	(40,700)
(Increase) Decrease in Assets:	
Contributions and Grants Receivable	(83,788)
Due from Related Entities	45,216
Prepaid Expenses	(28,739)
Other Assets	(6,755)
Increase (Decrease) in Liabilities:	
Accounts Payable and Accrued Expenses	(8,572)
Due to Related Entities	(18,484)
Other Liabilities	(108,682)
Deferred Rent	167,558
Net Cash Used by Operating Activities	<u>(807,402)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>	
Purchases of Investments	(682,611)
Proceeds from Sales of Investments	757,968
Purchases of Property and Equipment	(10,691)
Net Cash Provided by Investing Activities	<u>64,666</u>
<b>NET DECREASE IN CASH AND CASH EQUIVALENTS</b>	(742,736)
Cash and Cash Equivalents - Beginning of Year	<u>1,035,420</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<u><u>\$ 292,684</u></u>

See accompanying Notes to Financial Statements.



**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2019**

**NOTE 1 ORGANIZATION**

Make-A-Wish Foundation® of the Mid-Atlantic (the Foundation) is a Maryland nonprofit corporation organized for the purpose of creating life changing wishes for children with critical illnesses. The Foundation is an independently operating chapter of Make-A-Wish Foundation of America (National Organization), which operates to develop and implement national programs in public relations and fundraising for the benefit of all local chapters. In addition, the local chapter is obligated to comply with a chapter agreement with the National Organization and such guidelines, resolutions, and policies as may be adopted by the National Organization's board of directors.

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Presentation**

The financial statements of the Foundation are prepared on the accrual basis of accounting in accordance with U.S. generally accepted accounting principles (GAAP) applicable to nonprofit entities.

**Cash and Cash Equivalents**

The Foundation considers all highly liquid investments with an original maturity of three months or less when purchased to be cash equivalents.

**Investments**

Investments are recorded at fair value. Investment income, including gains and losses on investments, is recorded as increases or decreases in without donor restricted net assets unless its use is limited by donor-imposed restrictions or law.

**Contributions Receivable**

Contributions receivable are unconditional promises to give. Such promises that are expected to be collected within one year are recorded at expected net realizable value when the promise is received. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of estimated future cash flows. Contributions receivable are discounted using fair value rates and contributions are written off when deemed uncollectible.

**Inventory**

Inventory, consisting of gifts for wish children and items to be used at special events, is stated at the lower of cost or market. Cost is determined using the direct method. Management does not believe there are any obsolete items as of August 31, 2019.

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2019**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Property and Equipment, Net**

Property and equipment having a unit cost greater than \$1,000 and a useful life of more than one year are capitalized at cost when purchased. Donated assets are capitalized at the estimated fair value at the date of receipt and restrictions are released once the asset has been placed into service. Property and equipment under capital leases are stated at the present value of future minimum lease payments at the time of acquisition. Depreciation on property and equipment is provided on a straight-line basis over the estimated useful lives of the assets, generally three to seven years. Leasehold improvements are amortized over the shorter of the estimated useful life of the asset or the remaining terms of the lease(s). The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend its life are expensed as incurred.

Long-lived assets, such as property and equipment, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. If circumstances indicate a long-lived asset may be impaired, the asset value will be reduced to fair value. Fair value is determined through various valuation techniques including quoted market values and third-party independent appraisals, as considered necessary.

**Fair Value Measurements**

Fair value measurements of financial assets and financial liabilities and fair value measurements of nonfinancial items are recognized or disclosed at fair value in the financial statements on a recurring basis. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

The Foundation utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible. The Foundation determines fair value based on assumptions that market participants would use in pricing an asset or liability in the principal or most advantageous market. When considering market participant assumptions in fair value measurements, the following fair value hierarchy distinguishes between observable and unobservable inputs, which are categorized in one of the following levels:

*Level 1* – Unadjusted quoted prices in active markets for identical assets (or liabilities) that the reporting entity has the ability to access at the measurement date.

*Level 2* – Prices for a similar asset (or liability), other than quoted prices included in Level 1 inputs, that are observable for the asset (or liability), either directly or indirectly. If the asset (or liability) has a specified term, a Level 2 input must be observable for substantially the full term of the asset (or liability).

*Level 3* – Unobservable inputs for the asset (or liability) used to measure fair value to the extent that observable inputs are not available, thereby allowing for situations in which there is little, if any, market activity for the asset (or liability) at measurement date.

See additional information in Note 4.

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2019**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Net Assets**

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

*Net Assets Without Donor Restrictions* – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

*Net Assets With Donor Restrictions* – Net assets subject to donor (or certain grantor) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as restricted revenue when received and released from restriction when the assets are placed in service. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Contributions restricted by donors are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as Net Assets Released from Restrictions.

**Revenue Recognition**

Unconditional promises to give are recognized initially at fair value as contributions revenue in the period such promises are made by donors. Fair value is estimated giving consideration to anticipated future cash receipts (after allowance is made for uncollectible contributions) and discounting such amounts at a risk-adjusted rate commensurate with the duration of the donor's payment plan. Amortization of the discounts is recorded as additional contribution revenue. Conditional promises are recorded as revenue once the conditions are substantially met. Contributions of assets other than cash are recorded at their estimated fair value. Contributions of services are recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2019**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Revenue Recognition (Continued)**

The Foundation received in-kind contributions of assets, services, and materials that are reported in the statements of activities as follows:

	Programs	Fundraising	Management and General	Total
Program and Support Services				
Expenses:				
Wish Related	\$ 2,492,062	\$ -	\$ -	\$ 2,492,062
Professional Services	25,143	171,547	51,154	247,844
Advertising and Media	19,449	44,579	-	64,028
Other	-	14,933	-	14,933
Total Program and Supported Service Expenses	<u>\$ 2,536,654</u>	<u>\$ 231,059</u>	<u>\$ 51,154</u>	2,818,867
Special Events				54,802
Total				<u>\$ 2,873,669</u>

An internal special event is a fundraising event coordinated and staffed by Foundation personnel rather than a third-party support group or organization. It is designed to attract people for the purpose of raising mission awareness, for increasing funding from existing donors, and the cultivation of future donors. Internal special event in-kind amounts are donated items recorded at fair value that are used in facilitating the event. Examples of such donated items are generally food, beverage, facility costs, and auction items.

Advertising and media is used to help the Foundation communicate its message or mission and includes fundraising materials, informational material, or advertising, and may be in the form of an audio or video tape of a public service announcement, a layout for a newspaper, media time or space for public service announcements, or other purposes.

Donated advertising and media is reported as contribution revenue and fundraising expense when received and the reporting of such contributions is unaffected by whether the Foundation could afford to purchase or would have purchased the assets at their fair value. The Foundation had \$64,028 of advertising expense for the year ended August 31, 2019.

**Income Taxes**

The Foundation is a nonprofit organization exempt from federal income and Maryland income taxes under the provisions of Internal Revenue Code Section 501(c)(3) and Section 81 of the State of Maryland Tax Code. However, the Foundation remains subject to income taxes on any net income that is derived from a trade or business, regularly carried on and not in furtherance of the purpose for which it was granted exemption. No income tax provision has been recorded as the net income, if any, from any unrelated trade or business, in the opinion of management, is not material to the financial statements taken as a whole.

Management believes that no uncertain tax positions exist for the Foundation at August 31, 2019. The Foundation files income tax returns in the U.S. federal jurisdiction, and applicable state jurisdictions.

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2019**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Functional Expenses**

The Foundation performs three functions: wish granting, fundraising, and management and general. Definitions of these functions are as follows:

**Wish Granting**

Activities performed by the Foundation in granting wishes to children with critical illnesses.

**Fundraising**

Activities performed by the Foundation to generate funds and/or resources to support its programs and operations. During the fiscal year ended August 31, 2019, the Foundation incurred joint costs for activities that include fundraising appeals (primarily public service announcements, direct mail campaigns and newsletters), which have been allocated as follows:

Fundraising	\$ 24,338
Wish Granting	14,071
Total	<u>\$ 38,409</u>

**Management and General**

All costs not identifiable with specific program or fundraising activities, but indispensable to the conduct of such programs and activities and to the Foundation's existence, are included as management and general expenses. This includes expenses for the overall direction of the Foundation, business management, general recordkeeping, budgeting, financial reporting, and activities relating to these functions such as salaries, rent, supplies, equipment, and other expenses.

Expenses that benefit more than one function of the Foundation are allocated among the functions based generally on the amount of time spent by employees on each function.

**Deferred Rent**

The Foundation accounts for rent expense evenly over the term of the lease using the straight-line method. The unamortized deferred rent was \$906,913 at August 31, 2019.

**Management Estimates**

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

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2019**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Change in Accounting Principle – Adoption of ASU 2016-14**

On August 18, 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The Foundation has implemented ASU 2016-14 and has adjusted the presentation in these financial statements accordingly. The adoption of this standard did not impact the Foundation's net assets as of September 1, 2018.

**Change in Accounting Policy – Pending Wish Liability**

Through the fiscal year ending August 31, 2018, the Foundation accrued for estimated costs of reportable pending wishes when five certain, measurable wish criteria were met. This accrual did not represent a legally binding liability but was considered a moral obligation to the child by the Foundation arising when the five criteria were met. Given the changes to the wish granting environment that have occurred in recent years, the Foundation determined that the calculation was no longer representative of the future obligations. The Foundation remains committed to its mission. Please see the commitment footnote for details about future wish granting obligations. As a result of this change in accounting policy, net assets without restriction as of September 1, 2018, have increased by \$2,911,350.

**NOTE 3 LIQUIDITY AND AVAILABILITY**

The Foundation monitors liquidity regularly through the monthly financial package provided to the board and through the enterprise-wide benchmarks of excellence. Holding 6 months to 24 months of liquidity is considered excellent based off the enterprise-wide published scale.

Total Financial Assets	\$ 4,124,433
Donor Imposed Restrictions:	
Restricted Funds	<u>(439,289)</u>
Net Financial Assets after Donor-Imposed Restrictions	<u><u>\$ 3,685,144</u></u>

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2019**

**NOTE 4 FAIR VALUE MEASUREMENTS**

**Fair Value of Financial Instruments**

Fair value is defined as the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

The fair values of the financial instruments shown in the following table as of August 31, 2019, represent the amounts that would be received to sell those assets or that would be paid to transfer those liabilities in an orderly transaction between market participants at that date. Those fair value measurements maximize the use of observable inputs. However, in situations where there is little, if any, market activity for the asset or liability at the measurement date, the fair value measurement reflects the Foundation's own judgments about the assumptions that market participants would use in pricing the asset or liability. Those judgments are developed by the Foundation based on the best information available in the circumstances, including expected cash flows and appropriately risk-adjusted discount rates, and available observable and unobservable inputs.

**Fair Value Hierarchy**

The following table presents the placement in the fair value hierarchy of assets and liabilities that are measured at fair value on a recurring basis at August 31, 2019:

	Quoted Prices in Active Markets or Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
Assets:				
Investments:				
Exchange-Traded Funds	\$ 2,972,363	\$ -	\$ -	\$ 2,972,363
Alternative Investments	-	-	21,750	21,750
Cash	-	-	-	246,487
<b>Total Assets</b>	<b>\$ 2,972,363</b>	<b>\$ -</b>	<b>\$ 21,750</b>	<b>\$ 3,240,600</b>

For the valuation of the limited partnership in a real estate investment at August 31, 2019, the Foundation used the initial carrying value of the investment at the date of receipt of the contributed ownership in the partnership. (Level 3).

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2019**

**NOTE 5 CONTRIBUTIONS RECEIVABLE**

All contributions receivable are due within the next twelve months. Management determined that all contributions receivable are fully collectible; therefore, no allowance for uncollectible accounts is considered necessary at August 31, 2019.

**NOTE 6 TRANSACTIONS WITH RELATED ENTITIES**

The Foundation received the following distributions from the National Organization for the year ended August 31, 2019:

Corporate, Online, Whitemail and General Contributions	\$ 1,585,415
High Cost Wishes	7,000
Grants	25,000
Scholarships	1,650
Wish Fulfillment Fund	100,000
Other	<u>22,167</u>
Total Distributions Received from National	<u><u>\$ 1,741,232</u></u>

These amounts are recorded in the Statement of Activities as public support revenue.

The Foundation paid to the National Organization the following amounts for the year ended August 31, 2019:

Chapter Dues	\$ 334,949
Other	<u>38,716</u>
Total Amounts Paid	<u><u>\$ 373,665</u></u>

Chapters who assist with the organization and granting of wishes from other chapters are paid a “fee for service” called the wish assist fee. Under this program, the originating chapter agrees to pay a fee to the chapter of the wish destination to assist with any planning, booking, and facilitating of the wish for the home chapter. Under this program, the Foundation received \$11,100 for the year ended August 31, 2019, which is recorded in the accompanying statement of activities as other income.



**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2019**

**NOTE 6 TRANSACTIONS WITH RELATED ENTITIES (CONTINUED)**

Amounts due from and to related entities at August 31, 2019, are as follows:

Due from National Organization	\$ 136,683
Due from Other Chapters	12,176
Total Due from Related Entities	<u>\$ 148,859</u>
Due to Other Chapters	\$ 14,985
Total Due to Related Entities	<u>\$ 14,985</u>

Amounts due from the National Organization represent contributions remitted to the National Organization that are identified for the Foundation's use but were not yet transferred to the Foundation as of year-end. Amounts due from other chapters represent amounts paid in assisting other chapters with their wish granting. Amounts due to other chapters represent amounts owed to other chapters who have assisted in the granting of wishes for the Foundation. Amounts due to the National Organization generally represent unpaid chapter dues and services.

During 2019 the Foundation received contributions, both cash and in-kind, from and raised by board members totaling \$816,667. In 2019, there were no amounts due from board members.

**NOTE 7 PROPERTY AND EQUIPMENT, NET**

Property and equipment as of August 31, 2019, consist of the following:

Computer Equipment and Software	\$ 66,358
Furniture and Equipment	169,432
Leasehold Improvements	1,010,689
Total	<u>1,246,479</u>
Less: Accumulated Depreciation and Amortization	<u>(201,145)</u>
Property and Equipment, Net	<u>\$ 1,045,334</u>

Depreciation and amortization expense totaled \$150,618 for the year ended August 31, 2019.

**MAKE-A-WISH FOUNDATION® OF THE MID-ATLANTIC  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2019**

**NOTE 8 LEASES**

The Foundation is obligated under various operating leases for offices and equipment, which expire at various dates through July 1, 2029. The Foundation received certain lease incentives with these leases. These incentives are recognized over the life of the leases and are reflected in the statement of financial position as deferred lease benefit. Total rent expense for all operating leases for the year ended August 31, 2019, totaled \$316,317.

Future minimum lease payments under operating leases having remaining terms in excess of one year are as follows:

<u>Year Ending August 31,</u>	<u>Amounts</u>
2020	\$ 332,114
2021	334,988
2022	343,376
2023	351,983
2024	360,724
After 2024	1,908,841
Total Minimum Lease Payments	<u><u>\$ 3,632,026</u></u>

**NOTE 9 NET ASSETS**

**Net Assets With Donor Restrictions**

Net assets with donor restrictions are available for the following purposes or periods as of August 31, 2019:

Subject to Expenditure for Specified Purpose:	
Wish Granting	\$ 361,712
Subject to Passage of Time:	
Promises to Give that are Not Restricted by Donors, but Which are Unavailable for Expenditure Until Due	<u>77,577</u>
Total Donor Restricted Net Assets	<u><u>\$ 439,289</u></u>

**NOTE 10 RETIREMENT PLAN**

The Foundation has a defined contribution retirement plan (the Plan). Employees are eligible for participation in the Plan after reaching 18 years of age and upon completion of one year of service. Under the provisions of the Plan, eligible employees may elect to defer a percentage of their salary subject to certain Internal Revenue Code limitations. The Foundation matches employee contributions up to 6% of the employee's salary. Foundation contributions to the Plan for the year ended August 31, 2019, were \$77,290.

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**NOTE 11 CONCENTRATIONS OF CREDIT RISK**

Financial instruments that potentially subject the Foundation to concentration of credit risk consist principally of cash, cash equivalents, and investments. The Foundation places its cash and investments with high credit quality financial institutions and generally limits the amount of credit exposure not to exceed the FDIC insurance coverage limit of \$250,000. From time to time throughout the year, the Foundation's cash balances may exceed the amount of the FDIC insurance coverage.

In-kind contributions totaling \$922,026 were received from one donor for the year ended August 31, 2019, which represents 13% of total public support. Should these contribution levels decrease, the Foundation may be adversely affected.

**NOTE 12 LITIGATION AND CLAIMS**

The Foundation is periodically involved in litigation and claims arising in the ordinary course of business. In the opinion of management, the ultimate disposition of these matters will not have a material adverse effect on the Foundation's financial position, change in net assets, or liquidity.

**NOTE 13 COMMITMENTS**

The goal of the Foundation is to grant the wish of every eligible child. During the fiscal year ending August 31, 2019, the Foundation granted 376 wishes. As of the end of the year, there were approximately 470 wish children who are eligible for a wish. The average cost of a wish for the fiscal year was \$5,537 in cash and \$7,029 in in-kind for a total cost of \$12,566.

**NOTE 14 SUBSEQUENT EVENTS**

The Foundation has evaluated subsequent events from the statement of financial position date through January 28, 2020, the date at which the financial statements were available to be issued.