

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**FINANCIAL STATEMENTS**  
**YEARS ENDED AUGUST 31, 2021 AND 2020**



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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Make-A-Wish Foundation® of Colorado  
Greenwood Village, Colorado

We have audited the accompanying financial statements of Make-A-Wish Foundation® of Colorado, which comprise the statements of financial position as of August 31, 2021 and 2020 and the related statements of activities, functional expenses, and cash flows for the years 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of 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 controls 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 controls. 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 Colorado

***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 Colorado as of August 31, 2021 and 2020 and the change in its net assets and its cash flows for the years ended in accordance with accounting principles generally accepted in the United States of America.

*CliftonLarsonAllen LLP*

**CliftonLarsonAllen LLP**

Minneapolis, Minnesota  
February 15, 2022

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**STATEMENTS OF FINANCIAL POSITION**  
**AUGUST 31, 2021 AND 2020**

	2021	2020
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 443,000	\$ 904,998
Investments	5,251,231	3,629,806
Due from Related Entities	85,236	67,994
Prepaid Expenses	252,830	266,013
Contributions Receivable, Net	310,876	185,130
Other Assets	90,107	30,715
Split-Interest Agreements	45,580	36,280
Property and Equipment, Net	17,933	33,167
Total Assets	\$ 6,496,793	\$ 5,154,103
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 264,400	\$ 153,843
Due to Related Entities	2,337	15,110
Other Liabilities	23,501	34,501
Capital Lease Obligations	11,016	18,301
Paycheck Protection Program	236,070	255,200
Total Liabilities	537,324	476,955
<b>NET ASSETS</b>		
Without Donor Restrictions	5,681,546	4,461,046
With Donor Restrictions	277,923	216,102
Total Net Assets	5,959,469	4,677,148
Total Liabilities and Net Assets	\$ 6,496,793	\$ 5,154,103

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED AUGUST 31, 2021**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions	\$ 4,451,686	\$ 149,220	\$ 4,600,906
Grants	179,111	7,194	186,305
Total Public Support	4,630,797	156,414	4,787,211
Internal Special Events	368,847	7,923	376,770
Less: Costs of Direct Benefits to Donors	(23,568)	-	(23,568)
Total Internal Special Events	345,279	7,923	353,202
Investment Income, Net	269,630	-	269,630
Forgiveness of Paycheck Protection Program Loan	255,200	-	255,200
Other Income	2,597	-	2,597
Net Assets Released from Restrictions	111,816	(111,816)	-
	5,615,319	52,521	5,667,840
<b>EXPENSES</b>			
Program Services:			
Wish Granting	3,059,837	-	3,059,837
Total Program Services	3,059,837	-	3,059,837
Support Services:			
Fundraising	912,388	-	912,388
Management and General	422,594	-	422,594
Total Support Services	1,334,982	-	1,334,982
Total Expenses	4,394,819	-	4,394,819
<b>OTHER GAINS</b>			
Change in Split Interest Agreements	-	9,300	9,300
	1,220,500	61,821	1,282,321
<b>CHANGE IN NET ASSETS</b>			
Net Assets - Beginning of Year	4,461,046	216,102	4,677,148
<b>NET ASSETS - END OF YEAR</b>	<b>\$ 5,681,546</b>	<b>\$ 277,923</b>	<b>\$ 5,959,469</b>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED AUGUST 31, 2020**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions	\$ 5,162,566	\$ 128,794	\$ 5,291,360
Grants	100,571	-	100,571
Total Public Support	5,263,137	128,794	5,391,931
Internal Special Events	266,243	-	266,243
Less: Costs of Direct Benefits to Donors	(25,160)	-	(25,160)
Total Internal Special Events	241,083	-	241,083
Investment Income, Net	120,809	-	120,809
Other Income	7,521	-	7,521
Net Assets Released from Restrictions	293,038	(293,038)	-
Total Revenues, Gains, and Other Support	5,925,588	(164,244)	5,761,344
<b>EXPENSES</b>			
Program Services:			
Wish Granting	3,513,735	-	3,513,735
Total Program Services	3,513,735	-	3,513,735
Support Services:			
Fundraising	781,587	-	781,587
Management and General	396,800	-	396,800
Total Support Services	1,178,387	-	1,178,387
Total Expenses	4,692,122	-	4,692,122
<b>OTHER LOSSES</b>			
Change in Split Interest Agreements	-	8,615	8,615
<b>CHANGE IN NET ASSETS</b>	1,233,466	(155,629)	1,077,837
Net Assets - Beginning of Year	3,227,580	371,731	3,599,311
<b>NET ASSETS - END OF YEAR</b>	\$ 4,461,046	\$ 216,102	\$ 4,677,148

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2021**

	Program Services		Support Services		Direct Donor Benefits	Total
	Wish Granting	Fundraising	Management and General	Total Support Services		
Direct Costs of Wishes	\$ 2,019,413	\$ -	\$ -	\$ -	\$ -	\$ 2,019,413
Salaries, Taxes, and Benefits	563,198	577,585	233,894	811,479	-	1,374,677
Printing, Subscriptions, and Publications	696	7,120	1,453	8,573	-	9,269
Professional Fees	7,481	10,014	69,857	79,871	-	87,352
Rent and Utilities	71,687	73,436	29,724	103,160	-	174,847
Postage and Delivery	834	1,701	1,041	2,742	-	3,576
Travel	185	2,202	1,059	3,261	-	3,446
Meetings and Conferences	872	47,462	2,752	50,214	-	51,086
Office Supplies	33,967	1,122	827	1,949	-	35,916
Communications	9,242	10,116	3,934	14,050	-	23,292
Advertising and Media (Cash)	-	5,987	-	5,987	-	5,987
Repairs and Maintenance	2,083	2,134	938	3,072	-	5,155
Bad Debt Expense	-	70,000	-	70,000	-	70,000
Membership Dues	-	224	-	224	-	224
Grants and Scholarships	10,000	-	-	-	-	10,000
National Partnership Dues	321,805	58,104	67,043	125,147	-	446,952
Miscellaneous	11,689	38,333	7,300	45,633	-	57,322
Depreciation and Amortization	6,685	6,848	2,772	9,620	-	16,305
Special Event - Direct Donor Benefits	-	-	-	-	23,568	23,568
<b>Total Expenses by Function</b>	<b>3,059,837</b>	<b>912,388</b>	<b>422,594</b>	<b>1,334,982</b>	<b>23,568</b>	<b>4,418,387</b>
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(23,568)	(23,568)
<b>Total Expenses Included in the Expense Section of the Statement of Activities</b>	<b>\$ 3,059,837</b>	<b>\$ 912,388</b>	<b>\$ 422,594</b>	<b>\$ 1,334,982</b>	<b>\$ -</b>	<b>\$ 4,394,819</b>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2020**

	Program Services		Support Services			Total
	Wish Granting	Fundraising	Management and General	Total Support Services	Direct Donor Benefits	
Direct Costs of Wishes	\$ 2,374,459	\$ -	\$ -	\$ -	\$ -	\$ 2,374,459
Salaries, Taxes, and Benefits	626,342	517,413	217,858	735,271	-	1,361,613
Printing, Subscriptions, and Publications	3,892	19,313	1,141	20,454	-	24,346
Professional Fees	22,338	21,537	80,025	101,562	-	123,900
Rent and Utilities	75,822	62,635	26,373	89,008	-	164,830
Postage and Delivery	7,458	4,503	1,707	6,210	-	13,668
Travel	3,727	8,081	6,770	14,851	-	18,578
Meetings and Conferences	35,826	28,425	4,868	33,293	-	69,119
Office Supplies	20,447	2,157	2,094	4,251	-	24,698
Communications	9,169	7,637	2,958	10,595	-	19,764
Advertising and Media (Cash)	-	21,016	-	21,016	-	21,016
Repairs and Maintenance	1,677	1,385	583	1,968	-	3,645
Insurance	133	110	46	156	-	289
Bad Debt Expense	-	12,718	-	12,718	-	12,718
Membership Dues	276	333	264	597	-	873
National Partnership Dues	311,016	39,369	43,306	82,675	-	393,691
Miscellaneous	14,365	29,348	6,446	35,794	-	50,159
Depreciation and Amortization	6,788	5,607	2,361	7,968	-	14,756
Special Event - Direct Donor Benefits	-	-	-	-	25,160	25,160
<b>Total Expenses by Function</b>	<b>3,513,735</b>	<b>781,587</b>	<b>396,800</b>	<b>1,178,387</b>	<b>25,160</b>	<b>4,717,282</b>
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(25,160)	(25,160)
<b>Total Expenses Included in the Expense Section of the Statement of Activities</b>	<b>\$ 3,513,735</b>	<b>\$ 781,587</b>	<b>\$ 396,800</b>	<b>\$ 1,178,387</b>	<b>\$ -</b>	<b>\$ 4,692,122</b>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED AUGUST 31, 2021 AND 2020**

	2021	2020
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 1,282,321	\$ 1,077,837
Adjustments to Reconcile Change in Net Assets to Net Cash		
Provided by Operating Activities:		
Depreciation and Amortization	16,305	14,756
Forgiveness of Paycheck Protection Program Loan	(255,200)	-
Bad Debt Expense and Other	70,000	12,718
Net Realized and Unrealized Gains on Investments	(235,369)	(75,703)
Change in Value of Split-Interest Agreements	(9,300)	(8,615)
Change in Discount to Present Value of Contributions Receivable	(2,851)	5,964
(Increase) Decrease in Assets:		
Contributions Receivable	(192,895)	221,172
Due from Related Entities	(17,242)	24,017
Prepaid Expenses	13,183	(54,644)
Other Assets	(59,392)	1,114
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	110,557	(150,615)
Due to Related Entities	(12,773)	(13,704)
Other Liabilities	(11,000)	501
Deferred Rent	-	(9,862)
Net Cash Provided by Operating Activities	696,344	1,044,936
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Investments	(1,514,178)	(1,476,303)
Proceeds from Sales of Investments	128,122	637,676
Purchases of Property and Equipment	(1,071)	(15,567)
Net Cash Used by Investing Activities	(1,387,127)	(854,194)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Principal Payments on Capital Lease Obligations	(7,285)	(5,784)
Proceeds from Notes Payable	236,070	255,200
Net Cash Provided by Financing Activities	228,785	249,416
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	(461,998)	440,158
Cash and Cash Equivalents - Beginning of Year	904,998	464,840
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	\$ 443,000	\$ 904,998
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>		
Cash Paid for Interest Expense	\$ 5,669	\$ 5,015

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2021 AND 2020**

**NOTE 1 ORGANIZATION**

Make-A-Wish Foundation® of Colorado (the Foundation) is a Colorado nonprofit corporation, organized for the purpose of creating life changing wishes for children with critical illness. The Foundation is an independently operating chapter of Make-A-Wish Foundation® of America (National Organization), which develops and implements national programs in public relations and fundraising for the benefit of all local chapters. To be a Make-A-Wish chapter, 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 accounting principles generally accepted in the United States of America (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 net assets without donor restrictions unless its use is limited by donor-imposed restrictions or law.

The Foundation's investments are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investments, it is reasonably possible that those changes in the values of investments will occur in the near term and that such changes could be material to the amounts reported in the statements of financial position.

**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.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2021 AND 2020**

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

**Property and Equipment, Net**

Property and equipment having a unit cost of greater than \$500 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 3 to 10 years. Leasehold improvements are amortized over the shorter of the estimated useful life of the asset or the remaining terms of the leases. 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.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2021 AND 2020**

**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 statements of activities as Net Assets Released from Restrictions.

**Revenue Recognition**

Revenue is recognized on the accrual basis and generally consists of contributions, special event revenue, in-kinds and other income.

Special event revenue consists of registrations, sponsorships and other contributions. The exchange element of the special event revenue was approximately \$23,750 for the year ended August 31, 2021. The portion that is considered to be exchange revenue is recognized as revenue when the performance obligations are met which is the occurrence of the event.

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 contributions revenue.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2021 AND 2020**

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

**Revenue Recognition (Continued)**

Conditional promises to give are not recognized as contribution revenue and receivables until the conditions have been 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.

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

	<u>Programs</u>	<u>Fundraising</u>	<u>Management and General</u>	<u>Total</u>
<u>August 31, 2021</u>				
Wish Related	\$ 669,303	\$ -	\$ -	\$ 669,303
Rent	3,041	3,115	1,261	7,417
Other	85	31,865	-	31,950
Total	<u>\$ 672,429</u>	<u>\$ 34,980</u>	<u>\$ 1,261</u>	<u>708,670</u>
Special Events				100
Other Assets, Net Change				19,309
Total				<u>\$ 728,079</u>
<u>August 31, 2020</u>				
Wish Related	\$ 565,201	\$ -	\$ -	\$ 565,201
Other	359	1,546	375	2,280
Total	<u>\$ 565,560</u>	<u>\$ 1,546</u>	<u>\$ 375</u>	<u>\$ 567,481</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.

Donated advertising and media is reported as contribution revenue and fundraising 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.

**MAKE-A-WISH FOUNDATION® OF COLORADO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2021 AND 2020**

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

**Income Taxes**

The Foundation is a nonprofit organization exempt from federal income and Colorado income taxes under the provisions of the Internal Revenue Code (IRC) Section 501(c)(3). 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, 2021 and 2020. The Foundation files income tax returns in the U.S. federal jurisdiction, and applicable state jurisdictions.

**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.

**Management and General**

All costs not identifiable with specific programs 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.

**Management Estimates**

The preparation of financial statements in conformity with GAAP 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 COLORADO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2021 AND 2020**

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

**Change in Accounting Principle**

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*. Subsequent to May 2014, the FASB issued six ASUs to clarify certain matters related to Topic 606. Topic 606 supersedes the revenue recognition requirements in FASB ASC 605, *Revenue Recognition*, and requires the recognition of revenue when promised goods or services are transferred to customers in an amount that reflects the consideration to which an entity expects to be entitled in exchange for those goods or services. The updates address the complexity of revenue recognition and provide sufficient information to enable financial statements users to understand the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. The Foundation's financial statements reflect the adoption of ASU 2014-09 guidance beginning in fiscal year 2021. The adoption of 2014-09 did not impact the Foundation's reported revenue.

In August 2018, the Financial Accounting Standards Board issued Accounting Standards Update (ASU) 2018-13, Fair Value Measurement (Topic 820) – *Changes to the Disclosure Requirements for Fair Value Measurement*. The update is to improve the effectiveness of disclosures in the notes to the financial statements. The Foundation's financial statements reflect adoption of ASU 2018-13 guidance beginning in for the year-ended August 31, 2021 and retrospectively applied for the year-ended August 31, 2020. The adoption of ASU 2018-13 did not impact the Foundation's reported change in net assets.

**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 to 24 months of liquidity is considered excellent based off the enterprise-wide published scale.

	<u>2021</u>	<u>2020</u>
Total Financial Assets	\$ 6,090,343	\$ 4,787,928
Donor-Imposed Restrictions:		
Restricted Funds Not Available for Use in One Year	<u>(112,584)</u>	<u>(163,478)</u>
Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	<u>\$ 5,977,759</u>	<u>\$ 4,624,450</u>

Financial Assets include cash and cash equivalents, investments, due from related entities and contributions receivable. For purposes of analyzing resources available to meet general expenditures over one year, the Foundation considers all expenditures related to its ongoing program activities, as well as the functions in support of those activities, to be general expenditures.

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**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, 2021 and 2020 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.

**Investments**

**Overall Investment Objective**

The overall investment objective of the Foundation is to invest its assets in a prudent manner that will achieve a long-term rate of return sufficient to fund a portion of its annual operating activities and increase investment value after inflation. The Foundation diversifies its investments among various asset classes incorporating multiple strategies and managers. Major investment decisions are authorized by the board's audit and finance committee, which oversees the Foundation's investment program in accordance with established guidelines.

**Fair Value Hierarchy**

The following table presents the fair value hierarchy of assets that are measured at fair value on a recurring basis at August 31:

	2021			Assets Not Held at Fair Value	Total
	Level 1	Level 2	Level 3		
<b>Assets</b>					
Investments:					
Mutual Funds	\$ 1,103,951	\$ -	\$ -	\$ -	\$ 1,103,951
Exchange-Traded Funds	835,146	-	-	-	835,146
Total	<u>1,939,097</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,939,097</u>
Cash	-	-	-	3,312,134	3,312,134
Total Investments	<u>1,939,097</u>	<u>-</u>	<u>-</u>	<u>3,312,134</u>	<u>5,251,231</u>
Split-Interest Agreements	-	-	45,580	-	45,580
Total Assets	<u>\$ 1,939,097</u>	<u>\$ -</u>	<u>\$ 45,580</u>	<u>\$ 3,312,134</u>	<u>\$ 5,296,811</u>

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**NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)**

**Fair Value Hierarchy (Continued)**

	2020				Assets Not Held at Fair Value	Total
	Level 1	Level 2	Level 3			
<b>Assets</b>						
Investments:						
Mutual Funds	\$ 887,041	\$ -	\$ -	\$ -	\$ 887,041	
Exchange-Traded Funds	<u>752,525</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>752,525</u>	
Total	1,639,566	-	-	-	1,639,566	
 Cash	<u>-</u>	<u>-</u>	<u>-</u>	1,990,240	<u>\$ 1,990,240</u>	
Total Investments	1,639,566	-	-	1,990,240	3,629,806	
 Split-Interest Agreements	<u>-</u>	<u>-</u>	<u>36,280</u>	<u>-</u>	<u>36,280</u>	
 Total Assets	<u>\$ 1,639,566</u>	<u>\$ -</u>	<u>\$ 36,280</u>	<u>\$ 1,990,240</u>	<u>\$ 3,666,086</u>	

Split interest agreements are valued using the fair value of the underlying investments multiplied by the Foundation's interest. There were no purchases, sales or transfers of split interest agreements during the years ended August 31, 2021 or 2020.

**NOTE 5 CONTRIBUTIONS RECEIVABLE**

Contributions receivable include pledges that have been discounted at a rate of 1.92% at August 31, 2021 and ranging from 3.77% to 3.88% at August 31, 2020. The following is a summary of the Foundation's contributions receivable at August 31:

	<u>2021</u>	<u>2020</u>
Total Amounts Due in:		
Within One Year	\$ 243,872	\$ 57,932
One to Five Years	<u>70,955</u>	<u>134,000</u>
Gross Contributions Receivable	314,827	191,932
Less: Discount to Present Value	<u>(3,951)</u>	<u>(6,802)</u>
Contributions Receivable, Net	<u>\$ 310,876</u>	<u>\$ 185,130</u>

Management determined that all contributions receivable are fully collectible; therefore, no allowance for uncollectible accounts is considered necessary at August 31, 2021 and 2020.

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**NOTE 6 TRANSACTIONS WITH RELATED ENTITIES**

The National Organization conducts national fundraising efforts for which cash and in-kind donations are received and shared with the Foundation. These funds represent revenues associated with distributions from national partners, individual donation amounts collected via online and white mail donations, amounts for internal grants, travel, and training, scholarships, amounts to fund the Adopt-A-Wish® program, and other miscellaneous revenues. During the years ended August 31, 2021 and 2020, respectively, the Foundation received \$1,165,665 and \$1,043,488 from these national revenue streams.

Conversely, the Foundation pays amounts to the National Organization for chapter dues, insurance, and other miscellaneous ancillary expenses that National Organization pays on behalf of the Foundation and for services provided to the Foundation by the National Organization. Amounts totaling \$525,692 and \$484,853 were paid from the Foundation to the National Organization during the years ended August 31, 2021 and 2020, respectively.

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 \$2,550 and \$7,350, respectively, for the years ended August 31, 2021 and 2020, which is recorded in the accompanying statements of activities as other income.

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

	2021	2020
Due from National Organization	\$ 84,036	\$ 67,016
Due from Other Chapters	1,200	978
Total Due from Related Entities	<u>\$ 85,236</u>	<u>\$ 67,994</u>
Due to National Organization	\$ 2,037	\$ 15,110
Due to Other Chapters	300	-
Total Due to Related Entities	<u>\$ 2,337</u>	<u>\$ 15,110</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 the years ended August 31, 2021 and 2020, the Foundation received contributions, both cash and in-kind, from board members totaling \$170,546 and \$157,692, respectively.

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**NOTE 7 PROPERTY AND EQUIPMENT, NET**

Property and equipment consists of the following as of August 31:

	<u>2021</u>	<u>2020</u>
Computer Equipment and Software	\$ 54,143	\$ 54,143
Office Furniture and Equipment	85,653	84,582
Total	<u>139,796</u>	<u>138,725</u>
Less: Accumulated Depreciation and Amortization	<u>(121,863)</u>	<u>(105,558)</u>
Property and Equipment, Net	<u>\$ 17,933</u>	<u>\$ 33,167</u>

Depreciation expense totaled \$16,305 and \$14,756, respectively, for the years ended August 31, 2021 and 2020.

**NOTE 8 LEASES**

The Foundation is obligated under various capital and operating leases for offices and equipment, which expire at various dates through November 1, 2022. As of August 31, 2021 and 2020, the cost of leased property and equipment under capital leases was \$31,755 and accumulated depreciation was \$25,420 and \$19,065, respectively. Total rent expense for all operating leases for the years ended August 31, 2021 and 2020 totaled \$163,947 and \$164,829, respectively.

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

<u>Year Ending August 31.</u>	<u>Operating Leases</u>	<u>Capital Leases</u>
2022	\$ 176,772	\$ 10,800
2023	-	1,800
Total Minimum Lease Payments	<u>176,772</u>	<u>12,600</u>
Less Amounts Representing Interest	<u>-</u>	<u>(1,584)</u>
Present Value of Net Minimum Lease Payments	<u>\$ 176,772</u>	<u>\$ 11,016</u>

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**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:

	<u>2021</u>	<u>2020</u>
Subject to Expenditure for Specified Purpose:		
Wish Granting	\$ 4,844	\$ -
Total	4,844	-
Subject to Passage of Time:		
Beneficial Interests in Charitable Trusts Held by Others	45,580	36,280
Promises to Give that are Not Restricted by Donors, but Which are Unavailable for Expenditure Until Due	<u>227,499</u>	<u>179,822</u>
Total	<u>273,079</u>	<u>216,102</u>
Total Donor-Restricted Net Assets	<u>\$ 277,923</u>	<u>\$ 216,102</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 21 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 IRC limitations. The Foundation matches employee contributions up to 5% of the employee's salary. Foundation contributions to the Plan for the year ended August 31, 2021 and 2020 were \$42,289 and \$35,098, respectively.

**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 Federal Deposit Insurance Corporation (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.

**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.

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**NOTE 13 COMMITMENTS**

The goal of the Foundation is to grant the wish of every eligible child. During the fiscal years ended August 31, 2021 and 2020, the Foundation granted 178 and 196 wishes, respectively. As of August 31, 2021 and 2020, respectively, there were approximately 430 and 386 wish children who are eligible for a wish. The average cost of a wish for the year ended August 31, 2021 was \$8,087 in cash and \$4,371 in in-kind for a total cost of \$12,458. The average cost of a wish for the year ended August 31, 2020 was \$7,713 in cash and \$4,181 in in-kind for a total cost of \$11,894.

**NOTE 14 RISKS AND UNCERTAINTIES**

In December 2019, an outbreak of a novel strain of Coronavirus (COVID-19) began. On March 10, 2020, in conjunction with the Make-A-Wish America National Medical Advisory Council, Make-A-Wish America issued instructions to pause travel and large gathering wishes until deemed medically safe for our vulnerable population and their families. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic.

As of August 31, 2021, with the exception of regional travel, travel wishes are still paused. Prior to fiscal year 2020, travel wishes have been approximately 83% of wishes granted and the number of granted wishes averaged approximately 278. The number of wishes granted during the years ended August 31, 2021 and 2020 was 178 and 196, respectively.

The Foundation continues to evaluate all expenses and fundraising efforts in light of the impact of COVID-19. National efforts are underway to return to wish granting and fundraising efforts when it is deemed medically safe.

**NOTE 15 PAYCHECK PROTECTION PROGRAM**

The Foundation applied for and was approved for a \$255,200 loan under the Paycheck Protection Program created as part of the relief efforts related to COVID-19 and administered by the Small Business Administration. The loan was received on April 9, 2020. The loan accrues interest at 1.00%, but payments are not required to begin for six months after the funding of the loan. Subsequent to this, the law changed the loan deferral terms retroactively. The PPP Flexibility Act and subsequent regulations supersede the loan agreement. The Foundation is eligible for loan forgiveness of up to 100% of the loan, upon meeting certain requirements. The loan is uncollateralized and is fully guaranteed by the Federal government. The Foundation received forgiveness of \$255,200 on February 3, 2021.

Under the second round of Paycheck Protection Program funding, the Foundation applied for and was approved for an additional \$236,070 loan. The loan was received on March 9, 2021. The loan accrues interest at 1%, with the first 10 months of interest deferred, has a term of five years and is unsecured and guaranteed by the Small Business Administration. The Foundation is eligible for loan forgiveness of up to 100% of the loan, upon meeting certain requirements. The Foundation received forgiveness of \$236,070 on January 5, 2022.

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**NOTE 15 PAYCHECK PROTECTION PROGRAM (CONTINUED)**

The SBA may review funding eligibility and usage of funds for compliance with program requirements based on dollar thresholds and other factors. The amount of liability, if any, from potential noncompliance cannot be determined with certainty; however, management is of the opinion that any review will not have a material adverse impact on the Foundation's financial position.

**NOTE 16 EMPLOYEE RETENTION CREDIT GRANTS**

Grants from the government are recognized when all conditions of such grants are fulfilled or there is reasonable assurance they will be fulfilled. During the year ended August 31, 2021, the Foundation applied for Employee Retention Credit (ERC) grant funding from the Internal Revenue Service (IRS). The Foundation recognized \$83,378 of grant revenue related to performance requirements being met in compliance with the program during the year ended August 31, 2021.

Eligibility and conditions for the ERC program may be audited by the IRS. The amount of liability, if any, from potential noncompliance cannot be determined with certainty; management is of the opinion that any audit will not have a material adverse impact on the Foundation's financial position.

**NOTE 17 SUBSEQUENT EVENTS**

The Foundation has evaluated subsequent events from the statement of financial position date through February 15, 2022, the date at which the financial statements were available to be issued.

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