# MAKE-A-WISH FOUNDATION® OF MAINE

FINANCIAL STATEMENTS

YEARS ENDED AUGUST 31, 2022 AND 2021



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## **INDEPENDENT AUDITORS' REPORT**

Board of Directors Make-A-Wish Foundation® of Maine Scarborough, Maine

### **Report on the Audit of the Financial Statements**

#### Opinion

We have audited the accompanying financial statements of Make-A-Wish Foundation® of Maine (a nonprofit organization), which comprise the statements of financial position as of August 31, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Make-A-Wish Foundation® of Maine as of August 31, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Make-A-Wish Foundation® of Maine and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Responsibilities of Management for the Financial Statements**

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Make-A-Wish Foundation® of Maine's ability to continue as a going concern for one year after the date the financial statements are available to be issued.

## Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Make-A-Wish Foundation® of Maine's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Make-A-Wish Foundation® of Maine's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Clifton Larson Allen LLP

CliftonLarsonAllen LLP

Phoenix, Arizona April 5, 2023

## MAKE-A-WISH FOUNDATION® OF MAINE STATEMENTS OF FINANCIAL POSITION AUGUST 31, 2022 AND 2021

		2022		2021
ASSETS				
Cash and Cash Equivalents	\$	1,543,928	\$	769,876
Investments	·	1,935,036	·	2,094,720
Due from Related Entities		56,184		27,227
Prepaid Expenses		63,245		38,349
Contributions Receivable, Net		75,094		-
Other Assets		29,440		29,753
Investments Held for Long-Term Purposes		1,137,725		1,271,699
Property and Equipment, Net		15,232		11,188
Total Assets	\$	4,855,884	\$	4,242,812
LIABILITIES AND NET ASSETS				
LIABILITIES				
Accounts Payable and Accrued Expenses	\$	75,186	\$	77,823
Due to Related Entities		16,974		2,405
Deferred Revenue		21,138		36,800
Deferred Rent		1,280		848
Capital Lease Obligations		11,579		2,478
Paycheck Protection Program		-		70,000
Total Liabilities		126,157		190,354
NET ASSETS				
Without Donor Restrictions		3,726,003		2,961,812
With Donor Restrictions		1,003,724		1,090,646
Total Net Assets		4,729,727		4,052,458
Total Liabilities and Net Assets	\$	4,855,884	\$	4,242,812

## MAKE-A-WISH FOUNDATION® OF MAINE STATEMENT OF ACTIVITIES YEAR ENDED AUGUST 31, 2022

	thout Donor estrictions	/ith Donor estrictions	Total
REVENUES, GAINS, AND OTHER SUPPORT	 	 	 
Public Support:			
Contributions, Cash	\$ 1,245,900	\$ -	\$ 1,245,900
Contributions, Donated Goods and Services	339,767	37,794	377,561
Grants	 152,845	 -	 152,845
Total Public Support	1,738,512	37,794	1,776,306
Internal Special Events, Cash	1,250,480	-	1,250,480
Internal Special Events, Donated Goods and Services	28,818	-	28,818
Less: Costs of Direct Benefits to Donors	 (138,716)	-	 (138,716)
Total Internal Special Events	1,140,582	-	1,140,582
Investment Income, Net	(249,040)	(113,716)	(362,756)
Forgiveness of Paycheck Protection Program Loan	70,000	-	70,000
Other Income	2,189	-	2,189
Net Assets Released from Restrictions	11,000	 (11,000)	 
Total Revenues, Gains, and			
Other Support	2,713,243	(86,922)	2,626,321
EXPENSES			
Program Services:			
Wish Granting	1,412,274	-	1,412,274
Support Convision			
Support Services: Fundraising	340,566		340,566
Management and General	195,199	-	195,199
Total Support Services	 535,765	 	 535,765
	 000,100		 000,100
Total Expenses	1,948,039	-	1,948,039
OTHER LOSSES			
Losses on Disposal of Equipment	 1,013	 -	 1,013
	704.404	 (00.000)	077.000
CHANGE IN NET ASSETS	764,191	(86,922)	677,269
Net Assets - Beginning of Year	 2,961,812	 1,090,646	 4,052,458
NET ASSETS - END OF YEAR	\$ 3,726,003	\$ 1,003,724	\$ 4,729,727

See accompanying Notes to Financial Statements.

## MAKE-A-WISH FOUNDATION® OF MAINE STATEMENT OF ACTIVITIES YEAR ENDED AUGUST 31, 2021

	Without Donor Restrictions		ith Donor	Total
REVENUES, GAINS, AND OTHER SUPPORT				
Public Support:				
Contributions, Cash	\$	1,211,538	\$ 1,000	\$ 1,212,538
Contributions, Donated Goods and Services		172,458	-	172,458
Grants Total Public Support		94,061 1,478,057	 - 1,000	 <u>94,061</u> 1,479,057
		1,470,007	1,000	1,479,007
Internal Special Events, Cash		507,680	-	507,680
Internal Special Events, Donated Goods and Services		3,997	-	3,997
Less Costs of Direct Benefits to Donors		(49,667)	 -	 (49,667)
Total Internal Special Events		462,010	-	462,010
Investment Income, Net		300,617	172,877	473,494
Forgiveness of Paycheck Protection Program Loan		77,190	-	77,190
Other Income		600	-	600
Net Assets Released from Restrictions		1,000	 (1,000)	 
Total Revenues, Gains, and				
Other Support		2,319,474	172,877	2,492,351
EXPENSES				
Program Services:				
Wish Granting		1,026,138	-	1,026,138
-				
Support Services:		000.007		000.007
Fundraising Management and Conorol		230,987	-	230,987
Management and General Total Support Services		<u>149,962</u> 380,949	 	 <u>149,962</u> 380,949
		300,343	 	 300,343
Total Expenses		1,407,087	 	 1,407,087
CHANGE IN NET ASSETS		912,387	172,877	1,085,264
Net Assets - Beginning of Year		2,049,425	 917,769	 2,967,194
NET ASSETS - END OF YEAR	\$	2,961,812	\$ 1,090,646	\$ 4,052,458

### MAKE-A-WISH FOUNDATION® OF MAINE STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED AUGUST 31, 2022

	Program Services		Support Services			
				Total		
	Wish		Management	Support	Direct	
	Granting	Fundraising	and General	Services	Donor Benefits	Total
Direct Costs of Wishes	\$ 919,873	\$-	\$-	\$-	\$-	\$ 919,873
Salaries, Taxes, and Benefits	260,377	178,237	98,245	276,482	-	536,859
Printing, Subscriptions, and Publications	2,736	21,229	812	22,041	-	24,777
Professional Fees	2,836	-	41,890	41,890	-	44,726
Rent and Utilities	25,315	17,329	9,552	26,881	-	52,196
Postage and Delivery	3,321	3,032	626	3,658	-	6,979
Travel	1,395	3,584	2,948	6,532	-	7,927
Meetings and Conferences	245	11,424	5,145	16,569	-	16,814
Office Supplies	11,522	3,105	615	3,720	-	15,242
Communications	2,886	1,975	1,089	3,064	-	5,950
Advertising and Media (Cash)	-	461	-	461	-	461
Advertising and Media (In-Kind)	-	27,360	-	27,360	-	27,360
Repairs and Maintenance	1,461	1,000	551	1,551	-	3,012
Membership Dues	2,045	1,425	772	2,197	-	4,242
Grants and Scholarships	50,000	-	-	-	-	50,000
National Partnership Dues	118,989	21,484	24,789	46,273	-	165,262
Miscellaneous	5,678	46,460	6,809	53,269	-	58,947
Depreciation and Amortization	3,595	2,461	1,356	3,817	-	7,412
Special Event - Direct Donor Benefits	-	-	-	-	138,716	138,716
Total	1,412,274	340,566	195,199	535,765	138,716	2,086,755
Less: Expenses Netted Against Revenues on the Statement of Activities:		·	·			
Special Event Expenses					(138,716)	(138,716)
Total Expenses Included in the Expense						
Section of the Statement of Activities	\$ 1,412,274	\$ 340,566	\$ 195,199	\$ 535,765	<u>\$ -</u>	\$ 1,948,039

See accompanying Notes to Financial Statements.

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

	Program Services		Support Services			
				Total		
	Wish	<u>Fundraising</u>	Management	Support	Direct	Tatal
	Granting	Fundraising	and General	Services	Donor Benefits	Total
Direct Costs of Wishes	\$ 680,410	\$-	\$-	\$-	\$ -	\$ 680,410
Salaries, Taxes, and Benefits	200,217	137,055	75,546	212,601	-	412,818
Printing, Subscriptions, and Publications	2,509	16,470	833	17,303	-	19,812
Professional Fees	1,892	30	37,100	37,130	-	39,022
Rent and Utilities	22,716	15,568	8,577	24,145	-	46,861
Postage and Delivery	4,335	1,770	288	2,058	-	6,393
Travel	1,911	1,087	10	1,097	-	3,008
Meetings and Conferences	473	2,984	1,509	4,493	-	4,966
Office Supplies	7,083	2,096	759	2,855	-	9,938
Communications	2,691	1,842	1,015	2,857	-	5,548
Advertising and Media (Cash)	-	440	-	440	-	440
Repairs and Maintenance	2,547	1,743	961	2,704	-	5,251
Membership Dues	1,556	1,065	587	1,652	-	3,208
National Partnership Dues	87,789	15,851	18,289	34,140	-	121,929
Miscellaneous	3,868	28,782	2,171	30,953	-	34,821
Depreciation and Amortization	6,141	4,204	2,317	6,521	-	12,662
Special Event - Direct Donor Benefits					49,667	49,667
Total	1,026,138	230,987	149,962	380,949	49,667	1,456,754
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses					(49,667)	(49,667)
Total Expenses Included in the Expense	• / • • • /	• • • • •	• //• •	• • • • • •		• • • • • • • • =
Section of the Statement of Activities	\$ 1,026,138	\$ 230,987	\$ 149,962	\$ 380,949	\$-	\$ 1,407,087

See accompanying Notes to Financial Statements.

## MAKE-A-WISH FOUNDATION® OF MAINE STATEMENTS OF CASH FLOWS YEARS ENDED AUGUST 31, 2022 AND 2021

	 2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 677,269	\$ 1,085,264
Adjustments to Reconcile Change in Net Assets to Net Cash		
Provided by Operating Activities:		
Depreciation and Amortization	7,412	12,662
Forgiveness of Paycheck Protection Program Loan	(70,000)	(77,190)
Net Realized and Unrealized Loss (Gain) on Investments	401,029	(443,665)
Loss on Disposal of Property and Equipment	1,014	-
(Increase) Decrease in Assets:		
Contributions Receivable	(75,094)	4,500
Due from Related Entities	(28,957)	(16,075)
Prepaid Expenses	(24,896)	(1,839)
Other Assets	313	(4,484)
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	(2,637)	9,783
Due to Related Entities	14,569	(1,495)
Other Liabilities	(15,662)	3,300
Deferred Rent	 432	(255)
Net Cash Provided by Operating Activities	884,792	570,506
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of Investments	(500,180)	(637,929)
Proceeds from Sales of Investments	392,809	102,506
Purchases of Property and Equipment	-	(5,502)
Net Cash Used by Investing Activities	 (107,371)	 (540,925)
, ,	( - , - ,	(
CASH FLOWS FROM FINANCING ACTIVITIES		
Principal Payments on Capital Lease Obligations	(3,369)	(3,192)
Proceeds from Paycheck Protection Program Loan	 -	70,000
Net Cash Provided (Used) by Financing Activities	 (3,369)	 66,808
NET INCREASE IN CASH AND CASH EQUIVALENTS	774,052	96,389
Cash and Cash Equivalents - Beginning of Year	 769,876	 673,487
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 1,543,928	\$ 769,876
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION Cash Paid for Interest	\$ 364	\$ 169
Acquisition of Equipment Through a Capital Lease	\$ 12,470	\$ -

#### NOTE 1 ORGANIZATION

Make-A-Wish Foundation® of Maine (the Foundation) is a Maine 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 develops and implements 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 accounting principles generally accepted in the United States of America (U.S. 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.

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

### Property and Equipment, Net

Property and equipment having a unit cost 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 5 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.

### 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 restrictions 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. 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 \$139,000 and \$50,000 for the years ended August 31, 2022 and 2021, respectively. 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.

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

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

#### **Revenue Recognition (Continued)**

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 and services that are reported in the statements of activities as follows:

	P	rograms	Fu	ndraising	agement General	 Total
August 31, 2022 Wish Related Advertising and Media Professional Services Other	\$	334,217 - - 2,769	\$	- 27,360 - 650	\$ - - 2,936 -	\$ 334,217 27,360 2,936 3,419
Total	\$	336,986	\$	28,010	\$ 2,936	367,932
Internal Special Events Other Assets, Net Change Contributions Receivable, Net Change Total						\$ 808 (155) <u>37,794</u> 406,379
<u>August 31, 2021</u> Wish Related Professional Services Other	\$	164,781 - 158	\$	- - 138	\$ - 4,725 -	\$ 164,781 4,725 296
Total	\$	164,939	\$	138	\$ 4,725	169,802
Internal Special Events Other Assets, Net Change						3,997 2,656
Total						\$ 176,455

Wish related in-kinds consist of donated travel, goods and other services used in the delivery of wishes. The Foundation estimates the fair value of wish related in-kinds on the basis of estimates of the current market rates for similar travel, goods and other services in the Foundation's market. Professional services are valued and reported at the estimated fair value based on current rates for similar services.

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

#### **Revenue Recognition (Continued)**

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. The Foundation estimates the fair value of these donated items based on the current market rates for similar items in the Foundation's market. The Foundation receives auction items to be sold at its special events. Contributed auction items are valued at the gross selling price received and the value is included in internal special event revenue on the statements of activities. The amount of auction items received and sold during the years ended August 31, 2022 and 2021 totaled \$37,350 and \$36,370, respectively.

Advertising and media is used to help the Foundation communicate its message or mission and includes fund raising 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.

In-kind contributions related to wish granting are restricted to be used in granting wishes. Inkind contributions related to special events are restricted for use at those events. No other in-kind contributions were received with donor restrictions.

### Income Taxes

The Foundation is a nonprofit organization exempt from federal income and Maine taxes under the provisions of Internal Revenue Code Section 501(c)(3) and Title 13-B of the Maine Revised Statutes. 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, 2022 and 2021. The Foundation files income tax returns in the U.S. federal jurisdiction and one state jurisdiction.

### 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.

#### Management and General

All costs not identifiable with a specific program or fundraising activity, 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 \$1,280 and \$848, respectively, at August 31, 2022 and 2021.

### Management Estimates

The preparation of financial statements in conformity with U.S. 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.

### Adoption of Accounting Pronouncement

In September 2020, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. This standard requires that contributed nonfinancial assets are reported on a separate line item in the statements of activities, apart from contributions of cash and other financial assets. It also requires disclosure of disaggregated amounts of contributed nonfinancial assets by category that depicts the type of contributed nonfinancial assets, donor restrictions and valuation techniques. The adoption of this standard did not have any significant impact on the accompanying financial statements or disclosures.

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

#### Accounting Pronouncement Not Yet Effective

In February 2016, FASB issued ASU 2016-02, *Leases*. This accounting standard requires organizations that lease assets to recognize a right-of-use asset and a lease liability, initially measured at the present value of the lease payments, in its statement of financial position. This accounting standard will also require additional disclosures about the amount, timing and uncertainty of cash flows arising from leases. This accounting standard is effective for the Foundation as of fiscal year 2023. Management is currently evaluating the impact of adopting this accounting standard.

#### 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.

	2022	 2021
Total Financial Assets	\$ 4,747,967	\$ 4,163,522
Less: Donor-Imposed Restrictions:		
Restricted Funds	(37,794)	(11,000)
Endowments	 (965,930)	 (1,079,646)
Net Financial Assets after Donor-Imposed		
Restrictions	\$ 3,744,243	\$ 3,072,876

Financial assets include cash and cash equivalents, investments, due from related entities, contributions receivable, and investments held for long-term purposes. 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.

Endowment funds consist of donor-restricted endowments and funds designated by the board as endowments. Income from donor-restricted endowments is restricted for specific purposes, with the exception of the amounts available for general use. Donor-restricted endowment funds are not available for general expenditure.

Board-designated endowment of \$171,795 and \$192,053, respectively, at August 31, 2022 and 2021 is subject to an annual spending rate of 4% as described in Note 10. Although the Foundation does not intend to spend from this board-designated endowment (other than amounts appropriated for general expenditure as part of the board's annual budget approval and appropriation), these amounts could be made available if necessary.

#### 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, 2022 and 2021 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.

The Foundation uses net asset value (NAV) per share, or its equivalent, such as member units or an ownership interest in partners' capital, as a practical expedient to estimate fair values of certain hedge funds, private equity funds, funds of funds, and limited partnerships, which do not have readily determinable fair values. Investments that are measured at fair value using NAV per share as a practical expedient are not classified in the fair value hierarchy.

#### **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.

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

#### Fair Value of Financial Instruments (Continued)

#### Allocation of Investment Strategies

In addition to traditional stocks and fixed income securities, the Foundation may also hold shares or units in traditional institutional funds as well as in alternative investment funds involving hedged strategies, private equity, and real asset strategies. Hedged strategies involve funds whose managers have the authority to invest in various asset classes at their discretion, including the ability to invest long and short. Funds with hedged strategies generally hold securities or other financial instruments for which a ready market exists and may include stocks, bonds, put or call options, swaps, currency hedges, and other instruments, and are valued accordingly. Private equity funds employ buy-out and venture capital strategies and focus on investments in turn-around situations. Real estate funds generally hold interests in public real estate investment trusts (REITS) or commercial real estate through sole-member entities. Private equity and real asset strategies, therefore, often require the estimation of fair values by the fund managers in the absence of readily determinable market values. Because of the inherent uncertainties of valuation, these estimated fair values may differ significantly from values that would have been used had a ready market existed, and the differences could be material. Such valuations are determined by fund managers and generally consider variables such as operating results, comparable earnings multiples, projected cash flows, recent sales prices, and other pertinent information, and may reflect discounts for the illiquid nature of certain investments held. Moreover, the fair values of the Foundation's interests in shares or units of these funds, because of liquidity and capital commitment terms that vary depending on the specific fund or partnership agreement, may differ from the fair value of the funds' underlying net assets.

#### Fair Value Hierarchy

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

August 31, 2022 Investments:		Level 1		Level 2	Le	evel 3		ssets Not eld at Fair Value		Total
Exchange-Traded Funds	\$	1,035,425	\$	-	\$	-	\$	-	\$	1,035,425
Equity Securities	Ŷ	1,109,201	Ŧ	-	Ŧ	-	Ŧ	-	Ŧ	1,109,201
Debt Securities		-		790,768		-		-		790,768
Cash		-		-		-		137,367		137,367
Total Investments	\$	2,144,626	\$	790,768	\$	-	\$	137,367	\$	3,072,761
August 31, 2021 Investments:										
Exchange-Traded Funds	\$	2,341,251	\$	-	\$	-	\$	-	\$	2,341,251
Equity Securities		216,491		-		-		-		216,491
Debt Securities		-		608,690		-		-		608,690
Cash	_	-	_	-		-	_	199,987	_	199,987
Total Investments	\$	2,557,742	\$	608,690	\$	-	\$	199,987	\$	3,366,419

#### NOTE 5 CONTRIBUTIONS RECEIVABLE

The Foundation's contributions receivable as of August 31, 2022 and 2021 were \$75,094 and \$-0-, respectively. All contributions receivable at August 31, 2022 were due within the next 12 months. Management determined that all contributions receivable were fully collectible; therefore, no allowance for uncollectible accounts was considered necessary at August 31, 2022.

#### 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, 2022 and 2021, the Foundation received \$276,142 and \$270,953, respectively, from these national revenue streams.

As part of the National Organization's Wish Fulfillment Fund, chapters may apply for funds that have been donated by other chapters to underwrite the cost of wishes. Under this program, the Foundation contributed \$50,000 and \$-0- during the years ended August 31, 2022 and 2021, respectively.

Conversely, the Foundation pays amounts to the National Organization for annual dues, insurance, and other miscellaneous ancillary expenses that the National Organization pays on behalf of the Foundation and for services provided to the Foundation by the National Organization. Amounts totaling \$269,977 and \$161,514 were paid from the Foundation to the National Organization during the years ended August 31, 2022 and 2021, 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 \$2,100 and \$600, respectively, for the years ended August 31, 2022 and 2021, 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:

	2022			2021
Due from National Organization	\$	53,520	\$	24,636
Due from Other Chapters		2,664		2,591
Total Due from Related Entities	\$	56,184	\$	27,227
Due to National Organization Due to Other Chapters	\$	2,886 14,088	\$	2,405
Total Due to Related Entities	\$	16,974	\$	2,405

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

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, 2022 and 2021, the Foundation received contributions, both cash and in-kind, from board members totaling \$173,902 and \$57,991, respectively.

## NOTE 7 PROPERTY AND EQUIPMENT, NET

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

	 2022	 2021
Computer Equipment and Software	\$ 35,272	\$ 37,726
Other Equipment	27,821	30,554
Leasehold Improvements	 26,243	 26,243
Total	89,336	94,523
Less: Accumulated Depreciation and Amortization	 (74,104)	 (83,335)
Property and Equipment, Net	\$ 15,232	\$ 11,188

Depreciation and amortization expense totaled \$7,412 and \$12,662, respectively, for the years ended August 31, 2022 and 2021.

### NOTE 8 LEASES

The Foundation is obligated under various capital and operating leases for office space and equipment, which expire at various dates through March 2027. As of August 31, 2022 and 2021, the cost of leased property and equipment under capital leases was \$12,470 and \$15,204 and accumulated depreciation was \$1,136 and \$12,670, respectively. Total rent expense for all operating leases for the years ended August 31, 2022 and 2021 totaled \$43,232 and \$41,298, respectively.

### NOTE 8 LEASES (CONTINUED)

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

	C	Operating		Capital	
<u>Year Ending August 31,</u>		Leases		Leases	
2023	\$	44,084	\$	2,928	
2024		14,839		2,928	
2025		-		2,928	
2026		-		2,928	
2027		-		1,708	
Total Minimum Lease Payments	\$	58,923		13,420	
Less: Amounts Representing Interest				(1,841)	
Present Value of Net Minimum Lease Payments			\$	11,579	

## NOTE 9 NET ASSETS

### Net Assets Without Donor Restrictions

Board-designated net assets consist of the following at August 31:

	2022	2021	
Board-Designated Endowment Funds	\$ 171,795	\$	192,053

## Net Assets With Donor Restrictions

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

	2022		2021	
Subject to Expenditure for Specified Purpose:				
Wish Granting	\$	37,794	\$	11,000
Endowments:				
Subject to Endowment Spending Policy				
and Appropriation:				
Earnings on Endowment Funds		311,275		424,991
Original Donor-Restricted Gift Amount to be				
Maintained in Perpetuity:				
UBS Endowment Fund		654,655		654,655
Total		965,930		1,079,646
Total Net Assets With Donor Restrictions	\$	1,003,724	\$	1,090,646

#### NOTE 10 ENDOWMENTS

The Foundation is subject to the enacted version of the Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA) and is required to make disclosures about endowment funds, both donor-restricted endowment funds and board-designated endowment funds.

The Foundation's endowment consists of 15 individual funds established for a variety of purposes including donor-restricted endowment funds. Net assets associated with endowment funds, including funds designated by the board of directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions. Endowment assets, both donor-restricted and board-designated, are reflected as investments held for long-term purposes on the statements of financial position.

#### Interpretation of Relevant Law

The board of directors of the Foundation has interpreted the Maine UPMIFA as requiring preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as donor-restricted net assets: (a) the original value of gifts donated to the donor-restricted endowment, (b) the original value of subsequent gifts to the donor-restricted endowment, and (c) accumulated earnings on the donor-restricted endowment funds. The accumulated earnings on the endowment funds remain treated as donor-restricted net assets until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund
- The purposes of the Foundation and the donor-restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Foundation
- The investment policies of the Foundation

Endowment net asset composition by type of fund as of August 31 is as follows:

August 31, 2022	Without Donor Restrictions		With Donor Restrictions		Total	
Donor-Restricted Endowment Funds Board-Designated Endowment Funds	\$	- 171,795	\$	965,930 -	\$	965,930 171,795
Total Funds	\$	171,795	\$	965,930	\$	1,137,725
August 31, 2021	_					
Donor-Restricted Endowment Funds Board-Designated Endowment Funds	\$	- 192,053	\$	1,079,646 -	\$	1,079,646 192,053
Total Funds	\$	192,053	\$	1,079,646	\$	1,271,699

## NOTE 10 ENDOWMENTS (CONTINUED)

Changes in endowment funds are as follows for the years ended August 31:

August 31, 2022	Without Donor Restrictions		With Donor Restrictions		Total	
Endowment Net Assets - Beginning of Year	\$	192,053	\$	1,079,646	\$	1,271,699
Investment Return: Investment Income Net Appreciation (Realized and		2,049		11,500		13,549
Unrealized) Total Investment Return		(22,307) (20,258)		(125,216) (113,716)		(147,523) (133,974)
Endowment Net Assets - End of Year	\$	171,795	\$	965,930	\$	1,137,725
August 31, 2021						
Endowment Net Assets - Beginning of Year	\$	150,000	\$	906,769	\$	1,056,769
Investment Return: Investment Income Net Appreciation (Realized and		1,866		10,472		12,338
Unrealized) Total Investment Return		40,187 42,053		162,405 172,877		202,592 214,930
Endowment Net Assets - End of Year	\$	192,053	\$	1,079,646	\$	1,271,699

### Fund Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. There were no fund deficiencies as of August 31, 2022 and 2021.

### **Return Objectives and Risk Parameters**

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding programs supported by its endowments while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Foundation must hold in perpetuity or for a donor-specified periods as well as board-designated funds. Under this policy, as approved by the board of directors, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield results of the S&P 500 index while assuming a moderate level of investment risk. The Foundation expects its endowment funds, over time, to provide an average rate of return of approximately 5% annually. Actual returns in any given year may vary from this amount.

#### NOTE 10 ENDOWMENTS (CONTINUED)

#### Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Foundation relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Foundation targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent constraints.

#### Spending Policy and How the Investment Objectives Relate to Spending Policy

The Foundation has a policy of appropriating for distribution each year 4% of the prior fiscal year-end endowment fund's balance which shall be made available annually for current operations unless the endowment is undervalued. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long term, the Foundation expects the current spending policy to allow its endowment to grow at an average of 3% annually. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.

#### NOTE 11 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. 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 3% of the employee's salary. Foundation contributions to the Plan for the years ended August 31, 2022 and 2021 were \$10,047 and \$8,870, respectively.

## NOTE 12 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 13 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 14 COMMITMENTS

The goal of the Foundation is to grant the wish of every eligible child. During the years ended August 31, 2022 and 2021, the Foundation granted 75 and 67 wishes, respectively. As of August 31, 2022 and 2021, respectively, there were approximately 80 and 105 wish children who are eligible for a wish. The average cost of a wish for the year ended August 31, 2022 was \$7,661 in cash and \$3,940 in in-kind for a total cost of \$11,601. The average cost of a wish for the year ended August 31, 2021 was \$7,206 in cash and \$2,577 in in-kind for a total cost of \$9,783.

#### NOTE 15 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 (NMAC), 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 September 15, 2021, in consultation with the NMAC, the pause on domestic travel to large gatherings was lifted, if travel occurred by automobile. The pause on airline travel was lifted December 1, 2021 with a graduated approach with full domestic travel resuming June of 2022. International and cruise wish travel is still paused as of August 31, 2022. Prior to fiscal year 2020, travel wishes have been approximately 74% of wishes granted and the number of granted wishes averaged approximately 68. The number of wishes granted during the years ended August 31, 2022 and 2021 was 75 and 67, respectively.

The Foundation continues to evaluate all expenses and fundraising efforts in light of the impact of COVID-19.

### NOTE 16 PAYCHECK PROTECTION PROGRAM

The Foundation applied for and was approved for a \$77,190 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 14, 2020. The loan accrues interest at 1%, 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 \$77,190 on February 19, 2021.

#### NOTE 16 PAYCHECK PROTECTION PROGRAM (CONTINUED)

Under the second round of Paycheck Protection Program funding, the Foundation applied for and was approved for an additional \$70,000 loan. The loan was received on March 18, 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 (SBA). The Foundation is eligible for loan forgiveness of up to 100% of the loan, upon meeting certain requirements. The Foundation received forgiveness of \$70,000 on December 10, 2021.

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 17 SUBSEQUENT EVENTS

The Foundation has evaluated subsequent events from the statement of financial position date through April 5, 2023, the date at which the financial statements were available to be issued.



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