

**MAKE-A-WISH FOUNDATION OF CENTRAL AND  
WESTERN NORTH CAROLINA, INC.**

**FINANCIAL STATEMENTS**

**YEARS ENDED AUGUST 31, 2020 AND 2019**



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**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
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**YEARS ENDED AUGUST 31, 2020 AND 2019**

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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Make-A-Wish Foundation of Central and Western North Carolina, Inc.  
Charlotte, North Carolina

We have audited the accompanying financial statements of Make-A-Wish Foundation of Central and Western North Carolina, Inc., which comprise the statements of financial position as of August 31, 2020 and 2019, and the related statements of activities, functional expenses, and cash flows for the years then 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 from material misstatement.

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

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

Board of Directors  
Make-A-Wish Foundation of Central and Western North Carolina, Inc.

***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 Central and Western North Carolina, Inc. as of August 31, 2020 and 2019, and the change 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.

A handwritten signature in cursive script that reads "CliftonLarsonAllen LLP".

**CliftonLarsonAllen LLP**

Greenbelt, Maryland  
February 25, 2021

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**STATEMENTS OF FINANCIAL POSITION**  
**AUGUST 31, 2020 AND 2019**

	<u>2020</u>	<u>2019</u>
<b>ASSETS</b>		
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 1,594,323	\$ 1,283,517
Investments	2,631,464	2,367,230
Due from Related Entities	99,710	81,249
Prepaid Expenses	141,473	225,017
Contributions Receivable, Net	561,095	1,175,863
Other Assets	74,021	63,843
Property and Equipment, Net	<u>2,098,063</u>	<u>2,161,455</u>
Total Assets	<u><u>\$ 7,200,149</u></u>	<u><u>\$ 7,358,174</u></u>
 <b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 196,013	\$ 288,696
Due to Related Entities	1,367	35,524
Deferred Revenue	45,866	19,588
Capital Lease Obligations	30,135	38,255
Paycheck Protection Program	275,000	-
Notes Payable	<u>1,473,594</u>	<u>1,559,533</u>
Total Liabilities	2,021,975	1,941,596
<b>NET ASSETS</b>		
Without Donor Restrictions	4,613,958	3,957,076
With Donor Restrictions	<u>564,216</u>	<u>1,459,502</u>
Total Net Assets	<u>5,178,174</u>	<u>5,416,578</u>
Total Liabilities and Net Assets	<u><u>\$ 7,200,149</u></u>	<u><u>\$ 7,358,174</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**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	\$ 2,393,654	\$ 36,243	\$ 2,429,897
Grants	411,894	9,204	421,098
Total Public Support	<u>2,805,548</u>	<u>45,447</u>	<u>2,850,995</u>
Internal Special Events	1,564,493	-	1,564,493
Less Costs of Direct Benefits to Donors	<u>(372,441)</u>	<u>-</u>	<u>(372,441)</u>
Total Internal Special Events	1,192,052	-	1,192,052
Investment Income, Net	269,546	-	269,546
Other Income	18,571	-	18,571
Net Assets Released from Restrictions	<u>940,733</u>	<u>(940,733)</u>	<u>-</u>
Total Revenues, Gains, and Other Support	5,226,450	(895,286)	4,331,164
<b>EXPENSES</b>			
Program Services:			
Wish Granting	<u>3,109,048</u>	<u>-</u>	<u>3,109,048</u>
Total Program Services	3,109,048	-	3,109,048
Support Services:			
Fundraising	970,305	-	970,305
Management and General	<u>490,215</u>	<u>-</u>	<u>490,215</u>
Total Support Services	1,460,520	-	1,460,520
Total Expenses	<u>4,569,568</u>	<u>-</u>	<u>4,569,568</u>
<b>CHANGE IN NET ASSETS</b>	656,882	(895,286)	(238,404)
Net Assets - Beginning of Year	<u>3,957,076</u>	<u>1,459,502</u>	<u>5,416,578</u>
<b>NET ASSETS - END OF YEAR</b>	<u><u>\$ 4,613,958</u></u>	<u><u>\$ 564,216</u></u>	<u><u>\$ 5,178,174</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED AUGUST 31, 2019**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions	\$ 3,662,843	\$ 620,429	\$ 4,283,272
Grants	291,393	101,855	393,248
Total Public Support	3,954,236	722,284	4,676,520
Internal Special Events	1,760,426	278,298	2,038,724
Less Costs of Direct Benefits to Donors	(465,255)	-	(465,255)
Total Internal Special Events	1,295,171	278,298	1,573,469
Investment Income, Net	848	-	848
Other Income	10,608	-	10,608
Net Assets Released from Restrictions	890,775	(890,775)	-
Total Revenues, Gains, and Other Support	6,151,638	109,807	6,261,445
<b>EXPENSES</b>			
Program Services:			
Wish Granting	4,725,637	-	4,725,637
Total Program Services	4,725,637	-	4,725,637
Support Services:			
Fundraising	1,028,502	-	1,028,502
Management and General	307,973	-	307,973
Total Support Services	1,336,475	-	1,336,475
Total Expenses and Losses	6,062,112	-	6,062,112
<b>CHANGE IN NET ASSETS</b>	89,526	109,807	199,333
Net Assets - Beginning of Year	3,867,550	1,349,695	5,217,245
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 3,957,076</u>	<u>\$ 1,459,502</u>	<u>\$ 5,416,578</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2020**

	Program Services	Support Services				
	Wish Granting	Fundraising	Management and General	Total Support Services	Direct Donor Benefits	Total
Direct Costs of Wishes	\$ 2,047,419	\$ -	\$ -	\$ -	\$ -	\$ 2,047,419
Salaries, Taxes, and Benefits	671,771	614,240	298,789	913,029	-	1,584,800
Printing, Subscriptions, and Publications	5,671	8,659	394	9,053	-	14,724
Professional Fees	4,323	2,609	112,263	114,872	-	119,195
Rent and Utilities	26,954	20,215	8,984	29,199	-	56,153
Postage and Delivery	898	903	161	1,064	-	1,962
Travel	4,467	4,000	1,111	5,111	-	9,578
Meetings and Conferences	5,394	44,222	2,461	46,683	-	52,077
Office Supplies	7,734	6,380	2,515	8,895	-	16,629
Communications	7,696	5,801	2,565	8,366	-	16,062
Advertising and Media (Cash)	-	22,767	-	22,767	-	22,767
Advertising and Media (In-Kind)	-	88,198	-	88,198	-	88,198
Repairs and Maintenance	223	168	75	243	-	466
National Partnership Dues	251,558	31,843	35,027	66,870	-	318,428
Miscellaneous	40,343	94,353	14,338	108,691	-	149,034
Depreciation and Amortization	34,597	25,947	11,532	37,479	-	72,076
Special Event - Direct Donor Benefits	-	-	-	-	372,441	372,441
Total	3,109,048	970,305	490,215	1,460,520	372,441	4,942,009
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(372,441)	(372,441)
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 3,109,048</u>	<u>\$ 970,305</u>	<u>\$ 490,215</u>	<u>\$ 1,460,520</u>	<u>\$ -</u>	<u>\$ 4,569,568</u>

See accompanying Notes to Financial Statements.



**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2019**

	Program Services	Support Services				
	Wish Granting	Fundraising	Management and General	Total Support Services	Direct Donor Benefits	Total
Direct Costs of Wishes	\$ 3,684,186	\$ -	\$ -	\$ -	\$ -	\$ 3,684,186
Salaries, Taxes, and Benefits	645,228	623,618	175,373	798,991	-	1,444,219
Printing, Subscriptions, and Publications	6,825	10,855	510	11,365	-	18,190
Professional Fees	11,573	9,320	80,534	89,854	-	101,427
Rent and Utilities	41,631	36,377	6,821	43,198	-	84,829
Postage and Delivery	2,226	2,318	312	2,630	-	4,856
Travel	11,899	14,507	1,799	16,306	-	28,205
Meetings and Conferences	44,984	49,111	4,017	53,128	-	98,112
Office Supplies	24,205	21,794	3,737	25,531	-	49,736
Communications	8,008	7,052	1,308	8,360	-	16,368
Advertising and Media (Cash)	-	19,506	-	19,506	-	19,506
Advertising and Media (In-Kind)	-	67,701	-	67,701	-	67,701
Repairs and Maintenance	56	48	9	57	-	113
National Partnership Dues	168,975	23,528	21,389	44,917	-	213,892
Miscellaneous	55,015	124,491	8,764	133,255	-	188,270
Depreciation and Amortization	20,826	18,276	3,400	21,676	-	42,502
Special Event Expenses	-	-	-	-	465,255	465,255
Total	4,725,637	1,028,502	307,973	1,336,475	465,255	6,527,367
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(465,255)	(465,255)
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 4,725,637</u>	<u>\$ 1,028,502</u>	<u>\$ 307,973</u>	<u>\$ 1,336,475</u>	<u>\$ -</u>	<u>\$ 6,062,112</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED AUGUST 31, 2020 AND 2019**

	2020	2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ (238,404)	\$ 199,333
Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Depreciation and Amortization	72,076	42,502
Net Realized and Unrealized (Gain) Loss on Investments	(252,018)	10,934
Loss on Sale of Property and Equipment	679	65
Contributed Property and Equipment and Inventory	(14,340)	(66,112)
(Increase) Decrease in Assets:		
Contributions Receivable	614,768	(116,496)
Due from Related Entities	(18,461)	6,957
Prepaid Expenses	83,544	(156,661)
Other Assets	4,162	(23,819)
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	(92,683)	(31,272)
Due to Related Entities	(34,157)	(68)
Deferred Revenue	26,278	19,588
Net Cash Provided (Used) by Operating Activities	<u>151,444</u>	<u>(115,049)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Investments	(533,136)	(1,859,372)
Proceeds from Sales of Investments	520,920	1,850,593
Purchases of Property and Equipment	(9,363)	(97,277)
Net Cash Used by Investing Activities	<u>(21,579)</u>	<u>(106,056)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Principal Payments on Capital Lease Obligations	(8,120)	(4,523)
Principal Payments on Notes Payable	(85,939)	(82,814)
Proceeds from Paycheck Protection Program Loan	275,000	-
Net Cash Provided (Used) by Financing Activities	<u>180,941</u>	<u>(87,337)</u>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	310,806	(308,442)
Cash and Cash Equivalents - Beginning of Year	<u>1,283,517</u>	<u>1,591,959</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<u><u>\$ 1,594,323</u></u>	<u><u>\$ 1,283,517</u></u>
<b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION</b>		
Cash Paid for Interest	<u>\$ 61,309</u>	<u>\$ 63,762</u>
Acquisition of Equipment with Capital Lease Agreement	<u>\$ -</u>	<u>\$ 24,460</u>
Contributed Property and Equipment and Inventory	<u><u>\$ 14,340</u></u>	<u><u>\$ 66,112</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2020 AND 2019**

**NOTE 1 ORGANIZATION**

Make-A-Wish Foundation of Central and Western North Carolina, Inc. (the Foundation) is a North Carolina 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.

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2020 AND 2019**

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

**Property and Equipment, Net**

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

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

**Fair Value Measurements**

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

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

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

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

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

See additional information in Note 4.

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2020 AND 2019**

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

**Net Assets**

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

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

*Net Assets With Donor Restrictions* – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as restricted revenue when received and released from 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**

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. There were no conditional promises outstanding for the years ended August 31, 2020 and 2019.

Contributions of assets other than cash are recorded at the estimated fair value. Contributions of services are recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2020 AND 2019**

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

**Revenue Recognition (Continued)**

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

	Programs	Fundraising	Management and General	Total
<u>August 31, 2020</u>				
Wish Related	\$ 570,569	\$ -	\$ -	\$ 570,569
Professional Services	-	-	1,800	1,800
Rent	16,946	12,709	5,649	35,304
Advertising and Media	-	88,198	-	88,198
Other	7,207	63,982	1,639	72,828
Total Program and Support				
Service Expense	<u>\$ 594,722</u>	<u>\$ 164,889</u>	<u>\$ 9,088</u>	768,699
Special Events				70,622
Inventory (Asset)				14,340
Total				<u>\$ 853,661</u>
<u>August 31, 2019</u>				
Wish Related	\$ 1,854,876	\$ -	\$ -	\$ 1,854,876
Rent	16,384	14,378	2,675	33,437
Advertising and Media	-	67,701	-	67,701
Other	63,420	36,344	1,557	101,321
Total Program and Support				
Service Expense	<u>\$ 1,934,680</u>	<u>\$ 118,423</u>	<u>\$ 4,232</u>	2,057,335
Special Events				110,306
Inventory (Asset)				1,299
Property and Equipment (Capitalized)				64,813
Total				<u>\$ 2,233,753</u>

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

Advertising and media is used to help the Foundation communicate its message or mission and includes fundraising materials, informational material, or advertising, and may be in the form of an audio or videotape 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 or public information 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.

**MAKE-A-WISH FOUNDATION OF CENTRAL AND WESTERN NORTH CAROLINA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2020 AND 2019**

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

**Income Taxes**

The Foundation is a nonprofit organization exempt from federal income and North Carolina income taxes under the provisions of Internal Revenue Code Section 501(c)(3) and Section 55A of the General Statutes of North Carolina. 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, 2020 and 2019. 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. During the fiscal year ended August 31, 2020, the Foundation incurred no significant joint costs for activities that include fundraising appeals.

**Management and General**

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

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

**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.

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

**Change in Accounting Principle**

In June 2018, the Financial Accounting Standards Board issued Accounting Standards Update (ASU) 2018-08, *Not-for-Profit Entities* (Topic 958) – *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The update clarifies and improves the scope and the accounting guidance for contributions received and contributions made. The amendments in the update assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of Topic 958, *Not-for-Profit Entities*, or as exchange (reciprocal) transactions subject to other guidance and (2) determining whether a contribution is conditional.

The Foundation's financial statements reflect adoption of ASU 2018-08 guidance beginning in fiscal year 2020. The adoption of ASU 2018-08 did not impact the Foundation's reported revenue.

**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>2020</u>	<u>2019</u>
Total Financial Assets	\$ 4,886,592	\$ 4,907,859
Donor Imposed Restrictions:		
Restricted Funds	<u>(564,216)</u>	<u>(1,459,502)</u>
Net Financial Assets after Donor-Imposed Restrictions	<u>\$ 4,322,376</u>	<u>\$ 3,448,357</u>

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.

**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.



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

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

The fair values of the financial instruments as of shown in the following table as of August 31, 2020 and 2019 represent the amounts that would be received to sell those assets or that would be paid to transfer those liabilities in an orderly transaction between market participants at that date. Those fair value measurements maximize the use of observable inputs. However, in situations where there is little, if any, market activity for the asset or liability at the measurement date, the fair value measurement reflects the Foundation's own judgments about the assumptions that market participants would use in pricing the asset or liability. Those judgments are developed by the Foundation based on the best information available in the circumstances, including expected cash flows and appropriately risk-adjusted discount rates, and available observable and unobservable inputs.

**Fair Value Hierarchy**

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

	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2020</u>					
<b>Assets:</b>					
Investments:					
Mutual Funds	\$ 942,467	\$ -	\$ -	\$ -	\$ 942,467
Equity Securities	1,434,139	-	-	-	1,434,139
Real Estate Investment Trust	8,890	-	-	-	8,890
Cash	-	-	-	245,968	245,968
Total	<u>\$ 2,385,496</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 245,968</u>	<u>\$ 2,631,464</u>
	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2019</u>					
<b>Assets:</b>					
Investments:					
Mutual Funds	\$ 970,440	\$ -	\$ -	\$ -	\$ 970,440
Equity Securities	1,171,204	-	-	-	1,171,204
Real Estate Investment Trust	9,703	-	-	-	9,703
Cash	-	-	-	215,883	215,883
Total	<u>\$ 2,151,347</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 215,883</u>	<u>\$ 2,367,230</u>

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**NOTE 5 CONTRIBUTIONS RECEIVABLE**

Contributions receivable include pledges that have been discounted at a rates ranging from 3.9% to 5.1% at August 31, 2020 and 2019. The following is a summary of the Foundation's contributions receivable August 31:

	2020	2019
Total Amounts Due in:		
Within One Year	\$ 445,879	\$ 694,335
One to Five Years	121,000	490,000
More than Five Years	25,000	75,000
Gross Contributions Receivable	591,879	1,259,335
Less Allowance for Doubtful Accounts	-	-
Less Discount to Present Value	(30,784)	(83,472)
Contributions Receivable, Net	<u>\$ 561,095</u>	<u>\$ 1,175,863</u>

**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, 2020 and 2019, respectively, the Foundation received \$691,648 and \$747,507 from these national revenue streams.

Conversely, the Foundation pays amounts to the National Organization for chapter dues, insurance, and other miscellaneous ancillary expenses that the National Organization pays on behalf of the Foundation and for services provided by the National Organization. Amount totaling \$487,876 and \$327,247 was paid from the Foundation to the National Organization during the years ended August 31, 2020 and 2019, 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 \$750 and \$6,300, respectively, for the years ended August 31, 2020 and 2019, which is recorded in the accompanying statements of activities as other income.

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

Amounts due from and to related entities are as follows:

	2020	2019
Due from National Organization	\$ 98,939	\$ 77,958
Due from Other Chapters	771	3,291
Total Due from Related Entities	<u>\$ 99,710</u>	<u>\$ 81,249</u>
Due to National Organization	\$ -	\$ 1,706
Due to Other Chapters	1,367	33,818
Total Due to Related Entities	<u>\$ 1,367</u>	<u>\$ 35,524</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, 2020 and 2019 the Foundation received contributions, both cash and in-kind, from board members totaling \$70,404 and \$96,685, respectively. At August 31, 2020 and 2019, amounts due from board members totaled \$103,050 and \$155,000, respectively, and are included in contributions receivable in the accompanying statements of financial position. No amounts were paid to related parties for goods and services used in the Foundation's operations in 2020 and 2019.

**NOTE 7 PROPERTY AND EQUIPMENT, NET**

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

	2020	2019
Computer Equipment and Software	\$ 52,612	53,631
Other Equipment	121,749	125,349
Land and Land Improvements	340,000	340,000
Buildings and Building Improvements	1,754,675	1,745,313
Total	2,269,036	2,264,293
Less: Accumulated Depreciation and Amortization	(170,973)	(102,838)
Property and Equipment, Net	<u>\$ 2,098,063</u>	<u>\$ 2,161,455</u>

Depreciation and amortization expense totaled \$72,076 and \$42,502, respectively for the years ended August 31, 2020 and 2019.

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**NOTE 8 NOTES PAYABLE**

On July 31, 2018, the Foundation entered into a note payable with a financial institution totaling \$1,649,000. The note bears interest at 3.85%, requires principal payments in equal monthly installments of \$12,120, and matures on July 31, 2023, at which time the final balloon payment is due. The collateral on this note is commercial property the Foundation purchased during fiscal year 2019. The remaining principal payments subsequent to August 31, 2020, are as follows:

<u>Year Ending August 31,</u>	<u>Amount</u>
2021	\$ 89,520
2022	93,078
2023	1,290,996
Total	<u>\$ 1,473,594</u>

**NOTE 9 LEASES**

The Foundation is obligated under various capital and operating leases for offices and equipment, which expire at various dates through September 2024. As of August 31, 2020 and 2019, the cost of leased property and equipment under capital leases was \$45,887 and accumulated depreciation was \$17,083 and \$7,751, respectively. Total rent expense for all operating leases for the years ended August 31, 2020 and 2019, totaled \$9,164 and \$19,972, 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>Capital Leases</u>
2021	\$ 10,046
2022	10,046
2023	7,401
2024	5,512
Thereafter	459
Total Minimum Lease Payments	<u>33,464</u>
Less: Amounts Representing Interest	<u>(3,329)</u>
Present Value of Net Minimum Lease Payments	<u>\$ 30,135</u>

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**NOTE 10 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>2020</u>	<u>2019</u>
Subject to Expenditure for Specified Purpose:		
Wish Granting	\$ -	\$ 402,909
Special Events	-	321,065
Wish House	382,000	520,000
Database Cleanup	<u>5,000</u>	<u>5,000</u>
Total	387,000	1,248,974
Subject to Passage of Time:		
Promises to Give that are Not Restricted by Donors, but Which are Unavailable for Expenditure Until Due	<u>177,216</u>	<u>210,528</u>
Total Donor-Restricted Net Assets	<u><u>\$ 564,216</u></u>	<u><u>\$ 1,459,502</u></u>

**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 and upon completion of one year of service. Under the provisions of the Plan, eligible employees may elect to defer a percentage of their salary subject to certain Internal Revenue Code limitations. The Foundation matches employee contributions up to 3% of the employee's salary. Foundation contributions to the Plan for the year ended August 31, 2020 and 2019, were \$20,031 and \$20,086, 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 FDIC insurance coverage limit of \$250,000. From time to time throughout the year, the Foundation's cash balances may exceed the amount of the FDIC insurance coverage.

In-kind contributions totaling \$218,023 and \$1,183,625 were received from a single donor for the years ended August 31, 2020 and 2019, which represents 8% and 25% of total public support. Should these contribution levels decrease, the Foundation may be adversely affected.

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**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 fiscal year ending August 31, 2020 and 2019, the Foundation granted 238 and 389 wishes, respectively. As of August 31, 2020 and 2019, respectively, there were approximately 510 and 410 wish children who are eligible for a wish. The average cost of a wish for the fiscal year was \$5,357 in cash and \$4,733 in in-kind for a total cost of \$10,090. The average cost of a wish for the year ended August 31, 2019 was \$4,867 in cash and \$4,750 in in-kind for a total cost of \$9,617.

**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, 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, 2020, with only a few local exceptions, travel wishes are still paused. Over the past three years, travel wishes have been approximately 80% of wishes granted and the number of granted wishes averaged approximately 371. The number of wishes granted in the current year was 238.

In addition to the impact on travel and large gathering wishes, the Foundation has also cancelled or converted fundraising events to virtual events. 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.

From an operational perspective, the Foundation's office closed and transitioned the staff to work from home as of March 18, 2020. The office has been (partially) opened. Temporary internal control policies were written to accommodate for the closure.

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**NOTE 16 PAYCHECK PROTECTION PROGRAM**

The Foundation applied for and was approved a \$275,000 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 May 1, 2020. The loan accrues interest at 1%, but payments are not required to begin for six months after the funding of the loan. 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. Subsequent to year-end, the loan was fully forgiven.

**NOTE 17 SUBSEQUENT EVENTS**

The Foundation has evaluated subsequent events from the statement of financial position date through February 25, 2021, the date at which the financial statements were available to be issued.