

**MAKE-A-WISH FOUNDATION® OF  
MICHIGAN**

**FINANCIAL STATEMENTS**

**YEARS ENDED AUGUST 31, 2023 AND 2022**



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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Make-A-Wish Foundation® of Michigan  
Southfield, Michigan

### Report on the Audit of the Financial Statements

#### **Opinion**

We have audited the accompanying financial statements of Make-A-Wish Foundation® of Michigan (a nonprofit organization), which comprise the statements of financial position as of August 31, 2023 and 2022, 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 Michigan as of August 31, 2023 and 2022, 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.

#### **Change in Accounting Principle**

As discussed in Note 2 to the financial statements, in 2023 the Foundation adopted new accounting guidance for leases. The guidance requires lessees to recognize a right-of-use asset and corresponding liability for all operating and finance leases with lease terms greater than one year. Our opinion is not modified with respect to this matter.

#### ***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 Michigan 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 Michigan'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 Michigan'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 Michigan'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.



**CliftonLarsonAllen LLP**

Oak Brook, Illinois  
February 6, 2024

**MAKE-A-WISH FOUNDATION® OF MICHIGAN**  
**STATEMENTS OF FINANCIAL POSITION**  
**AUGUST 31, 2023 AND 2022**

	2023	2022
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 3,679,221	\$ 4,041,677
Investments	4,610,923	2,872,093
Due from Related Entities	231,941	97,815
Prepaid Expenses	228,070	253,415
Contributions Receivable, Net	2,791,885	3,570,569
Other Assets	17,840	72,828
Investments Held for Long-Term Purposes	104,224	104,224
Right-of-Use Assets - Operating	187,211	-
Right-of-Use Assets - Finance	4,599	-
Property and Equipment, Net	58,488	33,193
Total Assets	\$ 11,914,402	\$ 11,045,814
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 612,920	\$ 572,244
Due to Related Entities	126,604	89,587
Deferred Rent	-	1,341
Deferred Revenue	7,700	-
Lease Liability - Operating	190,312	-
Lease Liability - Financing	6,655	-
Capital Lease Obligation	-	3,240
Total Liabilities	944,191	666,412
<b>NET ASSETS</b>		
Without Donor Restrictions	8,271,311	6,682,198
With Donor Restrictions	2,698,900	3,697,204
Total Net Assets	10,970,211	10,379,402
Total Liabilities and Net Assets	\$ 11,914,402	\$ 11,045,814

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MICHIGAN**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED AUGUST 31, 2023**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions, Cash	\$ 5,633,668	\$ 362,752	\$ 5,996,420
Contributions, Donated Goods and Services	2,236,043	401,889	2,637,932
Grants	206,410	-	206,410
Total Public Support	<u>8,076,121</u>	<u>764,641</u>	<u>8,840,762</u>
Internal Special Events	2,986,267	491	2,986,758
Internal Special Events, Donated Goods and Services	81,043	-	81,043
Less: Costs of Direct Benefits to Donors	(703,561)	-	(703,561)
Total Internal Special Events	<u>2,363,749</u>	<u>491</u>	<u>2,364,240</u>
Investment Income, Net	242,257	17,832	260,089
Other Income	53,806	-	53,806
Net Assets Released from Restrictions	<u>1,781,268</u>	<u>(1,781,268)</u>	<u>-</u>
Total Revenues, Gains, and Other Support	12,517,201	(998,304)	11,518,897
<b>EXPENSES</b>			
Program Services:			
Wish Granting	7,497,158	-	7,497,158
Total Program Services	<u>7,497,158</u>	<u>-</u>	<u>7,497,158</u>
Support Services:			
Fundraising	1,821,808	-	1,821,808
Management and General	1,605,339	-	1,605,339
Total Support Services	<u>3,427,147</u>	<u>-</u>	<u>3,427,147</u>
Total Expenses	10,924,305	-	10,924,305
<b>OTHER LOSSES</b>			
Loss on Disposal of Equipment	(3,783)	-	(3,783)
Total Other Losses	<u>(3,783)</u>	<u>-</u>	<u>(3,783)</u>
<b>CHANGE IN NET ASSETS</b>	1,589,113	(998,304)	590,809
Net Assets - Beginning of Year	<u>6,682,198</u>	<u>3,697,204</u>	<u>10,379,402</u>
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 8,271,311</u>	<u>\$ 2,698,900</u>	<u>\$ 10,970,211</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MICHIGAN**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED AUGUST 31, 2022**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions, Cash	\$ 4,063,210	\$ 1,533,544	\$ 5,596,754
Contributions, Donated Goods and Services	1,143,250	279,824	1,423,074
Grants	246,530	-	246,530
Total Public Support	5,452,990	1,813,368	7,266,358
Internal Special Events	3,016,105	75,000	3,091,105
Less: Costs of Direct Benefits to Donors	(671,424)	-	(671,424)
Total Internal Special Events	2,344,681	75,000	2,419,681
Investment Income (Loss), Net	(420,266)	6,747	(413,519)
Other Income	5,637	-	5,637
Net Assets Released from Restrictions	1,042,238	(1,042,238)	-
Total Revenues, Gains, and Other Support	8,425,280	852,877	9,278,157
<b>EXPENSES</b>			
Program Services:			
Wish Granting	5,012,612	-	5,012,612
Total Program Services	5,012,612	-	5,012,612
Support Services:			
Fundraising	2,012,958	-	2,012,958
Management and General	1,449,744	-	1,449,744
Total Support Services	3,462,702	-	3,462,702
Total Expenses	8,475,314	-	8,475,314
<b>CHANGE IN NET ASSETS</b>	(50,034)	852,877	802,843
Net Assets - Beginning of Year	6,732,232	2,844,327	9,576,559
<b>NET ASSETS - END OF YEAR</b>	\$ 6,682,198	\$ 3,697,204	\$ 10,379,402

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MICHIGAN**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2023**

	Program Services	Support Services			Direct Donor Benefits	Total
	Wish Granting	Fundraising	Management and General	Total Support Services		
Direct Costs of Wishes	\$ 5,513,642	\$ -	\$ -	\$ -	\$ -	\$ 5,513,642
Salaries, Taxes, and Benefits	1,167,094	1,167,094	1,022,589	2,189,683	-	3,356,777
Printing, Subscriptions, and Publications	6,571	26,767	8,502	35,269	-	41,840
Professional Fees	43,005	30,050	189,846	219,896	-	262,901
Rent and Utilities	88,054	89,518	76,168	165,686	-	253,740
Postage and Delivery	8,347	17,598	7,485	25,083	-	33,430
Travel	2,771	35,273	50,002	85,275	-	88,046
Meetings and Conferences	4,953	40,550	55,976	96,526	-	101,479
Office Supplies	80,671	27,484	9,179	36,663	-	117,334
Communications	13,033	13,360	13,066	26,426	-	39,459
Advertising and Media (Cash)	879	12,383	11	12,394	-	13,273
Advertising and Media (In-Kind)	-	45,360	-	45,360	-	45,360
Repairs and Maintenance	7,745	7,745	6,639	14,384	-	22,129
Bad Debt Expense	-	35,150	-	35,150	-	35,150
Membership Dues	934	1,079	777	1,856	-	2,790
National Partnership Dues	538,078	97,153	112,100	209,253	-	747,331
Miscellaneous	16,021	168,299	47,999	216,298	-	232,319
Depreciation and Amortization	5,360	6,945	5,000	11,945	-	17,305
Special Event - Direct Donor Benefits				-	703,561	703,561
	<u>7,497,158</u>	<u>1,821,808</u>	<u>1,605,339</u>	<u>3,427,147</u>	<u>703,561</u>	<u>11,627,866</u>
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(703,561)	(703,561)
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 7,497,158</u>	<u>1,821,808</u>	<u>\$ 1,605,339</u>	<u>\$ 3,427,147</u>	<u>\$ -</u>	<u>\$ 10,924,305</u>

See accompanying Notes to Financial Statements.



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

	Program Services		Support Services		Direct Donor Benefits	Total
	Wish Granting	Fundraising	Management and General	Total Support Services		
Direct Costs of Wishes	\$ 3,282,969	\$ -	\$ -	\$ -	\$ -	\$ 3,282,969
Salaries, Taxes, and Benefits	973,499	1,259,268	914,337	2,173,605	-	3,147,104
Printing, Subscriptions, and Publications	6,129	58,502	6,178	64,680	-	70,809
Professional Fees	43,923	115,805	215,938	331,743	-	375,666
Rent and Utilities	71,387	99,725	66,723	166,448	-	237,835
Postage and Delivery	14,573	19,778	12,179	31,957	-	46,530
Travel	1,699	32,846	5,198	38,044	-	39,743
Meetings and Conferences	802	49,892	9,371	59,263	-	60,065
Office Supplies	46,028	25,872	6,066	31,938	-	77,966
Communications	11,229	15,541	12,798	28,339	-	39,568
Advertising and Media (Cash)	31	9,609	1,115	10,724	-	10,755
Repairs and Maintenance	5,255	6,798	4,899	11,697	-	16,952
Insurance	47	60	50,043	50,103	-	50,150
Bad Debt Expense	-	71,438	-	71,438	-	71,438
Membership Dues	806	1,043	-	1,043	-	1,849
National Partnership Dues	533,946	96,407	111,239	207,646	-	741,592
Miscellaneous	14,774	143,240	28,518	171,758	-	186,532
Depreciation and Amortization	5,515	7,134	5,142	12,276	-	17,791
Special Event - Direct Donor Benefits	-	-	-	-	671,424	671,424
	<u>5,012,612</u>	<u>2,012,958</u>	<u>1,449,744</u>	<u>3,462,702</u>	<u>671,424</u>	<u>9,146,738</u>
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(671,424)</u>	<u>(671,424)</u>
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 5,012,612</u>	<u>2,012,958</u>	<u>\$ 1,449,744</u>	<u>\$ 3,462,702</u>	<u>\$ -</u>	<u>\$ 8,475,314</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MICHIGAN**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED AUGUST 31, 2023 AND 2022**

	2023	2022
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 590,809	\$ 802,843
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:		
Depreciation and Amortization	17,305	17,791
Amortization of Right-of-Use Asset, Finance Lease	7,636	-
Bad Debt Expense and Other	35,150	71,438
Net Realized and Unrealized (Gains) Losses on Investments	(132,209)	564,049
Loss on Disposal of Property and Equipment	3,783	-
Contributed Inventory	-	(19,587)
Change in Discount to Present Value of Contributions Receivable	(43,067)	16,809
Change in Operating Right-of-Use Assets and Lease Liabilities	1,760	-
(Increase) Decrease in Assets:		
Contributions Receivable	786,601	(844,166)
Due from Related Entities	(134,126)	27,390
Prepaid Expenses	25,345	(164,881)
Other Assets	54,988	11,829
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	40,676	53,949
Due to Related Entities	37,017	86,397
Deferred Rent	-	(3,194)
Deferred Revenue, Internal Events	7,700	-
Net Cash Provided by Operating Activities	1,299,368	620,667
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Investments	(6,490,562)	(262,388)
Proceeds from Sales of Investments	4,883,941	222,924
Purchases of Property and Equipment	(46,383)	(17,553)
Net Cash Used by Investing Activities	(1,653,004)	(57,017)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Principal Payments on Capital Lease Obligations	-	(1,906)
Principal Payments on Finance Lease Obligations	(8,820)	-
Net Cash Provided (Used) by Financing Activities	(8,820)	(1,906)
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	(362,456)	561,744
Cash and Cash Equivalents - Beginning of Year	4,041,677	3,479,933
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	\$ 3,679,221	\$ 4,041,677
<b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION</b>		
Cash Paid for Interest Expense	\$ 520	\$ 429
Right-of-Use Assets Obtained in Exchange for New Operating Lease Liabilities	\$ 398,174	\$ -

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MICHIGAN**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2023 AND 2022**

**NOTE 1 ORGANIZATION**

Make-A-Wish Foundation® of Michigan (the Foundation) is a Michigan 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. To be a Make-A-Wish chapter, the local chapter is obligated to comply with a chapter agreement with the National Organization and such guidelines, resolutions, and policies as may be adopted by the National Organization's board of directors.

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Presentation**

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

**Cash, 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 MICHIGAN**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2023 AND 2022**

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

**Leases**

The Foundation determines if an arrangement is a lease at inception. Operating leases are included in right-of-use (“ROU”) assets – operating and lease liability – operating, and finance leases are included in right-of-use (“ROU”) assets – financing and lease liability – financing in the statements of financial position.

ROU assets represent the Foundation’s right to use an underlying asset for the lease term and lease liabilities represent the Foundation’s obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at the lease commencement date based on the present value of lease payments over the lease term. Lease terms may include options to extend or terminate the lease when it is reasonably certain that the Foundation will exercise that option. Lease expense for operating lease payments is recognized on a straight-line basis over the lease terms. The Foundation has elected to recognize payments for short-term leases with a lease term of 12 months or less as expense as incurred and these leases are not included as lease liabilities or right of use assets on the statements of financial position.

The individual lease contracts do not provide information about the discount rate implicit in the lease. Therefore, the Foundation has elected to use a risk-free discount rate determined using a period comparable with that of the lease term for computing the present value of lease liabilities.

The Foundation has elected not to separate nonlease components from lease components and instead accounts for each separate lease component and the nonlease component as a single lease component.

**Property and Equipment, Net**

Property and equipment having a unit cost of greater than \$500 and a useful life of more than one year are capitalized at cost when purchased. Donated assets are capitalized at the estimated fair value at the date of receipt and restrictions are released once the asset has been placed into service. Property and equipment under capital leases (Fiscal Year 2022) 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 7 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.

**MAKE-A-WISH FOUNDATION® OF MICHIGAN**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2023 AND 2022**

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

**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.

**Net Assets**

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

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

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

**MAKE-A-WISH FOUNDATION® OF MICHIGAN**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2023 AND 2022**

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

**Net Assets (Continued)**

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.

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.

Special event revenue consists of registrations, sponsorships and other contributions. The exchange element of the special event revenue was approximately \$703,561 and \$671,424 for the years ended August 31, 2023 and 2022, 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.

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.

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. Conditional promises outstanding for the years ended August 31, 2023 and 2022 were \$-0-.

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.

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

**Contributions: Donated Goods and Services**

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

	<u>2023</u>	<u>2022</u>
Wish Related Travel, Goods, and Services	\$ 2,524,369	\$ 1,401,406
Contributed Office Space	-	3,850
Advertising and Media	45,360	-
Special Events	81,043	-
Property and Equipment	11,571	-
Other	<u>56,632</u>	<u>17,818</u>
Total Contributed Nonfinancial Assets and Services	<u>\$ 2,718,975</u>	<u>\$ 1,423,074</u>

Wish related travel, goods and other services are used in the wish granting program. The Foundation estimates the fair value of wish related travel, goods, and services on the basis of estimates of the current market rates for similar travel, goods and other services in the Foundation's market.

Contributed office space is valued and reported at the estimated fair value on the basis of comparable lease agreements in the Foundation's market. Contributed office space is used for both program and supporting services.

Donated advertising and media is reported at the estimated fair value as provided by the donor based on rates charged for similar advertising or media. Advertising and media is used for both program and supporting services. 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.

Special event donated items 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.

Property and Equipment items donated consist of costs to remodel the Suite that the Chapter is currently leasing and were valued using the fair value of these items based on current market rates for similar items in the Foundation's market.

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

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

**Income Taxes**

The Foundation is a nonprofit organization exempt from federal income and Michigan taxes under the provisions of Internal Revenue Code Section 501(c)(3) and Section 208.1207 of the state of Michigan. 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, 2023 and 2022. The Foundation files income tax returns in the U.S. federal jurisdiction, and applicable state jurisdictions.

**Functional Expenses**

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

**Wish Granting**

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

**Fundraising**

Activities performed by the Foundation to generate funds and/or resources to support its programs and operations.

**Management and General**

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

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

**Deferred Rent (ASC 840)**

The Foundation accounts for rent expense evenly over the term of the lease using the straight-line method. The unamortized deferred rent was \$1,341 August 31, 2022.

**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)**

**Adoption of Accounting Pronouncement**

In February 2016, The Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-02, *Leases (Topic 842)*. This new standard increases transparency and comparability among organizations by requiring the recognition of right-of-use (ROU) assets and lease liabilities on the statement of financial position. Most prominent among the changes in the standard is the recognition of ROU assets and lease liabilities by lessees for those leases classified as operating leases. Under the standard, disclosures are required to meet the objective of enabling users of financial statements to assess the amount, timing, and uncertainty of cash flows arising from leases.

The Foundation adopted the requirements of the guidance effective September 1, 2022, and has elected to apply the provisions of this standard to the beginning of the period of adoption.

The Foundation has elected to adopt the package of practical expedients available in the year of adoption. The Foundation has elected to adopt the available practical expedient to use hindsight in determining the lease term and in assessing impairment of the Foundation's ROU assets.

Lease disclosures for the year ended August 31, 2022 are made under prior lease guidance in FASB ASC 840.

**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>2023</u>	<u>2022</u>
Total Financial Assets	\$ 11,418,194	\$ 10,686,378
Donor-Imposed Restrictions:		
Restricted Funds	2,594,676	3,592,980
Endowments	<u>104,224</u>	<u>104,224</u>
Financial Assets with Donor-Imposed Restrictions	<u>2,698,900</u>	<u>3,697,204</u>
Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	<u>\$ 8,719,294</u>	<u>\$ 6,989,174</u>

**MAKE-A-WISH FOUNDATION® OF MICHIGAN**  
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**NOTE 3 LIQUIDITY AND AVAILABILITY (CONTINUED)**

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 as described in Note 11, with the exception of the amounts available for general use. Donor-restricted endowment funds are not available for general expenditure. The Foundation also has available a line of credit in the amount of \$750,000 in the event there is a financial need. See Note 8.

**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, 2023 and 2022 represent the amounts that would be received to sell those assets or that would be paid to transfer those liabilities in an orderly transaction between market participants at that date. Those fair value measurements maximize the use of observable inputs. However, in situations where there is little, if any, market activity for the asset or liability at the measurement date, the fair value measurement reflects the Foundation's own judgments about the assumptions that market participants would use in pricing the asset or liability. Those judgments are developed by the Foundation based on the best information available in the circumstances, including expected cash flows and appropriately risk-adjusted discount rates, and available observable and unobservable inputs.

**Investments – Overall Investment Objective**

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

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

**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, 2023</u>					
Assets:					
Mutual Funds	\$ 2,115,173	\$ -	\$ -	\$ -	\$ 2,115,173
Exchange-Traded Funds	998,653	-	-	-	998,653
Certificates of Deposit	-	425,339	-	-	425,339
Money Market funds	-	-	-	1,153,797	1,153,797
Cash	-	-	-	22,185	22,185
Total Investments and Investments Held for Long-Term Purposes	<u>\$ 3,113,826</u>	<u>\$ 425,339</u>	<u>\$ -</u>	<u>\$ 1,175,982</u>	<u>\$ 4,715,147</u>

	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2022</u>					
Assets:					
Mutual Funds	\$ 2,066,468	\$ -	\$ -	\$ -	\$ 2,066,468
Exchange-Traded Funds	240,948	-	-	-	240,948
Certificates of Deposit	-	518,792	-	-	518,792
Cash	-	-	-	150,109	150,109
Total Investments and Investments Held for Long-Term Purposes	<u>\$ 2,307,416</u>	<u>\$ 518,792</u>	<u>\$ -</u>	<u>\$ 150,109</u>	<u>\$ 2,976,317</u>

**NOTE 5 CONTRIBUTIONS RECEIVABLE**

Contributions receivable include pledges that have been discounted at 4.20% and 3.27% at August 31, 2023 and August 31, 2022, respectively. The following is a summary of the Foundation's contributions receivable at August 31:

	2023	2022
Total Amounts Due in:		
Within One Year	\$ 2,065,389	\$ 1,761,315
One to Five Years	767,253	1,893,078
Gross Contributions Receivable	2,832,642	3,654,393
Less: Discount to Present Value	(40,757)	(83,824)
Contributions Receivable, Net	<u>\$ 2,791,885</u>	<u>\$ 3,570,569</u>

For the year ended August 31, 2023, 18% of contributions receivable are due from one donor and 38% of contributions were due from two donors for the year ended August 31, 2022. Management determined that all contributions receivable are fully collectible; therefore, no allowance for uncollectible accounts is considered necessary at August 31, 2023 and 2022.

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**NOTE 6 TRANSACTIONS WITH RELATED ENTITIES**

The National Organization conducts national fundraising efforts for which cash and in-kind donations are received and shared with the Foundation. These funds represent revenues associated with: distributions from national partners, individual donation amounts collected via online and white mail donations, amounts for internal grants, travel, and training scholarships, amounts to fund the Adopt-A-Wish® program, and other miscellaneous revenues. During the years ended August 31, 2023 and 2022, respectively, the Foundation received \$994,022 and \$1,278,475 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 \$974,006 and \$867,862 were paid from the Foundation to the National Organization during the years ended August 31, 2023 and 2022, 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 \$4,800 and \$2,050, respectively, for the years ended August 31, 2023 and 2022, 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:

	<u>2023</u>	<u>2022</u>
Due from National Organization	\$ 224,186	\$ 96,354
Due from Other Chapters	7,755	1,461
Total Due from Related Entities	<u>\$ 231,941</u>	<u>\$ 97,815</u>
Due to National Organization	\$ 7,119	\$ 3,483
Due to Other Chapters	119,485	86,104
Total Due to Related Entities	<u>\$ 126,604</u>	<u>\$ 89,587</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, 2023 and 2022 the Foundation received contributions, both cash and in-kind, from board members totaling \$142,797 and \$81,056, respectively. At August 31, 2023 and 2022, amounts due from board members totaled \$418,753 and \$609,447, respectively, and are included in contributions receivable in the accompanying statements of financial position.

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**NOTE 7 PROPERTY AND EQUIPMENT, NET**

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

	2023	1905
Computer Equipment and Software	\$ 169,834	\$ 164,337
Office Furniture and Equipment	28,476	40,818
Leasehold Improvements	26,634	35,098
Total	<u>224,944</u>	<u>240,253</u>
Less: Accumulated Depreciation and Amortization	(166,456)	(207,060)
Property and Equipment, Net	<u>\$ 58,488</u>	<u>\$ 33,193</u>

Depreciation and amortization expense totaled \$17,305 and \$17,791, respectively for the years ended August 31, 2023 and 2022.

**NOTE 8 SHORT-TERM BORROWINGS**

The Foundation has an unsecured line of credit with a financial institution totaling \$750,000, bearing interest at a variable rate with a maturity date of September 20, 2024. The variable interest rate is determined based on *The Wall Street Journal* prime rate, which was 8.50% and 5.50%, as of August 31, 2023 and 2022, respectively. As of August 31, 2023 and 2022, the Foundation had no amounts outstanding on this line of credit.

**NOTE 9 LEASES**

**Lease Agreements - ASC 842**

The Foundation leases certain operating and office facilities for various terms under long-term, non-cancelable lease agreements. Additionally, the Foundation has certain financing leases for equipment. The leases expire at various dates through 2027.

The following tables provides quantitative information concerning the Foundation's leases:

Lease Cost:

Finance Lease Cost:

Amortization of Right-of-Use Assets	\$ 7,636
Interest on Lease Liabilities	320
Operating Lease Cost	<u>220,632</u>
Total Lease Cost	<u>\$ 228,588</u>

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**NOTE 9 LEASES (CONTINUED)**

**Lease Agreements - ASC 842 (Continued)**

Other Information:

Cash Paid for Amounts Included in the Measurement of Lease Liabilities:	
Operating Cash Flows from Financing Leases	\$ 320
Operating Cash Flows from Operating Leases	\$ 218,871
Financing Cash Flows from Financing Leases	\$ 7,868
Right-of-Use Assets Obtained in Exchange for New Operating Lease Liabilities	\$ 398,174
Weighted-Average Remaining Leases Term - Financing Leases	0.7 Years
Weighted Average Remaining Lease Term - Operating Leases	3.2 Years
Weighted-Average Discount Rate - Financing Leases	3.51%
Weighted-Average Discount Rate - Operating Leases	3.33%

A maturity analysis of annual undiscounted cash flows for lease liabilities as of August 31, 2023, is as follows:

<u>Year Ending August 31</u>	<u>Operating Leases</u>	<u>Finance Leases</u>
2024	\$ 73,426	\$ 6,716
2025	45,224	-
2026	46,363	-
2027	35,421	-
Total Lease Payments	200,434	6,716
Less: Imputed Interest	(10,122)	(61)
Present Value of Lease Liabilities	<u>\$ 190,312</u>	<u>\$ 6,655</u>

**Lease Agreements – ASC 840**

The Foundation is obligated under various capital and operating leases for offices and equipment, which expire at various dates through May 2027. As of August 31, 2022 the cost of leased property and equipment under capital leases was \$9,158 and accumulated depreciation was \$6,410. Total rent expense for all operating leases as of August 31, 2022 totaled \$210,228.

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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>2023</u>	<u>2022</u>
Subject to Expenditure for Specified Purpose:		
Wish Granting	\$ 402,180	\$ 280,115
Subject to Passage of Time:		
Cash Pledges Receivable	2,192,496	3,312,865
Endowment:		
Original Donor-Restricted Gift Amount to be Maintained in Perpetuity:		
Collins Endowment Fund	<u>104,224</u>	<u>104,224</u>
Total Donor-Restricted Net Assets	<u>\$ 2,698,900</u>	<u>\$ 3,697,204</u>

Each year, the Foundation appropriates any endowment earnings for expenditure. There are no unappropriated endowment earnings for the years ended August 31, 2023 and 2022.

**NOTE 11 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 one individual fund established for a variety of purposes including both donor-restricted endowment funds and funds designated by the board of directors to function as endowments. 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 Michigan 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.

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**NOTE 11 ENDOWMENTS (CONTINUED)**

**Interpretation of Relevant Law (Continued)**

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 fund composition by type of fund as of August 31 is as follows:

<u>August 31, 2023</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-Restricted Endowment Funds	\$ -	\$ 104,224	\$ 104,224
<u>August 31, 2022</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-Restricted Endowment Funds	\$ -	\$ 104,224	\$ 104,224

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

<u>August 31, 2023</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment Funds - Beginning of Year	\$ -	\$ 104,224	\$ 104,224
Investment Return:			
Investment Income	-	3,297	3,297
Net Appreciation (Realized and Unrealized)	-	14,535	14,535
Total Investment Return	-	17,832	17,832
Appropriation of Endowment Asset for Expenditure	-	(17,832)	(17,832)
Endowment Funds - End of Year	\$ -	\$ 104,224	\$ 104,224
<u>August 31, 2022</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment Funds - Beginning of Year	\$ -	\$ 104,224	\$ 104,224
Investment Return:			
Investment Income	-	5,232	5,232
Net Appreciation (Realized and Unrealized)	-	1,515	1,515
Total Investment Return	-	6,747	6,747
Appropriation of Endowment Asset for Expenditure	-	(6,747)	(6,747)
Endowment Funds - End of Year	\$ -	\$ 104,224	\$ 104,224



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**NOTE 11 ENDOWMENTS (CONTINUED)**

**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 are no fund deficiencies as of August 31, 2023 and 2022.

**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 endowment fund(s) 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 period(s) as well as board-designated funds [if none, delete]. 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.

**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 3% of its endowment fund's ending balance. 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 a rate of return that would meet or exceed the Balance Market Index. 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.

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**NOTE 12 RETIREMENT PLAN**

The Foundation has a defined contribution retirement plan (the Plan). Employees are eligible for participation in the Plan on the first day of the month coinciding with or immediately following their date of hire. Under the provisions of the Plan, eligible employees may elect to defer a percentage of their salary subject to certain Internal Revenue Code limitations. Upon completion of two years for full-time employees or upon completion of 1,000 hours annually for two years for part-time employees, the Foundation contributes 5% of the employee's salary into account. Foundation contributions to the Plan for the year ended August 31, 2023 and 2022 were \$66,939 and \$83,456, respectively.

**NOTE 13 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.

Contributions totaling \$1,500,000 were received from a single donor in the form of a multi-year pledge for the year ended August 31, 2023 which represents 13% of raised revenue which consists of total public support and gross internal special event revenue. Contributions totaling \$1,500,00 were received from a single donor in the form of a multi-year pledge for the year end August 31, 2022 which represents 14% of raised revenue which consists of total public support and gross internal special event revenue. Should these contribution levels decrease, the Foundation may be adversely affected.

In-Kind contributions totaling \$1,253,630 were received from a single donor for the year ended August 31, 2023 which represents 11% of raised revenue which consists of total public support and gross internal special event revenue. There was no such level of concentration of in-kind contributions noted for the year ended August 31, 2022. Should these contribution levels decrease, the Foundation may be adversely affected.

**NOTE 14 COMMITMENTS**

The goal of the Foundation is to grant the wish of every eligible child. During the years ended August 31, 2023 and 2022, the Foundation granted 475 and 403 wishes, respectively. As of August 31, 2023 and 2022, respectively, there were approximately 610 and 600 wish children who are eligible for a wish. The average cost of a wish for the year ended August 31, 2023 was \$6,064 in cash and \$4,509 in in-kind for a total cost of \$10,573. The average cost of a wish for the year ended August 31, 2022 was \$4,583 in cash and \$2,068 in in-kind for a total cost of \$6,651.

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**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 77% of wishes granted and the number of granted wishes averaged approximately 440. The number of wishes granted during the years ended August 31, 2023 and 2022 was 480 and 400, respectively.

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

**NOTE 16 SUBSEQUENT EVENTS**

The Foundation has evaluated subsequent events from the statement of financial position date through February 6, 2024, the date at which the financial statements were available to be issued.

Subsequent to year-end, the Foundation entered into a new operating lease for office space pursuant to a long-term, non-cancelable lease agreement. The lease expires in 2030.



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