MAKE-A-WISH FOUNDATION® OF THE HUDSON VALLEY

FINANCIAL STATEMENTS

YEARS ENDED AUGUST 31, 2023 AND 2022



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INDEPENDENT AUDITORS' REPORT

Board of Directors Make-A-Wish Foundation® of the Hudson Valley Tarrytown, New York

Report on the Audit of the Financial Statements Opinion

We have audited the accompanying financial statements of Make-A-Wish Foundation® of the Hudson Valley (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 the Hudson Valley 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 the Hudson Valley 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 the Hudson Valley'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 the Hudson Valley'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 the Hudson Valley'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

Clifton Larson Allen LLP

Phoenix, Arizona February 22, 2024

MAKE-A-WISH FOUNDATION® OF THE HUDSON VALLEY STATEMENTS OF FINANCIAL POSITION AUGUST 31, 2023 AND 2022

2023				2022
ASSETS				
Cash and Cash Equivalents	\$	829,866	\$	202,118
Investments	·	1,144,136	·	1,467,287
Due from Related Entities		74,899		59,100
Prepaid Expenses		41,099		60,266
Contributions Receivable, Net		186,352		82,372
Other Assets		11,871		21,828
Right-of-Use Assets - Operating		556,305		-
Right-of-Use Assets - Finance		10,850		-
Investments Held for Long-Term Purposes		4,303		4,303
Property and Equipment, Net		7,365		31,535
Total Assets	\$	2,867,046	\$	1,928,809
LIABILITIES AND NET ASSETS				
LIABILITIES				
Accounts Payable and Accrued Expenses	\$	130,810	\$	82,657
Due to Related Entities		20,634		10,987
Other Liabilities		67,396		5,525
Deferred Rent		-		13,777
Capital Lease Obligations		-		18,891
Lease Liability - Operating		569,697		-
Lease Liability - Financing		12,998		
Total Liabilities		801,535		131,837
NET ASSETS				
Without Donor Restrictions		1,958,856		1,710,297
With Donor Restrictions		106,655		86,675
Total Net Assets		2,065,511		1,796,972
Total Liabilities and Net Assets	\$	2,867,046	\$	1,928,809

MAKE-A-WISH FOUNDATION® OF THE HUDSON VALLEY STATEMENT OF ACTIVITIES YEAR ENDED AUGUST 31, 2023

	Without Donor Restrictions With Donor Restrictions		Total
REVENUES, GAINS, AND OTHER SUPPORT			
Public Support:	ф 4.004.07E	Φ.	Φ 4.004.075
Contributions, Cash	\$ 1,921,075	\$ -	\$ 1,921,075
Contributions, Donated Goods and Services	548,055	102,352	650,407
Grants	139,181	100.050	139,181
Total Public Support	2,608,311	102,352	2,710,663
Internal Special Events, Cash	725,565	-	725,565
Internal Special Events, Donated Goods and Services	99,905	-	99,905
Less: Costs of Direct Benefits to Donors	(293,654)	-	(293,654)
Total Internal Special Events	531,816	-	531,816
Investment Income, Net	26,893	-	26,893
Other Income	2,188	-	2,188
Net Assets Released from Restrictions	82,372	(82,372)	
Total Revenues, Gains, and Other Support	3,251,580	19,980	3,271,560
EXPENSES			
Program Services:			
Wish Granting	2,182,347	-	2,182,347
Support Services:			
Fundraising	427,137	-	427,137
Management and General	393,537	-	393,537
Total Support Services	820,674		820,674
Total Expenses	3,003,021		3,003,021
CHANGE IN NET ASSETS	248,559	19,980	268,539
Net Assets - Beginning of Year	1,710,297	86,675	1,796,972
NET ASSETS - END OF YEAR	\$ 1,958,856	\$ 106,655	\$ 2,065,511

MAKE-A-WISH FOUNDATION® OF THE HUDSON VALLEY STATEMENT OF ACTIVITIES YEAR ENDED AUGUST 31, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES, GAINS, AND OTHER SUPPORT			
Public Support:			
Contributions, Cash	\$ 1,562,620	\$ -	\$ 1,562,620
Contributions, Donated Goods and Services	403,100	82,372	485,472
Grants	111,024		111,024
Total Public Support	2,076,744	82,372	2,159,116
Internal Special Events, Cash	580,641	-	580,641
Internal Special Events, Donated Goods and Services	3,214	-	3,214
Less: Costs of Direct Benefits to Donors	(136,072)		(136,072)
Total Internal Special Events	447,783	-	447,783
Investment Income, Net	(166,444)	-	(166,444)
Forgiveness of Paycheck Protection Program Loan	150,000	-	150,000
Other Income	1,450	-	1,450
Net Assets Released from Restrictions	1,505	(1,505)	
Total Revenues, Gains, and Other Support	2,511,038	80,867	2,591,905
EXPENSES			
Program Services:			
Wish Granting	1,733,522	-	1,733,522
Support Services:			
Fundraising	416,828	-	416,828
Management and General	445,115		445,115
Total Support Services	861,943		861,943
Total Expenses	2,595,465		2,595,465
CHANGE IN NET ASSETS	(84,427)	80,867	(3,560)
Net Assets - Beginning of Year	1,794,724	5,808	1,800,532
NET ASSETS - END OF YEAR	\$ 1,710,297	\$ 86,675	\$ 1,796,972

MAKE-A-WISH FOUNDATION® OF THE HUDSON VALLEY STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED AUGUST 31, 2023

		Program Services			Supp	ort Services						
		Wish Granting	Fu	Fundraising		nagement d General		Total Support Services		irect Benefits		Total
Direct Costs of Wishes	¢	1,395,145	\$		\$		\$		\$		\$	1,395,145
Salaries, Taxes, and Benefits	Ф	533,619	Ф	- 264,765	Ф	- 223,874	Ф	488,639	Ф	-	Ф	1,022,258
		,		•		•		•		-		
Printing, Subscriptions, and Publications Professional Fees		1,115		26,832		4,082		30,914		-		32,029
		1,065		7,941		68,101		76,042		=		77,107
Rent and Utilities		72,507		35,976		30,420		66,396		-		138,903
Postage and Delivery		3,103		2,647		1,013		3,660		-		6,763
Travel		205		732		4,447		5,179		-		5,384
Meetings and Conferences		1,246		16,160		6,363		22,523		-		23,769
Office Supplies		14,422		3,583		1,442		5,025		-		19,447
Communications		5,201		2,229		1,884		4,113		-		9,314
Advertising and Media (Cash)		-		582		-		582		-		582
Advertising and Media (In-Kind)		-		1,748		-		1,748				1,748
Membership Dues		104		52		1,074		1,126		-		1,230
National Partnership Dues		142,763		32,631		28,553		61,184		-		203,947
Miscellaneous		4,002		27,364		18,991		46,355		-		50,357
Depreciation and Amortization		7,850		3,895		3,293		7,188		-		15,038
Special Event - Direct Donor Benefits						-				293,654		293,654
Total Expenses by Function												
		2,182,347		427,137		393,537		820,674		293,654		3,296,675
Less Expenses Netted Against Revenues on the Statement of Activities:												
Special Event Expenses										(293,654)		(293,654)
Total Expenses Included in the												
Expense Section of the Statement												
of Activities	\$	2,182,347	\$	427,137	\$	393,537	\$	820,674	\$	-	\$	3,003,021

MAKE-A-WISH FOUNDATION® OF THE HUDSON VALLEY STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED AUGUST 31, 2022

	Program Services			Supp	ort Services							
	Wish Granting	Fu	undraising	Ма	nagement d General	Total Support Services		Direct Donor Benefits				Total
Direct Costs of Wishes	\$ 987,616	\$	-	\$	_	\$ -	\$	-	\$	987,616		
Salaries, Taxes, and Benefits	494,705		242,095		272,516	514,611		-		1,009,316		
Printing, Subscriptions, and Publications	1,801		33,570		8,230	41,800		-		43,601		
Professional Fees	18,322		11,764		55,385	67,149		-		85,471		
Rent and Utilities	61,918		30,327		34,119	64,446		-		126,364		
Postage and Delivery	4,494		3,446		1,199	4,645		-		9,139		
Travel	27		-		3,303	3,303		-		3,330		
Meetings and Conferences	1,745		15,443		15,607	31,050		-		32,795		
Office Supplies	10,314		2,167		1,639	3,806		-		14,120		
Communications	6,277		2,740		3,232	5,972		-		12,249		
Advertising and Media (Cash)	-		16,413		-	16,413		-		16,413		
Repairs and Maintenance	145		71		79	150		-		295		
Membership Dues	531		5,255		683	5,938		-		6,469		
National Partnership Dues	130,730		23,604		27,235	50,839		-		181,569		
Miscellaneous	7,076		26,102		17,579	43,681		-		50,757		
Depreciation and Amortization	7,821		3,831		4,309	8,140		-		15,961		
Special Event - Direct Donor Benefits	 				_	 _		136,072		136,072		
Total Expenses by Function	 1,733,522		416,828		445,115	861,943		136,072		2,731,537		
Less Expenses Netted Against Revenues on the Statement of Activities:												
Special Event Expenses	 <u>-</u>		-		-	 -		(136,072)		(136,072)		
Total Expenses Included in the Expense Section of the Statement												
of Activities	\$ 1,733,522	\$	416,828	\$	445,115	\$ 861,943	\$		\$	2,595,465		

MAKE-A-WISH FOUNDATION® OF THE HUDSON VALLEY STATEMENTS OF CASH FLOWS YEARS ENDED AUGUST 31, 2023 AND 2022

		2023		2022
CASH FLOWS FROM OPERATING ACTIVITIES			_	(5 -55)
Change in Net Assets	\$	268,539	\$	(3,560)
Adjustments to Reconcile Change in Net Assets to Net Cash				
Provided (Used) by Operating Activities:		0.440		45.004
Depreciation and Amortization		9,119		15,961
Amortization of Right-of-Use Asset, Finance Lease		5,919		(450,000)
Forgiveness of Paycheck Protection Program Loan		-		(150,000)
Net Realized and Unrealized Losses on Investments		5,588		192,821
Loss on Disposal of Property and Equipment		80		-
Contributed Prepaid Expenses and Other Assets		3,094		3,686
Change in Operating Right-of-Use Assets and Lease Liabilities		13,392		-
(Increase) Decrease in Assets:		(400,000)		(00.070)
Contributions Receivable Due from Related Entities		(103,980)		(82,372)
		(15,799)		(18,851)
Prepaid Expenses Other Assets		19,167		18,550
		6,863		(341)
Increase (Decrease) in Liabilities:		40.450		44 707
Accounts Payable and Accrued Expenses		48,153		11,727
Due to Related Entities		9,647		9,778
Other Liabilities		61,871		2,275
Deferred Rent		(13,777)		(14,540)
Net Cash Provided (Used) by Operating Activities		317,876		(14,866)
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchases of Investments		(286,670)		(360,432)
Proceeds from Sales of Investments		604,233		334,055
Purchases of Property and Equipment		(1,798)		-
Net Cash Provided (Used) by Investing Activities		315,765		(26,377)
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CASH FLOWS FROM FINANCING ACTIVITIES				
Principal Payments on Capital Lease Obligations		-		(5,524)
Principal Payments on Finance Lease Obligations		(5,893)		
Net Cash Used by Financing Activities		(5,893)		(5,524)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		627,748		(46,767)
(See (See) or		02.,110		(10,101)
Cash and Cash Equivalents - Beginning of Year		202,118		248,885
CASH AND CASH EQUIVALENTS - END OF YEAR	\$	829,866	\$	202,118
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION				
Cash Paid for Interest Expense	\$	1.054	Ф	1 255
Cash Falu for litterest Expense	φ	1,054	\$	1,355
Right-of-Use Assets Obtained in Exchange for New Operating				
Lease Liabilities	\$	660,002	\$	
Dight of Lies Assets Obtained in Evaluating for New Singers				
Right-of-Use Assets Obtained in Exchange for New Finance	φ	46 700	Φ	
Lease Liabilities	\$	16,769	\$	
Contributed Prepaid Expenses and Other Assets	\$	3,094	\$	3,686
See accompanying Notes to Financial Statements.		,		,
See accompanying Notes to Financial Statements.				

NOTE 1 ORGANIZATION

Make-A-Wish Foundation® of the Hudson Valley (the Foundation) is a New York 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 (the 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 and Cash Equivalents

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

Investments

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

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

Contributions Receivable

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

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

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 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 5 years. Leasehold improvements are amortized over the shorter of the estimated useful life of the asset or the remaining terms of the leases. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend its life are expensed as incurred.

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

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.

Net Assets

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

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

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

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Net Assets (Continued)

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 \$294,000 and \$136,000 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.

The Foundation receives auction items to be sold at its special events. Contributed auction items are valued at the gross selling price received and the value is included in internal special event revenue on the statement of activities. The amount of auction items received and sold during the years ended August 31, 2023 and 2022 totaled \$98,780 and \$51,450, respectively.

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.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition (Continued)

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

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:

	2023			2022
Wish Related Travel, Goods, and Services	\$	647,459	\$	482,872
Advertising and Media		1,748		-
Special Events		99,905		1,200
Other		1,200		4,614
Total Contributed Nonfinancial Assets				_
and Services	\$	750,312	\$	488,686

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.

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.

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.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Income Taxes

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

Management believes that no uncertain tax positions exist for the Foundation at August 31, 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 \$13,777 as of August 31, 2022.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Management Estimates

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

Adoption of Accounting Pronouncement

In 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.

	 2023	 2022
Total Financial Assets	\$ 2,239,556	\$ 1,815,180
Donor-Imposed Restrictions:		
Restricted Funds	(102,352)	(82,372)
Endowments	 (4,303)	(4,303)
Financial Assets Available to Meet Cash Needs	 	
for General Expenditures Within One Year	\$ 2,132,901	\$ 1,728,505

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.

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.

Overall Investment Objective

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

NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)

Investments

Allocation of Investment Strategies

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

Fair Value Hierarchy

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

							sets Not ld at Fair		
	 Level 1	Le	vel 2	Level 3		Value		Total	
August 31, 2023	 <u>.</u>								
Investments:									
Mutual Funds	\$ 427,554	\$	-	\$	-	\$	-	\$	427,554
Exchange-Traded Funds	696,697		-		-		-		696,697
Cash	 						24,188		24,188
Total Investments	\$ 1,124,251	\$		\$		\$	24,188	\$	1,148,439
August 31, 2022									
Investments:									
Mutual Funds	\$ 606,200	\$	-	\$	-	\$	-	\$	606,200
Exchange-Traded Funds	833,327		-		-		-		833,327
Cash	-		-		-		32,063		32,063
Total Investments	\$ 1,439,527	\$	-	\$	-	\$	32,063	\$	1,471,590

NOTE 5 CONTRIBUTIONS RECEIVABLE

As of August 31, 2023, two donors account for 94% of contributions receivable. As of August 31, 2022, one donor accounts for 100% of contributions receivable. All contributions receivable are due within the next twelve months.

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 \$400,707 and \$433,461 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 \$275,554 and \$236,202 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 \$1,500 and \$1,450, 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:

	2023			2022		
Due from National Organization	\$	55,667	\$	41,680		
Due from Other Chapters		19,232		17,420		
Total Due from Related Entities	\$	74,899	\$	59,100		
		<u> </u>				
Due to National Organization	\$	5,492	\$	105		
Due to Other Chapters		15,142		10,882		
Total Due to Related Entities	\$	20,634	\$	10,987		

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.

NOTE 6 TRANSACTIONS WITH RELATED ENTITIES (CONTINUED)

During the years ended August 31, 2023 and 2022 the Foundation received contributions, both cash and in-kind, from board members totaling \$44,745 and \$53,020, respectively.

NOTE 7 PROPERTY AND EQUIPMENT, NET

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

	2023			2022		
Computer Equipment and Software	\$	77,674	\$	77,962		
Office Furniture and Other Equipment		11,871		39,665		
Leasehold Improvements		31,045		31,045		
Total		120,590		148,672		
Less: Accumulated Depreciation and Amortization		(113,225)		(117,137)		
Property and Equipment, Net	\$	7,365	\$	31,535		

Depreciation and amortization expense totaled \$15,038 and \$15,961, respectively, for the years ended August 31, 2023 and 2022.

NOTE 8 LEASES

Lease Agreements - ASC 842

The Foundation leases equipment as well as certain operating and office facilities for various terms under long-term, non-cancelable lease agreements. The leases expire at various dates through fiscal year 2028.

NOTE 8 LEASES (CONTINUED)

Lease Agreements - ASC 842 (Continued)

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

	2023		
Lease Cost:			
Finance Lease Cost:			
Amortization of Right-of-Use Assets	\$ 5,919		
Interest on Lease Liabilities	561		
Operating Lease Cost	 123,756		
Total Lease Cost	\$ 130,236		
Other Information:			
Cash Paid for Amounts Included in the Measurement			
of Lease Liabilities			
Operating Cash Flows from Financing Leases	\$ 561		
Operating Cash Flows from Operating Leases	124,141		
Financing Cash Flows from Financing Leases	5,893		
Right-of-Use Assets Obtained in Exchange for New			
Financing Lease Liabilities	16,769		
Right-of-Use Assets Obtained in Exchange for New			
Operating Lease Liabilities	660,002		
Weighted-Average Remaining Leases Term - Financing			
Leases	2.0 years		
Weighted Average Remaining Lease Term - Operating			
Leases	4.7 years		
Weighted-Average Discount Rate - Financing Leases	3.43%		
Weighted-Average Discount Rate - Operating Leases	3.32%		

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

	C	perating	Finance								
Year Ending August 31		Leases		Leases		Leases		Leases		Leases	
2024	\$	127,089	\$	6,948							
2025		128,084		6,948							
2026		127,874		-							
2027		126,824		-							
2028		105,687									
Total Lease Payments		615,558		13,896							
Less: Imputed Interest		(45,861)		(898)							
Present Value of Lease Liabilities	\$	569,697	\$	12,998							

NOTE 8 LEASES (CONTINUED)

Lease Agreements – ASC 840

As of August 31, 2022, the cost of leased property and equipment under capital leases was \$29,592 and accumulated depreciation was \$12,823. Total rent expense for all operating leases for the years ended August 31, 2022 totaled \$120,306.

NOTE 9 NET ASSETS

Net Assets With Donor Restrictions

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

		2023	2022	
Subject to Expenditure for Specified Purpose: Wish Granting	\$	102,352	\$	82,372
Endowments: Original Donor-Restricted Gift Amount to be Maintained in Perpetuity: Investments in Perpetuity, the Income from Which is Expendable to Support any Activities				
of the Foundation		4,303		4,303
Total Donor-Restricted Net Assets	\$	106,655	\$	86,675

NOTE 10 ENDOWMENTS

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

The Foundation's endowment consists of one donor-restricted fund. 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.

NOTE 10 ENDOWMENTS (CONTINUED)

Interpretation of Relevant Law

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

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

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

	Without Donor Restrictions		With Donor Restrictions		Total	
August 31, 2023 Donor-Restricted Endowment Funds	\$		\$	4,303	\$	4,303
August 31, 2022 Donor-Restricted Endowment Funds	\$	<u>-</u>	\$	4,303	\$	4,303

There were no changes in endowment net assets for the years ended August 31, 2023 and 2022.

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 years ended August 31, 2023 and 2022 were \$17,497 and \$20,991, respectively.

NOTE 12 CONCENTRATIONS OF 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.

One contribution totaling \$500,000 was received from a single donor for the year ended August 31, 2023, 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. No single donor was greater than 10% of raised revenue for the year ended August 31, 2022.

NOTE 13 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 125 and 87 wishes, respectively. As of August 31, 2023 and 2022, respectively, there were approximately 220 and 250 wish children who are eligible for a wish. The average cost of a wish for the year ended August 31, 2023 was \$6,448 in cash and \$5,806 in in-kind for a total cost of \$12,254. The average cost of a wish for the year ended August 31, 2022 was \$6,478 in cash and \$3,039 in in-kind for a total cost of \$9,577.

NOTE 14 RISKS AND UNCERTAINTIES

In December 2019, an outbreak of a novel strain of coronavirus (COVID-19) began. On March 10, 2020, in conjunction with the Make-A-Wish America National Medical Advisory Council (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, 2023. For the three fiscal years prior to fiscal year 2020, travel wishes approximated 72% of wishes granted and the number of granted wishes averaged approximately 116. The number of wishes granted during the years ended August 31, 2023 and 2022 was 125 and 87, respectively.

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

NOTE 15 PAYCHECK PROTECTION PROGRAM

The Foundation applied for and was approved a \$150,000 loan under the second round of Paycheck Protection Program (PPP) created as part of the relief efforts related to COVID-19 and administered by the Small Business Administration (SBA). The loan was received on February 18, 2021. The loan accrues interest at 1%, with the first 10 months of interest deferred, has a term of five years and is unsecured and guaranteed by the SBA. The Foundation is eligible for loan forgiveness of up to 100% of the loan, upon meeting certain requirements. The Foundation received forgiveness of \$150,000 on October 21, 2021.

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

NOTE 16 EMPLOYEE RETENTION CREDIT

Grants from the government are recognized when all conditions of such grants are fulfilled or there is reasonable assurance that they will be fulfilled. During the years ended August 31, 2023 and 2022 the Foundation applied for Employee Retention Credit (ERC) grant funding from the Internal Revenue Service (IRS). The Foundation recognized \$84,000 and \$-0-, respectively, of grant revenue related to performance requirements being met in compliance with the program during the years ended August 31, 2023 and 2022.

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

NOTE 17 SUBSEQUENT EVENTS

Subsequent to year-end the Foundation signed contracts for the May 2024 Wish Ball. As of February 22, 2024, the Foundation has future noncancellable commitments for these contracts of approximately \$43,000.

