

**MAKE-A-WISH FOUNDATION® OF  
EASTERN NORTH CAROLINA**

**FINANCIAL STATEMENTS**

**YEARS ENDED AUGUST 31, 2024 AND 2023**



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**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Make-A-Wish Foundation® of Eastern North Carolina  
Raleigh, North Carolina

### Report on the Audit of the Financial Statements

#### ***Opinion***

We have audited the accompanying financial statements of Make-A-Wish Foundation® of Eastern North Carolina (a nonprofit organization), which comprise the statements of financial position as of August 31, 2024 and 2023, 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 Eastern North Carolina as of August 31, 2024 and 2023, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### ***Basis for Opinion***

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Make-A-Wish Foundation® of Eastern North Carolina 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 Eastern North Carolina'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 Eastern North Carolina'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 Eastern North Carolina'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**

Lakeland, Florida  
February 7, 2025

**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
**STATEMENTS OF FINANCIAL POSITION**  
**AUGUST 31, 2024 AND 2023**

	<u>2024</u>	<u>2023</u>
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 420,448	\$ 724,898
Investments	497,258	467,443
Due from Related Entities	100,227	125,088
Prepaid Expenses	84,673	59,557
Contributions Receivable, Net	341,269	231,120
Other Assets	67,146	35,261
Right-of-Use Assets - Operating	95,652	187,755
Right-of-Use Assets - Finance	9,710	12,258
Property and Equipment, Net	<u>9,181</u>	<u>8,381</u>
Total Assets	<u><u>\$ 1,625,564</u></u>	<u><u>\$ 1,851,761</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 212,070	\$ 98,114
Due to Related Entities	69,925	33,602
Lease Liability - Operating	106,839	206,968
Lease Liability - Financing	<u>10,050</u>	<u>12,853</u>
Total Liabilities	398,884	351,537
<b>NET ASSETS</b>		
Without Donor Restrictions	963,481	1,339,731
With Donor Restrictions	<u>263,199</u>	<u>160,493</u>
Total Net Assets	<u>1,226,680</u>	<u>1,500,224</u>
Total Liabilities and Net Assets	<u><u>\$ 1,625,564</u></u>	<u><u>\$ 1,851,761</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED AUGUST 31, 2024**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions, Cash	\$ 1,749,574	\$ -	\$ 1,749,574
Contributions, Donated Goods and Services	840,975	256,208	1,097,183
Grants	153,738	500	154,238
Total Public Support	<u>2,744,287</u>	<u>256,708</u>	<u>3,000,995</u>
Internal Special Events	1,157,082	-	1,157,082
Internal Special Events, Donated Goods and Services	23,148	-	23,148
Less Costs of Direct Benefits to Donors	<u>(258,338)</u>	<u>-</u>	<u>(258,338)</u>
Total Internal Special Events	921,892	-	921,892
Investment Income, Net	27,268	-	27,268
Other Income	2,100	-	2,100
Net Assets Released from Restrictions	<u>154,002</u>	<u>(154,002)</u>	<u>-</u>
Total Revenues, Gains, and Other Support	3,849,549	102,706	3,952,255
<b>EXPENSES</b>			
Program Services:			
Wish Granting	3,145,539	-	3,145,539
Total Program Services	<u>3,145,539</u>	<u>-</u>	<u>3,145,539</u>
Support Services:			
Fundraising	595,982	-	595,982
Management and General	484,278	-	484,278
Total Support Services	<u>1,080,260</u>	<u>-</u>	<u>1,080,260</u>
Total Expenses	<u>4,225,799</u>	<u>-</u>	<u>4,225,799</u>
<b>CHANGE IN NET ASSETS</b>	(376,250)	102,706	(273,544)
Net Assets - Beginning of Year	<u>1,339,731</u>	<u>160,493</u>	<u>1,500,224</u>
<b>NET ASSETS - END OF YEAR</b>	<u><u>\$ 963,481</u></u>	<u><u>\$ 263,199</u></u>	<u><u>\$ 1,226,680</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
**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	\$ 1,721,430	\$ -	\$ 1,721,430
Contributions, Donated Goods and Services	784,914	154,002	938,916
Grants	671,578	-	671,578
Total Public Support	<u>3,177,922</u>	<u>154,002</u>	<u>3,331,924</u>
Internal Special Events, Cash	814,449	-	814,449
Internal Special Events, Donated Goods and Services	7,957	-	7,957
Less Costs of Direct Benefits to Donors	<u>(154,575)</u>	<u>-</u>	<u>(154,575)</u>
Total Internal Special Events	667,831	-	667,831
Investment Income, Net	17,920	-	17,920
Other Income	2,300	-	2,300
Net Assets Released from Restrictions	<u>145,750</u>	<u>(145,750)</u>	<u>-</u>
Total Revenues, Gains, and Other Support	4,011,723	8,252	4,019,975
<b>EXPENSES</b>			
Program Services:			
Wish Granting	<u>3,167,409</u>	<u>-</u>	<u>3,167,409</u>
Total Program Services	3,167,409	-	3,167,409
Support Services:			
Fundraising	497,888	-	497,888
Management and General	418,563	-	418,563
Total Support Services	<u>916,451</u>	<u>-</u>	<u>916,451</u>
Total Expenses	<u>4,083,860</u>	<u>-</u>	<u>4,083,860</u>
<b>CHANGE IN NET ASSETS</b>	(72,137)	8,252	(63,885)
Net Assets - Beginning of Year	<u>1,411,868</u>	<u>152,241</u>	<u>1,564,109</u>
<b>NET ASSETS - END OF YEAR</b>	<u><u>\$ 1,339,731</u></u>	<u><u>\$ 160,493</u></u>	<u><u>\$ 1,500,224</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2024**

	Program Services	Support Services				
	Wish Granting	Fundraising	Management and General	Total Support Services	Direct Donor Benefits	Total
Direct Costs of Wishes	\$ 2,248,317	\$ -	\$ -	\$ -	\$ -	\$ 2,248,317
Salaries, Taxes, and Benefits	650,990	383,783	291,248	675,031	-	1,326,021
Printing, Subscriptions, and Publications	195	5,210	7,911	13,121	-	13,316
Professional Fees	28	8,000	96,331	104,331	-	104,359
Rent and Utilities	51,498	30,360	22,124	52,484	-	103,982
Postage and Delivery	1,248	715	916	1,632	-	2,880
Travel	6,017	9,566	6,246	15,812	-	21,829
Meetings and Conferences	17	18,334	3,573	21,907	-	21,924
Office Supplies	3,544	16,241	3,587	19,828	-	23,372
Communications	3,950	2,178	1,552	3,730	-	7,680
Advertising and Media (Cash)	-	10,203	4,478	14,681	-	14,681
Advertising and Media (In-Kind)	-	13,000	-	13,000	-	13,000
Repairs and Maintenance	147	87	72	159	-	306
National Partnership Dues	165,281	37,779	33,056	70,835	-	236,116
Miscellaneous	10,372	58,206	11,521	69,727	-	80,099
Depreciation and Amortization	3,935	2,320	1,663	3,983	-	7,918
Special Event - Direct Donor Benefits	-	-	-	-	258,338	258,338
Total Expenses by Function	3,145,539	595,982	484,278	1,080,261	258,338	4,484,138
Less Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(258,338)	(258,338)
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 3,145,539</u>	<u>\$ 595,982</u>	<u>\$ 484,278</u>	<u>\$ 1,080,261</u>	<u>\$ -</u>	<u>\$ 4,225,800</u>

See accompanying Notes to Financial Statements.



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

	Program Services	Support Services				
	Wish Granting	Fundraising	Management and General	Total Support Services	Direct Donor Benefits	Total
Direct Costs of Wishes	\$ 1,947,562	\$ -	\$ -	\$ -	\$ -	\$ 1,947,562
Salaries, Taxes, and Benefits	535,791	316,818	227,406	544,224	-	1,080,015
Printing, Subscriptions, and Publications	97	3,454	6,425	9,879	-	9,976
Professional Fees	-	4,226	85,747	89,973	-	89,973
Rent and Utilities	50,174	30,423	22,102	52,525	-	102,699
Postage and Delivery	998	1,274	223	1,497	-	2,495
Travel	3,885	14,775	9,812	24,587	-	28,472
Meetings and Conferences	35	35,291	4,768	40,059	-	40,094
Office Supplies	5,139	9,174	710	9,884	-	15,023
Communications	4,748	2,707	1,947	4,654	-	9,402
Advertising and Media (Cash)	-	9,145	-	9,145	-	9,145
Repairs and Maintenance	536	316	978	1,294	-	1,830
Membership Dues	-	400	-	400	-	400
Grants and Scholarships	420,000	-	-	-	-	420,000
National Partnership Dues	186,934	42,728	37,387	80,115	-	267,049
Miscellaneous	8,177	25,192	19,650	44,842	-	53,019
Depreciation and Amortization	3,333	1,965	1,408	3,373	-	6,706
Special Event - Direct Donor Benefits	-	-	-	-	154,575	154,575
Total Expenses by Function	3,167,409	497,888	418,563	916,451	154,575	4,238,435
Less Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(154,575)	(154,575)
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 3,167,409</u>	<u>\$ 497,888</u>	<u>\$ 418,563</u>	<u>\$ 916,451</u>	<u>\$ -</u>	<u>\$ 4,083,860</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED AUGUST 31, 2024 AND 2023**

	2024	2023
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ (273,544)	\$ (63,885)
Adjustments to Reconcile Change in Net Assets to Net Cash Used by Operating Activities:		
Depreciation	5,829	4,042
Amortization of Right-of-Use Asset, Finance Lease	2,089	2,664
Net Realized and Unrealized (Gains) Losses on Investments	(4,007)	(1,351)
Contributed Property and Equipment, Inventory and Investments	(2,546)	-
Change in Operating Right-of-Use Assets and Lease Liabilities	(8,026)	19,213
(Increase) Decrease in Assets:		
Contributions Receivable	(110,149)	(85,370)
Due from Related Entities	24,861	(41,011)
Prepaid Expenses	(25,116)	37,682
Other Assets	(31,885)	(5,315)
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	113,956	(54,004)
Due to Related Entities	36,323	(109,862)
Deferred Rent	-	(25,921)
Net Cash Used by Operating Activities	<u>(272,215)</u>	<u>(323,118)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Investments	(536,311)	(33,208)
Proceeds from Sales of Investments	513,049	8,287
Purchases of Property and Equipment	(6,629)	(4,123)
Net Cash Provided (Used) by Investing Activities	<u>(29,891)</u>	<u>(29,044)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Principal Payments on Finance Lease Obligations	(2,344)	(2,393)
Net Cash Used by Financing Activities	<u>(2,344)</u>	<u>(2,393)</u>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	(304,450)	(354,555)
Cash and Cash Equivalents - Beginning of Year	<u>724,898</u>	<u>1,079,453</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<u><u>\$ 420,448</u></u>	<u><u>\$ 724,898</u></u>
<b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION</b>		
Cash Paid for Interest Expense	<u><u>\$ 672</u></u>	<u><u>\$ 564</u></u>
Right-of-Use Assets Obtained in Exchange for New Operating Lease Liabilities	<u><u>\$ -</u></u>	<u><u>\$ 276,533</u></u>
Right-of-Use Assets Obtained in Exchange for New Finance Lease Liabilities	<u><u>\$ -</u></u>	<u><u>\$ 15,446</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2024 AND 2023**

**NOTE 1 ORGANIZATION**

Make-A-Wish Foundation® of Eastern North Carolina (the Foundation) is a North Carolina nonprofit corporation, organized for the purpose of creating life changing wishes for children with critical illnesses. The Foundation is an independently operating chapter of Make-A-Wish Foundation® of America (National Organization), which develops and implements national programs in public relations and fundraising for the benefit of all local chapters. 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.

**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2024 AND 2023**

**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. Depreciation on property and equipment is provided on a straight-line basis over the estimated useful lives of the assets, generally three to five years. Leasehold improvements are amortized over the shorter of the estimated useful life of the asset or the remaining terms of the 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 EASTERN NORTH CAROLINA**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2024 AND 2023**

**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.

**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2024 AND 2023**

**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 \$258,300 and \$154,600 for the years ended August 31, 2024 and 2023, 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, 2024 and 2023 totaled \$290,372 and \$217,969, 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.

**MAKE-A-WISH FOUNDATION® OF EASTERN NORTH CAROLINA**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2024 AND 2023**

**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:

	2024	2023
Wish Related Travel, Goods, and Services	\$ 1,079,758	\$ 929,534
Advertising and Media	13,000	-
Special Events	23,148	7,957
Other	4,425	9,382
	<hr/>	<hr/>
Total Contributed Nonfinancial Assets and Services	\$ 1,120,331	\$ 946,873

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.

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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 North Carolina income or franchise taxes under the provisions of Internal Revenue Code Section 501(c)(3) and Chapter 55A of the General Statutes of North Carolina. However, the Foundation remains subject to income taxes on any net income that is derived from a trade or business, regularly carried on and not in furtherance of the purpose for which it was granted exemption. No income tax provision has been recorded as the net income, if any, from any unrelated trade or business, in the opinion of management, is not material to the financial statements taken as a whole.

Management believes that no uncertain tax positions exist for the Foundation at August 31, 2024 and 2023. 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.

**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**

The Foundation has adopted ASU 2016-13, *Financial Instruments –Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, as amended, which modifies the measurement of expected credit losses. The Foundation adopted this new guidance utilizing the modified retrospective transition method. The adoption of this Standard did not have a material impact on the Foundation's financial statements but did change how the allowance for credit losses is determined.

**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.

	2024	2023
Total Financial Assets	\$ 1,359,202	\$ 1,548,549
Donor-Imposed Restrictions:		
Restricted Funds	(263,199)	(160,493)
Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	<u>\$ 1,096,003</u>	<u>\$ 1,388,056</u>

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

As part of the Foundation's liquidity management plan, cash in excess of daily requirements are invested in short-term investments and money market funds.

**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, 2024 and 2023 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.

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

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 of directors, which oversees the Foundation's investment program in accordance with established guidelines.

Fair Value Hierarchy

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

	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2024</u>					
<b>Assets</b>					
Investments:					
Mutual Funds	\$ 17,289	\$ -	\$ -	\$ -	\$ 17,289
Debt Securities	448,081	-	-	-	448,081
Cash	31,888	-	-	-	31,888
Total Assets	<u>\$ 497,258</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 497,258</u>
	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2023</u>					
<b>Assets</b>					
Investments:					
Mutual Funds	\$ 444,579	\$ -	\$ -	\$ -	\$ 444,579
Cash	22,864	-	-	-	22,864
Total Assets	<u>\$ 467,443</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 467,443</u>

**NOTE 5 CONTRIBUTIONS RECEIVABLE**

The Foundation's contributions receivable as of August 31, 2024 and 2023 were \$341,269 and \$231,120 respectively, which are due from 6 and 2 donors, respectively. All contributions receivable are due within the next twelve months. Management determined that all contributions receivable are fully collectible; therefore, no allowance for uncollectible accounts is considered necessary at August 31, 2024 and 2023.

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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 and other miscellaneous revenues. During the years ended August 31, 2024 and 2023, respectively, the Foundation received \$780,472 and \$1,101,705 from these national revenue streams.

As part of the National Organization's Wish Fulfillment Fund, chapters may apply for funds that have been donated by other chapters to underwrite the cost of wishes. Under this program, the Foundation received \$-0- and \$420,000 during the years ended August 31, 2024 and 2023, respectively.

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. Amounts totaling \$315,516 and \$779,493 were paid from the Foundation to the National Organization during the years ended August 31, 2024 and 2023, respectively.

Chapters who assist with the organization and granting of wishes from other chapters are paid a "fee for service" called the wish assist fee. Under this program, the originating chapter agrees to pay a fee to the chapter of the wish destination to assist with any planning, booking, and facilitating of the wish for the home chapter. Under this program, the Foundation received \$2,100 and \$2,300, respectively, for the years ended August 31, 2024 and 2023, 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:

	2024	2023
Due from National Organization	\$ 93,856	\$ 108,010
Due from Other Chapters	6,371	17,078
Total Due from Related Entities	<u>\$ 100,227</u>	<u>\$ 125,088</u>
Due to National Organization	\$ 8,775	\$ 4,555
Due to Other Chapters	61,150	29,047
Total Due to Related Entities	<u>\$ 69,925</u>	<u>\$ 33,602</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, 2024 and 2023 the Foundation received contributions, both cash and in-kind, from board members totaling \$146,999 and \$47,598, respectively.

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

There were no amounts due from board members as of August 31, 2024 and 2023. Amounts paid to related parties for goods and services used in the Foundation's operations totaled \$111,940 and \$109,943 for the years ended August 31, 2024 and 2023, respectively. Amounts due to related parties as of August 31, 2024 and 2023 totaled \$2,100 and \$1,250, respectively, and are included in accounts payable in the accompanying statements of financial position.

**NOTE 7    PROPERTY AND EQUIPMENT, NET**

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

	2024	2023
Computer Equipment and Software	\$ 76,267	\$ 70,014
Office Furniture and Equipment	28,798	28,423
Leasehold Improvements	8,762	8,762
Total	113,827	107,199
Less: Accumulated Depreciation	(104,646)	(98,818)
Property and Equipment, Net	<u>\$ 9,181</u>	<u>\$ 8,381</u>

Depreciation expense totaled \$5,829 and \$6,978, respectively for the years ended August 31, 2024 and 2023.

**NOTE 8    LEASES**

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 2028.

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**NOTE 8 LEASES (CONTINUED)**

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

	<u>2024</u>	<u>2023</u>
Lease cost:		
Finance Lease Cost:		
Amortization of right-of-use assets	\$ 2,089	\$ 2,664
Interest on Lease Liabilities	435	463
Operating Lease Cost	97,341	97,341
Total Lease Cost	<u>\$ 99,865</u>	<u>\$ 100,468</u>
Other Information:		
Cash Paid for Amounts Included in the Measurement of Lease Liabilities		
Operating Cash Flows from Financing Leases	435	463
Operating Cash Flows from Operating Leases	105,367	104,050
Financing Cash Flows from Financing Leases	2,344	2,458
Right-of-use Assets Obtained in Exchange for New Financing Lease Liabilities	-	15,446
Right-of-use Assets Obtained in Exchange for New Operating Lease Liabilities	-	276,533
Weighted-Average Remaining Leases Term - Financing Leases	3.2	4.2
Weighted-Average Remaining Lease Term - Operating Leases	1.0	2.0
Weighted-Average Discount Rate - Financing Leases	3.78%	3.78%
Weighted-Average Discount Rate - Operating Leases	3.43%	3.43%

A maturity analysis of annual undiscounted cash flows for lease liabilities as of August 31, 2024, is as follows:

<u>Year Ending August 31</u>	<u>Operating Leases</u>	<u>Finance Leases</u>
2025	\$ 108,528	\$ 3,343
2026	-	3,343
2027	-	3,343
2028	-	637
Total Lease Payments	108,528	10,666
Less: Imputed Interest	(1,689)	(616)
Present Value of Lease Liabilities	<u>\$ 106,839</u>	<u>\$ 10,050</u>

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**NOTE 9 NET ASSETS**

**Net Assets With Donor Restrictions**

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

	<u>2024</u>	<u>2023</u>
Subject to Expenditure for Specified Purpose:		
Wish Granting	<u>\$ 263,199</u>	<u>\$ 160,493</u>
Total Donor-Restricted Net Assets	<u><u>\$ 263,199</u></u>	<u><u>\$ 160,493</u></u>

**NOTE 10 RETIREMENT PLAN**

The Foundation has a defined contribution retirement plan (the Plan). Employees are eligible for participation in the Plan after reaching 21 years of age and upon completion of three months of service. Under the provisions of the Plan, eligible employees may elect to defer a percentage of their salary subject to certain Internal Revenue Code limitations. The Foundation matches employee contributions up to 3% of the employee's salary. Foundation contributions to the Plan for the year ended August 31, 2024 and 2023 were \$22,025 and \$18,892, respectively.

**NOTE 11 CONCENTRATIONS**

Financial instruments that potentially subject the Foundation to concentration of credit risk consist principally of cash, cash equivalents, and investments. The Foundation places its cash and investments with high credit quality financial institutions and generally limits the amount of credit exposure not to exceed the FDIC insurance coverage limit of \$250,000. From time to time throughout the year, the Foundation's cash balances may exceed the amount of the FDIC insurance coverage.

Contributions totaling \$605,369 and \$602,040 were received from a single donor, respectively, for the years ended August 31, 2024 and 2023, which represents 14% and 15% 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.

**NOTE 12 LITIGATION AND CLAIMS**

The Foundation is periodically involved in litigation and claims arising in the ordinary course of business. In the opinion of management, the ultimate disposition of these matters will not have a material adverse effect on the Foundation's financial position, change in net assets or liquidity.

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**NOTE 13 COMMITMENTS**

The goal of the Foundation is to grant the wish of every eligible child. During the years ending August 31, 2024 and 2023, the Foundation granted 212 and 180 wishes, respectively. As of August 31, 2024 and 2023, respectively, there were approximately 380 and 447 wish children who are eligible for a wish. The average cost of a wish for the year ended August 31, 2024 was \$6,073 in cash and \$4,514 in in-kind for a total cost of \$10,587. The average cost of a wish for the year ended August 31, 2023 was \$5,612 in cash and \$5,224 in in-kind for a total cost of \$10,836.

**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. Cruise wish travel resumed in June 2024 and international wish travel resumed effective September 1, 2024. Prior to fiscal year 2020, travel wishes have been approximately 83% of wishes granted and the number of granted wishes averaged approximately 191. The number of wishes granted during the years ended August 31, 2024 and 2023 was 212 and 180, respectively.

**NOTE 15 EMPLOYEE RETENTION CREDIT**

During the year ended August 31, 2023, the Foundation applied for and recorded an Employee Retention Credit (ERC) of \$158,653, part of federal COVID-19 relief for employers, on eligible employee wages for calendar year 2021. This credit is included in Grants as a government grant, which is recognized when all conditions of such grants are fulfilled or there is reasonable assurance they will be fulfilled.

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

**NOTE 16 SUBSEQUENT EVENTS**

The Foundation has evaluated subsequent events from the statement of financial position date through February 7, 2025, the date at which the financial statements were available to be issued.

