

**MAKE-A-WISH FOUNDATION® OF SAN DIEGO**  
**FINANCIAL STATEMENTS**  
**YEARS ENDED AUGUST 31, 2025 AND 2024**



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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Make-A-Wish Foundation® of San Diego  
San Diego, California

### Report on the Audit of the Financial Statements

#### ***Opinion***

We have audited the accompanying financial statements of Make-A-Wish Foundation® of San Diego (a nonprofit organization), which comprise the statements of financial position as of August 31, 2025 and 2024, 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 San Diego as of August 31, 2025 and 2024, 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 San Diego 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 San Diego'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 San Diego'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 San Diego'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**

Minneapolis, Minnesota  
December 19, 2025

**MAKE-A-WISH FOUNDATION® OF SAN DIEGO**  
**STATEMENTS OF FINANCIAL POSITION**  
**AUGUST 31, 2025 AND 2024**

	<u>2025</u>	<u>2024</u>
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 847,549	\$ 979,037
Investments	7,945,760	7,798,133
Due from Related Entities	234,564	263,481
Prepaid Expenses	357,651	356,387
Contributions Receivable, Net	262,756	190,618
Other Assets	114,030	45,413
Right-of-Use Assets - Operating	613,654	771,580
Property and Equipment, Net	69,324	120,118
Beneficial Interest in Assets Held by Others	339,603	322,261
Investments Held for Long-Term Purposes	<u>1,300,759</u>	<u>1,209,367</u>
Total Assets	<u><u>\$ 12,085,650</u></u>	<u><u>\$ 12,056,395</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 419,337	\$ 453,903
Due to Related Entities	83,368	99,835
Deferred Revenue	82,825	31,747
Lease Liability - Operating	<u>693,768</u>	<u>859,565</u>
Total Liabilities	1,279,298	1,445,050
<b>NET ASSETS</b>		
Without Donor Restrictions	8,973,485	8,954,702
With Donor Restrictions	<u>1,832,867</u>	<u>1,656,643</u>
Total Net Assets	<u>10,806,352</u>	<u>10,611,345</u>
Total Liabilities and Net Assets	<u><u>\$ 12,085,650</u></u>	<u><u>\$ 12,056,395</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF SAN DIEGO**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED AUGUST 31, 2025**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions - Cash	\$ 1,812,549	\$ 130,000	\$ 1,942,549
Contributions - Donated Goods and Services	1,015,047	142,756	1,157,803
Grants	203,035	100,478	303,513
Total Public Support	3,030,631	373,234	3,403,865
Internal Special Events	2,322,930	-	2,322,930
Internal Special Events - Donated Goods and Services	135,310	-	135,310
Less: Costs of Direct Benefits to Donors	(517,762)	-	(517,762)
Total Special Events	1,940,478	-	1,940,478
Net Investment Income	929,147	141,392	1,070,539
Change in Value of Beneficial Interest Held by Others	28,174	-	28,174
Other Income	78,735	-	78,735
Net Assets Released from Restrictions	338,402	(338,402)	-
Total Revenues, Gains, and Other Support	6,345,567	176,224	6,521,791
<b>EXPENSES</b>			
Program Services:			
Wish Granting	4,644,594	-	4,644,594
Total Program Services	4,644,594	-	4,644,594
Support Services:			
Fundraising	1,092,984	-	1,092,984
Management and General	589,206	-	589,206
Total Support Services	1,682,190	-	1,682,190
Total Expenses	6,326,784	-	6,326,784
<b>CHANGE IN NET ASSETS</b>	18,783	176,224	195,007
Net Assets - Beginning of Year	8,954,702	1,656,643	10,611,345
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 8,973,485</u>	<u>\$ 1,832,867</u>	<u>\$ 10,806,352</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF SAN DIEGO**  
**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	\$ 4,377,364	\$ -	\$ 4,377,364
Contributions - Donated Goods and Services	950,863	109,205	1,060,068
Grants	388,815	-	388,815
Total Public Support	<u>5,717,042</u>	<u>109,205</u>	<u>5,826,247</u>
Internal Special Events - Cash	2,110,591	49,155	2,159,746
Less: Costs of Direct Benefits to Donors	<u>(478,765)</u>	<u>-</u>	<u>(478,765)</u>
Total Special Events	1,631,826	49,155	1,680,981
Net Investment Income	1,096,381	193,799	1,290,180
Change in Value of Beneficial Interest Held by Others	32,944		32,944
Other Income	114,450	-	114,450
Net Assets Released from Restrictions	<u>333,231</u>	<u>(333,231)</u>	<u>-</u>
Total Revenues, Gains, and Other Support	8,925,874	18,928	8,944,802
<b>EXPENSES</b>			
Program Services:			
Wish Granting	<u>4,629,451</u>	<u>-</u>	<u>4,629,451</u>
Total Program Services	4,629,451	-	4,629,451
Support Services:			
Fundraising	967,863	-	967,863
Management and General	<u>677,716</u>	<u>-</u>	<u>677,716</u>
Total Support Services	<u>1,645,579</u>	<u>-</u>	<u>1,645,579</u>
Total Expenses	<u>6,275,030</u>	<u>-</u>	<u>6,275,030</u>
<b>CHANGE IN NET ASSETS</b>	2,650,844	18,928	2,669,772
Net Assets - Beginning of Year	<u>6,303,858</u>	<u>1,637,715</u>	<u>7,941,573</u>
<b>NET ASSETS - END OF YEAR</b>	<u><u>\$ 8,954,702</u></u>	<u><u>\$ 1,656,643</u></u>	<u><u>\$ 10,611,345</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF SAN DIEGO**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2025**

	Program Services	Support Services			Direct Donor Benefits	Total
	Wish Granting	Fundraising	Management and General	Total Support Services		
Direct Costs of Wishes	\$ 2,709,828	\$ -	\$ -	\$ -	\$ -	\$ 2,709,828
Salaries, Taxes, and Benefits	1,150,214	676,473	310,933	987,406	-	2,137,620
Printing, Subscriptions, and Publications	2,727	34,650	1,132	35,782	-	38,509
Professional Fees	13,889	6,177	115,204	121,381	-	135,270
Rent and Utilities	125,640	74,400	32,593	106,993	-	232,633
Postage and Delivery	1,636	13,263	332	13,595	-	15,231
Travel	5,494	4,232	3,155	7,387	-	12,881
Meetings and Conferences	12,333	12,510	3,615	16,125	-	28,458
Office Supplies	63,495	20,164	1,321	21,485	-	84,980
Communications	15,283	8,265	3,616	11,881	-	27,164
Advertising and Media (Cash)	-	19,751	-	19,751	-	19,751
Advertising and Media (In-Kind)	-	12,800	-	12,800	-	12,800
Repairs and Maintenance	3,740	2,216	969	3,185	-	6,925
Insurance	468	131	-	131	-	599
National Partnership Dues	439,045	100,353	87,809	188,162	-	627,207
Miscellaneous	71,390	90,169	20,902	111,071	-	182,461
Depreciation	29,412	17,430	7,625	25,055	-	54,467
Special Event - Direct Donor Benefits	-	-	-	-	517,762	517,762
Total	4,644,594	1,092,984	589,206	1,682,190	517,762	6,844,546
Less: Expenses Netted Against Revenues on Statement of Activities: Special Event Expenses	-	-	-	-	(517,762)	(517,762)
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 4,644,594</u>	<u>\$ 1,092,984</u>	<u>\$ 589,206</u>	<u>\$ 1,682,190</u>	<u>\$ -</u>	<u>\$ 6,326,784</u>

See accompanying Notes to Financial Statements.



**MAKE-A-WISH FOUNDATION® OF SAN DIEGO**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2024**

	Program Services	Support Services			Direct Donor Benefits	Total
	Wish Granting	Fundraising	Management and General	Total Support Services		
Direct Costs of Wishes	\$ 2,568,365	\$ -	\$ -	\$ -	\$ -	\$ 2,568,365
Salaries, Taxes, and Benefits	1,317,903	579,634	419,495	999,129	-	2,317,032
Printing, Subscriptions, and Publications	6,554	38,397	17,749	56,146	-	62,700
Professional Fees	28,011	10,630	92,578	103,208	-	131,219
Rent and Utilities	125,353	54,979	39,585	94,564	-	219,917
Postage and Delivery	5,682	5,894	1,398	7,292	-	12,974
Travel	13,011	7,008	6,858	13,866	-	26,877
Meetings and Conferences	27,066	14,839	2,730	17,569	-	44,635
Office Supplies	115,647	11,882	1,851	13,733	-	129,380
Communications	14,524	6,372	4,587	10,959	-	25,483
Advertising and Media (Cash)	-	16,777	-	16,777	-	16,777
Advertising and Media (In-Kind)	-	28,920	-	28,920	-	28,920
Repairs and Maintenance	3,336	1,463	1,053	2,516	-	5,852
Insurance	-	100	-	100	-	100
Bad Debt Expense	-	-	-	-	-	-
Membership Dues	1,111	487	351	838	-	1,949
National Partnership Dues	283,671	64,839	56,734	121,573	-	405,244
Miscellaneous	91,216	113,361	24,395	137,756	-	228,972
Depreciation	28,001	12,281	8,352	20,633	-	48,634
Special Event - Direct Donor Benefits				-	478,765	478,765
Total	4,629,451	967,863	677,716	1,645,579	478,765	6,753,795
Less: Expenses Netted Against Revenues on Statement of Activities:						
Special Event Expenses	-	-	-	-	(478,765)	(478,765)
Total Expenses Included in the Expense Section of the Statement of Activities	\$ 4,629,451	\$ 967,863	\$ 677,716	\$ 1,645,579	\$ -	\$ 6,275,030

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF SAN DIEGO**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED AUGUST 31, 2025 AND 2024**

	<u>2025</u>	<u>2024</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 195,007	\$ 2,669,772
Adjustments to Reconcile Change in Net Assets to Net Cash		
Provided (Used) by Operating Activities:		
Depreciation	54,467	48,634
Net Realized and Unrealized Gains on Investments	(856,928)	(1,119,154)
Change in Value of Beneficial Interest in Assets Held by Others	(28,174)	(32,944)
Change in Operating Right-of-Use Assets and Lease Liabilities	(7,871)	(2,327)
Changes in Assets and Liabilities:		
Contributions Receivable	(72,138)	81,716
Due from Related Entities	28,917	41,738
Prepaid Expenses	(1,264)	(46,846)
Other Assets	(68,617)	65,231
Accounts Payable and Accrued Expenses	(34,566)	122,464
Due to Related Entities	(16,467)	(94,139)
Deferred Revenue	51,078	(36,058)
Net Cash Provided (Used) by Operating Activities	<u>(756,556)</u>	<u>1,698,087</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Investments	(213,540)	(1,670,944)
Proceeds from Sales of Investments	831,449	178,848
Purchases of Property and Equipment	(3,673)	(36,806)
Disposition of Assets Held at Community Foundation	10,832	9,506
Net Cash Provided (Used) by Investing Activities	<u>625,068</u>	<u>(1,519,396)</u>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	(131,488)	178,691
Cash and Cash Equivalents - Beginning of Year	<u>979,037</u>	<u>800,346</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<u><u>\$ 847,549</u></u>	<u><u>\$ 979,037</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF SAN DIEGO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2025 AND 2024**

**NOTE 1 ORGANIZATION**

Make-A-Wish Foundation® of San Diego (the Foundation) is a California nonprofit corporation, organized for the purpose of creating life changing wishes for children with critical illnesses. The Foundation is an independently operating chapter of Make-A-Wish Foundation® of America (National Organization), which develops and implements national programs in public relations and fundraising for the benefit of all local chapters. In addition, the local chapter is obligated to comply with a chapter agreement with the National Organization and such guidelines, resolutions, and policies as may be adopted by the National Organization's Board of Directors.

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Presentation**

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

**Cash, Cash Equivalents**

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

**Investments**

Investments are recorded at fair value. Investment income, including gains and losses on investments, is recorded as increases or decreases in net assets without donor restrictions unless its use is limited by donor-imposed restrictions or law. Certain investments are valued by using the net asset value (NAV) per share (or its equivalent), as a practical expedient.

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 SAN DIEGO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2025 AND 2024**

**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 useful life of more than one year are capitalized at cost when purchased for more than \$1,000. 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 3 to 5 five years. 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 SAN DIEGO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2025 AND 2024**

**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 SAN DIEGO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2025 AND 2024**

**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 \$517,762 and \$478,765 for the years ended August 31, 2025 and 2024, 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 statements of activities. The amount of auction items received and sold during the years ended August 31, 2025 and 2024 totaled \$320,479 and \$228,394, 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 SAN DIEGO**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2025 AND 2024**

**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:

	2025	2024
Wish Related Travel, Goods, and Services	\$ 1,072,289	\$ 963,657
Advertising and Media	12,800	28,920
Special Events	135,310	-
Other	72,714	67,491
Total Contributed Nonfinancial Assets and Services	<u>\$ 1,293,113</u>	<u>\$ 1,060,068</u>

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

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 fundraising 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 California income taxes under the provisions of Internal Revenue Code Section (IRC) 501(c)(3) and Section 23701d of the California Revenue and Taxation 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 unrelated trade or business, in the opinion of management, is not material to the financial statement taken as a whole.

Management believes that no uncertain tax positions exist for the Foundation at August 31, 2025 and 2024. The Foundation files income tax returns in the U.S. federal jurisdiction and one state jurisdiction.

**Functional Expenses**

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

**Wish Granting**

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

**Fundraising**

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

**Management and General**

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

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



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

**Management Estimates**

The preparation of financial statements in conformity with 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.

**NOTE 3 LIQUIDITY AND AVAILABILITY**

The Foundation monitors liquidity regularly through the monthly financial package provided to the board and through the enterprise-wide Benchmarks of Excellence. Holding 6 to 24 months of liquidity is considered excellent based off the enterprise-wide published scale.

	<u>2025</u>	<u>2024</u>
Total Financial Assets	\$ 10,591,388	\$ 10,440,636
Donor-Imposed Restrictions:		
Restricted Funds	(432,107)	(398,121)
Endowments	<u>(1,300,759)</u>	<u>(1,209,367)</u>
Net Financial Assets after Donor-Imposed Restrictions	<u>8,858,522</u>	<u>8,833,148</u>
Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	<u><u>\$ 8,858,522</u></u>	<u><u>\$ 8,833,148</u></u>

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

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

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**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, 2025 and 2024 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, appropriately risk-adjusted discount rates, and available observable and unobservable inputs.

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

**Overall Investment Objective**

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

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

**Fair Value Hierarchy**

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

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
<u>August 31, 2025</u>				
<b>Assets</b>				
Investments:				
Mutual Funds	\$ 9,246,519	\$ -	\$ -	\$ 9,246,519
Beneficial Interests in				
Assets Held by Others	-	-	339,603	339,603
Total Investments	<u>9,246,519</u>	<u>-</u>	<u>339,603</u>	<u>9,586,122</u>
Total Assets	<u><u>\$ 9,246,519</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 339,603</u></u>	<u><u>\$ 9,586,122</u></u>
<u>August 31, 2024</u>				
<b>Assets</b>				
Investments:				
Mutual Funds	\$ 9,007,500	\$ -	\$ -	\$ 9,007,500
Beneficial Interests in				
Assets Held by Others	-	-	322,261	322,261
Total Investments	<u>9,007,500</u>	<u>-</u>	<u>322,261</u>	<u>9,329,761</u>
Total Assets	<u><u>\$ 9,007,500</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 322,261</u></u>	<u><u>\$ 9,329,761</u></u>

The following table presents a roll forward of activity for investments measured at fair value using significant unobservable inputs (Level 3) for the years ended August 31:

	<u>2025</u>	<u>2024</u>
Transfer Out	\$ 4,155	\$ 5,014

The following table describes the valuation techniques used to calculate fair value for assets in Level 3. There were no changes in valuation techniques and related inputs from the prior year.

<u>Quantitative Information About Level 3 Fair Value Measurements</u>			
<u>Type of Assets</u>	<u>Fair Value at August 31, 2025</u>	<u>Principal Valuation Technique</u>	<u>Unobservable Inputs</u>
Beneficial Interests in Trusts Held by Others	<u>\$ 339,603</u>	Fair Value of Underlying Assets	
Total	<u><u>\$ 339,603</u></u>		
<u>Type of Assets</u>	<u>Fair Value at August 31, 2024</u>	<u>Principal Valuation Technique</u>	<u>Unobservable Inputs</u>
Beneficial Interests in Trusts Held by Others	<u>\$ 322,261</u>	Fair Value of Underlying Assets	
Total	<u><u>\$ 322,261</u></u>		

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**NOTE 5 CONTRIBUTIONS RECEIVABLE**

Contributions receivable include pledges where no discount is considered necessary at August 31, 2025 and 2024 as all amounts are due within one year.

The following is a summary of the Foundation's contributions receivable at August 31:

	2025	2024
Total Amounts Due in:		
Within One Year	\$ 262,756	\$ 190,618
Contributions Receivable, Net	<u>\$ 262,756</u>	<u>\$ 190,618</u>

Management determined that all contributions receivable are fully collectible; therefore, no allowance for uncollectible accounts is considered necessary at August 31, 2025 and 2024.

**NOTE 6 SPLIT-INTEREST AGREEMENTS**

**Beneficial Interests in Assets Held by Others**

In November 2008, the Foundation transferred \$100,000 to The San Diego Foundation (TSDf). Distributions of income earned from TSDf are to be made semiannually, in March and September, or upon request after an allocation period, in amount determined by TSDf's board of directors based on earnings as defined in the agreement, to support the mission of the Foundation. In August of 2021, the Foundation transferred an additional \$83,000 to TSDf.

In July 2017, the Foundation transferred \$100,000 to the Jewish Community Foundation (JCF). Distributions of income earned or principal shall be distributed upon written direction by two duly authorized officers or directors of the Foundation.

In September 2017, the Foundation transferred \$100,000 to the Rancho Santa Fe Foundation (RSF). The Foundation shall appoint an advisory committee to advise on the distribution of income earned from RSF.

In May 2023, the Foundation withdrew \$109,730 from the Jewish Community Foundation and \$102,006 from the Rancho Santa Fe Foundation.

See Note 4 for fair value information on beneficial interest in assets held by others.

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**NOTE 7    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 whitemail donations, amounts for internal grants and other miscellaneous revenues. During the years ended August 31, 2025 and 2024, respectively, the Foundation received \$1,204,020 and \$539,485 from these national revenue streams.

Conversely, the Foundation pays amounts to the National Organization for annual dues, insurance, and other miscellaneous ancillary expenses that Make-A-Wish Foundation® of America pays on behalf of the Foundation and for services provided by the National Organization. Amounts totaling \$751,586 and \$557,792 were paid from the Foundation to the National Organization during the years ended August 31, 2025 and 2024, 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 \$78,725 and \$109,050 for the years ended August 31, 2025 and 2024, respectively, 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:

	2025	2024
Due from National Organization	\$ 102,121	\$ 79,590
Due from Other Chapters	132,443	183,891
Total Due from Related Entities	<u>\$ 234,564</u>	<u>\$ 263,481</u>
Due to National Organization	\$ 27,312	\$ 15,448
Due to Other Chapters	56,056	84,387
Total Due to Related Entities	<u>\$ 83,368</u>	<u>\$ 99,835</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.

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**NOTE 7 TRANSACTIONS WITH RELATED ENTITIES (CONTINUED)**

During the years ended August 31, 2025 and 2024, the Foundation received contributions, both cash and in-kind, from board members totaling \$183,444 and \$370,200, respectively. Amounts paid to related parties for goods and services used in the Foundation's operations totaled \$203,876 and \$225,996 for the years ended August 31, 2025 and 2024, respectively. Amounts due to related parties as of August 31, 2025 and 2024 totaled \$56,056 and \$84,387, respectively, and are included in accounts payable in the accompanying statements of financial position.

**NOTE 8 PROPERTY AND EQUIPMENT, NET**

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

	2025	2024
Computer Equipment and Software	\$ 79,225	\$ 76,735
Office Furniture	209,649	208,466
Total	288,874	285,201
Less: Accumulated Depreciation	(219,550)	(165,083)
Property and Equipment, Net	<u>\$ 69,324</u>	<u>\$ 120,118</u>

Depreciation and amortization expense totaled \$54,467 and \$48,634, respectively, for the years ended August 31, 2025 and 2024.

**NOTE 9 LEASES**

**Lease Agreements – ASC 842**

The Foundation leases equipment as well as certain operating and office facilities for various terms under long-term, noncancelable lease agreements. The leases expire at various dates through 2029.

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

	2025	2024
Lease Cost:		
Operating Lease Cost	<u>\$ 183,201</u>	<u>\$ 183,201</u>
Other Information:		
Cash Paid for Amounts Included in the Measurement of Lease Liabilities		
Operating Cash Flows from Operating Leases	\$ 191,073	\$ 185,528
Weighted-Average Remaining Lease Term - Operating Leases	3.6 Years	4.6 Years
Weighted-Average Discount Rate - Operating Leases	3.20%	3.20%

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**NOTE 9 LEASES (CONTINUED)**

A maturity analysis of annual undiscounted cash flows for lease liabilities as of August 31, 2025 is as follows:

<u>Year Ending August 31</u>	<u>Operating Leases</u>
2026	\$ 196,268
2027	201,979
2028	210,686
2029	125,186
2030	-
Total Lease Payments	<u>734,119</u>
Less: Imputed Interest	<u>(40,351)</u>
Present Value of Lease Liabilities	<u><u>\$ 693,768</u></u>

**NOTE 10 NET ASSETS**

**Net Assets With Donor Restrictions**

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

	<u>2025</u>	<u>2024</u>
Subject to Expenditure for Specified Purpose:		
Wish Granting	\$ 301,629	\$ 398,121
Wish Granting for Military Families	75,772	-
Internship Program	30,000	-
Professional Development	24,706	-
Total	<u>432,107</u>	<u>398,121</u>
Subject to Passage of Time:		
Promises to Give that are Not Restricted by Donors, but Which are Unavailable for Expenditure Until Due	100,000	49,155
Endowments:		
Subject to Endowment Spending Policy and Appropriation:		
Earnings on Endowment Funds	300,759	209,367
Original Donor-Restricted Gift Amount to be Maintained in Perpetuity:		
Tawney Endowment Fund	<u>1,000,000</u>	<u>1,000,000</u>
Total	<u>1,300,759</u>	<u>1,209,367</u>
Total Net Assets With Donor Restrictions	<u><u>\$ 1,832,866</u></u>	<u><u>\$ 1,656,643</u></u>

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**NOTE 11 ENDOWMENTS**

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

The Foundation's endowment consists of one individual fund established for a variety of donor-restricted purposes. Net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions. Endowment assets are reflected as investments held for long-term purposes on the statements of financial position.

**Interpretation of Relevant Law**

The Board of Directors of the Foundation has interpreted the California 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:

<u>August 31, 2025</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-Restricted Endowment Funds	\$ -	\$ 1,300,759	\$ 1,300,759
Total Funds	<u>\$ -</u>	<u>\$ 1,300,759</u>	<u>\$ 1,300,759</u>
<u>August 31, 2024</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-Restricted Endowment Funds	\$ -	\$ 1,209,367	\$ 1,209,367
Total Funds	<u>\$ -</u>	<u>\$ 1,209,367</u>	<u>\$ 1,209,367</u>



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**NOTE 11 ENDOWMENTS (CONTINUED)**

**Interpretation of Relevant Law (Continued)**

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

<u>August 31, 2025</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment Funds - Beginning of Year	\$ -	\$ 1,209,367	\$ 1,209,367
Investment Return:			
Investment Income	-	28,283	28,283
Net Appreciation (Realized and Unrealized)	-	113,109	113,109
Total Investment Return	-	141,392	141,392
Appropriation of Endowment Asset for Expenditure	-	(50,000)	(50,000)
Endowment Funds - End of Year	<u>\$ -</u>	<u>\$ 1,300,759</u>	<u>\$ 1,300,759</u>
<u>August 31, 2024</u>			
Endowment Funds - Beginning of Year	\$ -	\$ 1,065,681	\$ 1,065,681
Investment Return:			
Investment Income	-	25,592	25,592
Net Appreciation (Realized and Unrealized)	-	168,094	168,094
Total Investment Return	-	193,686	193,686
Appropriation of Endowment Asset for Expenditure	-	(50,000)	(50,000)
Endowment Funds - End of Year	<u>\$ -</u>	<u>\$ 1,209,367</u>	<u>\$ 1,209,367</u>

**Fund Deficiencies**

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. There are no fund deficiencies as of August 31, 2025 and 2024.

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**NOTE 11 ENDOWMENTS (CONTINUED)**

**Return Objectives and Risk Parameters**

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding programs supported by its endowment fund while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Foundation must hold in perpetuity or for a donor-specified period(s). Under this policy, as approved by the board of directors, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield results of the S&P 500 index while assuming a moderate level of investment risk. The Foundation expects its endowment funds, over time, to provide an average rate of return equal to or greater than the rate of inflation (Consumer Price Index) plus any spending and administrative expenses thus, at a minimum, maintaining the purchasing power of those assets managed by the Foundation. Actual returns in any given year may vary from this amount.

**Strategies Employed for Achieving Objectives**

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

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

The Foundation has a policy of appropriating for distribution each year 5% of its endowment fund's average market value of the portfolio each year. The endowment's annual market value shall be calculated by averaging the portfolio's quarterly market values. After 36 months, the endowment's market value shall be calculated by averaging the market value of the portfolio over the prior 12 quarters. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long-term, the Foundation expects the current spending policy to allow its endowment to grow at an average of 5% annually. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return. Additionally, the board of directors may approve amounts in excess of the spending policy for appropriation as needed.

**NOTE 12 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 IRC limitations. The Foundation contributions to the Plan for the years ended August 31, 2025 and 2024 were \$59,476 and \$70,989, respectively.

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**NOTE 13 CONCENTRATIONS**

Financial instruments that potentially subject the Foundation to concentration of credit risk consist principally of cash, cash equivalents, and investments. Deposits at each financial institution are insured in limited amounts by the Federal Deposit Insurance Corporation (FDIC). The Foundation's cash and investments were placed with high credit quality financial institutions and accordingly, the Foundation does not expect to experience nonperformance.

There were no revenue concentrations for the year ended August 31, 2025. Contributions totaling \$2,173,527 were received from a single donor for the year ended August 31, 2024, which represents 27% 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 14 LITIGATION AND CLAIMS**

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

**NOTE 15 COMMITMENTS**

The goal of the Foundation is to grant the wish of every eligible child. During the fiscal years ended August 31, 2025 and 2024, the Foundation granted 200 and 207 wishes, respectively. As of August 31, 2025 and 2024, respectively, there were approximately 286 and 266 wish children who are eligible for a wish. The average cost of a wish for the year ended August 31, 2025 was \$8,614 in cash and \$4,968 in in-kind for a total cost of \$13,582. The average cost of a wish for the year ended August 31, 2024 was \$7,590 in cash and \$4,802 in in-kind for a total cost of \$12,392.

**NOTE 16 SUBSEQUENT EVENTS**

The Foundation has evaluated subsequent events from the statement of financial position date through December 19, 2025, the date at which the financial statements were available to be issued.

