

MAKE-A-WISH FOUNDATION® OF AMERICA
FINANCIAL STATEMENTS
YEARS ENDED AUGUST 31, 2024 AND 2023



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MAKE-A-WISH FOUNDATION® OF AMERICA
TABLE OF CONTENTS
YEARS ENDED AUGUST 31, 2024 AND 2023

INDEPENDENT AUDITORS' REPORT	1
FINANCIAL STATEMENTS	
STATEMENTS OF FINANCIAL POSITION	3
STATEMENTS OF ACTIVITIES	4
STATEMENTS OF FUNCTIONAL EXPENSES	6
STATEMENTS OF CASH FLOWS	8
NOTES TO FINANCIAL STATEMENTS	9



INDEPENDENT AUDITORS' REPORT

Board of Directors
Make-A-Wish Foundation® of America
Phoenix, Arizona

Report on the Audit of the Financial Statements

Opinion

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

Phoenix, Arizona
January 24, 2025

MAKE-A-WISH FOUNDATION® OF AMERICA
STATEMENTS OF FINANCIAL POSITION
AUGUST 31, 2024 AND 2023

	<u>2024</u>	<u>2023</u>
ASSETS		
Cash and Cash Equivalents	\$ 20,943,065	\$ 14,815,214
Investments	17,270,353	15,850,460
Due from Related Entities, Net of Credit Loss	2,471,425	1,849,940
Prepaid Expenses	4,186,998	3,492,965
Contributions Receivable, Net	11,631,011	13,418,120
Other Assets	2,582,062	1,626,895
Split-Interest Agreements	1,750,836	1,540,723
Investments Held for Long-Term Purposes	23,589,092	18,712,981
Interest Rate Swap Asset	55,457	385,346
Property and Equipment, Net	<u>32,267,813</u>	<u>35,517,502</u>
Total Assets	<u><u>\$ 116,748,112</u></u>	<u><u>\$ 107,210,146</u></u>
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts Payable and Accrued Expenses	\$ 6,655,218	\$ 5,786,945
Due to Related Entities	11,652,325	10,130,219
Other Liabilities	2,565,474	3,284,568
Note Payable	<u>16,487,349</u>	<u>17,052,349</u>
Total Liabilities	37,360,366	36,254,081
NET ASSETS		
Without Donor Restrictions	46,033,018	39,320,036
With Donor Restrictions	<u>33,354,728</u>	<u>31,636,029</u>
Total Net Assets	<u><u>79,387,746</u></u>	<u><u>70,956,065</u></u>
Total Liabilities and Net Assets	<u><u>\$ 116,748,112</u></u>	<u><u>\$ 107,210,146</u></u>

See accompanying Notes to Financial Statements.

MAKE-A-WISH FOUNDATION® OF AMERICA
STATEMENT OF ACTIVITIES
YEAR ENDED AUGUST 31, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES, GAINS, AND OTHER SUPPORT			
Public Support:			
Contributions, Cash	\$ 79,195,158	\$ 12,061,566	\$ 91,256,724
Contributions, Donated Goods and Services	85,115,379	-	85,115,379
Grants	3,035,040	-	3,035,040
Total Public Support	167,345,577	12,061,566	179,407,143
Investment Income, Net	2,553,508	3,017,322	5,570,830
Chapter Assessments	24,384,705	-	24,384,705
Other Income	6,136,672	-	6,136,672
Net Assets Released from Restrictions	13,395,702	(13,395,702)	-
Total Revenues, Gains, and Other Support	213,816,164	1,683,186	215,499,350
EXPENSES			
Program Services:			
Wish Granting	17,406,389	-	17,406,389
Program-Related Support	74,768,048	-	74,768,048
Training and Development	387,344	-	387,344
Public Information	68,206,359	-	68,206,359
Total Program Services	160,768,140	-	160,768,140
Support Services:			
Fundraising	23,379,165	-	23,379,165
Management and General	22,625,988	-	22,625,988
Total Support Services	46,005,153	-	46,005,153
Total Expenses	206,773,293	-	206,773,293
CHANGE IN NET ASSETS FROM OPERATIONS	7,042,871	1,683,186	8,726,057
NONOPERATING ACTIVITIES			
Change in Value of Split-Interest Agreements	-	35,513	35,513
Change in Value of Swap	(329,889)	-	(329,889)
Change in Net Assets from Nonoperating Activities	(329,889)	35,513	(294,376)
CHANGE IN NET ASSETS	6,712,982	1,718,699	8,431,681
Net Assets - Beginning of Year	39,320,036	31,636,029	70,956,065
NET ASSETS - END OF YEAR	<u>\$ 46,033,018</u>	<u>\$ 33,354,728</u>	<u>\$ 79,387,746</u>

See accompanying Notes to Financial Statements.

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

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES, GAINS, AND OTHER SUPPORT			
Public Support:			
Contributions, Cash	\$ 84,318,375	\$ 17,605,793	\$ 101,924,168
Contributions, Donated Goods and Services	116,001,312	-	116,001,312
Grants	785,000	-	785,000
Total Public Support	201,104,687	17,605,793	218,710,480
Investment Income, Net	1,271,578	1,034,520	2,306,098
Chapter Assessments	23,460,461	-	23,460,461
Other Income	6,575,855	-	6,575,855
Net Assets Released from Restrictions	6,597,028	(6,597,028)	-
Total Revenues, Gains, and Other Support	239,009,609	12,043,285	251,052,894
EXPENSES			
Program Services:			
Wish Granting	11,987,208	-	11,987,208
Program-Related Support	77,880,628	-	77,880,628
Training and Development	1,128,370	-	1,128,370
Public Information	102,889,878	-	102,889,878
Total Program Services	193,886,084	-	193,886,084
Support Services:			
Fundraising	25,285,738	-	25,285,738
Management and General	19,233,696	-	19,233,696
Total Support Services	44,519,434	-	44,519,434
Total Expenses	238,405,518	-	238,405,518
CHANGE IN NET ASSETS FROM OPERATIONS	604,091	12,043,285	12,647,376
NONOPERATING ACTIVITIES			
Change in Split-Interest Agreements	-	9,903	9,903
Change in Value of Swap	(11,507)	-	(11,507)
Change in Net Assets from Nonoperating Activities	(11,507)	9,903	(1,604)
CHANGE IN NET ASSETS	592,584	12,053,188	12,645,772
Net Assets - Beginning of Year	38,727,452	19,582,841	58,310,293
NET ASSETS - END OF YEAR	<u>\$ 39,320,036</u>	<u>\$ 31,636,029</u>	<u>\$ 70,956,065</u>

See accompanying Notes to Financial Statements.

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

	Program Services					Support Services			
	Wish Granting	Program Related Support	Training and Development	Public Information	Total Program Services	Fundraising	Management and General	Total Support Services	Total
Distributions to Related Entities	\$ 16,620,664	\$ 48,892,320	\$ -	\$ -	\$ 65,512,984	\$ -	\$ 852	\$ 852	\$ 65,513,836
Salaries, Taxes, and Benefits	617,601	11,232,910	287,234	246,823	12,384,568	3,720,209	13,442,091	17,162,300	29,546,868
Printing, Subscriptions, and Publications	12	1,084,271	454	921	1,085,658	3,568,205	53,266	3,621,471	4,707,129
Professional Fees	4,245	7,064,051	42,732	125,800	7,236,828	5,161,206	4,028,579	9,189,785	16,426,613
Rent and Utilities	2,056	41,129	1,028	1,028	45,241	17,092	743,851	760,943	806,184
Postage and Delivery	12,338	36,354	4	1,003,187	1,051,883	2,309,640	43,560	2,353,200	3,405,083
Travel	38,758	102,795	14,001	8,410	163,964	171,778	415,954	587,732	751,696
Meetings and Conferences	-	46,434	14,917	-	61,351	62,204	583,265	645,469	706,820
Office Supplies	9	148,823	5	5	148,842	53,697	139,328	193,025	341,867
Communications	6,209	119,747	3,173	2,573	131,702	36,124	137,497	173,621	305,323
Advertising and Media (Cash)	-	-	-	-	-	4,263,075	-	4,263,075	4,263,075
Advertising and Media (In-Kind)	-	-	-	66,794,291	66,794,291	1,004,447	-	1,004,447	67,798,738
Repairs and Maintenance	-	-	-	-	-	-	13,222	13,222	13,222
Insurance	21,584	431,679	10,792	10,792	474,847	140,296	531,775	672,071	1,146,918
Bad Debt Expense	-	-	-	-	-	1,452,503	2,026	1,454,529	1,454,529
Membership Dues	-	4,419	475	-	4,894	21,763	53,300	75,063	79,957
Grants and Scholarships	52,000	2,835,057	-	-	2,887,057	-	-	-	2,887,057
Miscellaneous	6,524	61,932	334	334	69,124	1,238,397	625,559	1,863,956	1,933,080
Interest Expense	1,611	32,222	806	806	35,445	10,472	557,577	568,049	603,494
Depreciation and Amortization	22,778	2,633,905	11,389	11,389	2,679,461	148,057	1,254,286	1,402,343	4,081,804
Administrative Charges	-	-	-	-	-	-	159,384	159,384	159,384
Total	17,406,389	74,768,048	387,344	68,206,359	160,768,140	23,379,165	22,785,372	46,164,537	206,932,677
Less: Expenses Netted Against Revenues on the Statement of Activities:									
Administrative Charges	-	-	-	-	-	-	(159,384)	(159,384)	(159,384)
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 17,406,389</u>	<u>\$ 74,768,048</u>	<u>\$ 387,344</u>	<u>\$ 68,206,359</u>	<u>\$ 160,768,140</u>	<u>\$ 23,379,165</u>	<u>\$ 22,625,988</u>	<u>\$ 46,005,153</u>	<u>\$ 206,773,293</u>

See accompanying Notes to Financial Statements.

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

	Program Services					Support Services			
	Wish Granting	Program Related Support	Training and Development	Public Information	Total Program Services	Fundraising	Management and General	Total Support Services	Total
Distributions to Related Entities	\$ 11,348,149	\$ 49,494,463	\$ -	\$ -	\$ 60,842,612	\$ -	\$ -	\$ -	\$ 60,842,612
Salaries, Taxes, and Benefits	459,535	14,212,916	742,239	450,747	15,865,437	2,891,009	11,197,929	14,088,938	29,954,375
Printing, Subscriptions, and Publications	45	1,126,700	888	870	1,128,503	3,036,902	96,169	3,133,071	4,261,574
Professional Fees	31,468	7,412,645	74,910	57,053	7,576,076	6,271,746	2,603,847	8,875,593	16,451,669
Rent and Utilities	1,768	56,560	3,385	542	62,255	9,992	774,600	784,592	846,847
Postage and Delivery	79	8,709	-	1,207,463	1,216,251	2,555,816	100,106	2,655,922	3,872,173
Travel	26,827	99,731	20,323	3,442	150,323	151,824	587,876	739,700	890,023
Meetings and Conferences	23,912	882,065	180,539	7,289	1,093,805	14,264	1,078,663	1,092,927	2,186,732
Office Supplies	266	2,252	195	78	2,791	966	174,717	175,683	178,474
Communications	4,825	147,462	8,299	3,363	163,949	25,066	114,608	139,674	303,623
Advertising and Media (Cash)	-	-	-	-	-	7,026,645	-	7,026,645	7,026,645
Advertising and Media (In-Kind)	-	-	-	101,143,551	101,143,551	802,650	-	802,650	101,946,201
Repairs and Maintenance	-	-	-	-	-	-	15,545	15,545	15,545
Insurance	16,428	525,511	31,446	5,046	578,431	92,839	372,715	465,554	1,043,985
Bad Debt Expense	-	-	-	-	-	699,805	(44,335)	655,470	655,470
Membership Dues	-	383	473	-	856	1,579	44,326	45,905	46,761
Grants and Scholarships	-	1,350,500	-	-	1,350,500	-	-	-	1,350,500
Miscellaneous	40,283	55,934	1,318	107	97,642	1,514,637	251,737	1,766,374	1,864,016
Interest Expense	1,709	54,668	3,271	525	60,173	9,658	492,311	501,969	562,142
Depreciation and Amortization	31,914	2,450,129	61,084	9,802	2,552,929	180,340	1,372,882	1,553,222	4,106,151
Administrative Charges	-	-	-	-	-	-	123,062	123,062	123,062
Total	11,987,208	77,880,628	1,128,370	102,889,878	193,886,084	25,285,738	19,356,758	44,642,496	238,528,580
Less: Expenses Netted Against Revenues on the Statement of Activities:									
Administrative Charges	-	-	-	-	-	-	(123,062)	(123,062)	(123,062)
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 11,987,208</u>	<u>\$ 77,880,628</u>	<u>\$ 1,128,370</u>	<u>\$ 102,889,878</u>	<u>\$ 193,886,084</u>	<u>\$ 25,285,738</u>	<u>\$ 19,233,696</u>	<u>\$ 44,519,434</u>	<u>\$ 238,405,518</u>

See accompanying Notes to Financial Statements.

MAKE-A-WISH FOUNDATION® OF AMERICA
STATEMENTS OF CASH FLOWS
YEARS ENDED AUGUST 31, 2024 AND 2023

	<u>2024</u>	<u>2023</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 8,431,681	\$ 12,645,772
Adjustments to Reconcile Change in Net Assets to Net Cash		
Provided by Operating Activities:		
Depreciation	3,977,047	4,001,812
Amortization	104,757	104,339
Bad Debt Expense and Other	1,454,529	655,470
Contributions Restricted for Long-Term Investment	(2,279,282)	(2,743,069)
Net Realized and Unrealized Gains on Investments	(3,727,012)	(1,524,572)
Unrealized (Gain) Loss on Swap	329,889	(11,507)
Change in Value of Split-Interest Agreements	(35,513)	(9,903)
Change in Discount to Present Value of Contributions Receivable	(4,181)	(80,214)
Increase (Decrease) in Assets:		
Contributions Receivable	336,761	(8,429,626)
Due from Related Entities	(621,485)	(250,992)
Prepaid Expenses	(694,033)	437,268
Other Assets	(1,059,924)	(394,832)
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	868,273	(952,839)
Due to Related Entities	1,212,034	780,541
Other Liabilities	(719,094)	372,232
Net Cash Provided by Operating Activities	<u>7,574,447</u>	<u>4,599,880</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of Investments	(27,406,148)	(11,999,599)
Proceeds from Sales of Investments	24,972,628	9,255,197
Purchases of Property and Equipment	(727,358)	(2,012,181)
Net Cash Used by Investing Activities	<u>(3,160,878)</u>	<u>(4,756,583)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Contributions Restricted for Long-Term Investment	2,279,282	2,773,069
Payments on Note Payable	(565,000)	(520,000)
Net Cash Provided by Financing Activities	<u>1,714,282</u>	<u>2,253,069</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS	6,127,851	2,096,366
Cash and Cash Equivalents - Beginning of Year	<u>14,815,214</u>	<u>12,718,848</u>
CASH AND CASH EQUIVALENTS - END OF YEAR	<u><u>\$ 20,943,065</u></u>	<u><u>\$ 14,815,214</u></u>
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Cash Paid for Interest Expense	<u><u>\$ 603,494</u></u>	<u><u>\$ 562,141</u></u>

See accompanying Notes to Financial Statements.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 1 ORGANIZATION

Make-A-Wish Foundation® of America (the Foundation) is an Arizona nonprofit corporation, the mission of which is “Together, we create life-changing wishes for children with critical illnesses.” The “Foundation’s Purpose” is to grant the wish of each child who has reached the age of 2-1/2 and is under the age of 18 and who has a critical illness (i.e., a progressive, degenerative, or malignant medical condition) that has placed the child’s life in jeopardy. The Foundation charters local chapters throughout the United States, its territories, and possessions (the Chapters) and provides financial support, guidance, and other assistance to such Chapters in performing the Foundation’s Purpose. As of August 31, 2024 and 2023, the Foundation had 58 active chartered Chapters.

Chapter Agreements entered into between each Chapter and the Foundation provide for common purposes and policy direction. The Chapter Agreement also provides the Foundation with a security interest in the assets of the Chapters. The Foundation has elected not to consolidate the Chapters’ financial results into the accompanying financial statements, except when the Foundation assumes control of a Chapter. As of and for the years ended August 31, 2024 and 2023, the combined Chapters’ financial results (excluding the Foundation, the financial results of which are presented in the accompanying financial statements) were as follows:

	Dollars in Millions	
	2024	2023
Total Assets	\$ 535.9	\$ 497.6
Total Liabilities	45.0	47.9
Total Net Assets	490.9	449.7
Total Revenues	336.4	290.7
Total Expenses	295.8	292.8

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.

Measure of Operations

The statements of activities for the Foundation includes in the definition of operations all resources and expenses that are an integral part of its program and supporting activities. Nonoperating activity consists of the change in value of the split-interest agreements and the change in value of the interest rate swap.

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.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

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.

Investments held for long-term purposes have been segregated due to donor-imposed restrictions that limit their use to long-term purposes.

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.

Due from Related Entities and Allowance for Credit Losses

Due from related entities are stated at net realizable value. The Foundation uses historical loss information based on aging of receivables as the basis to determine expected credit losses for receivables. Management believes the composition of receivables at year-end is consistent with historical conditions as credit terms and practices and the chapter base has not changed significantly. Accounts are individually analyzed for collectability. Write-off of receivables occurs when all collection efforts have been exhausted. As of August 31, 2024 and 2023, the allowance for estimate of expected credit losses was \$-0-.

Leases

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

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Leases (Continued)

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 \$5,000 and a useful life of more than one year are capitalized at cost when purchased. Donated assets are capitalized at the estimated fair value at the date of receipt and restrictions are released once the asset has been placed into service. Depreciation on property and equipment is provided on a straight-line basis over the estimated useful lives of the assets, generally 3 to 39 years, with the exception of land, which is not depreciated. Leasehold improvements are amortized over the shorter of the estimated useful lives of the assets 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 AMERICA
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.

The Foundation utilizes the net asset value (NAV) per share or its equivalent for valuing certain investments in funds that do not have readily determinable fair values. NAV, in many instances, may not equal fair value.

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.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Net Assets (Continued)

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.

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, depending on the nature of the 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, grants, chapter assessments, and other income.

Donated advertising and media are reported as contribution revenue when received and fundraising or public information, if allocated as a joint cost, 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.

Chapter assessment revenue consist of dues paid by the individual chapters of the Foundation. The Foundation's obligations to the chapters include distributions from national revenue streams, PSA campaigns, and operational and programmatic support as necessary. These revenues are recognized over time as the year progresses.

Other income revenue consists of Shared Financial Services (SFS) fees, rental income, and rebates. These revenues are recognized over time as the services are delivered.

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.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition (Continued)

Conditional promises to give are not recognized as contribution revenue and receivables until the conditions have been substantially met. As of August 31, 2024 and 2023, the Foundation has conditional promises to give totaling \$6,300,000 and \$12,700,000, respectively, in which conditions have not yet been met.

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	\$ 16,885,749	\$ 11,982,946
Professional Services	15,000	1,600,000
Advertising and Media	67,798,738	101,946,201
Other	415,892	472,165
Total Contributed Nonfinancial Assets and Services	<u>\$ 85,115,379</u>	<u>\$ 116,001,312</u>

Professional services relate to marketing services and communication used for support services and are valued and reported at the estimated fair value based on current rates for similar services.

Donated advertising and media is reported at the estimated fair value as provided by the donor based on rates charged for similar advertising or media. Advertising and media is used for both program and supporting services. Advertising and media is used to help the Foundation communicate its message or mission and includes fund raising materials, informational material, or advertising, and may be in the form of an audio or video tape of a public service announcement, a layout for a newspaper, media time or space for public service announcements, or other purposes.

In-kind contributions related to wish granting are restricted to be used in granting wishes. No other in-kind contributions were received with donor restrictions.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Income Taxes

The Foundation is a nonprofit organization exempt from federal income and Arizona taxes under the provisions of Internal Revenue Code (IRC) Section 501(c)(3) and Arizona Revised statutes § 43-1201(4). 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 Arizona jurisdiction.

Functional Expenses

The Foundation performs six functions: wish granting, program-related support, training and development, public information, 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.

Program-Related Support

Activities performed by the Foundation that promote Chapter development, monitor and direct Chapters, assist Chapters in complying with policies and guidelines, provide support for day-to-day Chapter management decisions, develop wish resources, administer wish programs, handle wish referrals and provide wish assistance for Chapters and wish placement.

Training and Development

Activities performed by the Foundation consisting of national conference workshops and e-learning “best practices” classes prepared and conducted by the Foundation for the training, development and implementation of the wish programs of the Foundation, including but not limited to, the identification of wish candidates and the determination and delivery of the wish.

Public Information

Activities performed by the Foundation in communicating the purpose and services of the Foundation to all potential sources for wish referrals.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Expenses (Continued)

Fundraising

Activities performed by the Foundation to generate funds and/or resources to support its programs and operations. During the fiscal years ended August 31, 2024 and 2023, the Foundation incurred joint costs for activities that include fundraising appeals (primarily direct mail campaigns and newsletters), which have been allocated as follows:

	<u>2024</u>	<u>2023</u>
Fundraising	\$ 4,703,124	\$ 4,919,614
Public Information	2,113,468	2,332,014
Management and General	47,965	164,102
Total	<u>\$ 6,864,557</u>	<u>\$ 7,415,730</u>

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.

Management Estimates

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

Adoption of Accounting Pronouncement

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.

Reclassification

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 3 LIQUIDITY AND AVAILABILITY

The Foundation monitors liquidity regularly through cash reporting and forecasting processes. As part of the quarterly board meetings, liquidity information is also shared with the board of directors. The Foundation strives to maintain liquid financial assets sufficient to cover six months of general expenditures, while also maximizing the investment of current and long-term investment funds. Holding 6 to 24 months of liquidity is considered excellent based off the enterprise-wide published scale.

	<u>2024</u>	<u>2023</u>
Total Financial Assets	\$ 75,904,946	\$ 64,646,715
Donor-Imposed Restrictions:		
Restricted Funds	(11,905,345)	(14,833,972)
Endowments	<u>(21,178,504)</u>	<u>(16,566,692)</u>
Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	<u>\$ 42,821,097</u>	<u>\$ 33,246,051</u>

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

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.

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. 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.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 4 FAIR VALUE MEASUREMENTS

Investments

Overall Investment Objective

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

Allocation of Investment Strategies

In addition to traditional stock and fixed income securities, the Foundation may also hold shares or units in traditional institutional funds as well as in alternative investment funds involving hedged strategies, private equity, and real asset strategies. Hedged strategies involve funds whose managers have the authority to invest in various asset classes at their discretion, including the ability to invest long and short. Funds with hedged strategies generally hold securities or other financial instruments for which a ready market exists and may include stock, bonds, put or call options, swaps, currency hedges, and other instruments, and are valued accordingly. Private equity funds employ buy-out and venture capital strategies and focus on investments in turn-around situations.

Allocation of Investment Strategies

Private equity and real estate asset strategies therefore often require the estimation of fair values by the fund managers in the absence of readily determinable market values. Because of the inherent uncertainties of valuation, these estimated fair values may differ significantly from values that would have been used had a ready market existed, and the differences could be material. Such valuations are determined by fund managers and generally consider variables such as operating results, comparable earnings multiples, projected cash flows, recent sales prices, and other pertinent information, and may reflect discounts for the illiquid nature of certain investments held.

Moreover, the fair values of the Foundation's interests in shares or units of these funds, because of liquidity and capital commitment terms that vary depending on the specific fund or partnership agreement, may differ from the fair value of the funds' underlying net assets.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)

Fair Value Hierarchy

The following table presents the fair value hierarchy of assets that are measured at fair value on a recurring basis, except those measured at cost or by NAV per share as a practical expedient as identified in the following at August 31:

	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2024</u>					
Investments:					
Mutual Funds	\$ -	\$ -	\$ -	\$ -	\$ -
Exchange-Traded Funds	-	-	-	-	-
Alternative Investments	-	-	-	25,397	25,397
Cash and Cash Equivalents	-	-	-	17,244,956	17,244,956
Total Investments	-	-	-	17,270,353	17,270,353
Investments Held for Split-Interest Agreements:					
Mutual Funds	1,646,222	-	-	-	1,646,222
Cash and Cash Equivalents	-	-	-	104,614	104,614
Total Investments Held for Split-Interest Agreements	1,646,222	-	-	104,614	1,750,836
Investments Held for Long-Term Purposes:					
Mutual Funds	22,778,730	-	-	-	22,778,730
Exchange-Traded Funds	742,173	-	-	-	742,173
Cash and Cash Equivalents	-	-	-	68,189	68,189
Total Investments Held for Long-Term Purposes	23,520,903	-	-	68,189	23,589,092
Total Investments	<u>\$ 25,167,125</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 17,443,156</u>	<u>\$ 42,610,281</u>

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)

Fair Value Hierarchy (Continued)

	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2023</u>					
Investments:					
Mutual Funds	\$ 15,489,498	\$ -	\$ -	\$ -	\$ 15,489,498
Exchange-Traded Funds	214,996	-	-	-	214,996
Alternative Investments	-	-	-	25,397	25,397
Cash and Cash Equivalents	-	-	-	120,569	120,569
Total Investments	15,704,494	-	-	145,966	15,850,460
Investments Held for Split-Interest Agreements:					
Mutual Funds	1,529,515	-	-	-	1,529,515
Cash and Cash Equivalents	-	-	-	11,208	11,208
Total Investments Held for Split-Interest Agreements	1,529,515	-	-	11,208	1,540,723
Investments Held for Long-Term Purposes:					
Mutual Funds	18,268,327	-	-	-	18,268,327
Alternative Investments	350,660	-	-	-	350,660
Cash and Cash Equivalents	-	-	-	93,994	93,994
Total Investments Held for Long-Term Purposes	18,618,987	-	-	93,994	18,712,981
Total Investments	<u>\$ 35,852,996</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 251,168</u>	<u>\$ 36,104,164</u>

For the valuation of investments, investments held for split-interest agreements and investments held for long-term purposes at August 31, 2024 and 2023, the Foundation used significant other observable inputs, particularly dealer market prices for comparable investments as of the valuation date (Level 2).

Investments in certain entities that are measured at fair value using NAV per share as a practical expedient are as follows at August 31:

2024				
Investment Strategy	NAV in Funds	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Hedge Funds	\$ 25,397	\$ -	Quarterly	45 Days
Total	<u>\$ 25,397</u>	<u>\$ -</u>		
2023				
Investment Strategy	NAV in Funds	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Hedge Funds	\$ 25,397	\$ -	Quarterly	45 Days
Total	<u>\$ 25,397</u>	<u>\$ -</u>		

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 5 CONTRIBUTIONS RECEIVABLE

Contributions receivable include pledges that have been discounted at rates equal to 4.20% at August 31, 2024 and 2023, respectively. The following is a summary of the Foundation's contributions receivable at August 31:

	2024	2023
Total Amounts Due in:		
One Year	\$ 8,600,906	\$ 10,564,811
Two to Five Years	3,237,500	3,025,000
More than Five Years	560,000	570,000
Gross Contributions Receivable	12,398,406	14,159,811
Less: Allowance for Doubtful Accounts	(453,701)	(423,816)
Less: Discount to Present Value	(313,694)	(317,875)
Contributions Receivable, Net	<u>\$ 11,631,011</u>	<u>\$ 13,418,120</u>

NOTE 6 SPLIT-INTEREST AGREEMENTS

Charitable Gift Annuities

Donors have contributed assets to the Foundation in exchange for a promise by the Foundation to pay a fixed amount for a specified period of time to the donor or to individuals designated by the donor. Under the terms of such agreements, no trust exists, as the assets received are held by and the liability is a general obligation of the Foundation. The Foundation records contribution revenue using the fair value of the assets less the present value of the payments expected to be made to the beneficiaries. The present value of payments to beneficiaries under these arrangements is calculated using present value techniques. The discount rates used for the years ended August 31, 2024 and 2023, ranged from 0.80% to 6.20%, respectively. The charitable gift annuities account also includes assets from contributions and income totaling \$565,589 and \$243,199 at August 31, 2024 and 2023, respectively, for legally mandated reserves.

Liabilities to beneficiaries under charitable gift annuities totaled \$412,069 and \$421,488 at August 31, 2024 and 2023, respectively, and are included in Other Liabilities in the accompanying statements of financial position.

Liabilities to chapters who are designated as remainder beneficiaries under charitable gift annuities totaled \$1,067,887 and \$883,870 at August 31, 2024 and 2023, respectively, and are included in Due to Related Entities in the accompanying statements of financial position.

NOTE 7 TRANSACTIONS WITH RELATED ENTITIES

Chapters pay annual dues to the Foundation, which were \$24,384,705 and \$23,460,461 for the years ended August 31, 2024 and 2023, respectively. The Foundation supports the Chapters by providing funding and other support for the granting of wishes.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 7 TRANSACTIONS WITH RELATED ENTITIES (CONTINUED)

The National Organization conducts national fundraising efforts for which cash and in-kind donations are received and, as determined by the Foundation, are shared with the Chapters. 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, the Foundation provided the Chapters with contributions which were \$48,651,869 and \$48,378,949, respectively, from these national revenue streams.

As part of the Foundation's Wishes Forever Campaign, donors may designate chapters to receive periodic distributions, if and when such distributions are approved by the Foundation. Distributions are limited to income earned by the underlying assets which are held in perpetuity by the Foundation. Under this program, the Foundation provided the Chapters with contributions which were \$406,149 and \$480,717 for the years ended August 31, 2024 and 2023, respectively.

The Foundation conducts national fundraising efforts for which in-kind donations are received and shared with the Chapters. Donations received as a result of these efforts are reported in the statements of activities as in-kind contributions without donor restrictions and reported as Distributions to Related Entities, or expenses of the Foundation, in the statements of functional expenses. Under this program, the Foundation provided the Chapters with contributions which were \$16,455,818 and \$11,982,946 for the years ended August 31, 2024 and 2023, respectively.

As part of the Foundation's Wish Fulfillment Fund (a designated fund), Chapters may apply for funds that have been donated by corporate sponsors or other Chapters to underwrite the cost of wishes. Under this program, the Foundation received \$3,035,040 and \$785,000 during the years ended August 31, 2024 and 2023, respectively, and provided 6 and 5 Chapters with contributions during the years ended August 31, 2024 and 2023, respectively, totaling \$2,710,000 and \$1,328,000 during the years ended August 31, 2024 and 2023, respectively, which are reported in the statements of functional expenses as Distributions to Related Entities.

As part of the Foundation's grant and scholarship programs, Chapters may apply for funds to supplement existing programs to attend Foundation sponsored events. Under these programs, the Foundation provided chapters with contributions totaling \$177,057 and \$22,500 during the years ended August 31, 2024 and 2023, respectively, which are reported in the statements of functional expenses as Grants and Scholarships.

As of August 31, 2024 and 2023, respectively, the Foundation had amounts due from related entities of \$2,471,425 and \$1,849,940, and amounts due to related entities of \$11,652,325 and \$10,130,219.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 7 TRANSACTIONS WITH RELATED ENTITIES (CONTINUED)

Amounts due from related entities represent annual chapter dues, Wish Fulfillment Fund contributions, and unreimbursed costs for joint administrative activities that have not been paid to the Foundation as of year-end. Amounts due to Related Entities represent contributions remitted to the Foundation that are specified for Chapters' use but were not yet transferred to the Chapters as of year-end or interests in Charitable Gift Annuities or Endowments for which Chapters are the beneficiary.

During 2024 and 2023, the Foundation received contributions, both cash and in-kind, from employees and board members totaling \$269,804 and \$312,782, respectively. As of August 31, 2024 and 2023, amounts due from employees and board members totaled \$348,174 and \$480,328, respectively, and are included in Contributions Receivable, Net, in the accompanying statements of financial position.

NOTE 8 PROPERTY AND EQUIPMENT, NET

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

	2024	2023
Land	\$ 2,000,000	\$ 2,000,000
Building and Building Improvements	22,886,826	22,846,079
Computer Equipment	1,137,881	1,137,881
Computer Software	26,950,206	26,178,332
Office Furniture	81,620	137,020
Capital in Development	349,090	434,353
Total	53,405,623	52,733,665
Less: Accumulated Depreciation	(21,137,810)	(17,216,163)
Property and Equipment, Net	<u>\$ 32,267,813</u>	<u>\$ 35,517,502</u>

Depreciation expense totaled \$3,977,047 and \$4,106,151 for the years ended August 31, 2024 and 2023, respectively.

NOTE 9 CREDIT AGREEMENT

The Foundation sponsors a corporate travel card account program (the Card Program) with a financial institution for the use of the Foundation and its Chapters. In the event of default by the sponsored account holder, the Foundation has the primary and continuing obligation of payment. The total credit limit under this credit agreement is \$27,483,010 at August 31, 2024, while \$6,658,805 is outstanding on this agreement as of August 31, 2024. At August 31, 2023, the total credit agreement was \$26,435,010 and \$6,825,673 was outstanding on this credit agreement. The outstanding balances on this credit agreement are recorded on the respective Chapters' financial statements.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 10 INTEREST RATE SWAP AGREEMENT

The Foundation entered into an interest rate swap agreement in October 2019 to protect against interest rate fluctuations on its variable rate debt with US Bank (see Note 11). On the Swap Agreement, The Foundation pays a fixed rate of interest at 1.322% and receives interest at 80% of the one month SOFR rate (5.46% as of August 31, 2024). The notional amount of the contract at August 31, 2024 and 2023, is \$11,410,000. The notional amount under the agreement decreases as principal payments are made on the debt. As of August 31, 2024 and 2023, the fair value of the interest rate swap was an asset of \$55,457 and \$385,346, respectively.

NOTE 11 NOTE PAYABLE

The Foundation has financed their building loan using a financial instrument made up of a tax-exempt private placement bond issuance in the amount of \$11.4M and a note payable of \$6.4M. The Series 2019 Bonds bear interest at 80% of one month SOFR plus a margin of 1% (5.25% on August 31, 2024) and will mature on October 1, 2046. The note payable bears interest at one month SOFR plus a margin of 1% (6.31% on August 31, 2024) with interest only through June 1, 2022. After June 1, 2022, semi-annual principal payments ranging from \$260,000 to \$280,000 are due until the note matures on October 30, 2024. As of August 31, 2024 and 2023, the outstanding balances of the bonds and note are \$16,487,349 and \$17,052,349, respectively. Total interest paid was \$603,494 and \$562,141 for the years ended August 31, 2024 and 2023, respectively.

Subsequent to year-end, the Foundation refinanced their building loan, using a note payable of \$16.4M. After December 1, 2024, semi-annual principal payments ranging from \$300,000 to \$350,000 are due until the note matures on October 30, 2027.

Future principal maturities, after refinancing, are as follows:

<u>Year Ending August 31,</u>	<u>Amount</u>
2025	\$ 600,000
2026	650,000
2027	700,000
2028	14,537,349
Total	<u><u>\$ 16,487,349</u></u>

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 12 NET ASSETS WITH DONOR RESTRICTIONS

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

	2024	2023
Subject to Expenditure for Specified Purpose:		
Program and Mission Advancement	\$ 1,072,035	\$ 1,172,035
Building Campaign	1,994	71,815
Wish Granting and Chapter Support	969,201	1,086,622
Total	<u>2,043,230</u>	<u>2,330,472</u>
Subject to Passage of Time:		
Split-Interest Agreements	270,879	235,365
Promises to Give that are Not Restricted by Donors, but Which are Unavailable for Expenditure Until Due	<u>9,803,633</u>	<u>12,417,965</u>
Total	<u>10,074,512</u>	<u>12,653,330</u>
Endowments:		
Subject to Endowment Spending Policy and Appropriation:		
Earnings on Endowment Funds	5,536,109	3,233,579
Original Donor-Restricted Gift Amounts to be Maintained in Perpetuity	15,612,395	13,333,113
Cash Restricted to Endowment	30,000	-
Promises to Give Restricted to Endowment	<u>58,482</u>	<u>85,535</u>
Total Endowments	<u>21,236,986</u>	<u>16,652,227</u>
Total Net Assets With Donor Restrictions	<u><u>\$ 33,354,728</u></u>	<u><u>\$ 31,636,029</u></u>

NOTE 13 ENDOWMENTS

The Foundation's endowment consists of two general endowments and a group of funds established for the purpose of granting children's wishes, which together total 53 individual donor-restricted funds as of August 31, 2024 and 2023, respectively. 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.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 13 ENDOWMENTS (CONTINUED)

Interpretation of Relevant Law

The board of directors of the Foundation has interpreted the Arizona Uniform Prudent Management of Institutional Funds Act (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 net asset composition by type of fund as of August 31 is as follows:

August 31, 2024	Without Donor Restrictions	With Donor Restrictions	Total
Donor-Restricted Endowment Funds	\$ -	\$ 21,148,504	\$ 21,148,504
Board-Designated Endowment Funds	-	-	-
Total Funds	<u>\$ -</u>	<u>\$ 21,148,504</u>	<u>\$ 21,148,504</u>
August 31, 2023			
Donor-Restricted Endowment Funds	\$ -	\$ 16,566,692	\$ 16,566,692
Board-Designated Endowment Funds	-	-	-
Total Funds	<u>\$ -</u>	<u>\$ 16,566,692</u>	<u>\$ 16,566,692</u>

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 13 ENDOWMENTS (CONTINUED)

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

August 31, 2024	Without Donor Restrictions	With Donor Restrictions	Total
Endowment Net Assets - Beginning of Year	\$ -	\$ 16,566,692	\$ 16,566,692
Investment Return, Net	-	3,017,322	3,017,322
Contributions	-	2,279,282	2,279,282
Appropriation of Endowment Asset for Expenditure	-	(714,792)	(714,792)
Endowment Funds - End of Year	<u>\$ -</u>	<u>\$ 21,148,504</u>	<u>\$ 21,148,504</u>
 August 31, 2023			
Endowment Net Assets - Beginning of Year	\$ -	\$ 12,803,865	\$ 12,803,865
Investment Return, Net	-	1,034,520	1,034,520
Contributions	-	2,754,783	2,754,783
Appropriation of Endowment Asset for Expenditure	-	(26,476)	(26,476)
Endowment Funds - End of Year	<u>\$ -</u>	<u>\$ 16,566,692</u>	<u>\$ 16,566,692</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. As of August 31, 2024, funds with original gift values of \$127,374 and fair values of \$109,014, and deficiencies of \$18,360 were reported in net assets with donor restrictions. As of August 31, 2023, funds with original gift values of \$127,374 and fair values of \$114,698, and deficiencies of \$12,676 were reported in net assets with donor restriction. These deficiencies, which the Foundation believes are temporary, resulted from unfavorable market conditions.

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 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 purpose. Under the investment policy, as approved by the board of directors, the endowment assets are invested in a manner that is intended to generate a level of current income (interest and dividends) consistent with the overriding investment goal of the fund while avoiding excessive risk.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 13 ENDOWMENTS (CONTINUED)

Return Objectives and Risk Parameters (Continued)

The Foundation expects its endowment funds, over time, to achieve a total return in excess of the rate of inflation plus cash flow needs over the investment horizon in order to preserve purchasing power of Fund assets. The overriding investment goal of the fund is to conserve and enhance the capital value of the fund in real terms, through asset appreciation and income generation. Actual returns in any given year may vary from this goal.

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 between 3% and 5% of its endowment fund's average fair value over the prior three years through the calendar year-end preceding the fiscal year in which the distribution is planned. However, if the market value of "Named" and "Legacy" funds, as defined in the Endowment Policy are less than the fund's threshold level, the distribution will be less than the Targeted Distribution, as defined in the Endowment Policy. If the market value of "Named" and "Legacy" endowment funds, are less than the fund's corpus but more than the threshold level, the distribution will be limited to the lower of its Targeted Distribution or Realized Increase, as defined in the Endowment Policy. The Endowment Policy also entitles the Foundation to receive, from each fund, a reasonable percentage, not to exceed 3% of the fund's market value, for administering the fund. 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 2% 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.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 14 LEASES

The Foundation leases space in its headquarters building to unrelated parties under noncancelable operating leases that expire at various dates through June 2030. Revenue from lease space was \$2,123,597 and \$2,053,355 for the years ended August 31, 2024 and 2023, respectively.

Future minimum payments to the Foundation under the leases of space in its headquarters building are as follows:

<u>Year Ending August 31</u>	<u>Amount</u>
2025	\$ 1,863,826
2026	1,791,307
2027	312,320
2028	200,548
2029	184,375
Thereafter	110,656
Total	<u>\$ 4,463,032</u>

NOTE 15 RETIREMENT PLAN

The Foundation has a defined contribution retirement plan (the Plan). Employees are eligible for participation in the Plan if they have reached 21 years of age and are employed upon the applicable entry date. Under the provisions of the Plan, eligible employees may elect to defer a percentage of their salary subject to certain IRC limitations. The Foundation matches 100% of employee contributions up to 5% of the employee's salary. Foundation contributions to the Plan for the years ended August 31, 2024 and 2023, were \$904,261 and \$741,776, respectively.

NOTE 16 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 monitors these institutions on a regular basis. From time to time throughout the year, the Foundation's cash balances may exceed the amount of the Federal Deposit Insurance Corporation (FDIC) insurance coverage of \$250,000.

In-kind contributions totaling \$72,595,432 were received from one donor for the year ended August 31, 2023, which represents 40% of total public support. Should these contribution levels decrease, the Foundation may be adversely affected. There were no similar concentrations for the year ended August 31, 2024.

MAKE-A-WISH FOUNDATION® OF AMERICA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 17 LITIGATION AND CLAIMS

The Foundation is periodically involved in litigation and claims arising in the ordinary course of business. In the opinion of management, based on consultation with legal counsel, possible losses, if any, are immaterial to the Foundation's financial position, change in net assets, or liquidity, consequently, no provision has been made in the accompanying financial statements for losses, if any, which might result from the ultimate outcome of such matters.

NOTE 18 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), the Foundation 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

NOTE 19 SUBSEQUENT EVENTS

The Foundation has evaluated subsequent events from the statement of financial position date through January 24, 2025, the date at which the financial statements were available to be issued.



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