

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY**

**FINANCIAL STATEMENTS**

**YEARS ENDED AUGUST 31, 2025 AND 2024**



CPAs | CONSULTANTS | WEALTH ADVISORS

[CLAcconnect.com](https://CLAcconnect.com)

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
TABLE OF CONTENTS  
YEARS ENDED AUGUST 31, 2025 AND 2024**

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



## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Make-A-Wish Foundation® of Philadelphia, Delaware and Susquehanna Valley  
Bala Cynwyd, Pennsylvania

### Report on the Audit of the Financial Statements

#### **Opinion**

We have audited the financial statements of Make-A-Wish Foundation® of Philadelphia, Delaware and Susquehanna Valley (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 accompanying financial statements present fairly, in all material respects, the financial position of Make-A-Wish Foundation® of Philadelphia, Delaware and Susquehanna Valley 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 Philadelphia, Delaware and Susquehanna Valley and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Make-A-Wish Foundation® of Philadelphia, Delaware and Susquehanna Valley's ability to continue as a going concern within one year after the date that 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 Philadelphia, Delaware and Susquehanna Valley's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Make-A-Wish Foundation® of Philadelphia, Delaware and Susquehanna Valley's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.



**CliftonLarsonAllen LLP**

Tempe, Arizona  
March 4, 2026

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
STATEMENTS OF FINANCIAL POSITION  
AUGUST 31, 2025 AND 2024**

	2025	2024
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 534,696	\$ 408,040
Investments	6,687,873	4,348,607
Due from Related Entities	173,330	212,786
Prepaid Expenses	118,492	92,504
Contributions Receivable, Net	737,490	767,378
Other Assets	51,299	55,503
Split-Interest Agreements	68,397	67,370
Right-of-Use Assets - Operating	1,666,205	104,660
Right-of-Use Assets - Finance	-	2,023
Property and Equipment, Net	185,512	38,185
	\$ 10,223,294	\$ 6,097,056
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 486,468	\$ 477,098
Due to Related Entities	202,591	67,415
Deferred Revenue	19,082	18,825
Lease Liability - Operating	1,649,581	144,424
Lease Liability - Financing	-	2,092
Total Liabilities	2,357,722	709,854
<b>NET ASSETS</b>		
Without Donor Restriction	7,004,368	4,598,633
With Donor Restriction	861,204	788,569
Total Net Assets	7,865,572	5,387,202
Total Liabilities and Net Assets	\$ 10,223,294	\$ 6,097,056

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
STATEMENT OF ACTIVITIES  
YEAR ENDED AUGUST 31, 2025**

	Without Donor Restriction	With Donor Restriction	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions, Cash	\$ 6,129,642	\$ 74,000	\$ 6,203,642
Contributions, Donated Goods, and Services	1,520,592	403,077	1,923,669
Grants	333,000	125,000	458,000
Total Public Support	7,983,234	602,077	8,585,311
Internal Special Events	1,498,088	75,868	1,573,956
Internal Special Events, Donated Goods, and Services	5,123	-	5,123
Less: Costs of Direct Benefits to Donors	(146,757)	-	(146,757)
Total Internal Special Events	1,356,454	75,868	1,432,322
Investment Income, Net	428,584	-	428,584
Other Income	17,809	-	17,809
Net Assets Released from Restrictions	606,337	(606,337)	-
Total Revenues, Gains, and Other Support	10,392,418	71,608	10,464,026
<b>EXPENSES</b>			
Program Services:			
Wish Granting	5,696,798	-	5,696,798
Total Program Services	5,696,798	-	5,696,798
Support Services:			
Fundraising	1,382,134	-	1,382,134
Management and General	907,751	-	907,751
Total Support Services	2,289,885	-	2,289,885
Total Expenses	7,986,683	-	7,986,683
<b>OTHER GAINS</b>			
Change in Split-Interest Agreements	-	1,027	1,027
<b>CHANGE IN NET ASSETS</b>	2,405,735	72,635	2,478,370
Net Assets - Beginning of Year	4,598,633	788,569	5,387,202
<b>NET ASSETS - END OF YEAR</b>	\$ 7,004,368	\$ 861,204	\$ 7,865,572

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
STATEMENT OF ACTIVITIES  
YEAR ENDED AUGUST 31, 2024**

	Without Donor Restriction	With Donor Restriction	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions, Cash	\$ 3,706,914	\$ 243,263	\$ 3,950,177
Contributions, Donated Goods, and Services	1,560,193	471,143	2,031,336
Grants	346,925	45,000	391,925
Total Public Support	5,614,032	759,406	6,373,438
Internal Special Events	1,393,565	22,060	1,415,625
Internal Special Events, Donated Goods, and Services	59,833	-	59,833
Less: Costs of Direct Benefits to Donors	(66,643)	-	(66,643)
Total Internal Special Events	1,386,755	22,060	1,408,815
Investment Income, Net	488,255	-	488,255
Other Income	11,250	-	11,250
Net Assets Released from Restrictions	366,017	(366,017)	-
Total Revenues, Gains, and Other Support	7,866,309	415,449	8,281,758
<b>EXPENSES</b>			
Program Services:			
Wish Granting	5,497,273	-	5,497,273
Total Program Services	5,497,273	-	5,497,273
Support Services:			
Fundraising	1,269,165	-	1,269,165
Management and General	767,197	-	767,197
Total Support Services	2,036,362	-	2,036,362
Total Expenses	7,533,635	-	7,533,635
<b>OTHER GAINS</b>			
Change in Split-Interest Agreements	-	742	742
<b>CHANGE IN NET ASSETS</b>	332,674	416,191	748,865
Net Assets - Beginning of Year	4,265,959	372,378	4,638,337
<b>NET ASSETS - END OF YEAR</b>	\$ 4,598,633	\$ 788,569	\$ 5,387,202

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
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	Total		
Direct Costs of Wishes	\$ 3,912,825	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,912,825
Salaries, Taxes, and Benefits	1,014,389	1,014,963	572,749	1,587,712	-	-	2,602,101
Printing, Subscriptions, and Publications	1,317	10,676	2,215	12,891	-	-	14,208
Professional Fees	31	10,531	173,573	184,104	-	-	184,135
Rent and Utilities	48,023	49,348	27,091	76,439	-	-	124,462
Postage and Delivery	5,310	9,568	3,294	12,862	-	-	18,172
Travel	2,034	21,789	5,111	26,900	-	-	28,934
Meetings and Conferences	713	11,033	4,308	15,341	-	-	16,054
Office Supplies	57,174	26,133	16,365	42,498	-	-	99,672
Communications	5,131	4,239	2,408	6,647	-	-	11,778
Advertising and Media (Cash)	-	11,775	-	11,775	-	-	11,775
Advertising and Media (In-Kind)	-	69,800	-	69,800	-	-	69,800
Repairs and Maintenance	949	1,261	842	2,103	-	-	3,052
Insurance	468	2,903	-	2,903	-	-	3,371
Bad Debt Expense	-	19,950	-	19,950	-	-	19,950
Membership Dues	-	504	-	504	-	-	504
Grants and Scholarships	250,000	-	-	-	-	-	250,000
National Partnership Dues	368,100	84,137	73,620	157,757	-	-	525,857
Miscellaneous	17,198	20,388	18,766	39,154	-	-	56,352
Depreciation and Amortization	13,136	13,136	7,409	20,545	-	-	33,681
Special Event - Direct Donor Benefits	-	-	-	-	146,757	-	146,757
Total Expenses by Function	<u>5,696,798</u>	<u>1,382,134</u>	<u>907,751</u>	<u>2,289,885</u>	<u>146,757</u>	<u>146,757</u>	<u>8,133,440</u>
Less: Expenses Netted Against Revenues on the Statement of Activities:							
Special Event Expenses	-	-	-	-	(146,757)	-	(146,757)
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 5,696,798</u>	<u>\$ 1,382,134</u>	<u>\$ 907,751</u>	<u>\$ 2,289,885</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 7,986,683</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
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	\$ 3,823,920	\$ -	\$ -	\$ -	\$ -	\$ 3,823,920
Salaries, Taxes, and Benefits	1,092,675	898,420	440,159	1,338,579	-	2,431,254
Printing, Subscriptions, and Publications	2,461	8,196	2,483	10,679	-	13,140
Professional Fees	2,470	2,293	191,050	193,343	-	195,813
Rent and Utilities	49,860	40,996	20,976	61,972	-	111,832
Postage and Delivery	6,934	6,425	3,242	9,667	-	16,601
Travel	3,586	12,524	5,610	18,134	-	21,720
Meetings and Conferences	1,484	15,303	8,935	24,238	-	25,722
Office Supplies	28,803	4,926	2,534	7,460	-	36,263
Communications	4,296	3,413	1,665	5,078	-	9,374
Advertising and Media (Cash)	-	710	-	710	-	710
Advertising and Media (In-Kind)	-	161,558	-	161,558	-	161,558
Repairs and Maintenance	3	2	277	279	-	282
Insurance	-	1,452	-	1,452	-	1,452
Bad Debt	-	10,000	-	10,000	-	10,000
Membership Dues	-	46	-	46	-	46
Grants and Scholarships	100,000	-	-	-	-	100,000
National Partnership Dues	341,618	78,084	68,324	146,408	-	488,026
Miscellaneous	17,358	6,888	13,220	20,108	-	37,466
Depreciation and Amortization	21,805	17,929	8,722	26,651	-	48,456
Special Event - Direct Donor Benefits	-	-	-	-	66,643	66,643
Total Expenses by Function	<u>5,497,273</u>	<u>1,269,165</u>	<u>767,197</u>	<u>2,036,362</u>	<u>66,643</u>	<u>7,600,278</u>
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(66,643)</u>	<u>(66,643)</u>
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 5,497,273</u>	<u>\$ 1,269,165</u>	<u>\$ 767,197</u>	<u>\$ 2,036,362</u>	<u>\$ -</u>	<u>\$ 7,533,635</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
STATEMENTS OF CASH FLOWS  
YEARS ENDED AUGUST 31, 2025 AND 2024**

	2025	2024
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 2,478,370	\$ 748,865
Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Depreciation	31,658	44,411
Amortization of Right-of-Use Asset, Finance Lease	2,023	4,045
Contribution of Charitable Perpetual Trust	-	(63,312)
Net Realized and Unrealized Gains on Investments	(253,800)	(340,771)
Contributed Property and Equipment	(24,639)	-
Change in Value of Split-Interest Agreements	(1,027)	(742)
Change in Discount to Present Value of Contributions Receivable	(2,066)	15,761
Change in Operating Right-of-Use Assets and Lease Liabilities	(56,388)	(41,490)
(Increase) Decrease in Assets:		
Contributions Receivable	31,954	(296,862)
Due from Related Entities	39,456	(98,909)
Prepaid Expenses	(25,988)	(29,888)
Other Assets	4,204	(22,609)
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	9,370	63,719
Due to Related Entities	135,176	6,596
Deferred Revenue	257	4,484
Net Cash Provided (Used) by Operating Activities	2,368,560	(6,702)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Investments	(3,109,284)	(835,740)
Proceeds from Sales of Investments	1,023,818	798,685
Purchases of Property and Equipment	(154,346)	(4,968)
Net Cash Used by Investing Activities	(2,239,812)	(42,023)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Principal Payments on Finance Lease Obligations	(2,092)	(4,079)
Net Cash Used by Financing Activities	(2,092)	(4,079)
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	126,656	(52,804)
Cash and Cash Equivalents - Beginning of Year	408,040	460,844
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	\$ 534,696	\$ 408,040
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>		
Contributed Property and Equipment	\$ 24,639	\$ -
Right-of-Use Assets Obtained in Exchange for New Operating Lease Liabilities	\$ 1,656,120	\$ 18,502
Cash Paid for Interest	\$ 15	\$ 136

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

**NOTE 1 ORGANIZATION**

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

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Presentation**

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

**Cash and Cash Equivalents**

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

**Investments**

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

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

**Contributions Receivable**

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

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
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 unit cost greater than \$1,500 and a useful life of more than one year are capitalized at cost when purchased. Donated assets are capitalized at the estimated fair value at the date of receipt and restrictions are released once the asset has been placed into service. Depreciation on property and equipment is provided on a straight-line basis over the estimated useful lives of the assets, generally 5 to 10 years. Leasehold improvements are amortized over the shorter of the estimated useful life of the asset or the remaining terms of the leases. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend its life are expensed as incurred.

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

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
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 restrictions when the net 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 PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
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 \$147,000 and \$67,000 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 statement of activities. The amount of auction items received and sold during the years ended August 31, 2025 and 2024 totaled approximately \$41,000 and \$39,000, respectively.

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 PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
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:

	<u>2025</u>	<u>2024</u>
Wish Related Travel, Goods, and Services	\$ 1,742,919	\$ 1,929,371
Professional Services	42,103	-
Contributed Rent	-	240
Advertising and Media	69,800	101,725
Special Events	5,123	59,833
Office Supplies	44,208	-
Property and Equipment	<u>24,639</u>	<u>-</u>
Total Contributed Nonfinancial Assets and Services	<u>\$ 1,928,792</u>	<u>\$ 2,091,169</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.

Professional services relate to donated legal services and staff education and training, used for support services, and are valued and reported at the estimated fair value based on current rates for similar services.

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

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

Special event revenue consists of advertising services for internal events. 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.

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

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

**Contributions: Donated Goods and Services (Continued)**

Office supplies consist of a variety of supplies below the Foundation's capitalization threshold and were valued using current market rates for similar supplies in the Foundation's market.

Property and equipment items donated consist of office furniture and were valued using fair market value on the date of donation.

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.

**Income Taxes**

The Foundation is a nonprofit organization exempt from federal income and Pennsylvania income taxes under the provisions of Internal Revenue Code Section 501(c)(3). 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, 2025 and 2024. The Foundation files income tax returns in the U.S. federal jurisdiction, and applicable state jurisdictions.

**Functional Expenses**

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

**Wish Granting**

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

**Fundraising**

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

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

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

**Functional Expenses (Continued)**

**Management and General**

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

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

**Management Estimates**

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

**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	\$ 8,133,389	\$ 5,736,811
Donor Imposed Restrictions:		
Restricted Funds	<u>(792,807)</u>	<u>(721,199)</u>
Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	<u>\$ 7,340,582</u>	<u>\$ 5,015,612</u>

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

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

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

**Overall Investment Objective**

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

**Fair Value Hierarchy**

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

	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2025</u>					
Investments:					
Mutual Funds	\$ 5,664,132	\$ -	\$ -	\$ -	\$ 5,664,132
Certificates of Deposit	-	1,007,921	-	-	1,007,921
Cash	-	-	-	15,820	15,820
Total Investments	5,664,132	1,007,921	-	15,820	6,687,873
Split-Interest Agreements	-	-	68,397	-	68,397
Total Assets	<u>\$ 5,664,132</u>	<u>\$ 1,007,921</u>	<u>\$ 68,397</u>	<u>\$ 15,820</u>	<u>\$ 6,756,270</u>
<u>August 31, 2024</u>					
Investments:					
Mutual Funds	\$ 3,339,229	\$ -	\$ -	\$ -	\$ 3,339,229
Certificates of Deposit	-	1,007,424	-	-	1,007,424
Cash	-	-	-	1,954	1,954
Total Investments	3,339,229	1,007,424	-	1,954	4,348,607
Split-Interest Agreements	-	-	67,370	-	67,370
Total Assets	<u>\$ 3,339,229</u>	<u>\$ 1,007,424</u>	<u>\$ 67,370</u>	<u>\$ 1,954</u>	<u>\$ 4,415,977</u>

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

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

Purchases, sales, transfers in, and transfers out of Level 3 investments consist of the following for the years ended August 31, 2025 and 2024.

	<u>2025</u>	<u>2024</u>
Purchases	\$ -	\$ -
Sales/Distributions	-	-
Transfers In	-	63,312
Transfer Out	-	-

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.

Quantitative Information About Level 3 Fair Value Measurements			
Type of Assets	Fair Value at August 31, 2025	Principal Valuation Technique	Unobservable Inputs
Split-Interest Agreements	\$ 68,397	Fair Market Value of Investments	Value of Underlying Assets
Type of Assets	Fair Value at August 31, 2024	Principal Valuation Technique	Unobservable Inputs
Split-Interest Agreements	\$ 67,370	Fair Market Value of Investments	Value of Underlying Assets

**NOTE 5 CONTRIBUTIONS RECEIVABLE**

Contributions receivable include pledges that have been discounted at 4.92% and 4.20% at August 31, 2025 and 2024, respectively. For the years ended August 31, 2025 and 2024, one donor and two donors were 46% and 59% of the contributions receivable balance, respectively. The following is a summary of the Foundation's contributions receivable at August 31:

	<u>2025</u>	<u>2024</u>
Total Amounts Due in:		
Within One Year	\$ 674,878	\$ 649,332
One to Five Years	42,500	95,000
More than Five Years	35,000	40,000
Gross Contributions Receivable	<u>752,378</u>	<u>784,332</u>
Less Discount to Present Value	(14,888)	(16,954)
Contributions Receivable, Net	<u>\$ 737,490</u>	<u>\$ 767,378</u>

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

**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 an 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 rate used for the years ended August 31, 2025 and 2024 was 4.40%.

**Perpetual Trust**

The Foundation has been designated as an irrevocable beneficiary of a perpetual trust, held and administered by an independent trustee. Under this arrangement, the Foundation has the right to receive distributions annually of the income generated by the trust's underlying assets. Subsequent changes in the value of the underlying assets are recorded in the accompanying statements of activities as a change in the value of the split-interest agreements.

The Foundation's beneficial interest under the split-interest agreements totaled \$68,397 and \$67,370 at August 31, 2025 and 2024, respectively.

**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 white mail donations, amounts for internal grants, and other miscellaneous revenues. During the years ended August 31, 2025 and 2024, respectively, the Foundation received \$1,173,962 and \$1,232,778 from these national revenue streams.

Conversely, the Foundation pays amounts to the National Organization for chapter dues, insurance, and other miscellaneous ancillary expenses that the National Organizations pays on behalf of the Foundation and for services provided by the National Organization. Amounts totaling \$897,165 and \$560,108 were paid from the Foundation to the National Organization during the years ended August 31, 2025 and 2024, respectively.

As part of the National Organization's Wish Fulfillment Fund, chapters may apply for funds that have been donated by other chapters to underwrite the cost of wishes. Under this program, the Foundation contributed \$250,000 and \$100,000 during the years ended August 31, 2025 and 2024, respectively.

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

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

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 \$10,500 and \$11,250, respectively, for the years ended August 31, 2025 and 2024, which is recorded in the accompanying statements of activities as other income.

Amounts due from and to related entities are as follows at August 31:

	<u>2025</u>	<u>2024</u>
Due from National Organization	\$ 157,653	\$ 170,764
Due from Other Chapters	15,677	42,022
Total Due from Related Entities	<u>\$ 173,330</u>	<u>\$ 212,786</u>
Due to National Organization	\$ 154,455	\$ 22,509
Due to Other Chapters	48,136	44,906
Total Due to Related Entities	<u>\$ 202,591</u>	<u>\$ 67,415</u>

Amounts due from the National Organization represent contributions remitted to the National Organization that are identified for the Foundation’s use but were not yet transferred to the Foundation as of year-end. Amounts due from other chapters represent amounts paid in assisting other chapters with their wish granting. Amounts due to other chapters represent amounts owed to other chapters who have assisted in the granting of wishes for the Foundation. Amounts due to the National Organization generally represent unpaid chapter dues and services.

During the years ended August 31, 2025 and 2024, the Foundation received contributions, both cash and in-kind, from board members totaling \$200,914 and \$231,221, respectively.

At August 31, 2025 and 2024, amounts due from board members totaled \$-0- and \$9,950, respectively, and are included in contributions receivable in the accompanying statements of financial position.

**NOTE 8 PROPERTY AND EQUIPMENT, NET**

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

	<u>2025</u>	<u>2024</u>
Computer Equipment and Software	\$ 37,489	\$ 35,940
Property and Equipment	69,648	66,857
Leasehold Improvements	4,831	197,839
Total	111,968	300,636
Construction in Progress	152,797	-
Less: Accumulated Depreciation and Amortization	(79,253)	(262,451)
Property and Equipment, Net	<u>\$ 185,512</u>	<u>\$ 38,185</u>

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

**NOTE 8 PROPERTY AND EQUIPMENT, NET (CONTINUED)**

Construction in progress consists of a wishing tree, wishing fountain, and other projects related to the Foundation's new office space.

Depreciation expense totaled \$31,658 and \$44,411, respectively, for the years ended August 31, 2025 and 2024.

**NOTE 9 LEASES**

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 August 2035.

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

	2025	2024
Lease Cost:		
Finance Lease Cost:		
Amortization of Right-of-Use Assets	\$ 2,023	\$ 4,045
Interest on Lease Liabilities	15	136
Operating Lease Cost	97,151	105,811
Short-Term Lease Cost	-	120
Total Lease Cost	\$ 99,189	\$ 110,112
Other Information:		
Cash Paid for Amounts Included in the Measurement of Lease Liabilities:		
Operating Cash Flows from Financing Leases	\$ 15	\$ 136
Operating Cash Flows from Operating Leases	\$ 137,348	\$ 146,661
Financing Cash Flows from Financing Leases	\$ 2,092	\$ 4,079
Right-of-Use Assets Obtained in Exchange for New Operating Lease Liabilities	\$ 1,656,120	\$ 18,502
Weighted-Average Remaining Leases Term - Financing Leases	N/A	0.4 Years
Weighted Average Remaining Lease Term - Operating Leases	10.0 Years	1.1 Years
Weighted-Average Discount Rate - Financing Leases	N/A	3.43%
Weighted-Average Discount Rate - Operating Leases	4.29%	3.47%

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

**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	\$ 187,286
2027	193,866
2028	194,169
2029	198,159
2030	202,149
Thereafter	<u>1,070,591</u>
Total Lease Payments	2,046,220
Less: Imputed Interest	<u>(396,639)</u>
Present Value of Lease Liabilities	<u><u>\$ 1,649,581</u></u>

**NOTE 10 NET ASSETS**

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	\$ 448,077	\$ 516,143
Wish Navigator Position	80,000	-
Medical Equipment	10,000	-
Travel Reimbursement	<u>15,000</u>	<u>-</u>
Total	553,077	516,143
Subject to the Passage of Time:		
Assets Held Under Split-Interest Agreements	4,353	4,058
Promises to Give that are Not Restricted by Donors, but Which are Unavailable for Expenditure Until Due	<u>239,730</u>	<u>205,056</u>
Total	244,083	209,114
Not Subject to Spending Policy or Appropriation:		
Beneficial Interests in a Perpetual Trust	<u>64,044</u>	<u>63,312</u>
Total Net Assets with Donor Restrictions	<u><u>\$ 861,204</u></u>	<u><u>\$ 788,569</u></u>

**MAKE-A-WISH FOUNDATION® OF PHILADELPHIA,  
DELAWARE AND SUSQUEHANNA VALLEY  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2025 AND 2024**

**NOTE 11 RETIREMENT PLAN**

The Foundation has a defined contribution retirement plan (the Plan). Employees are eligible for participation in the Plan after reaching 21 years of age and upon completion of one year of service. Under the provisions of the Plan, eligible employees may elect to defer a percentage of their salary subject to certain Internal Revenue Code limitations. The Foundation matches employee contributions up to 4% of the employee's salary. Foundation contributions to the Plan for the year ended August 31, 2025 and 2024 were \$58,411 and \$40,539, respectively.

**NOTE 12 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.

Contributions totaling \$3,321,313 and \$1,128,779 were received from two donors and a single donor, respectively, for the years ended August 31, 2025 and 2024, which represents 33% and 14% of raised revenue which consists of total public support and gross internal special event revenue.

**NOTE 13 COMMITMENTS**

The goal of the Foundation is to grant the wish of every eligible child. During the fiscal years ending August 31, 2025 and 2024, the Foundation granted 333 and 334 wishes, respectively. As of August 31, 2025 and 2024, respectively, there were approximately 370 and 365 wish children who are eligible for a wish. The average cost of a wish for the year ended August 31, 2025 was \$6,350 in cash and \$5,421 in in-kind for a total cost of \$11,771. The average cost of a wish for the year ended August 31, 2024 was \$6,471 in cash and \$4,990 in in-kind for total cost of \$11,461.

**NOTE 14 SUBSEQUENT EVENTS**

The Foundation has evaluated subsequent events from the statement of financial position date through March 4, 2026, the date at which the financial statements were available to be issued.



CLA (CliftonLarsonAllen LLP) is a network member of CLA Global. See [CLAGlobal.com/disclaimer](http://CLAGlobal.com/disclaimer). Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.