

**MAKE-A-WISH FOUNDATION® OF  
MIDDLE TENNESSEE**

**FINANCIAL STATEMENTS**

**YEARS ENDED AUGUST 31, 2022 AND 2021**



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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Make-a-Wish Foundation® of Middle Tennessee  
Nashville, Tennessee

### Report on the Audit of the Financial Statements

#### ***Opinion***

We have audited the accompanying financial statements of Make-a-Wish Foundation® of Middle Tennessee (a nonprofit organization), which comprise the statements of financial position as of August 31, 2022 and 2021, 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 Middle Tennessee as of August 31, 2022 and 2021, 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 Middle Tennessee 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 Middle Tennessee'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 Middle Tennessee'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 Middle Tennessee'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**

Oak Brook, Illinois  
May 17, 2023

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**STATEMENTS OF FINANCIAL POSITION**  
**AUGUST 31, 2022 AND 2021**

	<u>2022</u>	<u>2021</u>
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 840,955	\$ 597,834
Due from Related Entities	60,406	48,266
Prepaid Expenses	96,099	57,210
Contributions Receivable, Net	253,391	104,291
Other Assets	11,979	11,552
Property and Equipment, Net	<u>20,247</u>	<u>33,023</u>
Total Assets	<u><u>\$ 1,283,077</u></u>	<u><u>\$ 852,176</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 169,560	\$ 76,762
Due to Related Entities	18,671	1,705
Deferred Rent	<u>14,066</u>	<u>12,813</u>
Total Liabilities	202,297	91,280
<b>NET ASSETS</b>		
Without Donor Restrictions	859,638	707,679
With Donor Restrictions	<u>221,142</u>	<u>53,217</u>
Total Net Assets	<u>1,080,780</u>	<u>760,896</u>
Total Liabilities and Net Assets	<u><u>\$ 1,283,077</u></u>	<u><u>\$ 852,176</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED AUGUST 31, 2022**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions, Cash	\$ 1,388,124	\$ -	\$ 1,388,124
Contributions, Donated Goods and Services	290,519	221,142	511,661
Grants	358,747	-	358,747
Total Public Support	2,037,390	221,142	2,258,532
Internal Special Events	459,941		459,941
Less: Costs of Direct Benefits to Donors	(134,632)	-	(134,632)
Total Internal Special Events	325,309	-	325,309
Investment Income	1,832	-	1,832
Other Income	3,942	-	3,942
Net Assets Released from Restrictions	53,217	(53,217)	-
Total Revenues, Gains, and Other Support	2,421,690	167,925	2,589,615
<b>EXPENSES</b>			
Program Services:			
Wish Granting	1,667,275	-	1,667,275
Support Services:			
Fundraising	254,860	-	254,860
Management and General	347,596	-	347,596
Total Support Services	602,456	-	602,456
Total Expenses	2,269,731	-	2,269,731
<b>CHANGE IN NET ASSETS</b>	151,959	167,925	319,884
Net Assets - Beginning of Year	707,679	53,217	760,896
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 859,638</u>	<u>\$ 221,142</u>	<u>\$ 1,080,780</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED AUGUST 31, 2021**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES, GAINS, AND OTHER SUPPORT</b>			
Public Support:			
Contributions, Cash	\$ 1,181,232	\$ 14,835	\$ 1,196,067
Contributions, Donated Goods and Services	99,855	11,715	111,570
Grants	532,274	-	532,274
Total Public Support	1,813,361	26,550	1,839,911
Internal Special Events	179,892	26,667	206,559
Internal Special Events, Donated Goods and Services	5,000	-	5,000
Less: Costs of Direct Benefits to Donors	(64,595)	-	(64,595)
Total Internal Special Events	120,297	26,667	146,964
Investment Income	818	-	818
Forgiveness of Paycheck Protection Program Loan	282,030	-	282,030
Other Income	5,100	-	5,100
Net Assets Released from Restrictions	5,750	(5,750)	-
Total Revenues, Gains, and Other Support	2,227,356	47,467	2,274,823
<b>EXPENSES</b>			
Program Services:			
Wish Granting	1,295,366	-	1,295,366
Support Services:			
Fundraising	229,949	-	229,949
Management and General	363,828	-	363,828
Total Support Services	593,777	-	593,777
Total Expenses	1,889,143	-	1,889,143
<b>CHANGE IN NET ASSETS</b>	338,213	47,467	385,680
Net Assets - Beginning of Year	369,466	5,750	375,216
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 707,679</u>	<u>\$ 53,217</u>	<u>\$ 760,896</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2022**

	Program Services	Support Services				
	Wish Granting Services	Fundraising	Management and General	Total Support Services	Direct Donor Benefits	Total
Direct Costs of Wishes	\$ 1,124,655	\$ -	\$ -	\$ -	\$ -	\$ 1,124,655
Salaries, Taxes, and Benefits	343,897	158,692	218,269	376,961	-	720,858
Printing, Subscriptions, and Publications	1,326	1,911	951	2,862	-	4,188
Professional Fees	7,469	4,078	9,342	13,420	-	20,889
Rent and Utilities	53,719	26,749	37,966	64,715	-	118,434
Postage and Delivery	2,396	1,198	1,684	2,882	-	5,278
Travel	5,040	1,917	496	2,413	-	7,453
Meetings and Conferences	2,409	6,767	2,075	8,842	-	11,251
Office Supplies	2,082	980	2,185	3,165	-	5,247
Communications	7,947	3,405	4,312	7,717	-	15,664
Advertising and Media	45	23	32	55	-	100
Insurance	846	423	595	1,018	-	1,864
Membership Dues	119	-	-	-	-	119
National Partnership Dues	104,940	32,178	42,335	74,513	-	179,453
Miscellaneous	9,517	16,539	13,752	30,291	-	39,808
Depreciation and Amortization	868	-	13,602	13,602	-	14,470
Special Event - Direct Donor Benefits	-	-	-	-	134,632	134,632
	<u>1,667,275</u>	<u>254,860</u>	<u>347,596</u>	<u>602,456</u>	<u>134,632</u>	<u>2,404,363</u>
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(134,632)</u>	<u>(134,632)</u>
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 1,667,275</u>	<u>\$ 254,860</u>	<u>\$ 347,596</u>	<u>\$ 602,456</u>	<u>\$ -</u>	<u>\$ 2,269,731</u>

See accompanying Notes to Financial Statements.



**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED AUGUST 31, 2021**

	Program Services	Support Services				
	Wish Granting Services	Fundraising	Management and General	Total Support Services	Direct Donor Benefits	Total
Direct Costs of Wishes	\$ 734,118	\$ -	\$ -	\$ -	\$ -	\$ 734,118
Salaries, Taxes, and Benefits	358,699	134,392	267,562	401,954	-	760,653
Printing, Subscriptions, and Publications	1,417	1,167	784	1,951	-	3,368
Professional Fees	1,041	654	5,541	6,195	-	7,236
Rent and Utilities	48,913	39,155	30,943	70,098	-	119,011
Postage and Delivery	4,135	4,164	1,857	6,021	-	10,156
Travel	4,283	723	42	765	-	5,048
Meetings and Conferences	290	1,460	3,212	4,672	-	4,962
Office Supplies	1,987	1,260	1,396	2,656	-	4,643
Communications	8,534	3,287	5,020	8,307	-	16,841
Advertising and Media	-	150	-	150	-	150
Insurance	732	425	408	833	-	1,565
National Partnership Dues	127,048	22,939	26,469	49,408	-	176,456
Miscellaneous	3,055	20,173	4,160	24,333	-	27,388
Depreciation and Amortization	1,114	-	16,434	16,434	-	17,548
Special Event - Direct Donor Benefits	-	-	-	-	64,595	64,595
	<u>1,295,366</u>	<u>229,949</u>	<u>363,828</u>	<u>593,777</u>	<u>64,595</u>	<u>1,953,738</u>
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(64,595)</u>	<u>(64,595)</u>
Total Expenses Included in the Expense Section of the Statement of Activities	<u>\$ 1,295,366</u>	<u>\$ 229,949</u>	<u>\$ 363,828</u>	<u>\$ 593,777</u>	<u>\$ -</u>	<u>\$ 1,889,143</u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED AUGUST 31, 2022 AND 2021**

	<u>2022</u>	<u>2021</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 319,884	\$ 385,680
Adjustments to reconcile Change in Net Assets to Net Cash		
Provided (Used) by Operating Activities:		
Depreciation and Amortization	14,470	17,548
Forgiveness of Paycheck Protection Program Loan	-	(282,030)
Bad Debt Expense and Other	488	-
(Increase) Decrease in Assets:		
Contributions Receivable	(149,588)	(69,857)
Due from Related Entities	(12,140)	(9,548)
Prepaid Expenses	(38,889)	(39,705)
Other Assets	(427)	(2,303)
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	92,798	8,285
Due to Related Entities	16,966	(45,170)
Deferred Rent	1,253	4,127
Net Cash Provided (Used) by Operating Activities	<u>244,815</u>	<u>(32,973)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Property and Equipment	(1,694)	-
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from Paycheck Protection Program Loan	<u>-</u>	<u>145,660</u>
<b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>	243,121	112,687
Cash and Cash Equivalents - Beginning of Year	<u>597,834</u>	<u>485,147</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<u><u>\$ 840,955</u></u>	<u><u>\$ 597,834</u></u>

See accompanying Notes to Financial Statements.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2022 AND 2021**

**NOTE 1 ORGANIZATION**

Make-a-Wish Foundation® of Middle Tennessee (the Foundation) is a Tennessee 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 (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. Included in cash and cash equivalents at August 31, 2022 and 2021 are \$528,906 and \$327,793, respectively, of money market mutual funds.

**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.

**Property and Equipment, Net**

Property and equipment having a unit cost of greater than \$500 and a useful life of more than one year are capitalized at cost when purchased. Donated assets are capitalized at the estimated fair value at the date of receipt and restrictions are released once the asset has been placed into service. Property and equipment under capital leases are stated at the present value of future minimum lease payments at the time of acquisition. Depreciation on property and equipment is provided on a straight-line basis over the estimated useful lives of the assets, generally 3 to 5 years. Leasehold improvements are amortized over the shorter of the estimated useful life of the asset or the remaining terms of the leases. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend its life are expensed as incurred.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2022 AND 2021**

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

**Property and Equipment, Net (Continued)**

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.

**Net Assets**

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

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

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

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-kind and other income.

Special event revenue consists of registrations, sponsorships and other contributions. The exchange element of the special event revenue was approximately \$134,632 and \$64,595 for the years ended August 31, 2022 and 2021, 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.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2022 AND 2021**

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

**Revenue Recognition (Continued)**

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. There were no conditional promises outstanding for the years ended August 31, 2022 and 2021.

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.

The Foundation received in-kind contributions of assets, services, and materials that are reported in the statements of activities as follows:

	<u>Programs</u>	<u>Fundraising</u>	<u>Management and General</u>	<u>Total</u>
<u>August 31, 2022</u>				
Wish Related	<u>\$ 290,519</u>	<u>\$ -</u>	<u>\$ -</u>	\$ 290,519
Contributions Receivable				221,142
Total				<u>\$ 511,661</u>
<u>August 31, 2021</u>				
Wish Related	<u>\$ 99,855</u>	<u>\$ -</u>	<u>\$ -</u>	\$ 99,855
Internal Special Events				5,000
Contributions Receivable				11,715
Total				<u>\$ 116,570</u>

Wish related in-kinds consist of donated travel, goods and other services used in the delivery of wishes. The Foundation estimates the fair value of wish related in-kinds on the basis of estimates of the current market rates for similar travel, goods and other services in the Foundation's market. Professional services are valued and reported at the estimated fair value based on current rates for similar services. Donated rent is valued and reported at the estimated fair value on the basis of comparable lease agreements in the Foundation's market.

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.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2022 AND 2021**

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

**Revenue Recognition (Continued)**

Internal special event in-kind amounts are donated items recorded at fair value that are used in facilitating the event. Examples of such donated items are generally food, beverage, facility costs, and auction items. The Foundation estimates the fair value of these donated items based on the current market rates for similar items in the Foundation's market. 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, 2022 and 2021 totaled \$96,197 and \$20,135, respectively.

Advertising and media is used to help the Foundation communicate its message or mission and includes fundraising materials, informational material, or advertising, and may be in the form of an audio or video tape of a public service announcement, a layout for a newspaper, media time or space for public service announcements, or other purposes.

Donated advertising and media are reported as contribution revenue and fundraising expense when received and the reporting of such contributions is unaffected by whether the Foundation could afford to purchase or would have purchased the assets at their fair value.

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 Tennessee 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, 2022 and 2021. 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.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2022 AND 2021**

**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.

Management and General

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

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

**Deferred Rent**

The Foundation accounts for rent expense evenly over the term of the lease using the straight-line method. The unamortized deferred rent was \$14,066 and \$12,813, respectively at August 31, 2022 and 2021.

**Management Estimates**

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

**Adoption of Accounting Pronouncement**

In September 2020, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. This standard requires that contributed nonfinancial assets are reported on a separate line item in the statements of activities, apart from contributions of cash and other financial assets. It also requires disclosure of disaggregated amounts of contributed nonfinancial assets by category that depicts the type of contributed nonfinancial assets along with additional qualitative information about the monetization of such assets, donor restrictions and valuation techniques. The adoption of this standard did not have any significant impact on the accompanying financial statements or disclosures.

**MAKE-A-WISH FOUNDATION® OF MIDDLE TENNESSEE**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2022 AND 2021**

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

**Accounting Pronouncement Not Yet Effective**

In February 2016, FASB issued ASU 2016-02, *Leases*. This accounting standard requires organizations that lease assets to recognize a right-of-use asset and a lease liability, initially measured at the present value of the lease payments, in its statement of financial position. This accounting standard will also require additional disclosures about the amount, timing and uncertainty of cash flows arising from leases. This accounting standard is effective for the Foundation as of fiscal year 2023. Management is currently evaluating the impact of adopting this accounting standard.

**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 months to 24 months of liquidity is considered excellent based off the enterprise-wide published scale. The Foundation strives to maintain liquid financial assets sufficient to cover six months of general expenditures.

	<u>2022</u>	<u>2021</u>
Total Financial Assets	\$ 1,154,752	\$ 750,391
Donor-Imposed Restrictions:		
Restricted Funds	<u>(221,142)</u>	<u>(53,217)</u>
Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	<u>\$ 933,610</u>	<u>\$ 697,174</u>

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

As part of the liquidity management plan, the Foundation invests cash in excess of daily requirements in money market funds.

**NOTE 4 CONTRIBUTIONS RECEIVABLE**

The Foundation's contributions receivable as of August 31, 2022 and 2021 were \$253,391 and \$104,291, respectively. All contributions receivable are due within the next 12 months. Management determined that all contributions receivable are fully collectible; therefore, no allowance for uncollectible accounts is considered necessary at August 31, 2022 and 2021.



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**NOTE 5 TRANSACTIONS WITH RELATED ENTITIES**

The National Organization conducts national fundraising efforts for which cash and in-kind donations are received and shared with the Foundation. These funds represent revenues associated with: distributions from national partners, individual donation amounts collected via online and white mail donations, amounts for internal grants, travel, and training scholarships, amounts to fund the Adopt-A-Wish® program, and other miscellaneous revenues. During the years ended August 31, 2022 and 2021, respectively, the Foundation received \$442,324 and \$646,781 from these national revenue streams.

As part of the National Organization's Wish Fulfillment Fund, chapters may apply for funds that have been donated by other chapters to underwrite the cost of wishes. Under this program, the Foundation received \$-0- and \$20,000, respectively, during the years ended August 31, 2022 and 2021.

Conversely, the Foundation pays amounts to the National Organization for chapter dues, insurance, and other miscellaneous ancillary expenses that the National Organization pays on behalf of the Foundation and for services provided by the National Organization. Amounts totaling \$185,350 and \$176,456 were paid from the Foundation to the National Organization during the years ended August 31, 2022 and 2021, respectively.

Chapters who assist with the organization and granting of wishes from other chapters are paid a "fee for service" called the wish assist fee. Under this program, the originating chapter agrees to pay a fee to the chapter of the wish destination to assist with any planning, booking, and facilitating of the wish for the home chapter. Under this program, the Foundation received \$3,900 and \$5,100, respectively, for the years ended August 31, 2022 and 2021, 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:

	2022	2021
Due from National Organization	\$ 38,942	\$ 41,906
Due from Other Chapters	21,464	6,360
Total Due from Related Entities	<u>\$ 60,406</u>	<u>\$ 48,266</u>
Due to National Organization	\$ 556	\$ 36
Due to Other Chapters	18,115	1,669
Total Due to Related Entities	<u>\$ 18,671</u>	<u>\$ 1,705</u>

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

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**NOTE 5 TRANSACTIONS WITH RELATED ENTITIES (CONTINUED)**

During the years ended August 31, 2022 and 2021, the Foundation received contributions, both cash and in-kind, from board members totaling \$81,218 and \$128,201, respectively. At August 31, 2022 and 2021, amounts due from board members totaled \$-0- and \$5,000, respectively, and are included in contributions receivable in the accompanying statements of financial position.

**NOTE 6 PROPERTY AND EQUIPMENT, NET**

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

	2022	2021
Computer Equipment and Software	\$ 44,357	\$ 42,664
Office Furniture	88,586	88,586
Total	132,943	131,250
Less: Accumulated Depreciation and Amortization	(112,696)	(98,227)
Property and Equipment, Net	<u>\$ 20,247</u>	<u>\$ 33,023</u>

Depreciation and amortization expense totaled \$14,470 and \$17,548, respectively, for the years ended August 31, 2022 and 2021.

**NOTE 7 LEASES**

The Foundation is obligated under an operating lease for an office, which expires February 2026. Total rent expense for the operating lease for the years ended August 31, 2022 and 2021, respectively totaled \$118,434 and \$119,011.

Future minimum lease payments under the operating lease having a remaining term in excess of one year are as follows:

<u>Year Ending August 31:</u>	<u>Operating Lease</u>
2023	\$ 119,525
2024	121,916
2025	124,354
2026	62,793
Total	<u>\$ 428,588</u>

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**NOTE 8 NET ASSETS**

**Net Assets With Donor Restrictions**

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

	<u>2022</u>	<u>2021</u>
Subject to Expenditure for Specified Purpose:		
In-Kind Pledge Receivable	\$ 221,142	\$ 11,715
Cash Pledges	<u>-</u>	<u>41,502</u>
Total Donor Restricted Net Assets	<u><u>\$ 221,142</u></u>	<u><u>\$ 53,217</u></u>

**NOTE 9 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 90 days of service. Under the provisions of the Plan, eligible employees may elect to defer a percentage of their salary subject to certain Internal Revenue Code limitations. The Foundation matches employee contributions up to 3% of the employee's salary. Foundation contributions to the Plan for the years ended August 31, 2022 and 2021 were \$13,368 and \$13,811, respectively.

**NOTE 10 CONCENTRATIONS OF CREDIT RISK**

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

**NOTE 11 COMMITMENTS**

The goal of the Foundation is to grant the wish of every eligible child. During the years ended August 31, 2022 and 2021, the Foundation granted 121 and 95 wishes, respectively. As of August 31, 2022 and 2021, there were approximately 230 wish children who are eligible for a wish both years. The average cost of a wish for the year ended August 31, 2022 was \$6,385 in cash and \$2,541 in in-kind for a total cost of \$8,926. The average cost of a wish for the year ended August 31, 2021 was \$6,030 in cash and \$829 in in-kind for a total cost of \$6,859.

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**NOTE 12 AGREEMENT REGARDING DONATED MERCHANDISE**

In August 2019, the Foundation entered into an agreement with an entity that is an unrelated third party. The entity has agreed to conduct and operate merchandise solicitation and pickup services of donated goods on behalf of the Foundation. Upon collection, the entity will be deemed to have purchased such merchandise from the Foundation at wholesale. In return for the goods, the entity agrees to pay the Foundation a purchase price equal to \$.05 per pound, with annual guarantee of \$50,000 for each of the first two contract years, and for each year after, the greater of \$50,000 or two thirds of the aggregate purchase price of the merchandise. The term of the agreement commenced on October 1, 2019 and is in effect until September 30, 2026. The Foundation received \$66,417 and \$75,695 of payments recorded as revenue under this agreement for the years ended August 31, 2022 and 2021, respectively.

**NOTE 13 RISKS AND UNCERTAINTIES**

In December 2019, an outbreak of a novel strain of Coronavirus (COVID-19) began. On March 10, 2020, in conjunction with the Make-A-Wish America National Medical Advisory Council (NMAC), Make-A-Wish America issued instructions to pause travel and large gathering wishes until deemed medically safe for our vulnerable population and their families. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic.

As of September 15, 2021, in consultation with the NMAC, the pause on domestic travel to large gatherings was lifted, if travel occurred by automobile. The pause on airline travel was lifted December 1, 2021 with a graduated approach with full domestic travel resuming June of 2022. International and cruise wish travel is still paused as of August 31, 2022. Prior to fiscal year 2020, travel wishes have been approximately 81% of wishes granted and the number of granted wishes averaged approximately 144.

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

**NOTE 14 PAYCHECK PROTECTION PROGRAM**

The Foundation applied for and was approved a \$136,370 loan under the Paycheck Protection Program created as part of the relief efforts related to COVID-19 and administered by the Small Business Administration. The loan was received on April 27, 2020. The loan accrued interest at 1%, but payments were not required to begin for six months after the funding of the loan. Subsequent to this, the law changed the loan deferral terms retroactively. The PPP Flexibility Act and subsequent regulations superseded the loan agreement. The Foundation was eligible for loan forgiveness of up to 100% of the loan, having met certain requirements. The loan was uncollateralized and fully guaranteed by the federal government. The Foundation received forgiveness of \$136,370 on March 22, 2021.

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**NOTE 14 PAYCHECK PROTECTION PROGRAM (CONTINUED)**

Under the second round of Paycheck Protection Program funding, the Foundation applied for and was approved for an additional \$145,660 loan. The loan was received on January 27, 2021. The loan accrued interest at 1%, with the first 10 months of interest deferred, had a term of five years and was unsecured and guaranteed by the Small Business Administration. The Foundation was eligible for loan forgiveness of up to 100% of the loan, having met certain requirements. The Foundation received forgiveness of \$145,660 on June 14, 2021.

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

**NOTE 15 EMPLOYEE RETENTION CREDIT**

Grants from the government are recognized when all conditions of such grants are fulfilled or there is reasonable assurance that they will be fulfilled. During the year ended August 31, 2022, the Foundation applied for Employee Retention Credit (ERC) grant funding from the Internal Revenue Service. The Foundation recognized \$46,628 of grant revenue related to performance requirements being met in compliance with the program during the year ended August 31, 2022. There was no such funding recognized during the year ended August 31, 2021.

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

**NOTE 16 SUBSEQUENT EVENTS**

The Foundation has evaluated subsequent events from the statement of financial position date through May 17, 2023, the date at which the financial statements were available to be issued.



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