WISHES & MORE®

Financial Statements

December 31, 2020 and 2019



Wishes & More[®]

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INDEPENDENT AUDITOR'S REPORT

Board of Directors Wishes & More[®] Minneapolis, Minnesota

We have audited the accompanying financial statements of Wishes and More[®], which comprise the statements of financial position as of December 31, 2020 and 2019 and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Board of Directors Wishes and More[®] Page 2

INDEPENDENT AUDITOR'S REPORT, continued

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Wishes and More[®] as of December 31, 2020 and 2019 and the change 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.

April 13, 2021

Akins Henke and Company

Statements of Financial Position

December 31, 2020 and 2019

ASSETS	2020	2019
Current Assets:		
Cash	\$ 349,329	202,035
Promises to give	¢ 549,529 63,593	33,565
Prepaid expenses	42,926	65,010
Total Current Assets	455,848	300,610
Total Current Assets	+55,040	500,010
Investments	1,175,146	963,629
Furniture and Equipment:		
Furniture and equipment	28,118	26,008
Less accumulated depreciation	(18,668)	(14,354)
Net Furniture and Equipment	9,450	11,654
Other Assets:		
Trademark costs	6,878	6,878
Website	3,198	3,198
Total Other Assets	10,076	10,076
Less accumulated amortization	(9,882)	(8,896)
Net Other Assets	194	1,180
Total Assets	\$ 1,640,638	1,277,073
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts payable	\$ 1,994	3,550
Wishes payable	8,065	11,364
Accrued compensation	20,800	16,603
Total Current Liabilities	30,859	31,517
Net Assets:		
Without donor restrictions:		
Undesignated	632,190	405,463
Board designated	789,973	714,523
Total without donor restrictions	1,422,163	1,119,986
With donor restrictions	187,616	125,570
Total Net Assets	1,609,779	1,245,556
Total Liabilities and Net Assets	\$ 1,640,638	1,277,073

See accompanying notes to the financial statements.

Statements of Activities

For the Years Ended December 31, 2020 and 2019

	2020			2019			
	Without Donor	With Donor		Without Donor	With Donor		
SUPPORT AND REVENUES:	Restrictions	Restrictions	Total	Restrictions	Restrictions	Total	
Contributions	\$ 387,499	36,277	423,776	276,519	11,003	287,522	
Grants	42,804	5,000	47,804	22,600	-	22,600	
Paycheck protection program loan forgiveness	63,458	-	63,458	-	-	-	
In-kind contributions	173,980	8,149	182,129	339,236	-	339,236	
Investment income	74,666		74,666	83,102		83,102	
Total Support	742,407	49,426	791,833	721,457	11,003	732,460	
Special fundraising events	625,334	57,933	683,267	619,544	34,067	653,611	
Less cost of direct benefits to donors	(108,460)	-	(108,460)	(91,526)	-	(91,526)	
Net Special Events	516,874	57,933	574,807	528,018	34,067	562,085	
Total Support and Revenues	1,259,281	107,359	1,366,640	1,249,475	45,070	1,294,545	
NET ASSETS RELEASED FROM RESTRICTIONS:							
Restrictions satisfied by expenditures	45,313	(45,313)	-	62,000	(62,000)		
EXPENSES:							
Program	821,028	-	821,028	1,198,535	-	1,198,535	
Management and general	113,672	-	113,672	89,760	-	89,760	
Fundraising	67,717	-	67,717	77,106	-	77,106	
Total Expenses	1,002,417		1,002,417	1,365,401		1,365,401	
CHANGE IN NET ASSETS	302,177	62,046	364,223	(53,926)	(16,930)	(70,856)	
NET ASSETS - BEGINNING OF YEAR	1,119,986	125,570	1,245,556	1,173,912	142,500	1,316,412	
NET ASSETS - END OF YEAR	\$1,422,163	187,616	1,609,779	1,119,986	125,570	1,245,556	

See accompanying notes to the financial statements.

Statements of Functional Expenses

For the Years Ended December 31, 2020 and 2019

				2020			,	2019	
	_		Management	t			Management	t	
			and				and		
	_	Program	General	Fundraising	Total	Program	General	Fundraising	Total
Salaries	\$	202,243	71,380	23,793	297,416	197,686	53,658	31,065	282,409
Payroll taxes		15,005	5,296	1,765	22,066	14,358	3,897	2,256	20,511
Employee benefits		19,905	7,024	2,342	29,271	20,239	5,493	3,180	28,912
Total personnel costs	_	237,153	83,700	27,900	348,753	232,283	63,048	36,501	331,832
Wish expense		453,504	-	-	453,504	838,120	-	-	838,120
Scholarship of Hope®		29,856	-	-	29,856	29,699	-	-	29,699
Occupancy		25,915	9,147	3,048	38,110	21,215	5,758	3,334	30,307
Office supplies		14,886	5,254	1,752	21,892	15,655	4,249	2,460	22,364
Professional services		17,193	6,068	2,022	25,283	17,357	4,711	2,728	24,796
Special fundraising events		-	-	138,353	138,353	-	-	116,663	116,663
Postage		10,357	3,655	1,218	15,230	8,730	2,369	1,372	12,471
Meetings		96	272	32	400	1,702	462	268	2,432
Education		9	26	4	39	617	167	97	881
Insurance		4,929	1,740	579	7,248	5,009	1,360	787	7,156
Public relations		15,255	-	-	15,255	13,028	3,536	2,047	18,611
Bank and credit card charges		4,813	1,699	566	7,078	2,610	705	410	3,725
Volunteer expense		1,082	-	-	1,082	6,557	1,780	1,030	9,367
Telephone		2,376	839	279	3,494	2,259	613	355	3,227
Amortization		671	237	78	986	736	199	115	1,050
Depreciation		2,933	1,035	346	4,314	2,958	803	465	4,226
Total		821,028	113,672	176,177	1,110,877	1,198,535	89,760	168,632	1,456,927
Less: Expenses netted against revenues on the Statement of Activities:									
Special events expenses	_	-		(108,460)	(108,460)			(91,526)	(91,526)
Total expenses included in the expense									
section on the Statement of Activities	\$_	821,028	113,672	67,717	1,002,417	1,198,535	89,760	77,106	1,365,401

Statements of Cash Flows

For the Years Ended December 31, 2020 and 2019

		2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES:			
Change in net assets	\$	364,223	(70,856)
Adjustments to reconcile change in net assets			
to net cash provided from operating activities:			
Amortization and depreciation		5,300	5,276
Net realized and unrealized gains on investments		(61,349)	(62,513)
Paycheck protection program loan forgiveness		(63,458)	-
Change in asets and liabilities:			
(Increase) decrease in promises to give		(30,028)	46,290
(Increase) decrease in prepaid expenses		22,084	(11,425)
Increase (decrease) in accounts payable		(1,556)	787
Decrease in wishes payable		(3,299)	(5,769)
Increase in accrued compensation		4,197	4,134
Net cash provided by (used for) operating activities		236,114	(94,076)
CASH FLOWS FROM INVESTING ACTIVITIES:			
Maturity of certificates of deposit		975,000	975,000
Purchase of certificates of deposit		(1,050,000)	(825,000)
Purchase of investments		(80,239)	(73,260)
Sales of investments		5,071	13,850
Purchase of furniture and equipment		(2,110)	
Net cash provided by (used for) investing activities		(152,278)	90,590
CASH FLOWS FROM FINANCING ACTIVITIES:			
Proceeds from paycheck protection program loan		63,458	_
Net cash provided by financing activities		63,458	
Net easil provided by financing activities		05,450	
NET INCREASE (DECREASE) IN CASH		147,294	(3,486)
CASH - BEGINNING OF YEAR		202,035	205,521
CASH - END OF YEAR	\$	349,329	202,035

See accompanying notes to the financial statements.

(1) <u>SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES</u>

Nature of Operations

Wishes & More[®] (the Organization) is a nonprofit corporation organized to enhance the lives of children, nineteen years old and younger, fighting terminal or life-threatening conditions by providing extraordinary experiences. The Organization's support comes primarily from corporate and individual donor contributions.

The Organization also provides a Scholarship of Hope[®] which is presented to each wish child upon being granted their wish that will be a financial grant to apply to any higher institution of learning beyond high school. Memorials are provided for children who are unable to experience their wish.

Basis of Presentation

The accompanying financial statements are presented on the accrual basis in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). Under U.S. GAAP, the Organization is required to report information regarding its financial position and activities according to two classes of net assets:

Without donor restrictions- net assets over which the Board of Directors has discretionary control. Designated amounts represent those revenues which the Board has set aside for a particular purpose. At December 31, 2020, the Board has designated net assets of \$576,588 for scholarships and \$213,385 for future wishes. At December 31, 2019, the Board has designated net assets of \$561,630 for scholarships and \$152,893 for future wishes.

With Donor Restrictions- represent the portion of net assets that are restricted by donors for specific purposes or time periods, or that will be maintained by the Organization in perpetuity.

Revenue and Support

The Organization recognizes contributions when cash, securities, unconditional promises to give, or other assets are committed by the donor. The Organization records special events revenue equal to the fair value of direct benefits to donors, and contribution income for the excess received when the event takes place. Conditional contributions - that is, those with a measurable performance or other barrier and a right of return - are not recognized until the conditions on which they depend have been met.

(1) <u>SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)</u>

Revenue and Support, (continued)

Contributions are recorded as support without donor restrictions or support with donor restrictions, depending on the existence and/or nature of any donor restrictions. Support that is restricted by the donor is reported as an increase in net assets with donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Contributions received with donor-imposed restrictions that are met in the same reporting period are reported as contributions without donor restrictions.

Cash

Cash is defined as cash in checking, cash in UBS Bank deposit account, and cash on hand. The Organization maintains cash accounts at financial institutions located within Minnesota. The accounts are insured by the Federal Deposit Insurance Corporation (FDIC) for up to \$250,000 at each institution. At December 31, 2020 and 2019, the Organization had no uninsured cash.

Investments

Investments in equities, mutual funds, corporate bonds, government and agency notes, and money market funds are recorded at fair value. Certificates of deposit are recorded at cost, which approximates fair value. The investments are subject to certain market and trading fluctuations.

The fair value of investments is based on quoted market prices, where available. Net investment income is reported in the statement of activities and consists of interest and dividend income, realized and unrealized gains and losses, less external and direct internal investment expenses. Interest and dividends are recorded when earned and unrealized gains and losses are recorded based on the fair value of the investment. Net investment income, including gain 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 laws.

Promises to Give

Unconditional promises to give are recognized at net realizable value if due within one year, and at net present value if due over one year. Conditional promises to give are recognized when the conditions on which they depend are substantially met. At December 31, 2020, 11% of the Organization's promises to give came from one donor. At December 31, 2019, 77% of the Organization's promises to give came from five donors.

Management performs periodic reviews of the collectability of promises to give and establishes allowances accordingly. No allowance for doubtful promises to give has been provided, as management believes all promises to give are collectible.

(1) <u>SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)</u>

Concentrations of Credit Risk Due to Promises to Give

Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of promises to give. Promises to give represent amounts due from various individuals and corporations. Management believes concentrations of credit risk with respect to these promises to give are limited due to the nature and dollar amounts. As of December 31, 2020 and 2019, management believes the Organization has no significant concentrations of credit risk.

Furniture and Equipment

Furniture and equipment are recorded at cost. Contributed furniture and equipment are recorded at fair value at the date of donation. Additions and betterments in excess of \$1,000 are capitalized while replacements, maintenance, and repairs that do not improve or extend the life of the respective assets are expensed in the current period. Depreciation is provided through the use of the straight-line method over the estimated lives of the furniture and equipment of five years.

Trademark Costs

Trademark costs are capitalized and amortized using the straight-line method over fifteen years.

Website

Website development costs are capitalized and amortized using the straight-line method over five years.

Wishes Payable

The Organization's wish policy is to recognize wish expense when the expense is incurred. The Organization believes this policy better reflects the wish expense as the wish expense is not known until the wish occurs.

Income Tax

The Organization is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code. U.S. GAAP requires management to evaluate tax positions taken by the Organization and recognize a tax liability if the Organization has taken an uncertain position that more likely than not would not be sustained upon examination by the Internal Revenue Service. Management has analyzed the tax positions taken by the Organization and has concluded that as of December 31, 2020 and 2019, there were no uncertain positions taken or expected to be taken that would require recognition of a liability or disclosure in the financial statements.

(1) <u>SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)</u>

Donated Services and Goods

Donated services are recognized as contributions if they (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills and would otherwise be purchased by the Organization. Donated goods are valued at fair value at the date of donation. Donated services and goods consist of various items and services relating to public relation services, printing services, and other donations for wishes.

A number of volunteers have made significant contributions of their time to the Organization to help with programs and activities. The value of this contributed time is not reflected in the financial statements since such time valuation does not conform to recognition standards under U.S. GAAP.

Special Fundraising Events

The Organization holds a variety of fundraising events during the year. For the years ended December 31, 2020 and 2019, fundraising events include the Golf Classic, the Winter Ball, Wine and Beer Tastings, and Breakfast with Santa.

Functional Allocation of Expense

The costs of providing programs and other activities have been summarized on a functional basis in the statement of activities. The statement of functional expenses presents the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. Expenses that are allocated include salaries, payroll taxes, employee benefits, occupancy, office supplies, professional services, meetings, insurance, bank and credit card charges, telephone, amortization and depreciation. Such expenses are allocated based on time studies and the best estimates of management.

Advertising

The Organization expenses advertising costs as they are incurred. Advertising expense was \$15,255 and \$18,611 for the years ended December 31, 2020 and 2019, respectively.

Estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

(1) <u>SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)</u>

Subsequent Events

Management has evaluated subsequent events for potential recognition or disclosure through April 13, 2021, the date which the financial statements were available for issue.

(2) **LIQUIDITY AND FINANCIAL ASSETS**

The Organization manages its liquidity by investing excess cash in short-term investments such as certificates of deposit and money market savings, and in longer-term investments which can be liquidated within two days.

At December 31, 2020 and 2019, the Organization had board designated net assets totaling \$789,973 and \$714,523, respectively, intended for scholarships and future wishes. These designations were mindfully placed, and as such, can mindfully be released by board action. The scholarship designated net assets have been reflected as a reduction in the financial assets available within one year as the Board of Directors does not presently intend to spend any significant portion of these funds in 2021. The Board of Directors does not consider the designated funds to be a significant constraint to the availability of financial assets for the Organization as they can be released by board action, if necessary.

The following table reflects the Organization's financial assets as of December 31, 2020 and 2019, reduced by amounts that are not available to meet general expenditures within one year of the date of the statement of financial position.

	2020	2019
Cash	\$ 349,329	202,035
Promises to give	63,593	33,565
Investments	<u>1,175,146</u>	963,629
Total financial assets	1,588,068	1,199,229
Less amounts not available to be used within one year: Board designated funds for scholarships Donor restricted for use and time	(576,588) (<u>105,999</u>)	(561,630) (<u>93,670</u>)
Financial assets available within one year to meet cash needs for general expenditures	\$ <u>905,481</u>	_543,929

(3) **INVESTMENTS**

Investments consisted of the following at December 31, 2020 and 2019:

	2020	2019
Cash and deposit accounts	\$ 38,460	24,455
Certificates of deposit	641,429	558,368
Government and agency notes	-	9,102
Corporate bonds	93,820	37,048
U.S. equities	227,381	237,488
Mutual funds:		
Equity	115,552	78,260
Fixed income	11,107	-
Alternative	47,397	18,908
Total investments	\$ <u>1,175,146</u>	<u>963,629</u>

(4) FAIR VALUE MEASUREMENTS

U.S. GAAP establishes a three-tier fair value hierarchy that prioritizes the inputs of valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and lowest priority to unobservable inputs (Level 3 measurements).

The three levels of the fair value hierarchy are described below:

- Level 1 assets and liabilities are valued using inputs that are unadjusted quoted prices in active markets, such as the New York Stock Exchange.
- Level 2 assets and liabilities are valued using inputs other than unadjusted quoted prices included in Level 1 that are observable either directly or indirectly for the assets or liability. Bonds and notes were valued based on inputs from brokers and dealers in secondary markets.
- Level 3 assets and liabilities are valued using pricing inputs which are unobservable for the asset or liability. There were no level 3 assets or liabilities.

WISHES & MORE[®]

Notes to the Financial Statements

December 31, 2020 and 2019

(4) FAIR VALUE MEASUREMENTS, (continued)

The following summarizes the Organization's assets within the fair value hierarchy as of December 31, 2020:

	Level 1	Level 2	Level 3	Total
Investments:				
Corporate bonds	\$ -	93,820	-	93,820
Equities	227,381	-	-	227,381
Equity mutual funds	115,552	-	-	115,552
Fixed income mutual funds	11,107	-	-	11,107
Alternative mutual funds	47,397			47,397
	\$ <u>401,437</u>	<u>93,820</u>		495,257
	Cash	and deposit acc	counts at cost	38,460
	Certificates of deposit at cost 641,429			
	Total investments			\$ <u>1,175,146</u>

The following summarizes the Organization's assets within the fair value hierarchy as of December 31, 2019:

	Level 1	Level 2	Level 3	Total
Investments:				
Government and agency notes	\$ -	9,102	-	9,102
Corporate bonds	-	37,048	-	37,048
Equities	237,488	-	-	237,488
Equity mutual funds	78,260	-	-	78,260
Alternative mutual funds	18,908			18,908
	\$ <u>334,656</u>	46,150		380,806
	Cash	and deposit acc	counts at cost	24,455

Certificates of deposit at cost 558,368 Total investments \$ 963,629

(5) <u>NET ASSETS WITH DONOR RESTRICTIONS</u>

Net assets with donor restrictions were available for the following purposes at December 31:

	2020	2019
Scholarship of Hope [®]	\$ 105,999	93,670
Wish expenses	81,617	31,900
Total	\$ <u>187,616</u>	125,570

(5) <u>NET ASSETS WITH DONOR RESTRICTIONS, (continued)</u>

Net assets were released from donor restrictions by incurring expenses that satisfy the restricted purpose or other events specified by the donors. Net assets released from restriction were comprised of the following at December 31, 2020 and 2019:

	2020	2019
Satisfaction of purpose restrictions:		
Scholarship of Hope [®]	\$ 24,413	20,000
Wish expenses	20,900	40,000
Memorials		2,000
Total released from restrictions	\$ <u>45,313</u>	<u>62,000</u>

(6) <u>OCCUPANCY</u>

The Organization rents office space from a corporation whose shareholder is the spouse of a board member. The lease expires in April 2025. The Organization pays a monthly base rent plus any utility costs. Rent expense under this lease was \$35,910 and \$27,907, respectively for 2020 and 2019.

Future minimum lease payments under the above operating lease are as follows:

2021	\$ 34,240
2022	35,268
2023	36,326
2024	37,415
2025	12,594
	\$ <u>155,843</u>

The Organization also has month-to-month storage and meeting space leases. The storage and meeting space are rented for \$200 per month on a demand basis.

(7) **<u>RETIREMENT PLAN</u>**

The Organization maintains a SIMPLE IRA plan which is available to employees who have earned at least \$5,000 in the current year. The Organization matches 100% of the employee contributions up to a maximum of 3% of the employee's salary. The Organization's matching contributions for the years ended December 31, 2020 and 2019 was \$8,824 and \$7,884, respectively.

WISHES & MORE[®]

Notes to the Financial Statements

December 31, 2020 and 2019

(8) **IN-KIND CONTRIBUTIONS**

For 2020 and 2019, the Organization received and recorded the following in-kind contributions:

	2020	2019
Wish services and items	\$ 150,589	303,982
Event items	8,960	-
Office supplies and printing	8,512	10,487
Professional fees	-	820
Public relations	13,983	15,794
Meeting items	-	49
Volunteer items	85	8,104
	\$ <u>182,129</u>	<u>339,236</u>

(9) **PAYCHECK PROTECTION PROGRAM LOAN**

In April 2020, the Organization received a Paycheck Protection Program (PPP) loan of \$63,400. This loan was forgiven in November 2020 and was reflected as a contribution on the statement of activities. In February 2021, the Organization received a second PPP loan of \$60,265. The interest rate on the loan is 1% and principal and interest payments of \$1,256 begin in January 2022. The note matures February 2026. If the Organization meets certain provisions of the PPP, this note may be eligible for forgiveness. Management believes this note will be fully forgiven.

Future principal payments on the PPP loan for the year ending December 31 are as follows:

2022	\$ 14,529
2023	14,677
2024	14,826
2025	14,978
2026	1,255
Total	\$ <u>60,265</u>

(10) <u>COVID-19</u>

The Covid-19 pandemic is having broad and negative impacts on commerce and financial markets around the world. During 2020, the Organization was impacted by Covid-19 as operations were unable to be provided at the same level as would normally be provided. The Organization has mitigated the impact of Covid-19 obtaining two PPP loans to assist with cash flows and by generous support from its many donors. The extent of the impact of Covid-19 on the Organization's operational and financial performance will depend on certain developments, including the duration and spread of outbreaks and its impact on the Organization's clients and employees. The future financial impact of Covid-19 on the Organization and duration of any economic factors or uncertainties cannot be reasonably estimated at this time.