

MAKE A WISH[®]

Ireland



*Evie, age 6
living with vanishing white
matter disease*

*“I wish to have a
princess party”*

ANNUAL REPORT | 2016

Interview with Wish Mum, Rachel



“I wish to be a mermaid”

*Beth, age 8
living with cystic fibrosis*

What was Beth's wish?

Beth's wish was to be a mermaid. She loves the water and has been obsessed with mermaids for many years so when she learned she was going to Weeki Wachee Springs in Florida to be a mermaid she was over the moon!

Tell us about Beth's illness and her condition before her wish was granted.

Beth has cystic fibrosis so on a normal day, she has to use a nebuliser three times, take tablets at regular intervals and spend a lot of time doing physiotherapy. Last year she got very sick and ended up in a coma after respiratory failure. We spoke with Make-A-Wish during this time and told Beth, while she was in her coma, that her wish was going to be possible. When she finally came out of the coma, one of the first things she said was, 'I'm going to have my wish,' and we said, 'yes, you are!'

How did Beth prepare for her wish?

She had a good few months to try to get better as initially she was in a wheelchair, was not really able to speak or go back to school and even normal little tasks like having a shower took their toll on her. She

struggled for a time but she had an end goal and that was to be able to swim for her wish. She didn't want to go over there and just look at the mermaids, she actually wanted to be a 'mermaid-in-training'.

Can you describe the wish experience for your family?

It was magical. Holidays are wonderful but this was a completely different experience. Beth didn't have to think about being sick and we didn't have to worry about anything – it was like being wrapped in cotton wool and minded! We just got on a plane and left our worries behind. Beth had the time of her life... in fact we all did!

What impact did having her wish granted have on Beth and on you, her family?

When we got home she had something exciting to tell all her friends. We as a family have wonderful memories because instead of her illness just being something sad there was something positive from it. Even now, Beth still talks about her wish all the time and whenever I think about it, it gives me such a smile because it was such a lovely time for us!

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Review of the Year

Our Vision: To grant a wish to every eligible child in Ireland

Welcome to Make-A-Wish Ireland's 2016 Annual Report. As we look back on last year we are reminded what a privilege it is to be part of an organisation that creates enormous impact on not just a child's life but their entire family.

Some incredible wishes were granted to some truly remarkable children, wishes such as:

- To have a bedroom makeover, a sensory garden, a PS4 Star Wars package
- To be a Garda, a Vet, a Palaeontologist
- To go to Peppa Pig Land, Legoland, Trabolgan
- To meet Elsa, Peter Rabbit, Michael Flatley

All of our children are living with life-threatening medical conditions and their lives are turned upside down as the focus is on hospital visits, injections, treatment and the illness. Make-A-Wish believes that every child deserves to be happy and by taking their one true wish and transforming it into reality, happy memories are created for not only the wish child but their loved ones. The impact that this transformation creates is incredible – for a time, the entire family forgets the life-threatening illness and believes anything is possible.

During the year, we liaised with 26 hospitals and our reach extends far beyond the wish children. In 2016, we granted 209 wishes and impacted over 980 people within communities across the country.

In order to fund these wishes, we rely heavily on the support and generosity of the general public, companies, schools and large associations such as

the Be Our Inspiration partnership with Bank of Ireland and the Tour de Force cycle with members of An Garda Síochána. Since we receive no government funding, the number of wishes we can grant each year is dependent on the monies we raise. Thanks to the generosity of Make-A-Wish supporters and the determination and resilience of our Make-A-Wish team, we ended the year with an outstanding result, with full year revenues reaching €2.07m.

A key focus for us in 2016 was to increase the awareness of what we do and the impact that we make. We were delighted to get the support of Irish International and PHD Media in relation to driving awareness through a campaign across TV, radio and print. With their creativity and enthusiasm, the "Make Memories" campaign broadened the reach of our messaging. This in turn strengthened both our fundraising and volunteering capabilities.

In 2017, we hope to build engagement with all our supporters and ensure that all families across Ireland that could avail of our service are fully aware of how to apply for a wish. The body of this report details activities across the main pillars of our strategy – wishgranting, fundraising and volunteering.

We would like to thank the Board of Make-A-Wish for their support and direction over the last year and in particular, their continued vigilance in relation to governance which has stood us in good stead over the past number of years. We will continue to maintain the highest standards of accountability and transparency.

Together with our committed staff, volunteers, donors and most of all our wish families we look forward to moving ever closer to achieving our vision of granting the wish of every eligible child in Ireland.



Marie Joyce
Marie Joyce
Chairperson



Susan O'Dwyer
Susan O'Dwyer
Chief Executive

The impact of a wish

"Wishes are powerful therapy. When a wish is being granted, Make-A-Wish shifts the child's focus and shifts their parents' focus to a positive action."

Dr. Basil Elnazir, Consultant Paediatric Pulmonologist, National Children's Hospital, Tallaght

"When she's in pain and down, I talk about her wish. Immediately you'll see the improvement in her attitude. There's a twinkle in her eyes, there's this hope. And it gives me hope as a mum."

Wish Parent

"For us as a family it has created some wonderful memories that will stay with us forever, regardless of what the future brings."

Wish Parent

"We've seen such a positive impact on our kids... That complete change of mind and positivity is always so important in long-term diseases."

Prof. Paul McNally, Consultant in Paediatric Respiratory Medicine, Our Lady's Children's Hospital Crumlin

"I got to do something I would never get to do normally. It made me forget about being sick."

Wish Child

MAKE·A·WISH®
Ireland

Wishgranting Review

This year we granted 209 wishes nationwide, with the help of our volunteers, local communities and corporate partners. We are delighted that we granted a wish in every county in 2016, with wishes varying greatly throughout the four categories;

18 wishes: I wish to meet... Khloe Kardashian, Holly Willoughby, Nathan Carter, Justin Bieber, the creators of Skylanders, Peter Rabbit, Winnie the Pooh, Anna & Elsa, Peppa Pig, Real Madrid, John Terry, Wayne Rooney, Irish Rugby Team, WWE wrestlers

149 wishes: I wish to go... to Disneyland, to New York, to swim with dolphins, on sun holidays, to feed the giraffes in Dublin Zoo, to mermaid camp, to the North Pole, to see fighter jets, on a family break in Athlone, to Trabolgan, to VidCon in LA, to Nintendo Headquarters, to Lego Headquarters

37 wishes: I wish to have... a puppy, a gaming PC, an iPhone, a Playstation 4 Package, a MacBook Pro, a summerhouse, a bedroom makeover, a sensory bedroom, a shopping spree, a pampering weekend, Strike Force Power Wheelchairs, a quad buggy, lots of lego, a princess party, a Formula One driving experience

5 wishes: I wish to be... a garda, a palaeontologist, a model, a vet, a ballerina

We also worked closely with our Make-A-Wish colleagues in other countries to welcome 9 wish children from abroad to Ireland, organising their entire wish itineraries. 7 children and their families arrived from America to have their wish fulfilled. The majority wished to visit the West of Ireland, Kerry, Cork and Dublin. We also facilitated 2 children from the UK to meet FC Barcelona in July. These wishes were sponsored by their respective Make-A-Wish offices



A handwritten signature in black ink that reads "Cathy Elliott".

Cathy Elliott
Wishgranting Manager

and in turn, Make-A-Wish affiliates in other countries assisted Irish wish children travelling abroad.

There is nothing more rewarding than seeing the impact of a wish on a child, a smile that lights up their eyes, their wish becoming a reality. It pushes the hospital visits, treatment and injections into the shadows and lets the child become a child again.

The positive feedback we receive from our families after the wish helps us realise the impact the wish has, not only on the wish child, but on the whole family. For parents, it is the opportunity to see their child happy and energised, realising that anything is possible.

I would like to thank the children and our wish families for allowing us to be a part of their special moments and our many volunteers nationwide without whom these wishes could not be granted.

Wishgranting Review

Type of Wishes

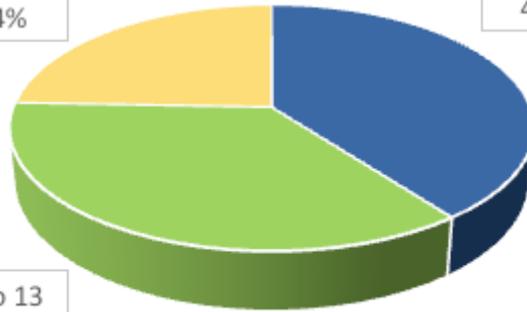


■ To Go 71% ■ To Meet 9%
 ■ To Have 18% ■ To Be 2%

Age of Wish Child

14 to 17
years old
24%

3 to 7
years old
40%



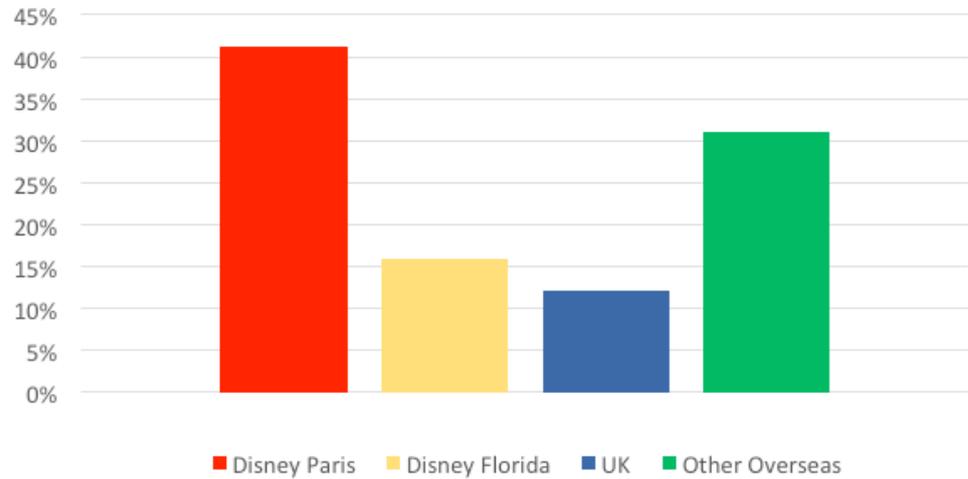
8 to 13
years old
36%

Home vs. Overseas Wishes



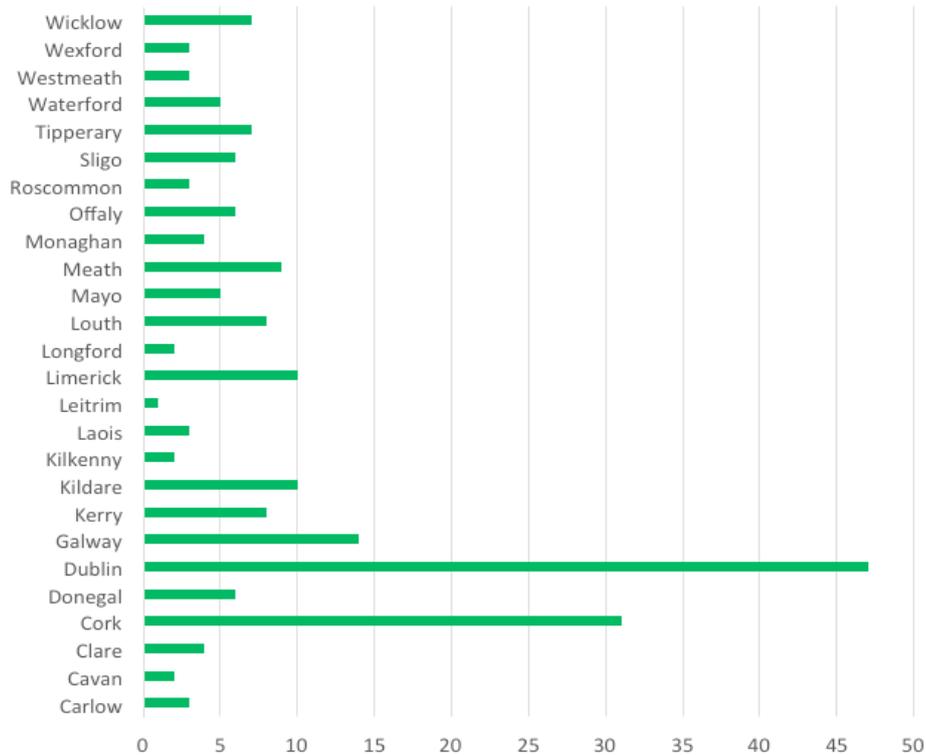
■ Overseas 76%
 ■ Home 24%

Overseas Wishes

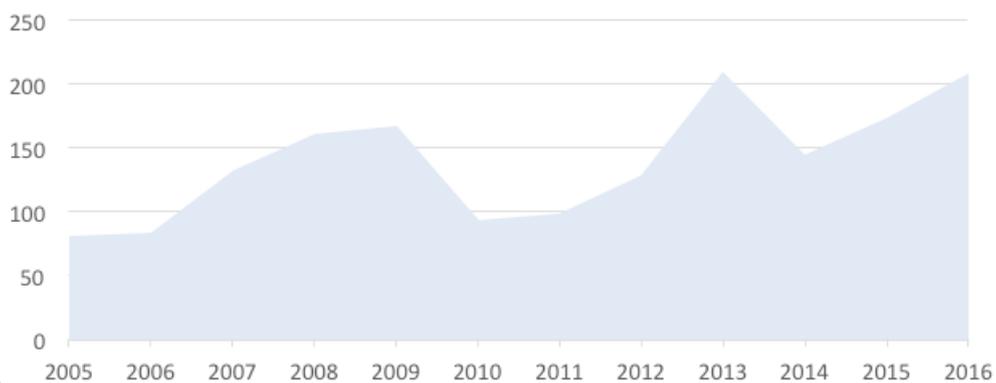


Wishgranting Review

Wishes Granted By County



Wishes Granted Since 2005



Ben's Story



Ben's story began before he turned 3. After numerous doctor, physio and hospital appointments and gradually getting worse, Ben was diagnosed with a brain tumour.

He had major surgery to remove as much of the tumour as possible in Children's University Hospital, Temple Street. The surgery took over 9 hours – a huge ordeal for a boy so young.

Ben underwent another operation in November 2012 but the surgery was abandoned when they found a possible aneurysm. In June 2013, his parents got further bad news, the tumour had started to grow again. This



time it was 18 months of chemotherapy in Our Lady's Children's Hospital, Crumlin. Ben finished chemo last year and has never been as well.

Ben is obsessed with movies, Disney and anything to do with the 'big screen'. When he applied to Make-A-Wish, it was very obvious what his wish would be – a trip to Disney World Resort Florida with his family.

Ben crammed as much as he could into his wish trip, visiting dolphins, Animal Kingdom, Universal Studios, Legoland and so much more.

His mum sent us a lovely thank you ...



Hi Make-A-Wish,

Thank you, thank you, thank you for our amazing trip to Florida! I can't find the words to explain how special it was. Everything from filling out the wish book to the wonderful 'wish fairy Susan' to the planning of the trip and of course our accommodation and the theme parks! Everything was fabulous and so, so special.

Ben is still wearing his Make-A-Wish hat to school! It fulfilled all his dreams and wishes and even some he didn't know he had!

*Thanks again
Deirdre, Willie and Ben*

Volunteer Review

Without our volunteers, we would not be able to grant the wishes that we do, making so many wonderful memories for children with life-threatening illnesses and their families. We would like to say a special thank you to each volunteer who has helped us grant 209 wishes in 2016. Make-A-Wish volunteers grant wishes, raise money, and support our work across the country.

- **Wishgranting:** Volunteers assist in determining a child's one true wish and assisting in the wishgranting process.
- **Fundraising:** Volunteers support key fundraising events, hold their own fundraisers and help to raise awareness of the charity throughout the country.
- **School Visit Representatives:** Volunteers visit schools on our behalf, presenting to students about Make-A-Wish and representing us at cheque presentations.
- **Office Administration:** Assistance with administrative duties in the office.



Daragh Wallace

Daragh Wallace
Volunteer Coordinator

We are looking forward to growing our volunteer base in all 26 counties of Ireland in 2017. The year will start with our National Volunteer Conference in February. It will be a great opportunity for volunteers, staff members and board members to engage and reconnect with one another. Volunteers will then be out in force for Wish Day in March where they will raise vital funds for Make-A-Wish. We will also be working throughout 2017 on planning our volunteer strategy for the next 3 years.



Fundraising on Wish Day



A Make-A-Wish volunteer helping to grant a wish



Volunteers help out at the Rope for Hope event

Volunteers



"I have been involved with Make-A-Wish for almost four years and I have loved every moment of it. It's hard to put into words the excitement that goes with the wishes. The children and families that we are fortunate enough to meet are truly inspiring. I consider myself extremely lucky to be able to help bring something positive to these children and their families during such a difficult time." **Fiona Buckley, Co. Cork**

"I was living in Galway and my friend was involved and I thought it sounded like an amazing thing to do. I love children so it was a bonus to help in some way to bring some magic into their lives. Hands down, it has been one of the best decisions of my life. It's a massive privilege to meet these very brave children and their families at such a difficult time in their lives. I always say, you get way more out of it than you put into it." **Martina Greene, Co. Roscommon**



"Since 2010, I have helped grant wishes, train new volunteers, organised fundraisers, presented school talks and organised local collections for Wish Day. I have also had the pleasure of attending wishes and seeing first-hand the joy that a wish brings, not only to the child, but to the whole family." **Sue Cave, Co. Clare**

Community and Events Fundraising Review

Make-A-Wish Ireland is fortunate to have the most committed, generous and passionate supporters in the country and we are delighted to acknowledge the impact of their support in this year's Annual Report. We receive no government funding so the donations received from community events, schools, marathon/challenge participants and individuals provide funding that is essential to transform the lives of brave children, allowing them to create precious memories where the illness is not the focus.

In 2016, we celebrated a fantastic result for Wish Day with over €80,000 raised and over 1,200 volunteers taking part. We also piloted our first Rope for Hope abseiling event, which was a resounding success, raising over €75,000 in its first year. This event has been a key fundraising initiative for Make-A-Wish Canada and we were very grateful to have their support in setting up the first event in Ireland.

Our Kids for Wish Kids Awards are going from strength to strength and we are encouraged to see so much entrepreneurial and philanthropic spirit in students across the country. We have ambitious plans for this

event and we are looking forward to reaching out to more schools throughout Ireland over the coming years.

We were honoured and excited to be chosen as the charity recipient for Be Our Inspiration II. This was part of Bank of Ireland's 'Be at Your Best' workplace wellbeing programme and involved participants applying to be selected for tuition with professional instructors to develop musical, acting or other performance skills. The programme will culminate in two showcase events at the Bord Gáis Energy Theatre and Cork Opera House in 2017 where participants will demonstrate to their colleagues, family and friends their developed talents. Throughout the year they fundraised much needed funds for Make-A-Wish. We were also delighted to be charity of choice for the Tour de Force cycle which saw members of An Garda Síochána and friends cycle from Croatia to Italy after putting in months of training and fundraising to participate.

Sincere thanks to everyone who gave up their time to take part in our fundraising events or organise their own and those who so generously donated. Your support means the world to us and our wish families.



Irene Timmins

Irene Timmins
Head of Fundraising

A snapshot of some of our fantastic supporters

Tour de Force Cycle 2016



Rope for Hope Abseiling Challenge



Wish Day 2016



Wish child Beth at Bank of Ireland offices for a Be Our Inspiration workshop



The Kids for Wish Kids School Entrepreneurship Awards



Make-A-Wish Golf Classic



Corporate Fundraising Review

2016 was another outstanding year for Make-A-Wish Ireland and our myriad corporate partners whose support is so essential to the work we do. From large multinational corporations to smaller independent businesses across the country, the commitment, passion and enthusiasm is the same.

Some innovative partnerships in 2016 included Modern Tyre, whose cross-border initiative saw them donate to both Make-A-Wish Ireland and Make-A-Wish UK. Other companies have worked with us on a local level, for example GSK, whose colleagues at their four sites in Dublin, Cork, Waterford and Sligo have been reaching out to their respective communities to raise funds for us, in a corporate partnership with a community focus!

In 2016 the "Woodie's Heroes" campaign raised over €100,000 to help grant wishes for children throughout Ireland. This truly national campaign culminated in an all-Ireland cycle, covering 1,500km over five days to visit each of the 36 stores in the network.

We were able to undertake a nationwide campaign of our own when Mitsubishi Electric chose Make-

A-Wish as their charity partner for the year. Their sponsorship of the 'Make Memories' media campaign allowed us to utilise the in-kind support of agencies Irish International and PHD Media and resulted in a significant increase in awareness and donation activity.

Equally important to us are the smaller partnerships and companies, such as those who donated to Make-A-Wish in our first Corporate Christmas appeal. The contributions of almost 100 companies, many of whom supported us for the first time, allowed us to exceed our €50,000 fundraising target.

For Make-A-Wish, it's not about scale – it's about commitment. We have seen this in organisations like Stirling Andersen whose offices empty on Wish Day so staff can hit the streets to fundraise for Make-A-Wish. Or with SSE Airtricity, whose colleagues have personally taken part in, and helped us grant some of the year's most memorable and magical wishes. It is the steadfast support of these companies and their staff that convinces us of a bright future for our organisation.



Gareth Crowe
Gareth Crowe
Head of Corporate

DEBENHAMS



Our Corporate Family!

In our second year of partnership, Woodie's colleagues across Ireland showed their own initiative and commitment to the values and mission of Make-A-Wish Ireland in raising over €100,000!



For corporate partners like Stirling Andersen, it's a team effort. Employee volunteering boosts morale and builds strong teams.



Thank you to Snack Basket, their staff and customers for making such a "sweet" partnership!

Wish child Amy and her sister Ellen meet members of the Republic of Ireland soccer team thanks to our partner SSE Airtricity.



MAKE-A-WISH®
Ireland

www.makeawish.ie

A15

Board and Committees



Marie Joyce
Chairperson
Chief Financial Officer,
NTR plc



Marie Treacy
Treasurer
Chartered Accountant



Laurence Crowley
Director



Basil Elnazir
PhD, FRCPCH, FRCPI, DCH
Consultant Paediatrician



Olivia Gaynor-Long
Director



Mark Henry
Central Marketing Director,
Tourism Ireland



Sinead Mahon
COO, Board Director,
Barclays Bank Ireland

Fiona Mullan

Head of HR International,
Facebook

**Orlaith McCarthy**

Solicitor,
Byrne Wallace

**Connor Quigley**

Ahern Rudden Quigley
Solicitors

**Gerry Prizeman**

Principal,
Prizeman Consulting



Audit Committee Marie Treacy (Chair)
Orlaith McCarthy
Connor Quigley
(until 9th November 2016)
Sinead Mahon
(from 9th November 2016)

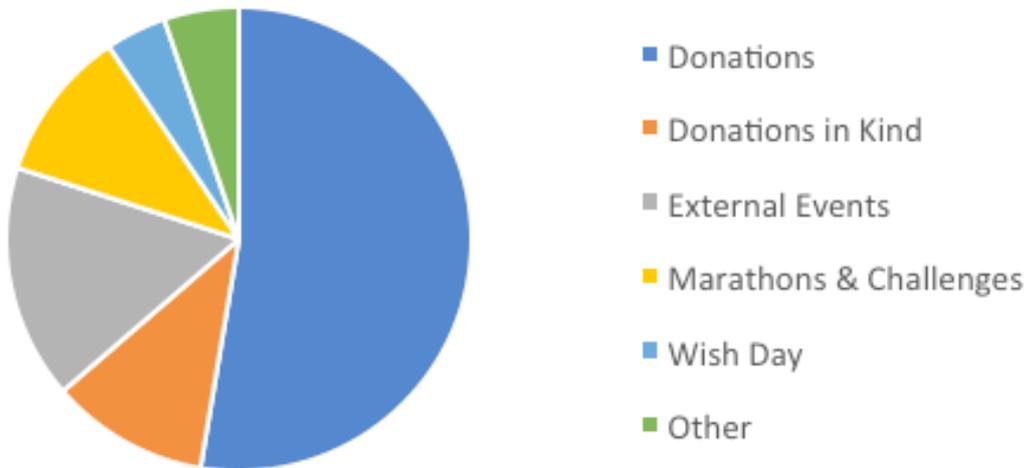
Nominations / Remunerations Committee Laurence Crowley (Chair)
Fiona Mullan
Gerry Prizeman

Board Meeting Attendance 2016

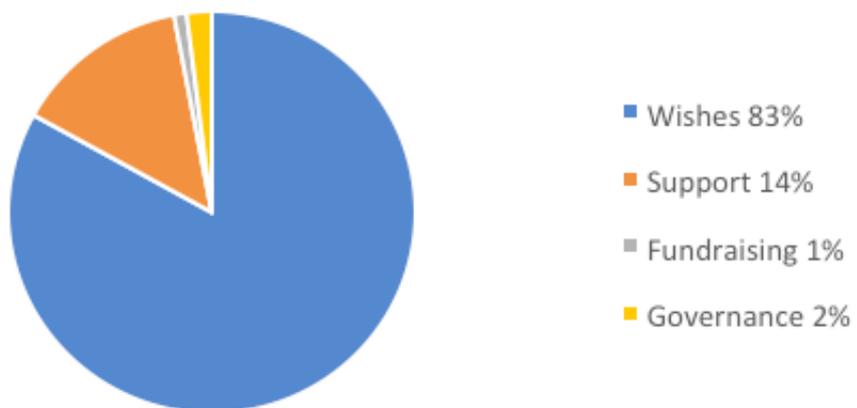
Board Director	Eligible meetings	Meetings attended
Marie Joyce	6	6
Marie Treacy	6	6
Laurence Crowley	6	2
Basil Elnazir	6	2
Olivia Gaynor-Long*	6	0
Mark Henry	6	4
Orlaith McCarthy	6	6
Fiona Mullan	6	5
Gerry Prizeman	6	4
Connor Quigley	6	5
Sinead Mahon	2	2

* Resident in U.S.A

Source of Funds



Of the Funds Available to Grant Wishes



MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

DIRECTORS' REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

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MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

**LEGAL AND ADMINISTRATIVE DETAILS OF THE COMPANY, ITS DIRECTORS AND ADVISERS
FOR THE YEAR ENDED 31 DECEMBER 2016**

Directors

Marie Joyce (Chair)
Laurence Crowley
Basil Elnazir
Olivia Gaynor Long
Mark Henry
Sinéad Mahon (appointed 24 October 2016)
Orlaith McCarthy
Fiona Mullan
Gerry Prizeman
Connor Quigley
Marie Treacy

Company registered number

365449

Charity registered numbers

CHY 15267 and 20052256

Registered office

Unit 2, Leopardstown Business Centre, Ballyogan Avenue, Leopardstown, Dublin 18

Company secretary

Connor Quigley

Chief executive officer

Susan O'Dwyer

Independent auditor

Woods and Partners Limited, 16 Mellifont Avenue, Dun Laoghaire, Co. Dublin

Bankers

Bank of Ireland, St. Stephens Green, Dublin 2

Rabobank, Charlemont Place, Dublin 2

Solicitors

Flynn O'Driscoll, Business Lawyers, No 1. Grant's Row, Lower Mount Street, Dublin 2

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

DIRECTORS' REPORT
FOR THE YEAR ENDED 31 DECEMBER 2016

The Directors present their annual report together with the audited financial statements of Make-A-Wish Foundation (the "company"; the "Charity") for the year ended 31 December 2016. The Directors confirm that the Directors' Report and financial statements of the company comply with the current statutory requirements, the requirements of the company's governing document and the provisions of the Statement of Recommended Practice ("SORP") "Accounting and Reporting by Charities" applicable to charities preparing their financial statements in accordance with the Financial Reporting Standard 102 ("FRS102").

Objectives and activities

a. Policies and objectives

The Charity is dedicated to granting the wishes of children between the ages of 3 and 17 years living in Ireland with life-threatening medical conditions to enrich the human experience with hope, strength and joy. The funds held within the Charity may be utilised to achieve this objective.

b. Strategies for achieving objectives

The strategies which the Charity has adopted in order to achieve its objective are to enlist, solicit and seek corporate and individual funding, to raise and increase public awareness of Make-A-Wish Foundation and to establish relationships with the medical community. Annually the key objectives for the organisation are submitted to the Board for review. Once approved, they are reported upon at each Board meeting using a traffic light system.

During the year, the Directors and management reviewed their current strategic plan of the Charity's operations and direction, which focused on four core areas of wish granting, volunteering, fundraising and marketing.

The Charity's goal is to grant as many wishes as possible by increasing the level of funds raised. At the same time the Charity wishes to maintain the magic of the wish and the joyful experience for the children and their families. This activity is further being supported by a growing, dedicated, well trained, and passionate network of volunteers across the country, which the Charity aims to develop further in 2017.

c. Activities for achieving objectives

In 2016, 209 (2015: 174) wishes were granted to children. The Charity appreciates the continued passion and commitment of corporates, donors, fundraisers, schools and volunteers. The level of wishes granted is a testament to the generosity of the Charity's corporate and personal donors as well as the strength and dynamism of its staff and volunteers.

The results for 2016 position the Charity well for 2017 when it is hoped that 210 wishes will be granted which is seen as a sustainable target year on year. In addition, the strategy adopted by the Directors is expected to continue to promote and develop ideas, initiatives and activities that will enable the Charity to achieve its objectives of granting wishes for a greater number of children into 2017 and beyond.

MAKE-A-WISH FOUNDATION
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DIRECTORS' REPORT (continued)
FOR THE YEAR ENDED 31 DECEMBER 2016

d. Volunteers

The Charity has approximately 240 volunteers nationwide. They are involved in all aspects of the organisation including wish granting, fundraising and office administration. The time commitment of volunteers depends on their work and family circumstances and the Charity recognises and appreciates any time a volunteer can give.

Make-A-Wish relies heavily on its wonderful volunteer base to not only help with fundraising but to assist the Charity in meeting its wish children and helping them to determine their one true wish. 2016 saw the Charity starting to build its volunteer teams in 10 counties around Ireland and its focus for next year will be on strengthening this base and building more effective teams in more counties.

Achievements and performance

a. Key performance indicators

The Charity has identified key performance indicators, which are focused on by management and the Board of Directors, as follows:

- Number of wishes granted
- Ensuring wish costs are within an approved range
- Net income generated
- Cash balance at period end to fund objectives
- Pipeline of wish applications

These key performance indicators are reviewed on a monthly basis by management and discussed at each Board meeting. Each year, the Board agrees a budget which incorporates a target number of wishes to be granted in the year, targets for income generation in various areas and expenditure levels for wishes granted, fundraising costs and overheads. Reports are prepared on a monthly basis and reviewed by the Board and any variance between target and actual is discussed.

Make-A-Wish receives no Government funding. All of the Charity's funding is generated from its Corporate partners, private donors, external fundraisers, schools and colleges and other entities. The Charity re-engages with its donors on an ongoing basis to ensure that it has sufficient resources in place to fulfil its mission year after year.

MAKE-A-WISH FOUNDATION
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DIRECTORS' REPORT (continued)
FOR THE YEAR ENDED 31 DECEMBER 2016

b. Review of activities

During the year, the Charity raised funds through public donations and various specialist fundraising events. Costs included direct costs of fundraising as well as various indirect support and administrative costs.

The Charity committed to expanding its fundraising base in 2016 and on 14 October 2016 held its first ever "Rope for Hope" event. This exciting fundraiser gave participants a unique chance to abseil 115 feet down the side of the State Street building in Dublin. The event exceeded the Charity's expectations with its financial target being exceeded by 21%. Plans are already underway to expand this fundraising initiative in 2017.

Over the years the Charity has focused on building its corporate base by developing strong relationships with its partners. It believes in the importance of working together to ensure that both parties benefit from the association. Not only did it build on its existing partnerships in 2016 but it developed some welcome new partnerships such as SSE Airtricity, GSK and Intertrust who will help it to grow this area in the coming years.

The Charity was delighted to grow the number of wishes granted from 174 wishes in 2015 to 209 wishes in 2016. Raising funds continues to be challenging and without the support of its donors and its corporate partners and the fantastic support of its volunteer community, the Charity would not have been able to grow the wishes granted so significantly. The increase in wishes was partly enabled by the significant donations received in the latter part of 2015. The Charity is hopeful of granting a similar number of wishes in 2017 and have set a target of 210 wishes.

In 2016 the Charity was afforded an incredible opportunity through the generosity of a partnership with Irish International. An incredibly creative team developed a campaign for the Charity called "Make Memories" designing and producing a TV advertisement, radio advertisement and poster advertising for print which enabled it to promote the importance of the impact it makes in local communities around Ireland. Not only has this campaign enabled it to pinpoint its core messaging, but it has also helped with increasing the Charity's applications, an area which will be focused on more fully in the coming year.

The results for the year are set out in the Statement of Financial Activities on page 12 of the financial statements.

c. Investment policy and performance

The objective of the Charity's investment policy is to maintain sufficient liquidity while ensuring maximum security, meeting ethical standards and achieving the highest possible returns. Interest earned is applied to the causes of the Charity.

Investment income was down compared to 2015, due to the decrease in interest rates over the course of the year.

d. Factors relevant to achieve objectives

There are three key factors relevant to the Charity to enable it to achieve its objectives and these are:

- A focused fundraising strategy that is built on innovation and engagement with the public;
- An executive management team that continue to perform in their key roles and objectives and
- A committed Board of Directors who direct, oversee and support the executive management team.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

DIRECTORS' REPORT (continued)
FOR THE YEAR ENDED 31 DECEMBER 2016

Financial review

a. Going concern

The Directors are confident that the Charity has adequate resources to continue in operational existence for the foreseeable future. For this reason they continue to adopt the going concern basis in preparing the financial statements.

b. Financial risk management objectives and policies

The Charity's financial risk management objectives and policies involve identifying risks and opportunities across the Charity, assessing the potential impact of these risks and providing a method for addressing these impacts by either reducing threats to an acceptable level or achieving opportunities.

The risk review process consists of activities to identify, categorise, describe, and assess risks. The outcome is a list of described risks which are clearly mapped to objectives and prioritised according to risk assessment criteria which are reviewed, challenged, discussed and agreed by the Directors. The described risks are reviewed annually and any additional risks that are recognised are incorporated into the register and given an appropriate risk score. A Data Protection and Security Assessment was conducted for the first time in 2016 and the results are being incorporated into the activities of the Charity.

c. Principal risks and uncertainties

The Directors have assessed the major risks to which the Charity is exposed, in particular those related to the operations and finances of the Charity. The Directors are satisfied that systems and procedures are in place to mitigate against exposure to the major risks. The Charity has prepared a risk register which the Directors review and update annually to ensure that all risks are identified and risk management processes are implemented, so as, to mitigate against and manage such risks. The most recent review was conducted in August 2016.

The principal risks and uncertainties facing the Charity are as follows:

Reputational risk

The charity sector has suffered as a result of financial misappropriations and scandals in the recent past. This may impact on the external fundraising activities of the Charity. The Charity mitigates this risk by complying with best governance procedures and is signed up to the "Triple Lock for Charities" which includes:

- The Governance Code for the Community, Voluntary and Charitable Sector in Ireland
- SORP, the Statement of Recommended Practice, Accounting and Reporting by Charities
- The Statement of Guiding Principles for Fundraising

Data Protection risk

The Charity receives and manages sensitive information in the course of its charitable activities. The Charity may be exposed to information technology security risks and cyber crime. The Charity mitigates this risk with ongoing strategic and tactical efforts to address the evolving nature of cyber threats and the challenges posed, including the revision of internal practices and controls in this area and the conducting of an external Data Protection audit during the year.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

DIRECTORS' REPORT (continued)
FOR THE YEAR ENDED 31 DECEMBER 2016

d. Reserves policy

The Charity's available reserves at the year end were €1,928,594 (2015: €1,828,746).

It is the policy of Make-A-Wish International that affiliates (including Ireland) maintain unrestricted funds, which are free reserves of the Charity, at a level which equates to approximately six months expenditure. This provides sufficient funds to cover management, administration and support costs and respond to urgent applications for wishes which arise from time to time.

e. Internal controls

The Charity is financed wholly through fundraising from the general public thereby increasing the importance of having stringent internal controls in place. Due to the nature of funding received in charitable organisations, often through gifts and donations, there is an increased level of inherent risk associated with the treatment of cash receipts and credit card payments. Management have made strong efforts to strengthen the design and effectiveness of these internal controls and regularly review its controls to ensure they are designed appropriately and working effectively.

f. Principal funding

The Charity raised funds during the year amounting to €2,070,418 (2015: €2,144,410). Principal funding for the year arose from corporate and private donations, gifts in kind, and monies from fundraising activities.

Structure, governance and management

a. Constitution

The Charity is registered as a charitable company limited by guarantee, not having a share capital and was set up and constituted under a Memorandum of Association and is a registered charity (number 15267) and was granted charitable status under sections 207 and 208 of Taxes Consolidation Act, 1997. The company constitution was updated during the year as the Charity transitioned to a company limited by guarantee under part 18 of the Companies Act 2014.

The Charity is dedicated to granting the wishes of children between the ages of 3 and 17 years living in Ireland with life threatening medical conditions and to enrich the human experience with hope, strength and joy. The funds held within the Charity shall be utilised to achieve this objective.

There have been no changes in the objectives since the last Directors' Report and Financial Statements.

b. Method of appointment or election of directors

The present directors who served during the year are listed on page 1.

None of the directors or secretary received any remuneration for their office during the year.

The oversight of the Charity is the responsibility of the Board of Directors who are elected and co-opted under the terms of the Articles of Association and the management of the company is the responsibility of the Executive.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

DIRECTORS' REPORT (continued)
FOR THE YEAR ENDED 31 DECEMBER 2016

c. Policies adopted for the induction and training of directors

The Directors promote a culture of development, learning and innovation to bring the greatest of ideas and skills to the fore and to the benefit of the Charity and the delivery of its mission. To this end, the Directors are encouraged to develop their skills through professional development and continuous upskilling in key areas of regulation, governance and best practice relevant to the Charities Regulatory framework in Ireland.

The Nominations and Remuneration Committee identify and nominate, for the approval of the Board, candidates to fill board vacancies as and when they arise. Candidates are interviewed by the Chair and presented with an induction pack detailing information about the Charity and the role and responsibilities of directors.

d. Organisational structure and decision making

The Charity is governed by the Chair and the Board of Directors, who make decisions at Board level regarding strategy in relation to the Charity. The Board met 6 times in 2016 (2015: 6). The Directors have appointed a strategic leadership team and have delegated a range of day to day decision making powers to this strategic leadership team including the chief executive officer, departmental managers and other responsible staff members.

An agenda is prepared in advance of each Board meeting which covers reporting on all aspects of the Charity's activities since the last meeting, review of ongoing events and proposals for any future plans that are being examined. Any decisions that are reserved for the Board are made at the meeting, recorded in the minutes and acted on post the Board meeting.

Board members are advised to avoid conflict between their personal interests, or the interests of any associated company or person, and their duties to the charity.

The Charity has two committees that act in conjunction with the Board. The Audit Committee currently comprises a Chair, Marie Treacy, and two additional Board members, Orlaith McCarthy and Sineád Mahon. Sineád Mahon replaced Connor Quigley who stepped down during the year. Its primary responsibility is to assist the Board in fulfilling its responsibilities for ensuring proper accounting, financial reporting, proper internal controls and corporate governance procedures in the Charity. The committee met twice in 2016.

The Nominations and Remuneration Committee comprises a Chair, Laurence Crowley, and two additional Board members, Fiona Mullan and Gerry Prizeman. Its primary responsibility is to regularly review the structure of the Board, identify and nominate suitable candidates and put in place processes for succession planning. The committee met twice in 2016.

e. Related party relationships

The Charity is an affiliate of Make-A-Wish International, which is based in Arizona, USA. There are 40 affiliates worldwide.

Decisions regarding the strategic direction of Make-A-Wish organisation worldwide are taken after discussions at the bi-annual conferences which are attended by the majority of worldwide affiliates. However, affiliates are autonomous with regard to the day to day running of their activities.

The Charity is sometimes involved with the UK affiliate in relation to fundraising activities that cross the border between the Republic of Ireland and Northern Ireland. Where such situations arise all funds are divided proportionately between the Irish and UK organisations.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

DIRECTORS' REPORT (continued)
FOR THE YEAR ENDED 31 DECEMBER 2016

f. Transparency and public accountability

The Board agree policies, procedures and reporting mechanisms to make sure there is compliance with all relevant legal and regulatory requirements. The Charity is registered with the Charities Regulatory Authority "CRA" and an annual audit is conducted each year by Independent Auditors.

An Annual Report is produced which includes a set of audited financial statements and is displayed on the Charity's website. All the codes and standards of practice to which the organisation subscribes to are publicly stated and available.

g. The governance code

The Charity complies with the Governance code (the "Code") for community, voluntary and charitable organisations in Ireland. The Charity is in compliance with the principles in the Code and a review was conducted on 3 December 2016. This review was based on an assessment of the Charity's organisational practice against the recommended actions for each principle. The review sets out actions and completion dates for any issues that the assessment identifies need to be addressed. No significant matters were noted.

h. Factors relevant to achieve objectives

Targets for wishes can only be achieved by the hard work of both volunteers and wish granting staff members. These targets can only be met if the fundraising department and external fundraisers can, in turn, achieve their targets, in order to have sufficient funding to grant wishes. External elements that can affect their efforts include negative PR in the sector, major international disasters and competition or scandals in the charity sector.

Plans for future periods

a. Future developments

The Charity's main target for 2017 is to continue to generate funds in order to sustain or increase the level of wishes granted. New corporate associations and extending external fundraising efforts is its primary aim, to ensure it continues its mission in both the year ahead and in the coming years.

Dividends and retention

The charity is precluded by its Memorandum of Association from paying dividends, either as part of normal operations or on distribution of its assets in the event of a winding-up.

Accounting records

The measures taken by the directors to ensure compliance with the requirements of Sections 281 to 285 of the Companies Act 2014 with regard to the keeping of accounting records, are the employment of appropriately qualified accounting personnel and the maintenance of computerised accounting systems. The company's accounting records are maintained at the company's registered office at Unit 2, Leopardstown Business Centre, Ballyogan Avenue, Leopardstown, Dublin 18.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

DIRECTORS' REPORT (continued)
FOR THE YEAR ENDED 31 DECEMBER 2016

Post balance sheet events

There have been no significant events affecting the Charity since the year end.

Directors' responsibilities statement

The Directors are responsible for preparing the Directors' report and the financial statements in accordance with applicable law and Accounting Standards (Financial Reporting Standard 102).

Company law requires the Directors to prepare financial statements for each financial year. Under company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgments and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in operation.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the charitable company's transactions and disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2014. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Disclosure of information to auditor

Each of the persons who are Directors at the time when this Directors' report is approved have confirmed that:

- so far as that Directors are aware, there is no relevant audit information of which the charitable company's auditor is unaware, and
- that Directors have taken all the steps that ought to have been taken as a Director in order to be aware of any relevant audit information and to establish that the charitable company's auditor is aware of that information.

Independent auditor

Woods and Partners Limited, have indicated their willingness to continue in office as auditor. The Directors will propose a motion re-appointing the auditor at the annual general meeting.

This report was approved by the Directors on 19 April 2017 and signed on their behalf by:

Marie Joyce
Director

Marie Treacy
Director

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF MAKE-A-WISH FOUNDATION

We have audited the financial statements of Make-A-Wish Foundation for the year ended 31 December 2016 set out on pages 12 to 28. The financial reporting framework that has been applied in their preparation is applicable Irish law and accounting Standards issued by the Financial Reporting Council and promulgated by Chartered Accountants Ireland.

This report is made solely to the charitable company's members, as a body, in accordance with section 391 of the Companies Act 2014. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an Auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and its members, as a body, for our audit work, for this report, or for the opinion we have formed.

Respective responsibilities of Directors and Auditors

As explained more fully in the Directors' responsibilities statement, the Directors (who are also the Directors of the Charity for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the Charity's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 December 2016 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with Generally Accepted Accounting Practice in Ireland (FRS 102); and
- have been prepared in accordance with the requirements of the Companies Act 2014.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF MAKE-A-WISH FOUNDATION

Matters on which we are required to report by the Companies Act 2014

- We have obtained all the information and explanations which we consider necessary for the purposes of our audit.
- In our opinion the accounting records of the company were sufficient to permit the financial statements to be readily and properly audited.
- The financial statements are in agreement with the accounting records.
- In our opinion, the information given in the directors' report is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of our obligation under the Companies Act 2014 to report to you if, in our opinion, the disclosures of directors' remuneration and transactions specified by sections 305 to 312 of the Companies Act 2014 are not made.

Manus Quinn
for and on behalf of
Woods and Partners Limited

Chartered Accountants & Registered Auditors
16 Mellifont Avenue
Dun Laoghaire
Co. Dublin
19 April 2017

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

**STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 DECEMBER 2016**

	Note	Unrestricted funds 2016 €	Total funds 2016 €	Total funds 2015 €
INCOME FROM:				
Donations and legacies	2	1,317,003	1,317,003	1,005,121
Charitable activities	3	748,090	748,090	1,101,707
Investments	5	5,325	5,325	7,582
TOTAL INCOME		2,070,418	2,070,418	2,114,410
EXPENDITURE ON:				
Raising funds		180,982	180,982	169,069
Charitable activities	6	1,789,778	1,789,778	1,445,116
TOTAL EXPENDITURE		1,970,760	1,970,760	1,614,185
NET INCOME BEFORE OTHER RECOGNISED GAINS AND LOSSES				
		99,658	99,658	500,225
Gains on disposal of fixed assets		190	190	-
NET MOVEMENT IN FUNDS		99,848	99,848	500,225
RECONCILIATION OF FUNDS:				
Total funds brought forward		1,828,746	1,828,746	1,328,521
TOTAL FUNDS CARRIED FORWARD		1,928,594	1,928,594	1,828,746

All activities relate to continuing operations.

The company had no gains or losses in the year other than those stated in the statement of financial activities.

The notes on pages 15 to 28 form part of these financial statements.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)
REGISTERED NUMBER: 365449

BALANCE SHEET
AS AT 31 DECEMBER 2016

	Note	€	2016 €	€	2015 €
FIXED ASSETS					
Tangible assets	14		482,270		458,117
CURRENT ASSETS					
Stocks	15	9,206		14,623	
Debtors	16	246,379		148,263	
Cash at bank and in hand	21	1,960,025		1,976,354	
			<u>2,215,610</u>		<u>2,139,240</u>
CREDITORS: amounts falling due within one year	17	(245,135)		(187,379)	
NET CURRENT ASSETS			<u>1,970,475</u>		<u>1,951,861</u>
TOTAL ASSETS LESS CURRENT LIABILITIES			<u>2,452,745</u>		<u>2,409,978</u>
CREDITORS: amounts falling due after more than one year	18		(524,151)		(581,232)
NET ASSETS			<u>1,928,594</u>		<u>1,828,746</u>
CHARITY FUNDS					
Unrestricted funds	19		1,928,594		1,828,746
TOTAL FUNDS			<u>1,928,594</u>		<u>1,828,746</u>

The financial statements were approved by the Directors on 19 April 2017 and signed on their behalf, by:

Marie Joyce
Director

Marie Treacy
Director

The notes on pages 15 to 28 form part of these financial statements.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 DECEMBER 2016

	Note	2016 €	2015 €
Cash flows from operating activities			
Net cash provided by operating activities	20	<u>51,136</u>	<u>694,841</u>
Cash flows from investing activities:			
Interest		5,325	8,761
Proceeds from the sale of tangible fixed assets		190	-
Purchase of tangible fixed assets		<u>(11,965)</u>	<u>(3,116)</u>
Net cash (used in)/provided by investing activities		<u>(6,450)</u>	<u>5,645</u>
Cash flows from financing activities:			
Repayments of borrowings		<u>(68,570)</u>	<u>(67,679)</u>
Net cash used in financing activities		<u>(68,570)</u>	<u>(67,679)</u>
Change in cash and cash equivalents in the year		(23,884)	632,807
Cash and cash equivalents brought forward		<u>1,952,537</u>	<u>1,319,730</u>
Cash and cash equivalents carried forward	21	<u><u>1,928,653</u></u>	<u><u>1,952,537</u></u>

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

1. Accounting Policies

1.1 Basis of preparation of financial statements and statement of compliance

The financial statements have been prepared on a going concern basis.

Statement of compliance

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015) - ("Charities SORP (FRS 102)"), the Financial Reporting Standard applicable in the UK and Republic of Ireland ("FRS 102") and the Companies Act 2014.

Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

Currency

The financial statements have been presented in Euro (€) which is the functional currency of the Charity.

1.2 Company status

The Charity is an Irish registered company limited by guarantee under part 18 of the Companies Act 2014 with a registered office at Unit 2, Leopardstown Business Centre, Ballyogan Avenue, Leopardstown, Dublin 18. The members of the company are the Directors named on page 1. In the event of the Charity being wound up, the liability in respect of the guarantee is limited to €1 per member of the Charity.

1.3 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the Directors in furtherance of the general objectives of the Charity and which have not been designated for other purposes.

Designated funds comprise unrestricted funds that have been set aside by the Directors for particular purposes. The aim and use of each designated fund is set out in the notes to the financial statements.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the Charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

1. Accounting Policies (continued)

1.4 Income

All income is recognised once the Charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

For legacies, entitlement is taken as the earlier of the date on which either: the Charity is aware that probate has been granted, the estate has been finalised and notification has been made by the executor(s) to the Trust that a distribution will be made, or when a distribution is received from the estate. Receipt of a legacy, in whole or in part, is only considered probable when the amount can be measured reliably and the Charity has been notified of the executor's intention to make a distribution. Where legacies have been notified to the Charity, or the Charity is aware of the granting of probate, and the criteria for income recognition have not been met, then the legacy is treated as a contingent asset and disclosed if material.

Gifts in kind donated for distribution are included at valuation and recognised as income when they are distributed to the projects. Gifts donated for resale are included as income when they are sold. Donated facilities are included at the value to the Charity where this can be quantified and a third party is bearing the cost. No amounts are included in the financial statements for services donated by volunteers.

Donated services or facilities are recognised when the Charity has control over the item, any conditions associated with the donated item have been met, the receipt of economic benefit from the use of the Charity of the item is probable and that economic benefit can be measured reliably. In accordance with the Charities SORP (FRS 102), the general donated time of the volunteers is not recognised and refer to the Directors' report for more information about their contribution.

On receipt, donated professional services and donated facilities are recognised on the basis of the value of the gift to the Charity which is the amount the Charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt.

Income tax recoverable in relation to investment income is recognised at the time the investment income is receivable.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

1. Accounting Policies (continued)

1.5 Expenditure

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is classified by activity. The costs of each activity are made up of the total of direct costs and shared costs, including support costs involved in undertaking each activity. Direct costs attributable to a single activity are allocated directly to that activity. Shared costs which contribute to more than one activity and support costs which are not attributable to a single activity are apportioned between those activities on a basis consistent with the use of resources. Central staff costs are allocated on the basis of time spent, and depreciation charges allocated on the portion of the asset's use.

Fundraising costs are those incurred in seeking voluntary contributions and do not include the costs of disseminating information in support of the charitable activities. Support costs are those costs incurred directly in support of expenditure on the objects of the company and include project management carried out at headquarters. Governance costs are those incurred in connection with administration of the Charity and compliance with constitutional and statutory requirements.

Costs of generating funds are costs incurred in attracting voluntary income, and those incurred in trading activities that raise funds.

Charitable activities and Governance costs are costs incurred on the Charity's educational operations, including support costs and costs relating to the governance of the Charity apportioned to charitable activities.

All resources expended are inclusive of irrecoverable VAT.

1.6 Tangible fixed assets and depreciation

Tangible fixed assets are carried at cost, net of depreciation and any provision for impairment. Donated fixed assets are capitalised where their value can be quantified and a third party is bearing the cost. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

Freehold property	-	2% Straight line
Fixtures and fittings	-	20% Straight line
Office equipment	-	20% Straight line
Computer equipment	-	33.33% Straight line
Other fixed assets	-	33.33% Straight line

1.7 Interest receivable

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the Charity; this is normally upon notification of the interest paid or payable by the bank.

1.8 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

1. Accounting Policies (continued)

1.9 Debtors

Trade and other debtors are recognised at the settlement amount after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

1.10 Cash at bank and in hand

Cash at bank and in hand includes cash and short term highly liquid investments with a short maturity of twelve months or less from the date of acquisition or opening of the deposit or similar account.

1.11 Liabilities and provisions

Liabilities are recognised when there is an obligation at the Balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Liabilities are recognised at the amount that the Charity anticipates it will pay to settle the debt or the amount it has received as advanced payments for the goods or services it must provide. Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised within interest payable and similar charges.

1.12 Financial instruments

The Charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

1.13 Pensions

The Charity makes contributions to the PRSA's of some of its employees. Contributions payable are charged to the statement of financial activities in the financial statements in the period in which they are payable.

1.14 Critical accounting estimates and areas of judgement

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised, if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016**

2. Donations and Legacies

	Unrestricted funds 2016 €	Total funds 2016 €	<i>Total funds 2015 €</i>
Donations	1,313,838	1,313,838	1,002,766
Legacies / Bequests	3,165	3,165	2,355
	<hr/>	<hr/>	<hr/>
Total donations and legacies	1,317,003	1,317,003	1,005,121
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

All donations and legacies received in 2016 and 2015 were unrestricted.

Donations in kind

Donations above include donations and gifts in kind of €227,274 (2015 : €165,692).

3. Income from Charitable Activities

	Unrestricted funds 2016 €	Total funds 2016 €	<i>Total funds 2015 €</i>
Income	748,090	748,090	1,101,707
	<hr/>	<hr/>	<hr/>

All income from charitable activities in 2016 and 2015 was unrestricted.

4. Analysis of income from charitable activities by type of income

	Unrestricted funds 2016 €	Total funds 2016 €	<i>Total funds 2015 €</i>
Marathons	39,111	39,111	30,285
Fundraising events and donations	189,121	189,121	647,953
External events and challenges	519,858	519,858	423,469
	<hr/>	<hr/>	<hr/>
	748,090	748,090	1,101,707
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

5. Investment Income

	Unrestricted funds 2016 €	Total funds 2016 €	<i>Total funds 2015 €</i>
Investment income	5,325	5,325	7,582

All investment income in 2016 and 2015 was unrestricted.

6. Analysis of expenditure on charitable activities

	Unrestricted funds 2016 €	Total funds 2016 €	<i>Total funds 2015 €</i>
Wish granting	1,673,568	1,673,568	1,325,198
Wish granting support costs	116,210	116,210	119,918
	1,789,778	1,789,778	1,445,116

7. Other direct costs

	Wish granting €	Total 2016 €	<i>Total 2015 €</i>
Wages and salaries	585,332	585,332	500,574
Employers PRSI	63,952	63,952	50,443
Pension costs	7,568	7,568	7,499
Permanent health insurance	2,850	2,850	2,826
Depreciation	19,002	19,002	17,929
Total	678,704	678,704	579,271

8. Support costs

	Support costs €	Total 2016 €	<i>Total 2015 €</i>
Wish granting	116,210	116,210	119,918

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

Support costs are further analysed as follows

	2016 €	2015 €
General office expenses	24,092	24,559
Finance costs	28,543	25,652
Legal and professional fees	13,576	19,000
Staff recruitment and training	23,760	28,573
Travel and subsistence	18,206	15,681
Sundry expenses	8,033	6,453
	<u>116,210</u>	<u>119,918</u>

9. Analysis of resources expended by expenditure type

	Staff costs 2016 €	Depreciation 2016 €	Other costs 2016 €	Total 2016 €	Total 2015 €
Costs of generating funds:					
Expenditure on fundraising	-	-	180,982	180,982	169,069
Subtotal costs of generating funds	<u>-</u>	<u>-</u>	<u>180,982</u>	<u>180,982</u>	<u>169,069</u>
Charitable activities:					
Wish granting	659,702	19,002	994,864	1,673,568	1,325,198
Wish granting support costs	-	-	116,210	116,210	119,918
Sub total	<u>659,702</u>	<u>19,002</u>	<u>1,111,074</u>	<u>1,789,778</u>	<u>1,445,116</u>
	<u>659,702</u>	<u>19,002</u>	<u>1,292,056</u>	<u>1,970,760</u>	<u>1,614,185</u>

10. Analysis of resources expended by activities

	Activities undertaken directly 2016 €	Wish granting activities 2016 €	Support costs 2016 €	Total 2016 €	Total 2015 €
Wish granting	678,704	994,864	-	1,673,568	1,325,198
Wish granting support costs	-	-	116,210	116,210	119,918
Total	<u>678,704</u>	<u>994,864</u>	<u>116,210</u>	<u>1,789,778</u>	<u>1,445,116</u>

MAKE-A-WISH FOUNDATION
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

11. Net incoming resources/(resources expended)

This is stated after charging:

	2016	2015
	€	€
Depreciation of tangible fixed assets:		
- owned by the charity	19,002	17,929
Auditor's remuneration - audit	8,460	8,229
	19,002	17,929

During the year, no Directors received any remuneration (2015 - €NIL).
 During the year, no Directors received any benefits in kind (2015 - €NIL).
 During the year, no Directors received any reimbursement of expenses (2015 - €NIL).

12. Auditors' remuneration

The Auditor's remuneration amounts to an Audit fee of €8,460 (2015 - €8,229).

13. Staff costs

Staff costs were as follows:

	2016	2015
	€	€
Wages and salaries	585,332	500,574
Social security costs	63,952	50,443
Other pension costs	7,568	7,499
Permanent health insurance	2,850	2,826
	659,702	561,342

The average number of persons employed by the Charity during the year was as follows:

	2016	2015
	No.	No.
Management	5	5
Staff	10	8
	15	13

The number of higher paid employees was:

	2016	2015
	No.	No.
In the band €90,001 - €100,000	1	1

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

14. Tangible fixed assets

	Freehold property €	Fixtures and fittings €	Office equipment €	Computer equipment €	Other fixed assets €	Total €
Cost						
At 1 January 2016	500,000	17,942	23,653	22,853	19,164	583,612
Additions	-	31,190	719	11,246	-	43,155
Disposals	-	-	(8,339)	(2,880)	-	(11,219)
At 31 December 2016	<u>500,000</u>	<u>49,132</u>	<u>16,033</u>	<u>31,219</u>	<u>19,164</u>	<u>615,548</u>
Depreciation						
At 1 January 2016	51,920	14,188	19,721	22,853	16,813	125,495
Charge for the year	10,000	4,696	857	1,877	1,572	19,002
On disposals	-	-	(8,339)	(2,880)	-	(11,219)
At 31 December 2016	<u>61,920</u>	<u>18,884</u>	<u>12,239</u>	<u>21,850</u>	<u>18,385</u>	<u>133,278</u>
Net book value						
At 31 December 2016	<u>438,080</u>	<u>30,248</u>	<u>3,794</u>	<u>9,369</u>	<u>779</u>	<u>482,270</u>
At 31 December 2015	<u>448,080</u>	<u>3,754</u>	<u>3,932</u>	<u>-</u>	<u>2,351</u>	<u>458,117</u>

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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016**

in respect of prior year:

	Freehold property €	Fixtures and fittings €	Office equipment €	Computer equipment €	Other fixed assets €	Total €
Cost or valuation						
At 1 January 2015	500,000	15,663	23,879	22,853	19,164	581,559
Additions	-	2,513	603	-	-	3,116
Disposals	-	(234)	(829)	-	-	(1,063)
At 31 December 2015	<u>500,000</u>	<u>17,942</u>	<u>23,653</u>	<u>22,853</u>	<u>19,164</u>	<u>583,612</u>
Depreciation						
At 1 January 2015	41,920	14,422	18,783	18,263	15,241	108,629
Charge for year	10,000	-	1,767	4,590	1,572	17,929
Disposals	-	(234)	(829)	-	-	(1,063)
At 31 December 2015	<u>51,920</u>	<u>14,188</u>	<u>19,721</u>	<u>22,853</u>	<u>16,813</u>	<u>125,495</u>
Net book value						
At 31 December 2015	<u>448,080</u>	<u>3,754</u>	<u>3,932</u>	<u>-</u>	<u>2,351</u>	<u>458,117</u>
At 31 December 2014	<u>458,080</u>	<u>1,241</u>	<u>5,096</u>	<u>4,590</u>	<u>3,923</u>	<u>472,930</u>

15. Stocks

	2016 €	2015 €
Goods for resale and promotional materials	<u>9,206</u>	<u>14,623</u>

16. Debtors

	2016 €	2015 €
Trade debtors	62,456	41,342
Other debtors	151,664	87,992
Prepayments and accrued income	32,259	18,929
	<u>246,379</u>	<u>148,263</u>

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17. Creditors: Amounts falling due within one year

	2016	2015
	€	€
Trade creditors	23,880	12,838
Other taxation and social security	15,403	13,689
Accruals and deferred income	118,302	82,888
Credit cards	31,372	23,817
Bank loans	56,178	54,147
	245,135	187,379

Other taxation and social security

	2016	2015
	€	€
PAYE	6,308	5,314
USC	1,854	1,975
PRSI	7,241	6,400
	15,403	13,689

**18. Creditors:
Amounts falling due after more than one year**

	2016	2015
	€	€
Bank loans	524,151	581,232
	524,151	581,232

Included within the above are amounts falling due as follows:

	2016	2015
	€	€
Between one and two years		
Bank loans	58,209	54,147
	58,209	54,147
Between two and five years		
Bank loans	186,813	216,588
	186,813	216,588
Over five years		
Bank loans	279,129	310,497
	279,129	310,497

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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016**

**18. Creditors:
Amounts falling due after more than one year (continued)**

Creditors include amounts not wholly repayable within 5 years as follows:

	2016 €	2015 €
Repayable by instalments	<u>279,129</u>	<u>310,497</u>

Bank of Ireland hold a first legal charge over property at Unit 2, Leopardstown Business Centre, Co. Dublin registered in the name of the company. The total outstanding on foot of the charge was €580,329 as at 31 December 2016 (2015: €635,379).

19. Statement of funds

	Brought forward €	Income €	Resources expended €	Gains/ (losses) €	Carried forward €
Designated funds					
Designated funds - all funds	<u>650,000</u>	-	-	-	<u>650,000</u>
General funds					
General funds - all funds	678,521	-	-	190	678,711
Other general funds	500,225	2,070,418	(1,970,760)	-	599,883
	<u>1,178,746</u>	<u>2,070,418</u>	<u>(1,970,760)</u>	<u>190</u>	<u>1,278,594</u>
Total unrestricted funds	<u>1,828,746</u>	<u>2,070,418</u>	<u>(1,970,760)</u>	<u>190</u>	<u>1,928,594</u>
Total funds	<u>1,828,746</u>	<u>2,070,418</u>	<u>(1,970,760)</u>	<u>190</u>	<u>1,928,594</u>

Summary of funds

	Brought forward €	Income €	Resources expended €	Gains/ (losses) €	Carried forward €
Designated funds	650,000	-	-	-	650,000
General funds	1,178,746	2,070,418	(1,970,760)	190	1,278,594
	<u>1,828,746</u>	<u>2,070,418</u>	<u>(1,970,760)</u>	<u>190</u>	<u>1,928,594</u>

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

20. Reconciliation of net movement in funds to net cash flow from operating activities

	2016 €	2015 €
Net income for the year (as per Statement of financial activities)	99,658	500,225
Adjustment for:		
Depreciation charges	19,002	17,929
Interest	(5,325)	(7,582)
Profit on the sale of fixed assets	(190)	-
Decrease/(increase) in stocks	5,417	(4,933)
(Increase)/decrease in debtors	(98,116)	155,952
Increase in creditors	61,880	33,250
Donations in kind capitalised	(31,190)	-
	<hr style="border-top: 1px solid black;"/>	<hr style="border-top: 1px solid black;"/>
Net cash provided by operating activities	51,136	694,841
	<hr style="border-top: 3px double black;"/>	<hr style="border-top: 3px double black;"/>

21. Analysis of cash and cash equivalents

	2016 €	2015 €
Cash in hand	1,960,025	1,976,354
Credit cards	(31,372)	(23,817)
	<hr style="border-top: 1px solid black;"/>	<hr style="border-top: 1px solid black;"/>
Total	1,928,653	1,952,537
	<hr style="border-top: 3px double black;"/>	<hr style="border-top: 3px double black;"/>

22. Pension commitments

The Charity makes contributions to the PRSA's of some of its employees. Contributions payable are charged to the statement of financial activities in the financial statements in the period they are payable.

23. Related party transactions

During the year ended 31 December 2016 Make-A-Wish Foundation paid affiliation fees of €65,205 (2015: €31,346) to Make-A-Wish International based in Arizona, USA. Make-A-Wish Foundation is not controlled by Make-A-Wish International; however global strategic decisions regarding Make-A-Wish organisations worldwide are made at the bi-annual conference.

During the year ended 31 December 2016, Make-A-Wish Foundation paid wish assist expenses on behalf of their affiliates in the amount of €6,752 (2015: €3,813). During the year Make-A-Wish Foundation received wish assist fees of €2,139 (2015: €3,332).

24. Post balance sheet events

There were no material events subsequent to the reporting date which would require disclosure or amendment to the figures included in the financial statements.

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2016

25. Approval of the financial statements

The financial statements for the year ended 31 December 2016 were approved and authorised for issue by the Directors on 19 April 2017.

Our children live with the following illnesses

Acute Lymphoblastic Leukaemia	Microcephaly
Acute Myeloid Leukaemia	Mitochondrial Disease
Acquired Immune Deficiency Syndrome	Nasopharyngeal Carcinoma
Aplastic Anaemia	Nephrotic Syndrome
Biliary Atresia	Neuroblastoma
Bone Marrow/Stem cell transplant	Neurofibromatosis
Cardiomyopathy	Non-Hodgkins Lymphoma
Congenital Heart Disease	Optic Glioma
Congestive Heart Failure	Osteosarcoma
Crohns Disease	Ovarian Cancer
Cystic Fibrosis	Prader-Willi Syndrome
Cystinosis	Primary Pulmonary Hypertension
Di George Syndrome	Pulmonary Fibrosis
Duchenne Muscular Dystrophy	Rare Chromosome Disorder
End Stage Renal Disease	Rhabdomyosarcoma
Friedrich's Ataxia	Sickle Cell Disease
Haemophilia	Spinal Muscular Atrophy Type II
Hunter Syndrome	Testicular Cancer
Hurlers Syndrome	Thyroid Cancer
Leukodystrophy	Von Willebrands Disease
Liver Cancer	Wilms Tumour
Liver Failure	
Medullablastoma	

Hospitals we work with

Beaumont Hospital
Cavan General Hospital
Central Remedial Clinic
Children's University Hospital
Cork University Hospital
General Hospital, Letterkenny
Great Ormond Street Hospital, London
Kerry General Hospital
Mercy University Hospital, Cork
Midland Regional Hospital, Mullingar
National Children's Hospital
Our Lady of Lourdes Hospital
Our Lady's Children's Hospital
South Tipperary General Hospital
St. Colmcille's Hospital
St James' Hospital
St. Jude's Hospital
St. Luke's Hospital
St. Vincent's Hospital
The Mater Misericordiae Hospital
University College Hospital, Galway
University Hospital, Limerick
University Hospital, Waterford

*Researchers studied
the effects of granting wishes on
children with cancer, and found
significant improvements in
hope, positive emotions,
health-related quality of life and anxiety.**

**Shoshani, A. Mifano, K. Czamanski- Cohen, J. (2015). The effects of the Make a Wish intervention on psychiatric symptoms and health related quality of life of children with cancer: a randomized controlled trial.*

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Ireland

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To make a one-off €4 donation,
text **MYWISH** to **50300**.

Text costs €4. Make-A-Wish will receive a minimum of €3.25.
Service Provider: LIKECHARITY. Helpline: 076 6805278

“When we arrived in Disneyland, Ben was paralysed from the neck down from chemotherapy. He couldn’t take steps, but when he saw Mickey & Minnie, he walked over to them and walked hand in hand. We cried with emotion.” – Ben’s parents

“I wish to meet Mickey Mouse”

*Ben, age 7,
living with acute lymphoblastic leukaemia*