

**MAKE-A-WISH FOUNDATION® UK**  
**(Company Limited by Guarantee)**

**CONSOLIDATED REPORT AND FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2013**

Charity Registration Number (England and Wales): 295672

Charity Registration Number (Scotland): SC037479

Company Number: 2031836

**MAKE-A-WISH FOUNDATION UK  
REPORT AND FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

---

| <b>CONTENTS</b>                   | <b>PAGE</b> |
|-----------------------------------|-------------|
| Report of the Trustees            | 2 - 10      |
| Independent Auditors' Report      | 12 - 13     |
| Statement of Financial Activities | 14          |
| Charity and Group Balance Sheets  | 15 - 16     |
| Cashflow Statement                | 17 - 18     |
| Notes to the financial statements | 19 - 30     |

**MAKE-A-WISH FOUNDATION UK  
REPORT OF THE TRUSTEES  
YEAR ENDED 31 DECEMBER 2013**

---

The Trustees, who are also directors and members of the charity for the purposes of the Companies Act 2006, present their report with the consolidated financial statements of the charity and the group for the year ended 31 December 2013. The Trustees have adopted the provisions of the Statement of Recommended Practice (SORP) 'Accounting and Reporting by Charities' issued in March 2005.

**REFERENCE AND ADMINISTRATIVE DETAILS**

Registered Company Number

2031836 (England and Wales)

Registered Charity Numbers

295672 (England and Wales)

SC037479 (Scotland)

Principal & Registered Office

329 - 331 London Road

Camberley

Surrey

GU15 3HQ

Trustees

David Maloney Chairman

Anne-Catherine Buxton Retired 16 December 2013

Pippa Carte

Tim Cooke

Susan Gent

Liz Hill Retired 18 November 2013

David Hockley Appointed 18 March 2013

Malcolm Jones Retired 16 December 2013

Ian Lathey

John Orriss

Graham Stapleton

Senior Management Team

Neil Jones Chief Executive

Fiona Brydon Head of Communications

Lynne Mackintosh Director of Finance

Joanne Micklewright Head of Wishgranting

Amanda Williams Director of Fundraising

Company Secretary & Chief Executive

N P Jones

**MAKE-A-WISH FOUNDATION UK  
REPORT OF THE TRUSTEES  
YEAR ENDED 31 DECEMBER 2013**

---

Auditors

haysmacintyre  
26 Red Lion Square  
London  
WC1R 4AG

Solicitors

Penningtons  
Highfield  
Brighton Road  
Godalming  
Surrey GU7 1NS

Principal Bankers

National Westminster Bank Plc  
Ground Floor  
200 Fowler Avenue  
IQ Farnborough  
Farnborough  
Hampshire  
GU14 7JP

**MAKE-A-WISH FOUNDATION UK  
REPORT OF THE TRUSTEES  
YEAR ENDED 31 DECEMBER 2013**

---

**STRUCTURE, GOVERNANCE AND MANAGEMENT**

**Governing Document**

The charity was incorporated on 26th June 1986. It is controlled by its Memorandum and Articles of Association and constitutes a limited company, limited by guarantee, as defined by the Companies Act 2006.

**Recruitment, Appointment and Induction of New Trustees**

The company's Articles of Association provide for a minimum of four and maximum of fifteen Trustees and where there is a requirement for new Trustees, these would be recruited and appointed by the Chairman and existing Trustees. The Chairman and Chief Executive are responsible for the induction of any new Trustees, which involves awareness of a Trustee's responsibilities, the history and philosophical approach of the charity, and meetings with senior staff members.

**Organisational Structure**

The Trustees delegate the day-to-day running of the charity to the Chief Executive and he, in turn, works with senior managers across the organisation. In terms of decision-making, the Trustees' main contribution is at a strategic level, with the finances of the organisation given greater scrutiny by the Finance Committee and wishes formally ratified by the Wishgranting Committee, both sub-committees of the Trustees.

The Head Office is in Camberley, Surrey, and there are two regional fundraising offices in Belfast and Edinburgh.

Make-A-Wish Foundation UK has a wholly-owned subsidiary, Make-A-Wish Promotions Limited which, in effect, is the trading division of the charity. All operating profits of Make-A-Wish Promotions are gifted to Make-A-Wish Foundation UK.

**Make-A-Wish Foundation International**

Make-A-Wish Foundation UK is affiliated to Make-A-Wish Foundation International and, as such, is a member of the largest wishgranting network in the world: Make-A-Wish Foundations now cover forty eight different countries across the globe. Make-A-Wish Foundation UK licenses the name Make-A-Wish and associated marks from Make-A-Wish Foundation International (MAWFI), which in turn licenses the name from Make-A-Wish Foundation of America (MAWFA). Both MAWFI and MAWFA are non-profit 501(c)(3) organisations in the United States.

**Related Parties**

Mr Malcolm Jones is employed at Barclays Wealth, a division of Barclays. The charity started to use Barclays Wealth for deposit and investment services in 2011: these transactions are conducted on an arm's length basis.

**MAKE-A-WISH FOUNDATION UK  
REPORT OF THE TRUSTEES  
YEAR ENDED 31 DECEMBER 2013**

---

**OBJECTIVES AND ACTIVITIES**

**Objectives and Aims**

Make-A-Wish Foundation UK is a wishgranting charity that grants magical wishes to children and young people fighting life-threatening conditions. Knowing the extraordinary, life-changing, difference that a wish can make, we believe that every seriously ill child deserves a Make-A-Wish wish. To enable us to grant as many magical wishes as possible, we carry out a programme of fundraising activities, the aim of which is to generate enough funds to meet current demand and maintain appropriate cash reserves to cover future foreseeable needs. Since we were established in 1986, we have granted nearly 8,400 wishes to UK children and hosted a further 1,004 children whose wish was to visit the UK, from sister organisations across the world.

**Public Benefit**

The Trustees confirm that they have complied with the requirement in section seventeen of the Charities Act 2011, to have due regard to public benefit in determining the activities undertaken by the charity. As a charity, we are keen to emphasise the public benefit that we believe our work provides. Our wishes are available to any child or young person, aged 3-17, living in the UK, diagnosed as having a life-threatening condition and who has not previously received a wish from another wishgranting organisation. We are driven by our children's wishes and the needs and concerns of them and their families – hence in almost all cases, we meet the child and family in their home environment, to best establish the child's true wish. Whether that wish is to be a princess or a policeman for a day, own the latest computer equipment, meet a favourite celebrity or just enjoy a special holiday with their family, a wish-come-true brings so much to a child's life and provides memories for the family that last a lifetime: it can even provide a turning point in a child's recovery. The positive effects of a wish often go further than the wish child and their family - and can impact the child's neighbours and school, members of the local community, celebrities and even the employees of suppliers involved with granting the wish.

In 2012, we carried out an extensive research programme examining the impact of a wish, with all the families with whom we had worked in 2011: the results confirmed the transformational effects that one of our wishes can have on the physical, emotional and psychological well-being of the child. That research is now undertaken on an ongoing basis and continues to show extremely high ratings for both the impact of the wish and the quality of service received from Make-A-Wish.

**Significant Activities**

The number of wishes we granted during the year decreased by 2.6%, to 893, whilst our total income increased by 1.7%, to £6,400,442. Although both of these were significantly below expectations for the year, they represent a reasonable performance in the context of a difficult external climate and increasing competition for the charity pound. Furthermore, this is the first time for eight years that we have seen wish numbers decrease and the eighth successive year in which both voluntary and total income have increased. Much more remains for us to do and we remain as committed as ever to achieving our vision that every child in the UK living with a life-threatening condition should be able to experience a Make-A-Wish wish.

| <u>Year</u> | <u>Number of Wishes</u> | <u>Number of Wish Assists</u> | <u>Total Income</u> |
|-------------|-------------------------|-------------------------------|---------------------|
| 2007        | 364                     | 60                            | £4,162,787          |
| 2008        | 444                     | 72                            | £5,018,993          |
| 2009        | 484                     | 93                            | £5,219,777          |
| 2010        | 584                     | 79                            | £5,513,419          |
| 2011        | 819                     | 79                            | £6,177,338          |
| 2012        | 916                     | 128                           | £6,294,834          |
| 2013        | 893                     | 104                           | £6,400,442          |

**MAKE-A-WISH FOUNDATION UK  
REPORT OF THE TRUSTEES  
YEAR ENDED 31 DECEMBER 2013**

---

**Volunteers and Supporters**

In all of our activities, we are given great assistance by the efforts of 750 registered volunteers, and countless active supporters, without whom we would only be able to do a fraction of what we do. Our volunteers are often seen as the public face of the charity: raising money, attending events and making presentations on our behalf. But most important of all, it is our volunteers who visit almost all of our wish children and their families – at all times of the day, in all seasons and across every part of the UK – to understand a little more about the child and establish what their true wish really is.

We have also been fortunate in the substantial financial support provided by major corporate supporters, including Fairy, Cadbury, Flight Centre UK and Dobbies Garden Centres. Likewise, the committees which organise our Winter and Valentine's Balls are responsible for the biggest single fundraising events in the Make-A-Wish calendar. Indeed, we were delighted when our Patron Leslie Rose was awarded the OBE in the Queen's Birthday Honours, in recognition of his – and their – remarkable efforts. To them, and to all those who gave financial and in-kind assistance during the year, including the many celebrities who have supported our activities, we express our sincere gratitude.

## **STRATEGIC REPORT**

### **ACHIEVEMENT AND PERFORMANCE**

#### **Charitable Activities**

In 2013, Make-A-Wish's total income increased by 1.7%, to £6,400,442. We invested £1,873,219 in raising this income, resulting in a balance of £4,527,223 available to be spent in furtherance of our objectives. During the year £5,175,961 was actually spent on these charitable activities and the resulting deficit was taken from the charity's reserves. Over the course of the year 73 pence of every pound spent by the charity was on charitable activities, the same as in the previous year.

At the outset of the year, we had budgeted for 1348 UK children to turn to Make-A-Wish and our aim was to grant 1,004 wishes. In reality, 1415 UK children were actually referred to us, an increase of 6% on the previous year, and we granted 893 wishes, with the number of wishes in progress rising by 9% to 548. Over the course of the year, however, we actually worked on 2,399 wishes in total, including wish assists, an increase of 1% on 2012: this figure included 101 wishes which sadly had to be cancelled before they could be granted.

The biggest single factor in the increasing the cost of wishes and decreasing numbers of wishes granted was the big rise in the proportion of children requesting an overseas holiday - to the extent that, for the first time ever, the wishes involving international travel exceeded 50% of the total. The actual figure was 53%, compared to 46% for 2012, 43% for 2011 and 39% for 2010. Not only are these wishes some of our most expensive, they also have the effect of delaying their granting, with limited flight and accommodation availability at the times of year when, typically, families want to travel. This trend is simply not sustainable in the long term and runs the risk of reducing the number of seriously ill children who can benefit from one of our magical wishes in the years ahead. So, after much analysis and consideration, we reluctantly took the decision to restrict such wishes to Europe. In so doing, we hope ultimately to reverse the trend of escalating wish costs, whilst ensuring that our children are still able to enjoy two of the most popular wish requests: the Disney experience and swimming with dolphins. Whilst every effort is made to ensure that each wish is individually magical and personal to the child, the organisation of those wishes needs to be as effective and business-like as possible. The Trustees are confident that this step, together with other measures to improve the effectiveness of both our wishgranting and our fundraising, will mean that we will be able to achieve our vital charitable mission with even greater effect in the coming years.



**MAKE-A-WISH FOUNDATION UK  
REPORT OF THE TRUSTEES  
YEAR ENDED 31 DECEMBER 2013**

---

**FINANCIAL REVIEW**

**Reserves Policy**

At the balance sheet date, the total reserves were £3,180,925, all of which can be used in line with objects of charity. This figure has already taken into account our commitment towards wishes approved but not yet granted, where we make a full provision for all anticipated costs still to be incurred: for 2013, this amounted to 542 wishes totalling £1,590,775 (2012: 505 wishes, £1,505,810).

Extending this principle further means that we have an Applications Fund and a Support Fund, to ensure that we are able to meet our commitments to those children who have been referred to the charity but who have not yet reached the stage of having a wish approved. We never want to be in a position where we are unable to grant wishes to children who turn to Make-A-Wish, due to lack of funding. Consistent with previous years, the Trustees also have a Fixed Assets Fund (including the charity's operational headquarters in Camberley) and have transferred the funds tied up in the charity's fixed assets to this designated reserve. Taken together, these measures mean that the balance classified as general reserves at 31 December 2013 was £395,353 (2012 £1,235,152).

|                  | <b>2013</b>       | <b>2012</b>       |
|------------------|-------------------|-------------------|
|                  | <b>£</b>          | <b>£</b>          |
| Application Fund | 792,246           | 670,132           |
| Support Fund     | 1,483,819         | 1,458,112         |
| Asset Fund       | 509,507           | 556,901           |
| General Reserves | 395,353           | 1,235,152         |
| Total Reserves   | <u>£3,180,925</u> | <u>£3,920,297</u> |

The general reserves are required by the charity to meet its objectives of granting further wishes and to provide working capital to enable it to progress to completion its long-term development objectives, to protect its current activities and to allow the Trustees to meet their responsibilities and ensure that the charity continues on a going concern basis. The Trustees constantly examine the needs, risks, challenges and prospects faced by the charity and consider these reserves commensurate with the Foundation's requirements for the foreseeable future.

**Principal Funding Sources**

Make-A-Wish has a broad funding base, attracting support from a wide range of sources, including: corporate supporters (large and small), individual donors (giving on either an ad hoc basis or in a more regular, committed way), fundraising events, individual and group challenge activities, community and volunteer fundraising groups and recycling schemes. The Trustees recognise the importance of developing and maintaining a variety of sources of revenue, thus providing continued stability of income in the future, and maintaining this breadth and variety of income source will remain a key component of our long term fundraising strategy.

**Investment Policy and Performance**

In 2011, in line with the charity's treasury management strategy, the Trustees took the decision to protect the value of a significant amount of the reserves by investing in a relatively liquid portfolio which is managed by Barclays Wealth, a division of Barclays. Our investment advisors Barclays are instructed to invest to maximise long term growth within the constraints of a low risk investment portfolio.

Investment performance is monitored regularly and reported quarterly to the Trustees. From acquisition to the balance sheet the investments have returned 10.3% before fees (9.75% after fees) the net annualised return is 3.4%. During 2013 the valuation dropped by 4.7%. The portfolio mix has been reviewed and will be changed during 2014 to meet current market trends and help mitigate any further decrease in value.

**MAKE-A-WISH FOUNDATION UK  
REPORT OF THE TRUSTEES  
YEAR ENDED 31 DECEMBER 2013**

---

## **FUTURE DEVELOPMENTS**

### **2014 and Beyond**

Although we failed to achieve our target of granting 1,000 wishes last year, in 2014 we believe that we will come very close to, or pass, that important milestone and achieve an 11% increase on 2013. At the same time, we anticipate that the change in policy with regard to international travel wishes (mentioned earlier) will have the effect of dampening slightly the supply of new referrals.

In September 2014, a referendum is due to take place on the possibility of Scotland becoming independent from the United Kingdom. Make-A-Wish is separately registered as a charity in Scotland and whatever the outcome of the vote, we remain committed to maintaining a fundraising office in Edinburgh and to serving the seriously ill children of Scotland, alongside those from England, Northern Ireland and Wales

As ever, the Trustees believe that every child living with a life-threatening condition deserves to have their magical Make-A-Wish wish granted. In this context, we reaffirm our confidence in a long term strategy of continued strong growth in both wishes and income, which is intended to increase the number of wishes we grant by 33% over the next three years and further thereafter. As the UK's leading wishgranting charity, and with our focus on delivering truly magical wishes, we believe we are uniquely placed to bring hope and excitement into the lives of seriously ill children.

## **PRINCIPAL RISKS & UNCERTANTIES**

The Trustees have a duty to identify and review the risks to which the charity is exposed and to ensure appropriate controls are in place to provide reasonable assurance against fraud and error. A risk register is maintained and formally reviewed by the Trustees annually and more frequently on an informal basis.

## **STATEMENT OF TRUSTEES' RESPONSIBILITIES**

The Trustees, who are also directors of the charitable company, are responsible for preparing the Report of the Trustees and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). 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 company and of the profit or loss of the 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;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in operation.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

**MAKE-A-WISH FOUNDATION UK  
REPORT OF THE TRUSTEES  
YEAR ENDED 31 DECEMBER 2013**

---

So far as each of the directors is aware at the time the report is approved:

- there is no relevant audit information of which the company's auditors are unaware; and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

**AUDITORS**

The auditors, haysmacintyre, will be proposed for reappointment at the next Annual General Meeting.

**ON BEHALF OF THE BOARD:**

  
D Maloney - Trustee

Date:

19/5/14

**MAKE-A-WISH FOUNDATION UK  
INDEPENDENT AUDITORS REPORT TO THE MEMBERS AND TRUSTEES OF MAKE-A-WISH  
FOUNDATION UK  
YEAR ENDED 31 DECEMBER 2013**

---

We have audited the financial statements of Make-A-Wish Foundation UK for the year ended 31 December 2013 which comprises the Consolidated Statement of Financial Activities, the Group and Charity Balance Sheets, the cash flow statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and to the charitable company's Trustees, as a body, in accordance with section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and regulation 10 of the Charities Accounts (Scotland) Regulations 2006. 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 Auditors' 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 Trustees and Auditor**

As explained more fully in the Trustees' Responsibilities Statement set out on page 10, the Trustees (who are also the directors of the charitable company 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.

We have been appointed as auditor under section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report in accordance with regulations made under those Acts.

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 (APB'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 groups and the parent charitable company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Trustees; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Report of the Trustees to identify material inconsistencies with the audited financial statements. 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 group's and the parent charitable company's affairs as at 31 December 2013 and of the group's and charitable company's incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulations 6 and 8 of the Charities Accounts (Scotland) Regulations 2006 (as amended).

**Opinion on other matter prescribed by the Companies Act 2006**

In our opinion the information given in the Report of the Trustees for the financial year for which the financial statements are prepared is consistent with the financial statements.

**MAKE-A-WISH FOUNDATION UK  
INDEPENDENT AUDITORS REPORT TO THE MEMBERS AND TRUSTEES OF MAKE-A-WISH  
FOUNDATION UK  
YEAR ENDED 31 DECEMBER 2013**

---

**Matters on which we are required to report by exception**

We have nothing to report in respect of the following matters where the Companies Act 2006 and the Charities Accounts (Scotland) Regulations 2006 (as amended) requires us to report to you if, in our opinion:

- the parent charitable company has not kept proper and adequate accounting records or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company's financial statements are not in agreement with the accounting records or returns; or
- certain disclosures of Trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.



Tracey Young, Senior Statutory Auditor  
for and on behalf of haysmacintyre, Statutory Auditors

Date: 19 May 2014.

26 Red Lion Square  
London  
WC1R 4AG

**MAKE-A-WISH FOUNDATION UK**  
**CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES INCORPORATING THE INCOME AND**  
**EXPENDITURE ACCOUNT**  
**YEAR ENDED 31 DECEMBER 2013**

|   | Notes | Unrestricted Funds<br>2013<br>Total<br>£ | 2012<br>Total<br>£ |
|---|-------|--|--------------------|
| <b>INCOMING RESOURCES</b>                             |       |  |                    |
| <b><i>Incoming resources from generated funds</i></b> |       |  |                    |
| Voluntary income                                      | 2     | 3,849,032                                | 3,916,061          |
| Activities for generating funds                       | 3     | 2,488,285                                | 2,273,532          |
| Activities from charitable activities                 | 4     | 22,436                                   | 16,614             |
| Investment income                                     | 5     | 40,689                                   | 88,627             |
| <b>Total incoming resources</b>                       |       | 6,400,442                                | 6,294,834          |
| <b>RESOURCES EXPENDED</b>                             |       |  |                    |
| <b><i>Costs of generating funds</i></b>               |       |  |                    |
| Costs of generating voluntary income                  | 6     | 1,873,219                                | 1,775,521          |
| <b><i>Charitable Activities</i></b>                   |       |  |                    |
| Wishgranting expenses                                 | 7     | 3,892,216                                | 3,730,103          |
| Wishgranting support costs                            |       | 1,283,745                                | 1,142,987          |
| <b>Governance</b>                                     | 8     | 12,590                                   | 11,835             |
| <b>Total resources expended</b>                       |       | 7,061,770                                | 6,660,446          |
| <b>Net outgoing resources</b>                         | 9     | (661,328)                                | (365,612)          |
| Net (losses)/gains on investments                     | 13    | (78,044)                                 | 116,557            |
| <b>Net movement in funds</b>                          | 19    | (739,372)                                | (249,055)          |
| <b>Total funds brought forward</b>                    |       | 3,920,297                                | 4,169,352          |
| <b>Total funds carried forward</b>                    |       | £3,180,925                               | £3,920,297         |

All transactions are derived from continuing activities.  
All recognised gains and losses are included in the Statement of Financial Activities.  
There is no difference from the results above and the historical cost position

The notes on pages 18 to 30 form part of these accounts.

**MAKE-A-WISH FOUNDATION UK  
CHARITY AND GROUP BALANCE SHEETS  
YEAR ENDED 31 DECEMBER 2013**

**Company No. 2031836**

|   | Notes | Group              |                    | Charity            |                    |
|---|-------|--------------------|--------------------|--------------------|--------------------|
|   |       | 2013<br>£          | 2012<br>£          | 2013<br>£          | 2012<br>£          |
| <b>FIXED ASSETS</b>                                   |       |                    |                    |                    |                    |
| Tangible assets                                       | 12    | 509,507            | 556,901            | 509,507            | 556,901            |
| Investments   | 13    | 1,574,808          | 1,652,968          | 1,574,809          | 1,652,969          |
|   |       | <u>2,084,315</u>   | <u>2,209,869</u>   | <u>2,084,316</u>   | <u>2,209,870</u>   |
| <b>CURRENT ASSETS</b>                                 |       |                    |                    |                    |                    |
| Stocks  | 15    | 43,521             | 33,761             | 43,521             | 33,761             |
| Debtors   | 16    | 1,335,191          | 1,478,494          | 1,280,555          | 1,409,042          |
| Cash at bank and in hand                              |       | 1,797,770          | 2,362,681          | 1,794,023          | 2,359,950          |
|   |       | <u>3,176,482</u>   | <u>3,874,936</u>   | <u>3,118,099</u>   | <u>3,802,753</u>   |
| <b>CREDITORS: amounts falling due within one year</b> | 17    | <u>(2,079,872)</u> | <u>(2,164,508)</u> | <u>(2,021,490)</u> | <u>(2,092,326)</u> |
| <b>NET CURRENT ASSETS</b>                             |       | <u>£1,096,610</u>  | <u>£1,710,428</u>  | <u>£1,096,609</u>  | <u>£1,710,427</u>  |
| <b>NET ASSETS</b>                                     |       | <u>£3,180,925</u>  | <u>£3,920,297</u>  | <u>£3,180,925</u>  | <u>£3,920,297</u>  |
| <b>FUNDS</b>  |       |                    |                    |                    |                    |
| <b>Unrestricted funds</b>                             |       |                    |                    |                    |                    |
| General funds   |       | 395,353            | 1,235,152          | 395,353            | 1,235,152          |
| <i>Designated funds</i>                               |       |                    |                    |                    |                    |
| Fixed asset fund                                      |       | 509,507            | 556,901            | 509,507            | 556,901            |
| Support fund  |       | 1,483,819          | 1,458,112          | 1,483,819          | 1,458,112          |
| Applications fund                                     |       | 792,246            | 670,132            | 792,246            | 670,132            |
| <b>TOTAL FUNDS</b>                                    | 20    | <u>£3,180,925</u>  | <u>£3,920,297</u>  | <u>£3,180,925</u>  | <u>£3,920,297</u>  |

The financial statements were approved and authorised for issue by the Board of the Trustees on 19 May 2014 and were signed below on its behalf by:

.....  
Trustee – David Makney

The notes on pages 18 to 30 form part of these accounts.

**MAKE-A-WISH FOUNDATION UK  
CHARITY AND GROUP BALANCE SHEETS  
YEAR ENDED 31 DECEMBER 2013**

|   | <b>Notes</b> | <b>2013</b>       | <b>2012</b>       |
|---|--------------|-------------------|-------------------|
|   |              | <b>£</b>          | <b>£</b>          |
| Net cash outflow from operating activities            | 1            | (580,337)         | (748,028)         |
| <b>Returns on investment and Servicing of finance</b> |              |                   |                   |
| Interest and investment income received               |              | 40,689            | 88,627            |
| Interest paid   |              | -                 | -                 |
|   |              | <u>40,689</u>     | <u>88,627</u>     |
| <b>Capital Expenditure</b>                            |              |                   |                   |
| Purchase of fixed assets                              |              | (25,379)          | (89,968)          |
| Sale of investments                                   |              | 116               | -                 |
|   |              | <u>(25,261)</u>   | <u>(89,968)</u>   |
| <b>Decrease in net funds</b>                          | 3            | <u>(£564,911)</u> | <u>(£749,369)</u> |

**NOTES TO THE CASH FLOW STATEMENT**

| a. <b>Reconciliation of net incoming resources to the net cash outflow from operating activities</b> | <b>2013</b>       | <b>2012</b>       |
|--|-------------------|-------------------|
|  | <b>£</b>          | <b>£</b>          |
| Net outgoing resources   | (661,328)         | (365,612)         |
| Depreciation charges   | 72,773            | 63,596            |
| Interest and investment income receivable  | (40,689)          | (88,627)          |
| Decrease/(increase) in debtors   | 143,303           | (382,002)         |
| (Increase)/ decrease in stock  | (9,760)           | 6,755             |
| (Decrease)/increase in creditors   | (84,636)          | 17,862            |
|  | <u>(£580,337)</u> | <u>(£748,028)</u> |

b. **Analysis of net funds**

|                   | <b>At 1<br/>January<br/>2013</b> | <b>Cashflow</b>   | <b>Other</b> | <b>At 31<br/>December<br/>2013</b> |
|-------------------|----------------------------------|-------------------|--------------|------------------------------------|
|                   | <b>£</b>                         | <b>£</b>          | <b>£</b>     | <b>£</b>                           |
| Cash and deposits | 2,362,681                        | (564,911)         | -            | 1,797,770                          |
|                   | <u>£2,362,681</u>                | <u>(£564,911)</u> | <u>£ -</u>   | <u>£1,797,770</u>                  |



**MAKE-A-WISH FOUNDATION UK  
CHARITY AND GROUP BALANCE SHEETS  
YEAR ENDED 31 DECEMBER 2013**

---

| <b>c. Reconciliation of net cash outflow to movement in net funds</b> | <b>2013<br/>£</b> | <b>2012<br/>£</b> |
|---|-------------------|-------------------|
| Decrease in cash in the year  | (564,911)         | (749,369)         |
| Net funds at 1 January  | <u>2,362,681</u>  | <u>3,112,050</u>  |
| Net funds at 31 December  | <u>£1,797,770</u> | <u>£2,362,681</u> |

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

---

## **1 ACCOUNTING POLICIES**

### **Basis of Preparing the Financial Statements**

The group financial statements consolidate the financial statements of the parent company and its subsidiary undertakings for the year ended 31 December 2013.

In the charitable company's financial statements, investments in subsidiary undertakings are stated at cost.

### **Charitable Company Statement of Financial Activities**

A separate Statement of Financial Activities, dealing with the results of the charitable company, has not been presented as permitted by Section 408 of the Companies Act 2006. A deficit of income over expenditure for the year of £739,372 (2012 deficit: £249,055) has been dealt with in the financial statements of the charitable company.

### **Accounting Convention**

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of certain assets, the Companies Act 2006 and the requirements of the Statement of Recommended Practice, Accounting and Reporting by Charities issued in March 2005 and any subsequent amendments or variation to this statement.

### **Incoming Resources**

All incoming resources are included on the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

### **Voluntary Income**

Income is accounted for on a cash received basis. For legacies, entitlement is the earlier of the charity being notified of an impending distribution or the legacy being received.

### **Activities for Generating Funds**

Income is accounted for on a cash received and accruals of known income basis unless related to an event scheduled to take place in a later accounting period in which case it is deferred until after the event has taken place. The main sources of income are analysed in the Notes. The subsidiary income represents net invoiced sales of services, excluding value added tax and is included in the profit and loss account as it is earned.

### **Investment Income**

Investment income reflects the amount receivable for the year.

### **Resources Expended**

Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category.

### **Irrecoverable Value Added Tax (VAT)**

Expenditure on which there is irrecoverable VAT is shown within each relevant cost category gross of VAT.

### **Cost of Generating Funds**

These costs are incurred in relation to the fundraising events which are organised throughout the United Kingdom. As well as the direct costs associated with each event, costs are included in relation to staff members who are engaged directly in fundraising events, publicity campaigns to generate income and an appropriate proportion of their use of shared facilities and central services.

### **Charitable Activities**

Liabilities for wishgranting expenses are recognised as resources expended as soon as there is a specific commitment creating an obligation and an expectation that a wish will be fulfilled. The liabilities at the balance sheet date are included as creditors due within one year.

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

---

**Gifts in Kind**

The Foundation receives the benefit of work carried out by volunteers, the value of which is not included in these accounts. GIK income represents various goods/services donated free of charge. The income is included when it can be reliably valued.

**Cost of Administration**

These costs are allocated to cost of generating funds and charitable activities on the basis of an appropriate apportionment of resources and activities.

**Governance Costs**

Governance costs include those costs associated with meeting the constitutional and statutory requirements of the charity and include audit fees and costs linked to the strategic management of the charity.

**Leases**

Payments under operating leases are charged to the Statement of Financial Activities on a straight line basis over the life of the lease.

**Tangible Fixed Assets**

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

|                          |                                    |
|--------------------------|------------------------------------|
| Freehold property        | - 2% on cost of freehold buildings |
| Improvements to property | - 25% on cost                      |
| Office equipment         | - 33% on cost                      |
| Computer equipment       | - 25% on cost                      |

Tangible fixed assets bought by the company have been capitalised at the minimum amount of £100 for individual assets. Assets donated during the year have been capitalised at their estimated purchase cost.

Freehold properties are stated at valuation. Valuations are carried out periodically by external valuers on the basis of existing use value as required by FRS 15 Tangible Fixed Assets.

**Foreign Exchange**

Foreign currency transactions for income and resources expended are accounted for at an average weekly exchange rate at the point of recognition in the accounts. Any difference at the date of payment is treated as an exchange gain/loss.

**Stocks**

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

**Investments**

Investments are included in the financial statements at market value at the balance sheet date. Realised and unrealised gains and losses on revaluation and disposals occurring in the year are reported in the Statement of Financial Activities.

**Fund Accounting**

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the Trustees. The designated funds represents funds earmarked for specific reasons as decided by the Trustees. Further explanation of the nature and purpose of the each fund is included in the notes to the financial statements.

**Pensions**

The company operates a defined contribution pension scheme. Contributions payable for the year are charged in the Statement of Financial Activities.

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

**2 VOLUNTARY INCOME**

|                   | <b>2013</b>       | <b>2012</b>       |
|-------------------|-------------------|-------------------|
|                   | <b>£</b>          | <b>£</b>          |
| Donations         | 2,504,822         | 2,502,448         |
| Legacies          | 343,835           | 417,901           |
| Donations in kind | 1,000,375         | 995,712           |
|                   | <u>£3,849,032</u> | <u>£3,916,061</u> |

**3 ACTIVITIES FOR GENERATING FUNDS**

|                     | <b>2013</b>       | <b>2012</b>       |
|---------------------|-------------------|-------------------|
|                     | <b>£</b>          | <b>£</b>          |
| Fundraising events  | 2,081,006         | 1,747,519         |
| Shop income         | 28,794            | 16,641            |
| Subsidiary's income | 378,485           | 509,372           |
|                     | <u>£2,488,285</u> | <u>£2,273,532</u> |

**4 ACTIVITIES FROM CHARITABLE ACTIVITIES**

|                                    | <b>2013</b>    | <b>2012</b>    |
|------------------------------------|----------------|----------------|
|                                    | <b>£</b>       | <b>£</b>       |
| Fees from international affiliates | <u>£22,436</u> | <u>£16,614</u> |

**5 INVESTMENT INCOME**

|                          | <b>2013</b>    | <b>2012</b>    |
|--------------------------|----------------|----------------|
|                          | <b>£</b>       | <b>£</b>       |
| Dividends                | 26,348         | 29,772         |
| Deposit account interest | 14,341         | 58,855         |
|                          | <u>£40,689</u> | <u>£88,627</u> |

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

---

**6 COSTS OF GENERATING VOLUNTARY INCOME**

|                            | <b>2013<br/>Total<br/>£</b> | <b>2012<br/>Total<br/>£</b> |
|----------------------------|-----------------------------|-----------------------------|
| Direct fundraising costs   | 947,727                     | 858,613                     |
| Agency & professional fees | 17,551                      | 4,935                       |
| Postage and stationery     | 24,935                      | 40,158                      |
| Merchandise                | 16,696                      | 8,879                       |
| Staff & related costs      | 705,852                     | 687,594                     |
| Staffing costs             | 32,878                      | 44,531                      |
| Subscriptions              | 10,948                      | 8,078                       |
| Telephone                  | 6,348                       | 11,900                      |
| Travelling                 | 19,235                      | 15,074                      |
| Sundry expenses            | 743                         | 191                         |
| Website costs              | 5,292                       | 5,674                       |
| Office costs               | 72,169                      | 77,598                      |
| Legal & professional       | 888                         | 2,113                       |
| Finance costs              | 10,957                      | 7,072                       |
| Bad debts                  | 1,000                       | 217                         |
| Subsidiary's expenses      | -                           | 2,894                       |
|                            | <u>£1,873,219</u>           | <u>£1,775,521</u>           |

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

**7 CHARITABLE ACTIVITIES COSTS**

|  | <b>2013 Total<br/>£</b> | <b>2012 Total<br/>£</b> |
|--|-------------------------|-------------------------|
| <b>Wishgranting expenses</b>                 |                         |                         |
| Travel                                       | 1,062,780               | 1,086,362               |
| Accommodation                                | 777,800                 | 814,485                 |
| Spending allowance                           | 345,937                 | 337,424                 |
| Insurance                                    | 193,531                 | 184,637                 |
| Wish items and sundries                      | 472,008                 | 517,735                 |
| Movement in provision for wishes in progress | 84,965                  | (188,364)               |
|  | <u>2,937,021</u>        | <u>2,752,279</u>        |

**Donations in Kind**

|                         |                   |                   |
|-------------------------|-------------------|-------------------|
| Travel                  | 75,049            | 84,876            |
| Accommodation           | 778,716           | 772,373           |
| Wish items and sundries | 101,430           | 120,575           |
|                         | <u>955,195</u>    | <u>977,824</u>    |
|                         | <u>£3,892,216</u> | <u>£3,730,103</u> |

|                                   | <b>Staff and<br/>related<br/>costs £</b> | <b>Other<br/>direct<br/>costs</b> | <b>2013<br/>Total<br/>£</b> | <b>2012<br/>Total<br/>£</b> |
|-----------------------------------|--|-----------------------------------|-----------------------------|-----------------------------|
| <b>Wishgranting support costs</b> |  |                                   |                             |                             |
| International registration fee    | -  | 84,899                            | 84,899                      | 80,027                      |
| Administration costs              | -  | 8,077                             | 8,077                       | 32,237                      |
| Finance                           | -  | 6,973                             | 6,973                       | 8,089                       |
| Office costs                      | 907,088                                  | 276,708                           | 1,183,796                   | 1,022,634                   |
|                                   | <u>£907,088</u>                          | <u>£376,657</u>                   | <u>£1,283,745</u>           | <u>£1,142,987</u>           |

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

**8 GOVERNANCE**

|                           | <b>2013</b>    | <b>2012</b>    |
|---------------------------|----------------|----------------|
|                           | <b>£</b>       | <b>£</b>       |
| Trustees' expenses        | -              | 328            |
| Accountancy fees          | 1,460          | 1,040          |
| Auditors' remuneration    | 11,130         | 9,740          |
| Legal & professional fees | -              | 727            |
|                           | <u>£12,590</u> | <u>£11,835</u> |

**9 NET OUTGOING RESOURCES**

|   | <b>2013</b>    | <b>2012</b>    |
|---|----------------|----------------|
|   | <b>£</b>       | <b>£</b>       |
| Net incoming resources are stated after charging: |                |                |
| Auditors' remuneration                            | £11,130        | £9,740         |
| Depreciation – owned assets                       | <u>£72,773</u> | <u>£63,596</u> |

**10 TRUSTEES' REMUNERATION, BENEFITS AND EXPENSES**

There were no Trustees' remuneration or other benefits for the year ended 31 December 2013 nor for the year ended 31 December 2012.

During the year nil was reimbursed to Trustees' (2012: £328 – two Trustees).

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

---

**11 STAFF COSTS**

|                       | <b>2013</b>       | <b>2012</b>       |
|-----------------------|-------------------|-------------------|
|                       | <b>£</b>          | <b>£</b>          |
| Salaries              | 1,396,990         | 1,267,790         |
| Social security costs | 140,607           | 128,302           |
| Pension costs         | 75,343            | 70,327            |
|                       | <u>£1,612,940</u> | <u>£1,466,419</u> |

The number of higher paid staff whose taxable emoluments fell into higher salary bands was:

|                    | <b>2013</b>   | <b>2012</b>   |
|--------------------|---------------|---------------|
|                    | <b>Number</b> | <b>Number</b> |
| £60,001 to £70,000 | -             | 2             |
| £70,001 to £80,000 | 2             | -             |
| £80,001 to £90,000 | <u>1</u>      | <u>1</u>      |

Total pension payments for higher paid employees were £12,763 paid into 3 employees (2012:£9,292 paid to 2 employees).

The average number of employees, in terms of full time equivalents, and analysed by activity:

|                                    | <b>2013</b>   | <b>2012</b>   |
|------------------------------------|---------------|---------------|
|                                    | <b>Number</b> | <b>Number</b> |
| Wishgranting and Communications    | 19.0          | 18.0          |
| Administration                     | 8.4           | 7.8           |
| Fundraising & Volunteer management | 21.1          | 19.7          |
|                                    | <u>48.5</u>   | <u>45.5</u>   |



**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

**12 TANGIBLE FIXED ASSETS**

|                                 | <b>Freehold<br/>Property<br/>£</b> | <b>Improvement<br/>To property<br/>£</b> | <b>Office<br/>Equipment<br/>£</b> | <b>Computer<br/>Equipment<br/>£</b> | <b>Total<br/>£</b> |
|---------------------------------|------------------------------------|--|-----------------------------------|-------------------------------------|--------------------|
| <b>Group</b>                    |                                    |  |                                   |                                     |                    |
| <b>Cost or valuation</b>        |                                    |  |                                   |                                     |                    |
| At 1 January 2013               | 470,000                            | 58,126                                   | 91,382                            | 238,223                             | 857,731            |
| Additions                       | -                                  | -  | 318                               | 25,061                              | 25,379             |
| <b>At 31 December 2013</b>      | <b>470,000</b>                     | <b>58,126</b>                            | <b>91,700</b>                     | <b>263,284</b>                      | <b>883,110</b>     |
| <b>Accumulated depreciation</b> |                                    |  |                                   |                                     |                    |
| At 1 January 2013               | 28,200                             | 48,900                                   | 84,434                            | 139,296                             | 300,830            |
| Depreciation charge for year    | 9,400                              | 4,371                                    | 5,198                             | 53,804                              | 72,773             |
| <b>At 31 December 2013</b>      | <b>37,600</b>                      | <b>53,271</b>                            | <b>89,632</b>                     | <b>193,100</b>                      | <b>373,603</b>     |
| <b>Net book value</b>           |                                    |  |                                   |                                     |                    |
| At 31 December 2013             | £432,400                           | £4,855                                   | £2,068                            | £70,184                             | £509,507           |
| At 31 December 2012             | £441,800                           | £9,226                                   | £6,948                            | £98,927                             | £556,901           |
| <b>Charity</b>                  |                                    |  |                                   |                                     |                    |
| <b>Cost or valuation</b>        |                                    |  |                                   |                                     |                    |
| At 1 January 2013               | 470,000                            | 58,126                                   | 76,983                            | 238,223                             | 843,332            |
| Additions                       | -                                  | -  | 318                               | 25,061                              | 25,379             |
| <b>At 31 December 2013</b>      | <b>470,000</b>                     | <b>58,126</b>                            | <b>77,301</b>                     | <b>263,284</b>                      | <b>868,711</b>     |
| <b>Accumulated depreciation</b> |                                    |  |                                   |                                     |                    |
| At 1 January 2013               | 28,200                             | 48,900                                   | 70,035                            | 139,296                             | 286,431            |
| Depreciation charge for year    | 9,400                              | 4,371                                    | 5,198                             | 53,804                              | 72,773             |
| <b>At 31 December 2013</b>      | <b>37,600</b>                      | <b>53,271</b>                            | <b>75,233</b>                     | <b>193,100</b>                      | <b>359,204</b>     |
| <b>Net book value</b>           |                                    |  |                                   |                                     |                    |
| At 31 December 2013             | £432,400                           | £4,855                                   | £2,068                            | £70,184                             | £509,507           |
| At 31 December 2012             | £441,800                           | £9,226                                   | £6,948                            | £98,927                             | £556,901           |

Land and buildings were revalued on 18 December 2010 by London Clancy Chartered Surveyors on existing use basis by James Gibb BSc MRICS IRRV.

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

**13 FIXED ASSET INVESTMENTS**

**Charity Only**

The charity holds the entire £1 share capital of its trading subsidiary, Make-A-Wish Promotions Limited.

|                                   | <b>2013<br/>Total<br/>£</b> | <b>2012<br/>Total<br/>£</b> |
|-----------------------------------|-----------------------------|-----------------------------|
| <b>Group and Charity</b>          |                             |                             |
| <b>Market Value</b>               |                             |                             |
| At 1 January 2013                 | 1,652,968                   | 1,536,411                   |
| Disposals at market value         | (33)                        | -                           |
| Net (losses)/gains on investments | (78,044)                    | 116,557                     |
| At 31 December 2013               | <u>£1,574,808</u>           | <u>£1,652,968</u>           |
| <b>Historical cost</b>            |                             |                             |
| At 31 December 2013               | <u>£1,496,772</u>           | <u>£1,496,803</u>           |
| <b>Charity only</b>               |                             |                             |
| Shares in group subsidiary        | <u>1</u>                    | <u>1</u>                    |

**Individual investments which represent over 5% of the portfolio market value are as follows:**

|                                  |                   |
|----------------------------------|-------------------|
| Barclays corporate bonds         | 522,189           |
| Barclays global government bonds | 532,496           |
| Barclays inflation link bonds    | 520,122           |
|                                  | <u>£1,574,808</u> |

In 2011, in line with the charity's treasury management strategy, the Trustees took the decision to protect the value of a significant amount of the reserves by investing in a relatively liquid portfolio which is managed by Barclays Wealth, a division of Barclays.

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

**14 RESULTS FROM TRADING ACTIVITIES OF SUBSIDIARIES**

The charity has two wholly owned trading subsidiaries, Make-A-Wish Promotions Limited (Promotions) and Make-A-Wish Limited, both of which are incorporated in Great Britain.

Promotions undertake collection of old clothing and commercial sponsorship from a range of corporate partnerships. A summary of the results of Promotions is shown below.

Make-A-Wish Limited is dormant.

Audited financial statements have been filed with the Registrar of Companies.

| <b>Make-A-Wish Promotions Limited</b>  | <b>2013<br/>£</b> | <b>2012<br/>£</b> |
|--|-------------------|-------------------|
| <b>Summary Profit and Loss Account</b> |                   |                   |
| Turnover                               | 378,485           | 509,372           |
| Cost of sales                          | -                 | -                 |
| <b>Total gross profit</b>              | <b>378,485</b>    | <b>509,372</b>    |
| Administrative expenses                | (3,184)           | (5,209)           |
| <b>Operating profit for the year</b>   | <b>375,301</b>    | <b>504,163</b>    |
| Gift Aid payment to parent company     | (375,301)         | (504,163)         |
| Tax                                    | -                 | -                 |
| <b>Retained profit for the year</b>    | <b>£-</b>         | <b>£-</b>         |
|  | <b>2013<br/>£</b> | <b>2012<br/>£</b> |
| The assets and liabilities:            |                   |                   |
| Current assets                         | 312,026           | 444,084           |
| Current liabilities                    | (312,025)         | (444,083)         |
| Total net assets                       | £1                | £1                |
| Aggregate share capital and reserves   | £1                | £1                |

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

**15 STOCKS**

|                | <b>Group and Charity</b> |                |
|----------------|--------------------------|----------------|
|                | <b>2013</b>              | <b>2012</b>    |
|                | <b>£</b>                 | <b>£</b>       |
| Finished goods | <u>£43,521</u>           | <u>£33,761</u> |

**16 DEBTORS**

|                                    | <b>Group</b>      |                   | <b>Charity</b>    |                   |
|------------------------------------|-------------------|-------------------|-------------------|-------------------|
|                                    | <b>2013</b>       | <b>2012</b>       | <b>2013</b>       | <b>2012</b>       |
|                                    | <b>£</b>          | <b>£</b>          | <b>£</b>          | <b>£</b>          |
| Trade debtors                      | 474,429           | 517,858           | 176,151           | 130,787           |
| Prepayments and accrued income     | 860,762           | 960,636           | 850,762           | 906,352           |
| Amounts owed by group undertakings | -                 | -                 | 253,642           | 371,903           |
|                                    | <u>£1,335,191</u> | <u>£1,478,494</u> | <u>£1,280,555</u> | <u>£1,409,042</u> |

**17 CREDITORS: amounts falling due within one year**

|                                    | <b>Group</b>      |                   | <b>Charity</b>    |                   |
|------------------------------------|-------------------|-------------------|-------------------|-------------------|
|                                    | <b>2013</b>       | <b>2012</b>       | <b>2013</b>       | <b>2012</b>       |
|                                    | <b>£</b>          | <b>£</b>          | <b>£</b>          | <b>£</b>          |
| Trade creditors                    | 211,231           | 360,479           | 211,231           | 359,735           |
| Social security and other taxes    | 92,826            | 105,208           | 37,153            | 36,413            |
| Committed wishes                   | 1,590,775         | 1,505,810         | 1,590,775         | 1,505,810         |
| Other creditors & accrued expenses | 128,272           | 156,151           | 125,563           | 153,508           |
| Deferred income                    | 56,768            | 36,860            | 56,768            | 36,860            |
|                                    | <u>£2,079,872</u> | <u>£2,164,508</u> | <u>£2,021,490</u> | <u>£2,092,326</u> |

Deferred income represents fundraising income in relation to future events. Income is fully released in the following financial year when the event takes place.

At 31 December 2013 the committed wishes creditor represented 542 wishes at an average remaining cost of £2,935 (2012: 505 at an average cost of £2,982).

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

**18 OPERATING LEASE**

As at 31 December the group had annual commitments under operating leases as set out below:

|             | <b>Equipment</b> |             |
|-------------|------------------|-------------|
|             | <b>2013</b>      | <b>2012</b> |
|             | <b>£</b>         | <b>£</b>    |
| < 1 years   | 4,728            | -           |
| 2 - 5 Years | 18,909           | -           |
| > 5 years   | 3,939            | -           |
|             | <u>£27,576</u>   | <u>£-</u>   |

**19 MOVEMENT IN FUNDS**

|                           | <b>Balance 1<br/>January<br/>2013<br/>£</b> | <b>Incoming<br/>resources<br/>£</b> | <b>Resources<br/>Expended<br/>£</b> | <b>Losses +<br/>Transfers<br/>£</b> | <b>Balance<br/>31<br/>December<br/>2013<br/>£</b> |
|---------------------------|---|-------------------------------------|-------------------------------------|-------------------------------------|---|
| <b>Unrestricted funds</b> |   |                                     |                                     |                                     |   |
| General fund              | 1,235,152                                   | 6,400,442                           | (7,061,770)                         | (178,471)                           | 395,353   |
| <b>Designated funds</b>   |   |                                     |                                     |                                     |   |
| Fixed Asset fund          | 556,901                                     | -                                   | -                                   | (47,394)                            | 509,507   |
| Support fund              | 1,458,112                                   | -                                   | -                                   | 25,707                              | 1,483,819   |
| Applications fund         | 670,132                                     | -                                   | -                                   | 122,114                             | 792,246   |
| Total Designated          | 2,685,145                                   | -                                   | -                                   | 100,427                             | 2,785,572   |
| Total funds               | <u>£3,920,297</u>                           | <u>£6,400,442</u>                   | <u>(£7,061,770)</u>                 | <u>(£78,044)</u>                    | <u>£3,180,925</u>                                 |

The Fixed Asset Fund reflects the net book value of assets not available for immediate conversion to cash.

Support Fund - To reflect the cost of carrying out those wishes and applications in progress over one year.

Applications Fund - To provide a reserve for applications received based on the conversion to wishes percentage at the average cost of wishes in progress at the end of that financial year.

**MAKE-A-WISH FOUNDATION UK  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED 31 DECEMBER 2013**

**20 ANALYSIS OF GROUP NET ASSETS BETWEEN FUNDS**

Fund balances at 31 December 2013 are represented by:

|                         | <b>Designated<br/>Funds<br/>£</b> | <b>General<br/>Funds<br/>£</b> | <b>Total<br/>Funds £</b> |
|-------------------------|-----------------------------------|--------------------------------|--------------------------|
| Tangible fixed assets   | 509,507                           | -                              | 509,507                  |
| Investments             | -                                 | 1,574,808                      | 1,574,808                |
| Current assets          | 3,866,840                         | (690,358)                      | 3,176,482                |
| Current liabilities     | (1,590,775)                       | (489,097)                      | (2,079,872)              |
| <b>Total net assets</b> | <u>£2,785,572</u>                 | <u>£395,353</u>                | <u>£3,180,925</u>        |

**21 RELATED PARTY DISCLOSURES**

At the year-end £253,642 was due from Make-A-Wish Promotions Limited (2012: £371,903).

During the year the charity also made payments to Barclays Bank Plc of £2,172 (2012: £3,591) in respect of investment portfolio management fees, Mr Malcolm Jones a Trustee was an employee of Barclays Bank Plc in the year under review. £Nil was outstanding at the year end (2012: £nil). All transactions are at arm's length.

**22 COMPANY LIMITED BY GUARANTEE**

The company does not have share capital and it is limited by guarantee. In the event of the company being wound up, the maximum amount each member is liable to contribute is £1. There were 8 guarantor members at the balance sheet dated 31 December 2013 (2012:10).