

**Midwest Athletes Against  
Childhood Cancer, Inc.**

Milwaukee, Wisconsin

Financial Statements

Years Ended December 31, 2017 and 2016

**WIPFLi**<sup>LLP</sup>  
CPAs and Consultants

# Midwest Athletes Against Childhood Cancer, Inc.

Years Ended December 31, 2017 and 2016

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## Independent Auditor's Report

Board of Directors  
Midwest Athletes Against Childhood Cancer, Inc.  
Milwaukee, Wisconsin

We have audited the accompanying financial statements of Midwest Athletes Against Childhood Cancer, Inc. (a nonprofit organization) which comprise the statements of financial position as of December 31, 2017 and 2016, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

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

### Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Midwest Athletes Against Childhood Cancer, Inc. as of December 31, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States.

A handwritten signature in black ink that reads "Wipfli LLP".

Wipfli LLP  
Milwaukee, Wisconsin

February 21, 2018

# Midwest Athletes Against Childhood Cancer, Inc.

## Statements of Financial Position

December 31, 2017 and 2016

Assets	2017	2016
Current assets:		
Cash and cash equivalents	\$ 501,435	\$ 1,172,393
Investments	5,996,458	4,260,138
Accounts receivable	126,612	81,812
Unconditional promises to give - Net of allowance for doubtful promises to give of \$6,500	508,499	638,140
Prepays and other assets	36,241	30,732
<b>Total current assets</b>	<b>7,169,245</b>	<b>6,183,215</b>
 Furniture and office equipment - Net of accumulated depreciation of \$57,052 and \$49,306, respectively	 20,441	 5,485
<b>TOTAL ASSETS</b>	<b>\$ 7,189,686</b>	<b>\$ 6,188,700</b>
Liabilities and Net Assets	2017	2016
Current liabilities:		
Accounts payable	\$ 15,349	\$ -
Research contributions payable	875,000	875,000
Deferred revenue	11,660	200
Accrued liabilities	-	3,902
<b>Total current liabilities</b>	<b>902,009</b>	<b>879,102</b>
 Net assets:		
Unrestricted	5,743,578	4,671,458
Temporarily restricted	544,099	638,140
<b>Total net assets</b>	<b>6,287,677</b>	<b>5,309,598</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 7,189,686</b>	<b>\$ 6,188,700</b>

See accompanying notes to financial statements.

# Midwest Athletes Against Childhood Cancer, Inc.

## Statements of Activities

Years Ended December 31, 2017 and 2016

	2017			2016		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Revenue and support:						
Proceeds from fundraising activities	\$ 3,164,542	\$ 457,520	\$ 3,622,062	\$ 3,880,805	\$ 514,420	\$ 4,395,225
Contributions:						
Foundations	293,380	14,100	307,480	275,115	1,500	276,615
Memorials	407,028	6,803	413,831	348,403	25	348,428
General	345,288	10,176	355,464	270,934	24,695	295,629
Major gifts	94,000	62,000	156,000	231,500	104,000	335,500
Net assets released from restrictions	644,640	(644,640)	-	635,421	(635,421)	-
<b>Total revenue and support</b>	<b>4,948,878</b>	<b>(94,041)</b>	<b>4,854,837</b>	<b>5,642,178</b>	<b>9,219</b>	<b>5,651,397</b>
Expenses:						
Program	428,529	-	428,529	454,033	-	454,033
Costs of direct benefits to donors	211,219	-	211,219	235,406	-	235,406
Direct fundraising	364,972	-	364,972	382,463	-	382,463
Indirect fundraising	102,512	-	102,512	106,308	-	106,308
Administrative and general	132,708	-	132,708	138,091	-	138,091
<b>Total expenses</b>	<b>1,239,940</b>	<b>-</b>	<b>1,239,940</b>	<b>1,316,301</b>	<b>-</b>	<b>1,316,301</b>
Investment income - Net	613,182	-	613,182	228,397	-	228,397
Excess of revenue, support and investment income over expenses before research contributions	4,322,120	(94,041)	4,228,079	4,554,274	9,219	4,563,493
Research contributions	(3,250,000)	-	(3,250,000)	(3,161,888)	-	(3,161,888)
Change in net assets	1,072,120	(94,041)	978,079	1,392,386	9,219	1,401,605
Net assets at beginning	4,671,458	638,140	5,309,598	3,279,072	628,921	3,907,993
<b>Net assets at end</b>	<b>\$ 5,743,578</b>	<b>\$ 544,099</b>	<b>\$ 6,287,677</b>	<b>\$ 4,671,458</b>	<b>\$ 638,140</b>	<b>\$ 5,309,598</b>

See accompanying notes to financial statements.

# Midwest Athletes Against Childhood Cancer, Inc.

## Statements of Cash Flows

Years Ended December 31, 2017 and 2016

	2017	2016
Increase (decrease) in cash and cash equivalents:		
Cash flows from operating activities:		
Change in net assets	\$ 978,079	\$ 1,401,605
Adjustments to reconcile change in net assets to net cash and cash equivalents provided by operating activities:		
Depreciation expense	7,746	2,961
Net realized and unrealized gains on investments	(533,214)	(173,881)
Donated investments received	6,009	(32,989)
Changes in operating assets and liabilities:		
Accounts receivable	(44,800)	(14,129)
Unconditional promises to give	129,641	(9,219)
Prepays and other assets	(5,509)	(3,772)
Accounts payable	15,349	-
Research contributions payable	-	(208,112)
Deferred revenue	11,460	(32,320)
Accrued liabilities	(3,902)	(357)
Net cash and cash equivalents provided by operating activities	560,859	929,787
Cash flows from investing activities:		
Purchases of equipment	(22,702)	(4,076)
Purchases of investments	(4,501,987)	(4,184,551)
Proceeds from sales of investments	3,292,872	3,603,275
Net cash and cash equivalents used in investing activities	(1,231,817)	(585,352)
(Decrease) increase in cash and cash equivalents	(670,958)	344,435
Cash and cash equivalents at beginning	1,172,393	827,958
Cash and cash equivalents at end	\$ 501,435	\$ 1,172,393

See accompanying notes to financial statements.

# Midwest Athletes Against Childhood Cancer, Inc.

## Notes to Financial Statements

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### Note 1: Summary of Significant Accounting Policies

#### Nature of Activities

Midwest Athletes Against Childhood Cancer, Inc. (the “MACC Fund” or the “Organization”) is a nonprofit organization created for the sole purpose of supporting research with respect to treatments and cures for childhood cancer and other related blood disorders. To accomplish this purpose, the MACC Fund seeks public support through various fundraising projects and events, and from direct contributions. The MACC Fund supports research at the Medical College of Wisconsin in the MACC Fund Research Center, at the Carbone Cancer Center of the University of Wisconsin in the MACC Fund UW Childhood Cancer Research Wing, and at the MACC Fund Center at Children’s Hospital of Wisconsin.

#### Basis of Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States (“GAAP”).

#### Net Assets

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

*Unrestricted net assets* are the assets of the Organization that are neither permanently restricted nor temporarily restricted by donor-imposed stipulations. Unrestricted net assets include amounts available for support of the Organization’s operations and amounts designated by the Board of Directors for specific purposes.

*Temporarily restricted net assets* are those assets whose use by the Organization has been limited by donors to a specific time period or purpose.

*Permanently restricted net assets* have been restricted by donors to be maintained by the Organization in perpetuity. The Organization has no permanently restricted net assets.

#### Use of Estimates

The preparation of the accompanying financial statements in conformity with GAAP requires management to make certain estimates and assumptions that directly affect certain reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

#### Cash and Cash Equivalents

The Organization considers all highly liquid debt instruments with an original maturity of three months or less to be cash equivalents.

# Midwest Athletes Against Childhood Cancer, Inc.

## Notes to Financial Statements

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### **Note 1: Summary of Significant Accounting Policies** (Continued)

#### **Accounts Receivable**

Accounts receivable are generally proceeds from fundraising events that have been earned by the MACC Fund but not received at December 31, 2017 and 2016. The Organization considers these receivables to be fully collectible and, therefore, no allowance for uncollectible amounts has been recorded. If an account becomes uncollectible, it will be written off at that time.

#### **Investments and Investment Income**

Investments are measured at fair value in the accompanying statements of financial position. Donated assets are recorded at fair value at the date of donation, or, if sold immediately after receipt, at the amount of sales proceeds received (which are considered a fair measure of the value at the date of the donation).

Investment income (including realized and unrealized gains and losses, interest, and dividends) is reported as unrestricted revenue unless the income is restricted by donor or law. Realized gains or losses are determined by specific identification.

#### **Fair Value Measurements**

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an ordinary transaction between market participants at the measurement date. A three-tier hierarchy prioritizes the inputs used in measuring fair value. These tiers include Level 1, defined as observable inputs such as quoted market prices in active markets; Level 2, defined as inputs other than quoted market prices in active markets that are either directly or indirectly observable; and Level 3, defined as unobservable inputs for which little or no market data exists, therefore requiring an entity to develop its own assumptions. The asset's or liability's fair value measurement within the hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

#### **Unconditional Promises to Give**

Unconditional promises to give are recorded as receivables in the year pledged. Pledges and other promises to give whose eventual uses are restricted by the donors are recorded as increases in temporarily restricted net assets. Unrestricted promises to give to be collected in future periods are also recorded as an increase to temporarily restricted net assets and reclassified to unrestricted net assets when received.

Management periodically reviews all past due promises to give and estimates the portion, if any, of the balance that will not be collected. The carrying amounts of promises to give are reduced by allowances that reflect management's estimate of uncollectible amounts. Promises to give are anticipated to be collected entirely within the next year.



# Midwest Athletes Against Childhood Cancer, Inc.

## Notes to Financial Statements

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### **Note 1: Summary of Significant Accounting Policies** (Continued)

#### **Furniture and Office Equipment**

Furniture and office equipment are recorded at cost. Donated furniture and office equipment is recorded at the asset's fair market value at the date of donation. Depreciation is provided over the estimated useful life of each class of depreciable asset and is computed using the straight-line method. Estimated lives of furniture and office equipment are three to five years. Expenditures for repairs and maintenance costs are expensed as incurred.

#### **Deferred Revenue**

Funds received in advance of a fundraising event but not earned as of the date of the statements of financial position, have been classified as deferred revenue. Revenues will be recognized in future periods as the revenue is earned.

#### **Research Contributions Payable**

Contributions made by the MACC Fund to research organizations, including unconditional promises to give, are recognized as expenses in the period made.

#### **Contributions**

Unconditional promises to give cash and other assets to the Organization are reported at fair value at the date the promise is received. Conditional promises to give and indications of intentions to give are reported at fair value at the date the gift is deemed unconditional. Donor contributions are received through fundraising events and activities sponsored by the MACC Fund as well as events and activities sponsored by other organizations. The gifts are reported as either temporarily or permanently restricted support if they are received with donor stipulations that limit the time or use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified as unrestricted net assets and reported in the accompanying statements of activities as net assets released from restrictions. Donor-restricted contributions whose restrictions are met within the same year as received are reported as unrestricted contributions in the accompanying financial statements.

#### **Promotional Costs**

Promotional costs are expensed as incurred. Promotional costs charged to expense in 2017 and 2016 were \$69,105 and \$74,062, respectively.

#### **Donations In-Kind and Contributed Goods**

Material gifts in-kind used to operate the Organization's programs and donated goods distributed, including auction items and raffle prizes, are recorded as income and expense at the time the items are placed into service or distributed.

# Midwest Athletes Against Childhood Cancer, Inc.

## Notes to Financial Statements

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### Note 1: Summary of Significant Accounting Policies (Continued)

#### Donations In-Kind and Contributed Goods (Continued)

The Organization maintains an agreement with the Medical College of Wisconsin to occupy, at no charge, 1,500 square feet of office space. The fair value of the donated space was estimated at \$33,000 in 2017 and 2016, and has been recorded as contribution revenue and rent expense in the accompanying statements of activities.

#### Sales Taxes

The Organization records sales taxes on a gross basis (included in revenues and expenses). Total sales taxes for 2017 and 2016 were \$26,170 and \$23,178, respectively.

#### Income Taxes

The Organization is a nonprofit corporation as described in Section 501(c)(3) of the Internal Revenue Code (the "Code") and is exempt from federal income taxes on related income pursuant to Section 501(a) of the Code. The Organization is also exempt from state taxes on related income.

The Organization recognizes the benefit of a tax position only after determining whether it is more likely than not that the taxing authority would sustain the tax position upon examination of the technical merits of the tax position assuming the taxing authority has full knowledge of all information. The Organization has recorded no assets or liabilities related to uncertain tax positions.

#### Subsequent Events

Subsequent events have been evaluated through February 21, 2018, which is the date the financial statements were available to be issued.

### Note 2: Investments

Investments recorded in the accompanying statements of financial position consisted of the following:

<i>As of December 31,</i>	<b>2017</b>	<b>2016</b>
Equities	\$ 1,507,269	\$ 1,523,272
Fixed income mutual funds	2,346,475	1,577,908
Equity mutual funds	2,142,714	1,158,958
Total investments	\$ 5,996,458	\$ 4,260,138

Investments, in general, are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with various investments, it is reasonably possible that changes in the values of certain investments will occur in the near term and that such changes could materially affect the amounts reported in the financial statements.

# Midwest Athletes Against Childhood Cancer, Inc.

## Notes to Financial Statements

### Note 2: Investments (Continued)

Net investment income (loss) was as follows:

<i>Years Ended December 31,</i>	<b>2017</b>	<b>2016</b>
Interest and dividends	\$ 131,201	\$ 95,599
Net realized gains (losses)	135,835	(17,638)
Net unrealized gains	397,379	191,519
Investment expenses	(51,233)	(41,083)
<b>Total net investment income</b>	<b>\$ 613,182</b>	<b>\$ 228,397</b>

### Note 3: Fair Value Measurements

Information regarding assets measured at fair value on a recurring basis is as follows:

<i>As of December 31, 2017</i>	<b>Total Assets at Fair Value</b>	<b>Recurring Fair Value Measurements Using</b>		
		<b>Quoted Prices in Active Markets for Identical Assets (Level 1)</b>	<b>Significant Other Observable Inputs (Level 2)</b>	<b>Significant Unobservable Inputs (Level 3)</b>
Equities:				
U.S. equities	\$ 988,480	\$ 988,480	\$ -	\$ -
Developed foreign equities	518,789	518,789	-	-
Mutual funds:				
Fixed income funds	2,346,475	2,346,475	-	-
Equity funds	799,115	799,115	-	-
Emerging foreign funds	174,321	174,321	-	-
Developed foreign funds	274,868	274,868	-	-
Hedged equity funds	528,437	528,437	-	-
Real estate funds	257,507	257,507	-	-
Commodities	108,466	108,466	-	-
<b>Totals</b>	<b>\$ 5,996,458</b>	<b>\$ 5,996,458</b>	<b>\$ -</b>	<b>\$ -</b>

# Midwest Athletes Against Childhood Cancer, Inc.

## Notes to Financial Statements

### Note 3: Fair Value Measurements (Continued)

<i>As of December 31, 2016</i>	Total Assets at Fair Value	Recurring Fair Value Measurements Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Equities:				
U.S. equities	\$ 1,054,025	\$ 1,054,025	\$ -	\$ -
Developed foreign equities	469,247	469,247	-	-
Mutual funds:				
Fixed income funds	1,577,908	1,577,908	-	-
Equity funds	470,875	470,875	-	-
Emerging foreign funds	77,438	77,438	-	-
Developed foreign funds	135,898	135,898	-	-
Hedged equity funds	193,418	193,418	-	-
Real estate funds	202,711	202,711	-	-
Commodities	78,618	78,618	-	-
<b>Totals</b>	<b>\$ 4,260,138</b>	<b>\$ 4,260,138</b>	<b>\$ -</b>	<b>\$ -</b>

Following is a description of the valuation methodology used for each asset measured at fair value on a recurring basis:

- Equities are valued at the closing price reported on the active market on which the individual securities are traded.
- Mutual funds are valued at the daily closing price as reported by the fund. Mutual funds held by the Organization are open-end mutual funds that are registered with the U.S. Securities and Exchange Commission. These funds are required to publish their daily net asset value and to transact at that price. The mutual funds held by the Organization are deemed to be actively traded.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

# Midwest Athletes Against Childhood Cancer, Inc.

## Notes to Financial Statements

### Note 4: Research Contributions Payable

Research contributions payable consist of the following:

<i>As of December 31,</i>	<b>2017</b>	<b>2016</b>
Unconditional, one-year commitment to the Medical College of Wisconsin with quarterly payments of \$437,500 through June 2018	\$ 875,000	\$ -
Unconditional, one-year commitment to the Medical College of Wisconsin with quarterly payments of \$437,500 through June 2017	-	875,000
<b>Research contributions payable</b>	<b>\$ 875,000</b>	<b>\$ 875,000</b>

### Note 5: Conditional Gift Agreement

In June 2013, the Organization entered into a conditional gift agreement restricted for childhood cancer research with Children’s Hospital of Wisconsin (the “Hospital”). Under the terms of the gift agreement, the Organization committed to an initial pledge of \$10,000,000 to the Hospital. Payments under the gift agreement are subject to the Organization’s access to funds and the approval of the Organization’s Scientific Advisory Board and Board of Directors. The funds are also conditioned upon specific performance of certain activities of the Hospital. In both 2017 and 2016, payments under this gift agreement totaled \$1,000,000. Payments of \$1,000,000 per year are expected to continue to be paid in 2018 and there afterwards. An additional \$500,000 payment will be made during the 10-year grant period at times chosen by the Organization.

As the gift agreement is conditional, the Organization has not recorded a liability on the statements of financial position for amounts expected to be paid in the future under the agreement. Through 2017, gifts from the Organization under the agreement total \$3,500,000.

### Note 6: Temporarily Restricted Net Assets

Temporarily restricted net assets include assets set aside in accordance with donor restrictions as to time or use. Temporarily restricted net assets consist of the following:

<i>As of December 31,</i>	<b>2017</b>	<b>2016</b>
Unconditional promises to give	\$ 508,499	\$ 638,140
Childhood cancer and other related blood disorders research fellowships	35,600	-
<b>Total temporarily restricted net assets</b>	<b>\$ 544,099</b>	<b>\$ 638,140</b>

Net assets were released from restrictions by the collection or write-off of unconditional promises to give.

# Midwest Athletes Against Childhood Cancer, Inc.

## Notes to Financial Statements

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### Note 7: Concentrations

Concentrations of promises to give are as follows:

<i>As of December 31,</i>	<b>2017</b>	<b>2016</b>
Donor A	19 %	*
Donor B	*	16 %
Donor C	11 %	*
Donor D	23 %	12 %
Donor E	*	16 %

\* Donor does not represent a significant concentration as of December 31.

Concentrations of gross proceeds from fundraising events in relation to total revenue and support are as follows:

<i>Years Ended December 31,</i>	<b>2017</b>	<b>2016</b>
Event A	20 %	14 %
Event B	*	11 %
Event C	*	16 %

\* Event does not represent a significant concentration for the year ended December 31.

The Organization maintains depository relationships with a local financial institution. Balances on deposit are insured by the Federal Deposit Insurance Corporation (FDIC) up to specified limits. Balances in excess of FDIC limits are uninsured. The Organization has not experienced any losses in such accounts and management believes the Organization is not exposed to any significant credit risk on cash.

### Note 8: Retirement Plan

The MACC Fund has a salary reduction 403(b) plan covering substantially all employees which provides for employer supplemental contributions equal to a percentage of each participant's compensation at the discretion of the MACC Fund. The MACC Fund is also required to match 50% of a participant's salary reduction contributions, not to exceed \$2,500 annually. Expense related to the plan was \$12,500 and \$11,547 in 2017 and 2016, respectively.