



May 10, 2017

Attn: Kansas House Taxation Committee

HB 2422: Committee Hearing for sales tax exemption as requested by Make-A-Wish Kansas®, a charitable, 501(c)3 nonprofit organization, that operates in the State of Kansas

Schedule of Testimony

- **LeAnne Miller, Chief Executive Officer, Make-A-Wish Kansas®**
 - Introduction
 - Overview of Make-A-Wish Kansas®
 - What Kansas sales tax exemption would mean to our organization
- **Representative Steven Crum, District 98**
 - Personal involvement with Make-A-Wish Kansas® and fundraising efforts
- **Eric Miller, Volunteer Wish Granter and Board Member-at-Large**
 - Mission Delivery: How we grant wishes
- **Lydia, Wish Child** (age 17, medical condition: granulomatosis with polyangiitis)
 - "I wish go on an Educational Trip to Pennsylvania"*

Our Mission:

"We grant the wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength and joy."

This one belief guides us in everything we do at Make-A-Wish®. It inspires us to grant wishes that change the lives of the kids we serve. It compels us to be creative in exceeding the expectations of every wish kid. It drives us to make our donated resources go as far as possible. Most of all, it's the founding principle of our vision to grant the wish of every eligible child. Hopefully this comes thru in our testimony and you will be compelled to make a difference in the lives of Kansas wish kids and their families by granting our organization sales tax exemption. Thank you for your consideration!

Respectfully Submitted,

Eric Miller
Volunteer Wish Granter
& Board Member-at-Large
Make-A-Wish Kansas®
Mobile: (785) 506-2868

Mission Statement

We grant the wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength and joy.

Vision Statement

We are dedicated to making every eligible Kansasschild's wish come true.

Values – Integrity, Child Focus, Excellence, Community, and Inspiration

History

Make-A-Wish® Kansas granted its first wish in January 1985, when 10-year-old Rhonda from Hiawatha, KS wished to ride a horse in an Arizona parade with her former neighbor. This one child's delight in having her wish fulfilled provided the inspiration for the Kansas chapter to continue its mission.

Geographic Area Served

Serves 99 out of 105 counties in the state of Kansas.

Wyandotte, Leavenworth, Johnson, Franklin, Miami and Linn Counties making up the greater Kansas City metropolitan area in the northeast section of the state are served by Make-A-Wish® Missouri.

Make-A-Wish® Kansas (MAW-KS) Chapter Statistics

- Five FTE's and One part-time employee
- Volunteers (4-quarter avg.) = 89
 - Wish-granting volunteers: 65
 - Board Members: 12
 - Non-Wish granting volunteers: 12
- Mission Delivery - MAWKS (Wish Granting)
 - FY 2016 = 65 wishes granted
 - FY 2017 = 60 wishes budgeted
 - FY 2018 = 62 wishes projected
- MAW-KS Wish Pipeline (wishes waiting to be granted) = 146
- 1,506 wishes granted since 1985
- Average total cost (cash + in-kind) of a wish for our chapter - \$10,147
- Average savings in one fiscal year = \$30,225 (62 wishes @ \$7,500 avg. cash expense)
- Total impact with sales tax exemption = 4 additional wishes each year

Eligibility

- At least 2 ½ years old, but younger than 18, at the time of referral
- Life-threatening medical condition (*i.e., one that is progressive, degenerative or malignant*) at the time of referral
- Has not previously been granted a wish by any wish-granting organization
- It is not the diagnosis or disease that qualifies the child, but rather the condition of the child being life-threatening at the time of referral
- A qualifying medical condition is one that places the child's life in jeopardy due to its progressive, degenerative or malignant status.
- In contrast illnesses which are static, chronic or life-long conditions would not typically qualify.

Wishes fall into five main types:

- I wish to Meet
- I wish to Go
- I wish to Be
- I wish to Have
- I wish to give

Mission Delivery 2017 Wish Granting Details - Kansas

Total Counts:

Wishes Granted	26
Out-of-territory Wishes Granted ¹	0
Total Referrals Received	37
Total Referrals Determined DNQ	4
Total Eligible Referrals Received ²	24
Wish Pipeline	116
Wish Assists Granted	1

Children Served by Age Range (Age at Referral) :

Age Range	Wishes	% of Total ³
< 2 1/2 years	0	0.0%
2 1/2-5 years	6	23.1%
6-8 years	7	26.9%
9-11 years	3	11.5%
12-14 years	4	15.4%
15-17 years	5	19.2%
18 + years	1	3.8%
Not Reported	0	0.0%
Average Age	10.0	

Racial/Ethnic Breakdown of Children Served:

Category	Wishes	% of Total ³
Asian/Pacific Islander	1	4.2%
African American/Black	2	8.3%
Hispanic/Latino	3	12.5%
American Indian/Alaska Native	1	4.2%
Caucasian/White	16	66.7%
Other	1	4.2%
Not Reported	2	N/A

Wishes by Referral Source:

Source	Wishes	% of Total ³
Child	2	7.7%
Child Life Spec.	0	0
Doctor	1	3.8%
Medical Pro.	0	0
Parent	15	57.7%
Social Worker	5	19.2%
Other	3	11.5%
Not Reported	0	N/A

Gender of Children Served:

Gender	Wishes	% of Total ³
Female	13	50.0%
Male	13	50.0%
Not Reported	0	N/A

Net Wish Incidence by County

County	Predicted Incidence (Net of Competition)				FY13% of Net Incidence
	2012	2013	2014	2015	
Sedgwick County	47	52	51	51	30.8%
Shawnee County	15	17	17	17	69.9%
Douglas County	7	8	8	7	52.0%
Butler County	6	6	6	6	79.5%
Reno County	5	6	5	5	54.3%
Finney County	5	4	4	5	22.2%
Riley County	5	5	5	5	0.0%
Saline County	4	5	5	5	115.9%
Ford County	4	4	4	4	0.0%
Geary County	3	4	4	4	25.0%
Harvey County	3	3	3	3	0.0%
Crawford County	3	3	3	3	0.0%
Cowley County	3	3	3	3	0.0%
Montgomery County	3	3	3	3	33.2%
Seward County	3	3	3	3	0.0%
Lyon County	2	3	3	3	69.0%
Barton County	2	3	3	3	39.1%
McPherson County	2	2	2	2	80.9%
Sumner County	2	2	2	2	46.6%
Pottawatomie County	2	2	2	2	89.6%
Ellis County	2	2	2	2	0.0%
Labette County	2	2	2	2	0.0%
Cherokee County	2	2	2	2	0.0%
Dickinson County	2	2	2	2	0.0%
Atchison County	1	1	1	1	0.0%
Jefferson County	1	2	1	1	0.0%
Osage County	1	1	1	1	0.0%
Bourbon County	1	1	1	1	0.0%
Neosho County	1	1	1	1	0.0%
Jackson County	1	1	1	1	0.0%
Allen County	1	1	1	1	0.0%
Marion County	1	1	1	1	110.8%
Nemaha County	1	1	1	1	0.0%
Brown County	1	1	1	1	0.0%
Rice County	1	1	1	1	0.0%
Marshall County	1	1	1	1	0.0%
Grant County	1	1	1	1	0.0%
Wilson County	1	1	1	1	0.0%
Clay County	1	1	1	1	0.0%
Anderson County	1	1	1	1	0.0%
Pratt County	1	1	1	1	0.0%
Coffey County	1	1	1	1	145.3%
Gray County	1	1	1	1	0.0%
Cloud County	1	1	1	1	0.0%
Wabaunsee County	1	1	1	1	0.0%
Kingman County	1	1	1	1	0.0%
Doniphan County	1	1	1	1	164.0%
Thomas County	1	1	1	1	0.0%
Stevens County	1	1	1	1	0.0%
Ottawa County	1	1	1	0	0.0%
Pawnee County	0	1	1	1	0.0%
Greenwood County	0	1	1	1	0.0%
Russell County	0	1	1	1	0.0%
Mitchell County	0	1	0	1	0.0%
Harper County	0	1	0	0	0.0%

Wish Impact Research*

Parents and Children Reported...

- 96% of parents said that the wish experience strengthened their families.
- Parents and medical professionals described the wish experience as a frequent turning point in wish kids' battles for health.
- 99% of parents reported that the wish experience gave their children increased feelings of happiness.
- 89% of health care professionals surveyed say they believe that the wish experience can influence wish kid's physical health
- 81% of parents observe an increased willingness by their wish kids to comply with treatment protocols.
- 99% of parents reported that the wish experience gave their children increased feelings of happiness.
- 74% of wish parents observed that the wish marked a turning point in their children's response to treatment.
- 97% of wish families observe increases in their wish kids' emotional health.

*2013 Wish Impact Study conducted by WestGroup

2016 Financials (September 1, 2016 – August 31, 2017) Annual Operating Budget: \$1.1 million

FY16 Revenue Breakdown

- 12%; MAWFA Support – Funding from Make-A-Wish Foundation of America
- 29%; Corporate – Funding from MAWA National Distributions, and businesses in the Kansas Region
- 6%; Grants – Private Family Foundations or Corporate Foundations
- 14%; Events – Internal and External Events
- 19%; In-Kind – Non-cash contributions
- 18%; Individual Giving – Local funding from individuals in the Kansas Region or donors who have selected to support MAWKS.
- 2%; Investments – Funding from MAWKS investment funds supporting Direct Wish Expense.

FY 16 Expense by Function

- 81%; Mission Delivery Program, Direct Wish Expense
- 11%; Fundraising, Expense to raise money for our chapter
- 9%; Management & General, Expense to operate the chapter