

OPPORTUNITY, INC. OF PALM BEACH COUNTY

(A Not-for-Profit Corporation)

FINANCIAL STATEMENTS

JUNE 30, 2019

**FRIEDMAN FELDMESSER & KARPELES CPA LLC
CERTIFIED PUBLIC ACCOUNTANTS**

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FRIEDMAN, FELDMESSER & KARPELES, CPA, LLC

CERTIFIED PUBLIC ACCOUNTANTS

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Kenneth R. Friedman, CPA

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Opportunity, Inc. of Palm Beach County
West Palm Beach, Florida

Report on the Financial Statements

We have audited the accompanying statement of financial position of Opportunity, Inc. of Palm Beach County, as of June 30, 2019, and the related statements of activities and change in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. 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.

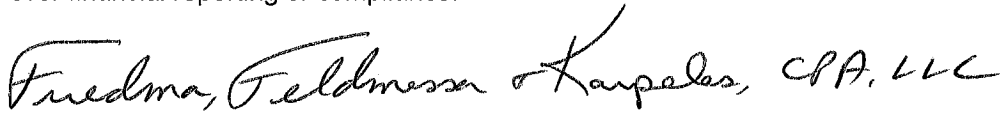
Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Opportunity, Inc. of Palm Beach County, as of June 30, 2019, and the change in net assets and its cash flows for the year then ended in conformity with generally accepted accounting principles in the United States of America.

INDEPENDENT AUDITORS' REPORT (CONT'D)

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued a report dated, September 10, 2019 on our consideration of Opportunity, Inc. of Palm Beach County's internal control over financial reporting and on our tests of its compliance with laws, regulations, contracts, grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Opportunity, Inc. of Palm Beach County's internal control over financial reporting or compliance.

A handwritten signature in black ink that reads "Friedman, Feldmesser & Karpeles, CPA, LLC". The signature is written in a cursive, flowing style.

Friedman, Feldmesser & Karpeles, CPA, LLC
Jupiter, Florida
September 10, 2019

OPPORTUNITY, INC. OF PALM BEACH COUNTY
(A Not-for-Profit Corporation)
STATEMENT OF FINANCIAL POSITION
JUNE 30, 2019

ASSETS	<u>2019</u>
Cash and Cash Equivalents	\$ 669,546
Investments, at Market	2,505,404
Grants Receivable	30,040
Tuition receivable, Net of Allowance for Uncollectible Accounts of \$0	26,033
Prepaid Expenses	14,880
Prepaid Insurance	30,343
Other Assets	300
Property and Equipment, net of Accumulated Depreciation	<u>10,376,323</u>
TOTAL ASSETS	<u><u>\$ 13,652,869</u></u>
LIABILITIES AND NET ASSETS	
LIABILITIES	
Accounts Payable and Accrued Expenses	\$ 145,456
Construction Project Payable	2,837
Insurance Payable	10,724
Line of Credit - First Bank of the Palm Beaches	23,657
Line of Credit - Stifel	765,000
Deferred Lease Buyout	<u>1,736</u>
TOTAL LIABILITIES	<u>949,410</u>
NET ASSETS	
Without Donor Restrictions	11,300,593
With Donor Restrictions	<u>1,402,866</u>
TOTAL NET ASSETS	<u>12,703,459</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 13,652,869</u></u>

The accompanying notes are an integral part of these financial statements.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
(A Not-For-Profit Corporation)
STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
YEAR ENDED JUNE 30, 2019

	<u>WITHOUT DONOR RESTRICTIONS</u>	<u>WITH DONOR RESTRICTIONS</u>	<u>TOTAL</u>
REVENUES AND OTHER SUPPORT			
Tuition Income	\$ 681,296	\$ -	\$ 681,296
Grant Income	587,593	629,558	1,217,150
Special Events:			
Special Events Revenue	454,662	-	454,662
Direct Special Events Expenses	(177,158)	-	(177,158)
Net Special Event Income	277,503	-	277,503
Expansion Project	-	1,034,477	1,034,477
Field Trip Income	10,467		10,467
Investment Income (loss), Net	89,149	57,870	147,019
Donations and Other Income	276,375	103,325	379,700
Net Assets Released from Restrictions	1,037,502	(1,037,502)	-
TOTAL REVENUES AND OTHER SUPPORT	<u>2,959,884</u>	<u>787,728</u>	<u>3,747,612</u>
EXPENSES			
Program Services			
Daycare and Education	1,701,604	-	1,701,604
Supporting Services			
General and Administrative	269,766	-	269,766
Fund-Raising	103,756	-	103,756
TOTAL EXPENSES	<u>2,075,126</u>	<u>-</u>	<u>2,075,126</u>
CHANGE IN NET ASSETS	884,758	787,728	1,672,486
NET ASSETS, BEGINNING	<u>10,415,835</u>	<u>615,138</u>	<u>11,030,973</u>
NET ASSETS, ENDING	<u>\$ 11,300,593</u>	<u>\$ 1,402,866</u>	<u>\$ 12,703,459</u>

The accompanying notes are an integral part of these financial statements.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
(A Not-For-Profit Corporation)
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2019

	<u>TOTAL</u>	<u>PROGRAM</u>	<u>GENERAL AND ADMINISTRATIVE</u>	<u>FUND-RAISING</u>
Allocation of Functional Expenses:				
Salaries, benefits and payroll taxes	\$ 1,250,598	\$ 1,025,491	\$ 162,578	\$ 62,530
Insurance	70,188	57,554	9,124	3,509
Food	109,429	89,732	14,226	5,471
Education and Family Development	94,024	77,099	12,223	4,701
Repairs and maintenance	108,388	88,878	14,090	5,419
Utilities	66,907	54,864	8,698	3,345
Office expense	11,044	9,056	1,436	552
Depreciation	55,500	45,510	7,215	2,775
Credit card discount fee	17,149	14,062	2,229	857
Professional fees	48,364	39,658	6,287	2,418
Interest	30,443	24,963	3,958	1,522
RAAM Expenses	35,958	29,485	4,675	1,798
Field trips & other	14,458	11,855	1,880	723
Garden Education	8,406	6,893	1,093	420
Advertising and marketing	24,868	20,392	3,233	1,243
Security	75	62	10	4
Training	9,868	8,092	1,283	493
Enrichment Program	35,890	29,430	4,666	1,795
Other	83,568	68,526	10,864	4,178
TOTAL EXPENSES	\$ 2,075,126	\$ 1,701,604	\$ 269,766	\$ 103,756

The accompanying notes are an integral part of these financial statements.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
(A Not-For-Profit Corporation)
STATEMENT OF CASH FLOWS
YEAR ENDED JUNE 30, 2019

	2019
CASH FLOWS FROM OPERATING ACTIVITIES	
INCREASE IN NET ASSETS	\$ 1,672,486
ADJUSTMENTS TO RECONCILE INCREASE IN NET ASSETS TO NET CASH USED IN OPERATING ACTIVITIES	
Depreciation Expense	55,500
(INCREASE) DECREASE IN OPERATING ASSETS	
Grants Receivable	2,144
Tuition Receivable, Net of Allowance for Uncollectible Accounts	7,980
Prepaid Expenses	(14,880)
Prepaid insurance	(8,239)
INCREASE (DECREASE) IN OPERATING LIABILITIES	
Accounts Payable and Accrued Expenses	(13,966)
Insurance Payable	386
Due to Employee	(14,747)
Deferred Lease Buyout	(10,481)
Construction Project Liabilities	(825,760)
NET CASH PROVIDED BY OPERATING ACTIVITIES	850,423
CASH FLOWS FROM INVESTING ACTIVITIES	
Acquisition of Property Plant and Equipment	(1,405,475)
Acquisition of Investments	(916,438)
Net Proceeds from Investments	147,019
NET CASH FLOWS (USED IN) INVESTING ACTIVITIES	(2,174,894)
CASH FLOWS FROM FINANCING ACTIVITIES	
Line of Credit - First Bank of the Palm Beaches	23,657
Line of Credit - Stifel	765,000
NET CASH FLOWS PROVIDED BY FINANCING ACTIVITIES	788,657
NET (DECREASE) IN CASH AND CASH EQUIVALENTS	(535,814)
CASH AND CASH EQUIVALENTS AT JUNE 30, 2018	1,205,360
CASH AND CASH EQUIVALENTS, AT JUNE 30, 2019	\$ 669,546

The accompanying notes are an integral part of these financial statements.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 1 – ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This summary of significant accounting policies of Opportunity, Inc. of Palm Beach County (the Organization) is presented to assist in understanding the Organization's financial statements. The financial statements and notes are representations of the Organization's management, which is responsible for their integrity and objectivity. These accounting policies conform to generally accepted accounting principles and have been consistently applied to the preparation of the financial statements.

Organization

Founded in 1939, Opportunity, Inc. of Palm Beach County became a Florida based 501(c) (3) not-for-profit Corporation in 1948. The Organization offers a comprehensive nationally accredited program of school readiness training, fine and performing arts, recreation, health and nutrition, social development and field trips. Each program is specifically designed to prepare children to begin kindergarten on an equal footing with their higher income classmates. The Organization currently serves 96 children and their families and there are currently more than 300 children on the waiting list. The Organization is rated four stars by Charity Navigator, is accredited by the National Accreditation Commission, has received the Gold Seal of School Excellence from the Florida Department of Children and Families and is a Strong Minds Network Provider through the Children's Services Council of Palm Beach County. Opportunity employs fully certified preschool teachers who are required to pursue continued education in early childhood development.

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and accounting principles generally accepted in the United States of America. The financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958 dated August 2016, and the provisions of the American Institute of Certified Public Accountants (AICPA) "Audit and Accounting Guide for Not-for-Profit Organizations" (the "Guide"). (ASC) 958-205 was January 1, 2018.

Financial Statement Presentation

Under the provisions of the Guide, net assets and revenues, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified as follows:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. The Organization's board may designate assets without restrictions for specific operational purpose from time to time.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Non-Profit Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of public support and revenue, and expenses during the reporting period. Actual results could differ from those estimates.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 1 – ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Contributions and support

Unconditional contributions and grants are recognized when pledged and recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Gifts of cash and other assets are reported with donor restricted support if they are received with donor stipulations that limit the use of the donated assets.

When a restriction expires, that is, when a stipulated time restriction ends or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Donor-restricted contributions and grants whose restrictions are met in the same reporting period are reported as net assets without donor restriction support. Donations of property and equipment are recorded as support at their estimated fair value at the date of donation. Contributions and grants restricted for the acquisition of land, buildings, and equipment are reported as net assets without donor restriction upon acquisition of the assets and the assets are placed in service.

Tuition Income

Tuition fees are billed weekly and are recognized as revenue in the period in which the related services commence. Tuition fees are charged on a sliding fee scale according to a family's ability to pay.

Grant Income

The Organization receives various grants from state, local and private agencies for its program and supporting services. These grants are generally on a cost reimbursement basis. Revenues from grants are deemed earned and recognized on the Statement of Activities when expenditures are made for the purposes specified.

Fund-Raising Activities

The Organization's financial statements are presented in accordance with Accounting Standard Codification 958 ("ASC") *Accounting for Costs of Activities of Non-For-Profit Organizations and State and Local Governments Entities that include Fund Raising* (formerly statement of position 98-2), The ASC established criteria for accounting and reporting for any activity that solicits contributions.

Donations

Assets donated to the Organization are recorded at fair value if determinable, at the date of donation. The Organization reports gifts of property and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used.

Investments

Investments consist of a managed portfolio of mutual funds and equity securities which are reported at their fair values on the statement of financial position. Investment returns are presented on the statement of activities as investment income, net and includes dividends, interest income, realized and unrealized gains and losses on investments, net of investment fees. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 1 – ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Organization considers money market accounts and all highly liquid investments purchased with a maturity of three months or less (if any) to be cash equivalents.

Property and equipment

Property and equipment purchases are recorded at cost. Depreciation is computed using the straight-line method over the following estimated useful lives of the depreciable assets:

	<u>Years</u>
Building and improvements	15 - 40
Land improvements	15
Furniture, fixtures and equipment	7
Vehicles	5

Allocation of Functional Expenses

The costs of providing program services have been summarized on a functional basis in the accompanying financial statements. Accordingly, certain costs have been allocated among the program services and general and administrative functions based on management's estimate of resources used.

Income taxes

The Organization is a not-for-profit organization exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code.

Measure of Operations

The statement of activities and change in net assets report all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to Opportunity, Inc of Palm Beach County's ongoing activities. Non-operating activities are limited to resources that generate return from investments, endowment contributions, financing costs, and other activities considered to be more of an unusual or nonrecurring nature.

New Accounting Pronouncement

On August 18, 2016, FASB issued ASU 2016-14, Not-for-Profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and lack of consistency in the type of information provided about expenses and investment return. Opportunity, Inc. of Palm Beach County has adjusted the presentation of these statements accordingly. The ASU has been applied retrospectively to all periods presented.

Subsequent Events

Subsequent events have been evaluated through September 10, 2019, the date the financial statements were available to be issued.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 2 – INVESTMENTS AND FAIR VALUE MEASUREMENTS

Investments are measured and disclosed at fair value on a recurring basis by applying ASC 820, *Fair Value Measurements and Disclosures*, which defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between willing market participants at the measurement date. To increase consistency and comparability in fair value measurements and related disclosures, ASC 820 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three levels, as follows:

Level 1 inputs – These are quoted prices (unadjusted) in active markets for identical assets or liabilities that the organization has the ability to access at the measurement dates, such as stock quotes;

Level 2 inputs – These are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly in active markets, such as yield curves or other market data;

Level 3 inputs – These are unobservable inputs for the asset or liability, such as discounted cash flows.

The level in the fair value hierarchy within which the fair value measurement in its entirety falls is determined based on the lowest level input that is significant to the measurement in its entirety.

The following is a summary of the fair value classification of investments at, June 30, 2019:

	Level 1	Level 2	Level 3	Total
Fixed Income / Low Volatility	\$ 342,959	\$ -	\$ -	\$ 342,959
Equity Securities / High Volatility	2,162,445	-	-	2,162,445
Total Investments at Fair Value	\$ 2,505,404	\$ -	\$ -	\$ 2,505,404

The following is a summary of changes in investment fair value, which is presented as Investment income, net on the Statement of activities for the year ended June 30, 2019:

	2019
Dividends and Interest	\$ 50,039
Realized Gain / (Loss)	-
Unrealized Gain / (Loss)	110,023
Less: Investment Fees	(13,042)
Total Investment Income (Loss), Net	\$ 147,019

Interest on Cash and Cash Equivalents

For the year ended June 30, 2019, the Organization earned interest in the amount of \$934 for cash and equivalents held at two financial institutions, these amounts are included in dividend and interest, for net investment income.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 3 – CONCENTRATION OF CREDIT RISK

The Organization maintains its cash in various banks considered to be high quality financial institutions, whereby interest and non-interest-bearing deposits are insured up to \$250,000 by the Federal Deposit Insurance Corporation (“FDIC”). As of June 30, 2019, the Organization held on account approximately \$275,497 in excess of the insured limit. The Organization has not experienced any losses related to these uninsured balances and believes it is not exposed to any significant risk.

The Organization maintains its investments at a high-quality brokerage firm, whereby holdings are insured up to \$500,000 by the Securities Investment Protection Corporation (“SIPC”). As of June 30, 2019, the Organization held on account approximately \$1,927,835 in excess of the insured limit. The Organization has not experienced any losses related to these uninsured balances and believes it is not exposed to any significant risk.

NOTE 4 – PROPERTY AND EQUIPMENT

The Major classifications of property and equipment at June 30, 2019, are as follows:

	2019
Building and improvements	\$ 946,591
Land and improvements	1,965,887
Furniture, fixture and equipment	260,556
Vehicles	42,986
Construction in progress	8,007,749
Property and Equipment Total	11,223,769
<i>Less: Accumulated Depreciation</i>	<i>847,446</i>
 Property and equipment, less accumulated depreciation	 \$ 10,376,323

Land and improvements - expansion project

Land and improvements include the cost of three properties on Donnelle Road and two properties on Westgate Road acquired by the Organization in June 2014 and in May 2016 for the purpose of expanding its early childhood learning services into a larger facility. The cost of such acquisitions aggregated \$1,410,000 and was financed initially by line of credit advances and subsequent capital campaign contributions (See Note 9). Additionally, the Organization has incurred costs for professional fees such as feasibility studies, surveys and architectural design fees which have been capitalized to Land and Improvements.

Construction in progress

As of June 30, 2019, the Organization has capitalized \$8,007,749 of expenditures directly related to the expansion project. This amount is classified as construction in progress.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 5 – LINES OF CREDIT

In July 2018, The Organization entered into a Line of Credit Agreement with Stifel Bank and Trust. The agreement calls for maximum borrowings up to \$765,000. The loan is payable monthly interest only and the rate of interest is variable based on the 30- day LIBOR and the rate spread is recast quarterly based upon value of assets pledged. The Organization concurrently transferred the investment account at Harris Bank to Stifel, which is being pledged as collateral. At June 30, 2019, the outstanding balance due was \$765,000 and the interest rate was 5.19%. The Organization used the funds from this line of credit to pay the balance owed to the contractor of the new facility.

In January 2019, the Organization entered into a new line of credit with First Bank of the Palm Beaches. The agreement calls for maximum borrowings up to \$912,000 through February 20, 2022, at which time the principal balance plus any accrued interest becomes due and payable. The loan is payable monthly interest only and the rate of interest is variable at prime with a floor rate of 5.50%, as stated by the bank. The collateral for the line of credit is the first mortgage on the school building located at 1713 Quail Drive, West Palm Beach, FL. At June 30, 2019, the outstanding balance due was \$23,657.

NOTE 6 – LEASES

Copier Equipment

In November 2014, the Organization entered into a non-cancellable lease agreement for copier equipment. The lease agreement provides for sixty (60) monthly payments of \$699. On April 18, 2017 the Organization entered into a new non-cancelable copier lease arrangement. As part of the new lease arrangement, the new lessor gave the Organization \$21,669 to pay off the previous lease, which the Organization is continuing to do on a monthly basis. The \$21,669 was recorded as a deferred liability and is being reduced monthly as payments are made on the old lease. At June 30, 2019, the balance on the deferred liability account was \$1,736. The new lease arrangement requires 63 monthly payments of \$865, plus additional copy charges when copies are in excess of limit. Future minimum lease payments under these operating leases as of June 30, 2019, are as follows:

Year Ending June 30,	Amount
2020	\$ 10,380
2021	10,380
2022	10,380
2023	2,595
Total	<u>\$ 33,735</u>

NOTE 7 – CONTINGENCIES

Grants and contributions from government agencies and foundations require the fulfillment of certain conditions set forth in the grant instrument or contribution stipulations. The Organization also receives significant funding from government tuition programs, pursuant to Provider Agreement Contracts, which support the operations of the Organization. These grants, contributions and tuition programs require specific supporting documentation to be maintained and fulfillment of certain conditions. Failure to fulfill the conditions set forth in the funding documents could result in significant fines, loss of funds from these grantors or loss of programs, depending on the severity of the violation.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 8 – RETIREMENT PLAN

The Organization has a 401(K) plan which is available to substantially all employees who meet certain eligibility requirements. The Organization adopted an accelerated eligibility option for existing employees. All new employees must be at least twenty-one years of age and complete one year of service and 1,000 hours of work. In 2019, the Organization made matching contributions of 100% of the employee's contribution up to a limit of 2% of each eligible employee's gross salary.

NOTE 9 – EXPANSION PROJECT

During the year ended June 30, 2016, a contribution of \$1,410,000 was received to purchase land for the construction of a new, larger facility for the Organization; \$510,000 was used to pay down the line of credit which initially funded the purchase of properties on Donnelle Road and \$900,000 was used to purchase 2 properties located on Westgate Road. An additional \$1,739,354 and \$1,034,477 in capital campaign contributions was received in fiscal year ended June 30, 2018 and June 30, 2019, respectively. These proceeds were donor restricted specifically for the construction of the new facility and were released for costs incurred for the project. No amounts remained temporarily restricted for the expansion project at June 30, 2019 as all of the temporarily restricted funds have been utilized for the expansion.

During the year ended June 30, 2019, \$1,405,475 was utilized for expansion project costs, inclusive of all hard and soft costs, and is capitalized as part of construction in progress. At June 30, 2019, the Organization owes the general contractor the final draw of \$2,837. Subsequent to year-end, the Organization moved into the new facility in August 2019.

In August 2017, the Organization entered into a Listing Agreement with a commercial real estate company (agency) for the right to sell the Organization's existing facility. The agreement expired in February 2018 and was renewed through September 30, 2018. In September 2018, the Organization once again renewed and extended this agreement with a new expiration date of March 31, 2020. In the event of a sale within the terms of the Listing Agreement, the Organization will be obligated to pay a commission to the agency ranging from 3% to 5%.

NOTE 10 – RESTRICTED FUND

Restricted net assets are required by donor stipulations to be maintained by the Organization for specific purposes. The Organization's restricted net assets consist of contributions to establish an endowment fund, the income from which will be used in the Organization's unrestricted operations as directed by the Donor, as well as a scholarship fund contributions.

During the year-ended June 30, 2015, a scholarship fund was established to fund the cost of tuition for five (5) children within the student body each year. This gift consists of an original contribution of a \$500,000 which is to be held indefinitely. The income earned on the endowment fund investments will be used to fund program costs as directed by the Donor.

During the fiscal year-ended June 30, 2019, the Organization was awarded two donor restricted grants from foundations aggregating \$379,558. One of the grants, in the amount of \$228,537, was restricted for the specific purpose of providing scholarship funds to children on the subsidy waiting list of the Organization. The second grant in the amount of \$151,021, was restricted for the purpose of providing funds for the purchase of a new school bus (see note 12). Spending authorization for both grants is only allowed for the donor specific reasons noted above. All funds received are maintained in separate investment accounts.

During the year-ended June 30, 2019, the Organization also received a \$250,000 Challenge Grant from another Foundation whereby the Foundation matched dollar for dollar all cash donations received by the Organization up to \$250,000. These funds must be used exclusively to fund Opportunity, Inc's, "Opportunity Knocks Endowment" to sustain full operations, tuition assistance and staff positions. Funds received are maintained in a separate investment account. Spending authorization along with investment policy are set forth in the investment policy statement for Opportunity, Inc.

OPPORTUNITY, INC. OF PALM BEACH COUNTY
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 10 – RESTRICTED FUND (CONTINUED)

Additionally, at June 30, 2019 the Organization has a total of \$103,325 in other donation specific restricted assets. These assets have been restricted by donors for the purpose of allocating funds towards program costs incurred by the Organization during the fiscal year and is at the discretion of the donors. Allocation of these funds is decided strictly by the donors of these monies.

At June 30, 2019, the Organization has a total of \$1,402,866 in donor restricted net assets.

Changes in the restricted fund as of June 30, 2019, consist of the following:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Restricted fund, July 1, 2018	\$ -	\$ 615,138	\$ 615,138
Contributions	-	1,137,802	1,137,802
Grants	-	629,558	629,558
Investment income, net	-	57,870	57,870
Donor-approved release from restrictions	-	<u>(1,037,502)</u>	<u>(1,037,502)</u>
Restricted fund, June 30, 2019	<u>\$ -</u>	<u>\$ 1,402,866</u>	<u>\$ 1,402,866</u>

NOTE 11 – SUBSEQUENT EVENTS

In July 2019, the Organization has agreed to purchase a new school bus from Florida Transportation Systems, Inc. in the amount of \$100,027. The Organization has placed a down payment of \$5,000 with Florida Transportation Systems, Inc. to secure the purchase of the new vehicle. As of September 10, 2019, the Organization has not taken delivery of the vehicle, and the delivery date is unknown at this time as the bus is custom built and the build timeline is unavailable at this time. The remaining balance of \$95,027 is due 30 days after delivery of the school bus.



FRIEDMAN, FELDMESSER & KARPELES, CPA, LLC

CERTIFIED PUBLIC ACCOUNTANTS

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Independent Auditor's Report on Internal Control over
Financial Reporting and on Compliance and Other Matters
Based on an Audit of Financial Statements Performed in
Accordance with *Government Auditing Standards*

To the Board of Directors
Opportunity, Inc. of Palm Beach County
West Palm Beach, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Opportunity, Inc. of Palm Beach County (a nonprofit organization), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities and change in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated September 10, 2019.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Opportunity, Inc. of Palm Beach County's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Opportunity, Inc. of Palm Beach County's internal control. Accordingly, we do not express an opinion on the effectiveness of Opportunity, Inc. of Palm Beach County's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Opportunity, Inc. of Palm Beach County's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Friedman, Feldmesser & Karpeles, CPA, LLC
Jupiter, Florida
September 10, 2019