

**DEVELOPMENTAL OPPORTUNITIES, INC.**  
**dba**  
**STARPOINT**

FINANCIAL STATEMENTS  
AND AUDITOR'S REPORT

June 30, 2013 and 2012

**DEVELOPMENTAL OPPORTUNITIES, INC.**

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June 30, 2013 and 2012

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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Developmental Opportunities, Inc., dba Starpoint  
Canon City, Colorado

### Report on the Financial Statements

We have audited the accompanying financial statements of Developmental Opportunities, Inc., dba Starpoint (a nonprofit organization), which comprise the statements of financial position as of June 30, 2013 and 2012, and the related statements of activities, functional expenses, 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 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 and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of 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 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 Developmental Opportunities, Inc., dba Starpoint as of June 30, 2013 and 2012, 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 of America.

### **Other Matters**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

### **Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated October 15, 2013, on our consideration of Developmental Opportunities, Inc., dba Starpoint's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and 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 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 Developmental Opportunities, Inc., dba Starpoint's internal control over financial reporting and compliance.

*Fredrick Zink & Associates, PC*

FredrickZink & Associates, PC  
October 15, 2013

## **FINANCIAL STATEMENTS**

**DEVELOPMENTAL OPPORTUNITIES, INC.**

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**STATEMENTS OF FINANCIAL POSITION**

June 30, 2013 and 2012

**ASSETS**

	<u>2013</u>	<u>2012</u>
<b>Current assets</b>		
Cash and cash equivalents (Note 11).....	\$ 2,784,837	\$ 3,231,076
Accounts receivable		
Fees and grants due from governmental agencies (Notes 3 and 6).....	889,162	909,385
Other accounts receivable.....	29,977	37,088
Prepaid expenses and other.....	89,736	45,140
Total current assets.....	<u>3,793,712</u>	<u>4,222,689</u>
<b>Property and equipment, net (Notes 4 and 7).....</b>	<u>4,264,731</u>	<u>4,158,903</u>
<b>Total assets.....</b>	<b><u>\$ 8,058,443</u></b>	<b><u>\$ 8,381,592</u></b>

**LIABILITIES AND NET ASSETS**

<b>Current liabilities</b>		
Accounts payable and accrued expenses (Notes 8 and 9).....	\$ 584,996	\$ 607,896
Deferred revenue (Note 5).....	-	10,856
Current portion of notes payable (Note 7).....	648,412	142,430
Total current liabilities.....	<u>1,233,408</u>	<u>761,182</u>
<b>Long-term liabilities</b>		
Notes payable, net of current portion (Note 7).....	<u>-</u>	<u>1,072,850</u>
Total liabilities.....	<u>1,233,408</u>	<u>1,834,032</u>
<b>Net assets, unrestricted</b>		
Undesignated.....	3,208,716	3,603,937
Net investment in property and equipment.....	3,616,319	2,943,623
Total net assets, unrestricted.....	<u>6,825,035</u>	<u>6,547,560</u>
<b>Total liabilities and net assets.....</b>	<b><u>\$ 8,058,443</u></b>	<b><u>\$ 8,381,592</u></b>

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

**DEVELOPMENTAL OPPORTUNITIES, INC.**

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STATEMENTS OF ACTIVITIES

For the Years Ended June 30, 2013 and 2012

	<u>2013</u>	<u>2012</u>
<b>Support and revenue</b>		
Fees and grants from governmental agencies		
Fees for services		
State of Colorado		
State General Fund		
Adult supported living services.....	\$ 204,738	\$ 178,108
Children and families.....	226,212	166,319
Total fees from State General Fund.....	<u>430,950</u>	<u>344,427</u>
Medicaid		
Comprehensive services.....	7,944,241	7,885,735
Adult supported living services.....	642,859	646,677
Children and families.....	80,193	98,786
Total fees from Medicaid.....	<u>8,667,293</u>	<u>8,631,198</u>
Grants and other government sources		
School districts.....	1,097,327	1,083,841
Part C - Early intervention.....	69,762	78,389
Colorado Department of Public Health and Environment.....	48,123	36,545
U.S. Department of Health and Human Services		
Early Head Start.....	795,066	690,250
ARRA - Early Head Start.....	-	34,706
Fremont County Department of Human Services.....	55,121	35,954
Total grants and other government sources.....	<u>2,065,399</u>	<u>1,959,685</u>
Total fees and grants from governmental agencies.....	11,163,642	10,935,310
Public support - cash contributions.....	310,534	250,081
Public support - in-kind contributions.....	29,314	-
Residential room and board.....	742,288	712,167
Fee for service.....	156,073	135,067
Other revenue.....	104,932	218,731
Gain on sale of property and equipment.....	31,827	58,902
Total support and revenue.....	<u>12,538,610</u>	<u>12,310,258</u>

**DEVELOPMENTAL OPPORTUNITIES, INC.**

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STATEMENTS OF ACTIVITIES - Continued

For the Years Ended June 30, 2013 and 2012

	<u>2013</u>	<u>2012</u>
<b>Expenses</b>		
Program services		
Medicaid comprehensive services.....	\$ 7,304,470	\$ 7,124,108
State adult supported living services.....	145,525	116,203
Medicaid adult supported living services.....	699,019	602,802
Early intervention.....	202,429	290,136
Family support services program.....	40,504	39,332
Case management.....	305,084	292,000
Early Head Start.....	785,474	725,490
Children and family services.....	1,717,419	1,572,749
Total program services.....	<u>11,199,924</u>	<u>10,762,820</u>
Supporting services		
Management and general.....	983,966	816,700
Development and fundraising.....	77,245	74,220
Total supporting services.....	<u>1,061,211</u>	<u>890,920</u>
Total expenses.....	<u>12,261,135</u>	<u>11,653,740</u>
<b>Change in unrestricted net assets.....</b>	<b>277,475</b>	<b>656,518</b>
Net assets, beginning of year .....	<u>6,547,560</u>	<u>5,891,042</u>
Net assets, end of year.....	<u><b>\$ 6,825,035</b></u>	<u><b>\$ 6,547,560</b></u>

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



**DEVELOPMENTAL OPPORTUNITIES, INC.**

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**STATEMENTS OF CASH FLOWS**

For the Years Ended June 30, 2013 and 2012

<b>Increase (Decrease) in Cash and Cash Equivalents</b>	<u>2013</u>	<u>2012</u>
<b>Cash flows from operating activities:</b>		
Cash received from governmental agencies and others.....	\$ 12,487,595	\$ 12,190,215
Cash paid to suppliers and employees.....	(12,078,222)	(11,673,305)
Interest received.....	6,352	11,894
Interest paid.....	(23,486)	(60,395)
Net cash provided by operating activities.....	<u>392,239</u>	<u>468,409</u>
<b>Cash flows from investing activities:</b>		
Purchase of property and equipment.....	(410,812)	(236,671)
Proceeds from sale of property and equipment.....	139,202	165,697
Net cash used by investing activities.....	<u>(271,610)</u>	<u>(70,974)</u>
<b>Cash flows from financing activities:</b>		
Payments made on notes payable.....	(566,868)	(489,703)
Net cash used by financing activities.....	<u>(566,868)</u>	<u>(489,703)</u>
<b>Net decrease in cash and cash equivalents.....</b>	<b>(446,239)</b>	(92,268)
Cash and cash equivalents, beginning of year.....	<u>3,231,076</u>	<u>3,323,344</u>
Cash and cash equivalents, end of year.....	<u>\$ 2,784,837</u>	<u>\$ 3,231,076</u>
<b>Non-cash investing and financing activities:</b>		
During 2013, donated equipment with a fair value of \$29,314 was capitalized as a depreciable asset.		
<b>Reconciliation of change in net assets to net cash provided by operating activities:</b>		
Change in net assets.....	<u>\$ 277,475</u>	<u>\$ 656,518</u>
<b>Adjustments to reconcile:</b>		
Donated equipment.....	(29,314)	-
Depreciation.....	226,923	252,914
Gain on sale of property and equipment.....	(31,827)	(58,902)
Decrease (increase) in:		
Accounts receivable.....	27,334	(49,971)
Prepaid expenses and other.....	(44,596)	17,542
Increase (decrease) in:		
Accounts payable and accrued expenses.....	(22,900)	(350,416)
Deferred revenue.....	(10,856)	724
Total adjustments.....	<u>114,764</u>	<u>(188,109)</u>
<b>Net cash provided by operating activities.....</b>	<b>\$ 392,239</b>	<b>\$ 468,409</b>

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

**DEVELOPMENTAL OPPORTUNITIES, INC.**

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**NOTES TO FINANCIAL STATEMENTS**

June 30, 2013 and 2012

**NOTE 1 - ORGANIZATION AND NATURE OF ACTIVITIES**

Developmental Opportunities, Inc., dba Starpoint (the Center) was incorporated under the laws of the State of Colorado in 1972 for the purpose of providing a community center board to coordinate programs through interagency cooperation and local agencies to provide services to persons with developmental disabilities in Fremont, Chaffee and Custer counties. In 2001, the Center expanded its operations to include Jefferson County, and in 2002 it expanded again, this time to Denver County. The Center is currently operating under the trade name of Starpoint. In September 2003, the Developmental Opportunities Foundation (the Foundation) was incorporated for the purpose of supporting and benefiting the Center. The Center's board of directors has the power to appoint a majority of the directors of the Foundation and, accordingly, the Center is required to consolidate the financial activity of the Foundation in the Center's financial statements. The Center's revenue comes primarily from the State of Colorado.

**Program Services**

Comprehensive Services (Medicaid funded) provide a full day (24 hours) of services and/or supports for adults which are designed to ensure the health, safety and welfare of the individual, and to assist in the acquisition, retention and/or improvement in skills necessary to support individuals to live and participate successfully in their community. These services are individually planned and coordinated through the person's Individual Plan. Additionally, services are provided to give individuals opportunities to experience and actively participate in valued roles in the community. These services may include a combination of life-long or extended duration supervision, training, and/or support such as Day Habilitation Services and Supported Employment.

Adult Supported Living Services (State and Medicaid funded) augment already available supports for those adults who either can live independently with limited support or who, if they need extensive support, are getting that support from other sources, such as family. Services provided may include a combination of life-long or extended duration supervision, training, and/or support such as Day Habilitation Services and Supported Employment. The Center has no responsibility for the living arrangement in the community.

Early Intervention is a program for children from birth through age two offering infants and toddlers and their families services and supports to enhance child development in the areas of cognition, speech, communication, physical, motor, vision, hearing, social-emotional developmental, and self help skills, parent-child or family interactions; and early identification, screening and assessment services.

Family Support Services Program provides an array of supportive services to the person with a developmental disability and his/her family when the person remains within the family home, thereby preventing or delaying the need for out-of-home placement that is unwanted by the person or the family.

Case Management includes the determination of eligibility for services and supports, service and support coordination, and the monitoring of all services and supports delivered pursuant to an Individual Plan, and the evaluation of results identified in the Individual Plan.

Early Head Start is an income eligible program designed to meet the individual needs of families by helping parents to give their children the best possible start. The comprehensive programs combine home visits with Center activities. Services offered include playgroups, development checkups, fun learning activities, family clubs, home visits, access to the Toymobile van, family meals, and help getting access to other community services. Children served are between the ages of 0-3 years.

**DEVELOPMENTAL OPPORTUNITIES, INC.**

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**NOTES TO FINANCIAL STATEMENTS - Continued**

June 30, 2013 and 2012

**NOTE 1 - ORGANIZATION AND NATURE OF ACTIVITIES - Continued**

**Program Services - Continued**

Children and Family Services include collaborative community-based programs that are designed to help identify problems of children through five years of age and their families and provide assistance at as early an age as possible, serve children through five years of age and their families and provide assistance at as early an age as possible and serve children ages three to five in an organized regular development training program conducted outside the individual residence. Preschool programs provide developmental and training experiences through gross motor, sensory training, perceptual motor, communication skills, health maintenance, leisure, practical multimedia concepts, and other habilitating and remedial services to enhance the person's skill and functioning level.

**Supporting Services**

Management and General includes those activities necessary for planning, coordination and overall direction of the organization, financial administration, general board activities and other related activities indispensable to the Center's corporate existence.

Development and Fundraising includes activities designed to raise additional dollars for the Center that supplement other funding or are for special projects such as capital fund drives.

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Basis of accounting and presentation

The financial statements of the Center have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables, and other liabilities. The Center reports information regarding its financial position and activities according to three general classes of net assets: unrestricted, temporarily restricted, and permanently restricted net assets. Donor restricted revenue for which restrictions are satisfied in the same fiscal year, are reported as unrestricted revenue, rather than temporarily restricted. Donor restricted contributions for which restrictions are not currently met, are reflected as an increase to temporarily restricted net assets.

Use of estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates. Estimates affect financial statement amounts and the disclosure of contingent assets and liabilities at the date of the financial statements. Due to their inherent nature, estimates may differ from future actual results.

Cash and cash equivalents

For purposes of the statement of cash flows, the Center defines cash or cash equivalents as all cash on hand and cash on deposit subject to immediate withdrawal. The Center maintains its cash balances in financial institutions located in Colorado. Balances may, at times, exceed federally insured limits. The Center has not experienced any losses in such accounts and believes it is not exposed to significant credit risk on cash and cash equivalents.

**DEVELOPMENTAL OPPORTUNITIES, INC.**

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NOTES TO FINANCIAL STATEMENTS - Continued

June 30, 2013 and 2012

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued**

Accounts receivable

The majority of the Center's accounts receivable are due from the State of Colorado through Medicaid funding. Other receivables are primarily due from consumers for room and board. Accounts are due according to contractual terms and are stated at the amount management expects to collect from outstanding balances. The Center believes all receivables are collectible and that no allowance for doubtful accounts is necessary. However, if necessary, management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance. Such a determination is based on management's assessment of the current status of individual accounts considering a number of factors, including the length of time accounts receivables are past due and the Center's previous collection history. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge against the allowance or directly to bad debt expense.

Fair value of financial instruments

Generally accepted accounting principles (GAAP) require disclosure of an estimate of fair value of certain financial instruments. The Center's significant financial instruments are cash, accounts receivable, and other short-term assets and liabilities. For these financial instruments, carrying values approximate fair value.

Property and equipment

Property and equipment are stated at cost at date of acquisition or estimated fair value at date of donation. The Center capitalizes property and equipment acquisitions of \$5,000 or more that have a useful life of more than one year. Depreciation is recorded using the straight-line method over the estimated useful lives of the assets. Lives are estimated at ten to forty years for buildings and improvements, and three to five years for equipment.

Revenue recognition

Revenues are recognized when services are performed. Deferred revenue represents payments received by the Center not earned in the current year, but for which the Center has met certain control points. Under contract provisions, the Center is allowed to defer a portion of unearned awards to the following year.

In-kind donations

Contributions of property, material, and certain personal services are known as in-kind donations and are recorded at estimated value as of the date received. These donations (other than contributions of property and equipment) are included as program costs to properly reflect the total cost of the particular program.

Income taxes

The Center is exempt from income tax as provided under Section 501(c)(3) of the Internal Revenue Code, except on net income derived from unrelated business activities. The Center has adopted accounting requirements that prescribe when to recognize and how to measure the financial statement effects of income tax positions taken or expected to be taken on its income tax returns, including the position that the Center continues to qualify to be treated as a tax-exempt organization for both federal and state income tax purposes. These rules require management to evaluate the likelihood that, upon examination by relevant taxing jurisdictions, those income tax positions would be sustained.

**DEVELOPMENTAL OPPORTUNITIES, INC.**  
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NOTES TO FINANCIAL STATEMENTS - Continued  
June 30, 2013 and 2012

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – Continued**

Income taxes - continued

Based on that evaluation, if it were more than 50% probable that a material amount of income tax would be imposed at the entity level upon examination by the relevant taxing authorities, a liability would be recognized in the accompanying statement of financial position along with any interest and penalties that would result from that assessment. When the Center has unrelated business income, the federal Exempt Organization Business Income Tax Return (Form 990T) would be subject to examination by the Internal Revenue Service for three years after filing. Should any penalties and interest be incurred, they would be recognized as management and general expenses.

Subsequent events

Management has evaluated subsequent events through October 15, 2013, the date which the financial statements were available to be issued. No events were identified that required additional disclosure.

**NOTE 3 - FEES AND GRANTS DUE FROM GOVERNMENTAL AGENCIES**

Accounts receivable due from governmental agencies at June 30, 2013 and 2012 were as follows:

	<u>2013</u>	<u>2012</u>
State of Colorado		
General Fund	\$ 22,296	\$ 39,027
Medicaid	743,854	759,919
Part C	38,857	12,202
U.S. Department of Health and Human Services	68,697	64,999
School districts	11,063	29,688
Other	<u>4,395</u>	<u>3,550</u>
Due from governmental agencies	<u>\$ 889,162</u>	<u>\$ 909,385</u>

**NOTE 4 - PROPERTY AND EQUIPMENT**

The cost of property and equipment and related accumulated depreciation at June 30, 2013 and 2012 follows:

	<u>2013</u>	<u>2012</u>
Land	\$ 690,206	\$ 662,706
Buildings and improvements	4,903,670	5,000,010
Program and administrative equipment	100,089	94,913
Transportation equipment	<u>992,798</u>	<u>992,595</u>
	6,686,763	6,750,224
Accumulated depreciation	<u>(2,720,253)</u>	<u>(2,591,321)</u>
	3,966,510	4,158,903
Assets not in service	<u>298,221</u>	<u>-</u>
Net property and equipment	<u>\$ 4,264,731</u>	<u>\$ 4,158,903</u>

Assets not in service consist of a preschool facility purchased late in fiscal year 2013. The preschool was licensed and placed into service on August 12, 2013.

**DEVELOPMENTAL OPPORTUNITIES, INC.**  
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**NOTES TO FINANCIAL STATEMENTS - Continued**  
June 30, 2013 and 2012

**NOTE 5 - DEFERRED REVENUE**

Deferred revenue of \$10,856 at June 30, 2012, consisted of unspent State adult supported living services fees. As of June 30, 2013, the Center had no deferred revenue.

**NOTE 6 - LINE OF CREDIT**

The Center had a revolving line of credit with Sunflower Bank for a maximum of \$500,000. The line carried a rate equal to the Wall Street Journal prime rate plus 1.50%, subject to a floor of 6.00% and was secured by accounts receivable. The line expired in January 2012 and was not renewed. Nothing was borrowed against the line during either of the years ended June 30, 2012, or June 30, 2013.

**NOTE 7 - NOTES PAYABLE**

At June 30, 2013 and 2012, the Center had the following notes payable:

	2013	2012
Note payable to JP Morgan Chase Bank, due April 8, 2014, payable in monthly installments of \$8,488 including interest at 2.45%, with a balloon payment of unpaid principal due at maturity, collateralized by real property with a carrying value of \$754,330 at June 30, 2013	\$ 648,412	\$ 870,652
Note payable to JP Morgan Chase Bank, originally due May 1, 2017, payable in monthly installments of \$6,906 including interest at 6.80%, with a balloon payment of unpaid principal due at maturity, collateralized by real property with a carrying value of \$1,172,084 at June 30, 2012, paid in full on November 1, 2012.	-	344,628
Total	648,412	1,215,280
Less: current portion	648,412	142,430
Long-term portion	\$ -	\$ 1,072,850

Interest expense on notes payable was \$23,489 and \$60,395 for the years ended June 30, 2013 and 2012, respectively.

**NOTE 8 - EMPLOYEE BENEFITS**

**Self-funded Insurance Plan**

The Center established a self-funded health insurance plan in October 1984. Insurance claims are processed by a third party administrator. Employee insurance claims submitted to the Center by the third-party administrator are paid as submitted, along with administrative costs. The Center is liable for individual claims up to \$50,000 per person. The Center carries specific stop loss insurance for additional coverage.

**DEVELOPMENTAL OPPORTUNITIES, INC.**

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**NOTES TO FINANCIAL STATEMENTS - Continued**

June 30, 2013 and 2012

**NOTE 8 - EMPLOYEE BENEFITS - Continued**

Self-funded Insurance Plan - continued

The expense recognized under this Plan was \$1,359,907 and \$1,342,742 for the years ended June 30, 2013 and 2012, respectively. The Center had a reserve of \$123,000 and \$199,000 recorded as of June 30, 2013 and 2012, respectively, representing estimated claims incurred but not reported as of each respective year end. The reserve is included in accounts payable and accrued expenses on the statements of financial position.

Retirement Plan

The Center also sponsors a pension plan for its employees as provided under section 403(b) of the Internal Revenue Code. Employee contributions to the plan are voluntary and allow the employee to defer income tax on that portion of wages earned. The Center, as employer, does not contribute directly to the plan.

**NOTE 9 - RELATED PARTY TRANSACTIONS**

The State of Colorado is considered a related party by virtue of significant management influence exercised by the State through contract provisions. The Center received a substantial portion of its revenue from the State of Colorado as identified in the statement of activities. The amount due to the Center from the State of Colorado is described in Note 3. The Center had balances due to the State of Colorado of \$101,329 and \$97,560, as of June 30, 2013 and 2012, respectively, for expenses and reimbursements, which are recorded in accounts payable and accrued expenses.

On April 17, 2013, the Center purchased a handicap accessible home from the Center's chief executive officer and his spouse for \$95,000, at or slightly below the estimated fair market value. The home was placed in service for use in the Medicaid comprehensive services program on June 3, 2013.

**NOTE 10 - CONTINGENCIES**

Under the terms of federal grants, certain costs may be questioned as not being appropriate expenditures, which could lead to reimbursement to the grantor agencies. Although the outcome of any such audit cannot be predicted, it is management's opinion that these audits will not result in liabilities to such an extent that they would materially affect the Center's financial position.

**NOTE 11 - CONCENTRATION OF DEPOSIT RISK**

The Center maintains cash on deposit with various financial institutions which are members of the Federal Deposit Insurance Corporation (FDIC). The FDIC insures deposits up to \$250,000 for each depositor at each institution. Based on bank account balances at June 30, 2013, the Center had cash balances in excess of the insured limit of \$1,829,194 at Canon City National Bank, \$23,471 at Wells Fargo Bank, and \$269,600 at Sunflower Bank. The Center has not experienced any losses in the past and believes that through careful selection of financial institutions it is not exposed to significant risk on cash and cash equivalents.

**SUPPLEMENTARY INFORMATION**





# FREDRICKZINK & Associates

A professional corporation. CPAs

## INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTARY INFORMATION

To the Board of Directors  
Developmental Opportunities, Inc. dba Starpoint  
Canon City, Colorado

We have audited the financial statements of Developmental Opportunities, Inc. dba Starpoint (a nonprofit organization) as of and for the years ended June 30, 2013 and 2012, and have issued our report thereon dated October 15, 2013, which contained an unqualified opinion on those financial statements. Our audits were performed for the purpose of forming an opinion on the financial statements as a whole. The schedule of case management services for the year ended June 30, 2013 is presented for the purpose of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The statistical data shown on page 14, which is the responsibility of management, is presented for purposes of additional analysis and is not a required part of the financial statements. The nonaccounting information has not been subjected to the auditing procedures applied in the audit of the financial statements, and, accordingly, we do not express an opinion or provide any assurance on it. The information, except for that portion marked "unaudited," on which we express no opinion, has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*FredrickZink & Associates, PC*

FredrickZink & Associates, PC  
October 15, 2013

**DEVELOPMENTAL OPPORTUNITIES, INC.**

*dba*

**STARPOINT**

**SCHEDULE OF CASE MANAGEMENT SERVICES**

For the year ended June 30, 2013

	<u>Targeted case management</u>	<u>Other case management</u>	<u>Total</u>
Fees and grants from governmental agencies			
Fees for Services			
State of Colorado			
State General Fund			
Adult supported living services.....	\$ -	\$ 23,008	\$ 23,008
Children and families.....	-	35,321	35,321
Total fees from State General Fund.....	<u>-</u>	<u>58,329</u>	<u>58,329</u>
Medicaid			
Comprehensive services.....	268,768	-	268,768
Home Community Based Services.....	57,125	-	57,125
Part C.....	-	9,136	9,136
Total fees from Medicaid.....	<u>325,893</u>	<u>9,136</u>	<u>335,029</u>
Grants and other government sources			
Other revenue.....	-	8,306	8,306
Total other government sources.....	<u>-</u>	<u>8,306</u>	<u>8,306</u>
Total support and revenue.....	<u>\$ 325,893</u>	<u>\$ 75,771</u>	<u>\$ 401,664</u>

	<u>Targeted case management</u>	<u>Other case management</u>	<u>Total</u>
Statistical Data (Unaudited)			
Unduplicated number of individuals	162	223	385
Full-time equivalents	4.96	0.56	5.52

**DEVELOPMENTAL OPPORTUNITIES, INC.**

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**STARPOINT**

SCHEDULE OF CASE MANAGEMENT SERVICES - Continued

For the year ended June 30, 2013

	<u>Targeted case management</u>	<u>Other case management</u>	<u>Total</u>
Expenses			
Salaries			
Direct care.....	\$ 197,680	\$ 23,598	\$ 221,278
Other.....	-	-	-
Payroll taxes.....	14,441	1,737	16,178
Employee benefits.....	33,647	5,907	39,554
Total personal services.....	<u>245,768</u>	<u>31,242</u>	<u>277,010</u>
Medical professional services			
Physicians.....	-	-	-
Other.....	-	-	-
Other professional services.....	800	-	800
Staff development.....	60	-	60
Staff travel.....	4,199	-	4,199
Vehicles			
Fuel and oil.....	-	246	246
Maintenance.....	2,889	-	2,889
Leases.....	-	-	-
Occupancy			
Rent.....	-	-	-
Maintenance.....	2,220	-	2,220
Utilities.....	3,029	-	3,029
Equipment			
Leases.....	-	-	-
Maintenance.....	-	-	-
Supplies			
Medical and client care supplies.....	-	-	-
Pharmacy.....	-	-	-
Production materials.....	-	-	-
Other.....	6,361	8	6,369
Telephone.....	4,161	113	4,274
Dues and subscriptions.....	76	-	76
Food.....	-	-	-
Insurance.....	694	62	756
Interest.....	260	-	260
Other.....	294	-	294
In-kind donations.....	-	-	-
Total direct program expenses.....	<u>270,811</u>	<u>31,671</u>	<u>302,482</u>
Depreciation and amortization.....	2,602	-	2,602
Total expenses.....	<u>\$ 273,413</u>	<u>\$ 31,671</u>	<u>\$ 305,084</u>

**SINGLE AUDIT SECTION**

**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  
Developmental Opportunities, Inc., dba Starpoint  
Canon City, Colorado

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 Developmental Opportunities, Inc., dba Starpoint, which comprise the statement of financial position as of June 30, 2013, and the related statements of activities, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated October 15, 2013.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered Starpoint'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 Starpoint's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization'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 Starpoint'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.

*FredrickZink & Associates, PC*

FredrickZink & Associates, PC  
October 15, 2013

**INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM  
AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY OMB CIRCULAR A-133**

Board of Directors  
Developmental Opportunities, Inc., dba Starpoint  
Canon City, Colorado

**Report on Compliance for Each Major Federal Program**

We have audited Developmental Opportunities, Inc., dba Starpoint's compliance with the types of compliance requirements described in the OMB Circular A-133 Compliance Supplement that could have a direct and material effect on each of Starpoint's major federal programs for the year ended June 30, 2013. Starpoint's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

**Management's Responsibility**

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs.

**Auditor's Responsibility**

Our responsibility is to express an opinion on compliance for each of Starpoint's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States; and OMB Circular A-133, Audits of States, Local Governments, and Non-Profit Organizations. Those standards and OMB Circular A-133 require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Starpoint's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Starpoint's compliance.

**Opinion on Each Major Federal Program**

In our opinion, Starpoint complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2013.

**Report on Internal Control Over Compliance**

Management of Starpoint is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Starpoint's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the

circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with OMB Circular A-133, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Starpoint's internal control over compliance.

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

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

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of OMB Circular A-133. Accordingly, this report is not suitable for any other purpose.



FredrickZink & Associates, PC  
October 15, 2013



**DEVELOPMENTAL OPPORTUNITIES, INC.**

**dba**  
**STARPOINT**

**SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS**

For the Year Ended June 30, 2013

<b>FEDERAL GRANTOR</b>	<b>CFDA</b>	<b>Control /</b>	<b>Federal</b>
<u>Pass Through Grantor</u>	<u>Number</u>	<u>Grant</u>	<u>Expenditures</u>
Program Title		Number	
<b>UNITED STATES DEPARTMENT OF EDUCATION</b>			
Pass-through Programs from:			
<u>Colorado Department of Human Services</u>			
Special Education-Grants for Infants and Families	84.181		\$ 59,178
<b>TOTAL U.S. DEPARTMENT OF EDUCATION</b>			<u>59,178</u>
<b>UNITED STATES DEPARTMENT OF HEALTH AND HUMAN SERVICES</b>			
Direct Programs:			
Head Start Cluster:			
Head Start	93.600		795,066
Pass-through Programs from:			
<u>Colorado Department of Public Health and Environment</u>			
Community Based Child Abuse Prevention	93.590		15,000
<b>TOTAL U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES</b>			<u>810,066</u>
<b>UNITED STATES DEPARTMENT OF AGRICULTURE</b>			
Pass-through Programs from:			
<u>Colorado Department of Public Health and Environment</u>			
Child and Adult Care Food Program	10.558		43,319
<b>TOTAL U.S. DEPARTMENT OF AGRICULTURE</b>			<u>43,319</u>
<b>TOTAL EXPENDITURES OF FEDERAL AWARDS</b>			<u>\$ 912,563</u>

**NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS**

**NOTE A - BASIS OF PRESENTATION**

The accompanying schedule of expenditures of federal awards includes the federal grant activity of Developmental Opportunities, Inc. dba Starpoint under programs of the federal government for the year ended June 30, 2013. The information in this Schedule is presented in accordance with the requirements of OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Because the Schedule presents only a selected portion of the operations of Developmental Opportunities, Inc. dba Starpoint, it is not intended to and does not present the financial position, changes in net assets, or cash flows of Developmental Opportunities, Inc. dba Starpoint.

**NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

(1) Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in OMB Circular A-122, *Cost Principles for Non-Profit Organizations*, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

(2) Pass-through entity identifying numbers are presented where available.

**DEVELOPMENTAL OPPORTUNITIES, INC.**  
*dba*  
**STARPOINT**

Schedule of Findings and Questioned Costs  
For the Year Ended June 30, 2013

**Section I – Summary of Auditor’s Results**

Financial Statements

Type of auditor’s report issued: Unqualified

Internal control over financial reporting:

- Material weakness(es) identified  Yes  No
- Significant deficiency(ies) identified  Yes  None reported
- Noncompliance material to financial statements noted?  Yes  No

Federal Awards

Internal control over major programs:

- Material weakness(es) identified  Yes  No
- Significant deficiency(ies) identified  Yes  None reported
- Noncompliance material to financial statements noted?  Yes  No

Type of auditor’s report issued on compliance for major programs: Unqualified

Any audit findings disclosed that are required to be reported in accordance with section 510(a) of OMB Circular A-133?  Yes  No

Identification of major programs:

<u>CFDA Number(s)</u>	<u>Name of Federal Program or Cluster</u>
93.600	Head Start Cluster

Dollar threshold used to distinguish Type A and Type B programs: \$300,000

Auditee qualified as low-risk auditee?  Yes  No

**Section II – Financial Statement Findings**

None

**Section III – Federal Award Findings and Questioned Costs**

None

**Section IV – Prior Year Audit Findings**

None