

**FIRST STEPS AGENCY
DRAFT BUDGET FYE 23**

REVENUE	
DIDD	\$1,207,800
DHS	\$7,569
United Way	\$130,331
Parent Pay	\$1,126,826
Insurance/Private Pay	\$439,872
Bad Debt	-\$5,500
Grants/Foundations	\$72,650
Contributions	\$67,000
Special Events	\$74,000
Miscellaneous	\$1,580
POF	\$84,000
TOTAL REVENUE	\$3,206,127.70

EXPENSES	
Salaries & Benefits	\$2,336,253
Payroll Service Fees	\$19,440
Billing Fees	\$7,400
Mileage	\$72,420
Communication	\$32,616
Supplies	\$55,872
Training	\$19,924
Insurance	\$33,550
Equip Rental & Maint	\$65,015
Marketing	\$12,015
Professional Fees	\$280,733
Postage & shipping	\$2,840
Occupancy	\$129,389
Dues/Licenses	\$8,380
Depreciation	\$65,500
Special Events	\$30,350
Mortgage	\$15,000
Miscellaneous	\$18,480
TOTAL EXPENSES	\$3,205,177

Net Income	\$951
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