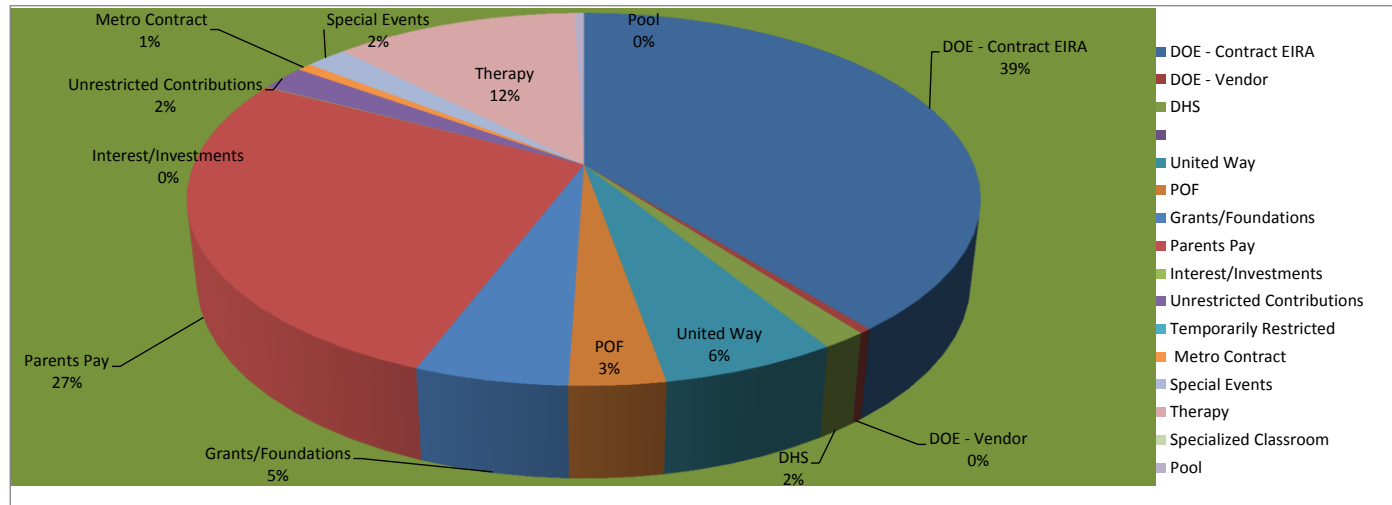


FIRST STEPS, INC.
Fiscal Year 2014

FY 2014 Revenue

DOE - Contract EIRA	859,248
DOE - Vendor	9,000
DHS	33,600
United Way	132,000
POF	72,000
Grants/Foundations	115,000
Parents Pay	590,000
Interest/Investments	1,000
Unrestricted Contributions	48,000
Temporarily Restricted	
Metro Contract	15,000
Special Events	44,000
Therapy	260,000
Specialized Classroom	
Pool	10,000
Revenue Total	2,188,848



FY 2014 Expenses

Salaries	1,506,514
Benefits/Taxes	272,083
Therapy Billing	13,220
Professional Fees	57,625
Supplies	56,500
Communication	17,750
Equip. Rent. & Mnt.	14,200
Occupancy & equipment	104,672
Travel	55,000
Conference/ Training	9,844
Insurance	23,000
Depreciation	60,000
Licenses/Dues	3,682
Special Events	8,500
Miscellaneous	15,400
Bad Debt	
Mortgage - Interest	31,230
Expense Total	2,249,220
Net Income (Loss)	(60,372)

