



First Steps, Inc.
FYE 22 Budget

REVENUE	
DIDD	\$ 979,800.00
DHS	\$ 33,587.00
United Way	\$ 125,050.00
Parent Pay	\$ 1,060,566.50
Insurance/Private Pay	\$ 375,828.42
Bad Debt	\$ (4,000.00)
Grants/Foundations	\$ 57,150.00
Contributions	\$ 82,000.00
Special Events	\$ 66,500.00
Miscellaneous	\$ 600.00
POF	\$ 84,000.00
Total Revenue	\$ 2,861,081.92

EXPENSES	
Salaries & Benefits	\$ 2,079,779.19
Payroll Service Fees	\$ 2,114.10
Billing Fees	\$ 37,096.00
Mileage	\$ 33,370.00
Communication	\$ 28,395.00
Supplies	\$ 55,012.00
Training	\$ 20,715.00
Insurance	\$ 27,900.52
Equip Rental & Maint	\$ 66,450.00
Marketing	\$ 6,358.25
Professional Fees	\$ 223,432.10
Postage & shipping	\$ 2,000.00
Occupancy	\$ 111,810.00
Dues/Licenses	\$ 8,635.00
Depreciation	\$ 66,000.00
Special Events	\$ 23,450.00
Mortgage	\$ 18,240.00
Miscellaneous	\$ 41,400.00
Administrative	\$ -
Total Expenses	\$ 2,852,157.16