First Steps Budget FYE 20

Revenue	FYE 20 Budget
DOE	$ 1,111,150.00
DHS	$ 5,080.00
United Way	$ 128,476.00
Parent Pay	$ 1,000,022.25
Insurance/Private Pay	$ 357,735.00
Bad Debt	$ (4,000.00)
Grants/Foundations	$ 58,500.00
Interest/Investments	$ 102.00
Contributions	$ 54,272.00
Special Events	$ 72,700.00
Miscellaneous	$ 600.00
POF	$ 84,000.00
Pool Income	
Total Revenue	**$ 2,868,637.25**

Expenses	FYE 20 Budget
Salaries & Benefits	$ 2,039,801
Payroll Service Fees	$ 2,210
Billing Fees	$ 43,017
Mileage	$ 49,950
Communication	$ 17,004
Supplies	$ 70,610
Training	$ 24,992
Insurance	$ 24,104
Equip Rental & Maint	$ 45,876
Marketing	$ 4,475
Professional Fees	$ 249,723
Postage & shipping	$ 2,070
Occupancy	$ 107,413
Dues/Licenses	$ 8,842
Depreciation	$ 63,000
Special Events	$ 23,500
Mortgage	$ 23,000
Miscellaneous	$ 38,760
Administrative	$ -
Total Expenses	**$ 2,838,346**

Net Income	**$30,291.11**