

**FIRST STEPS
BUDGET FYE 21**

**July 1, 2020 - June
30, 2021**

Revenue	FYE 21 Budget
DIDD	\$ 1,155,039.00
DHS	\$ 14,350.00
United Way	\$ 127,300.00
Parent Pay	\$ 1,037,807.15
Insurance/Private Pay	\$ 320,437.73
Bad Debt	(\$ 6,000.00)
Grants/Foundations	\$ 64,900.00
Contributions	\$ 61,625.00
Special Events	\$ 67,000.00
Miscellaneous	\$ 600.00
POF	\$ 84,000.00
Total Revenue	\$ 2,927,058.88

Expenses	FYE 21 Budget
Salaries & Benefits	\$ 2,059,834.98
Payroll Service Fees	\$ 2,120.85
Billing Fees	\$ 36,696.00
Mileage	\$ 51,800.00
Communication	\$ 29,640.00
Supplies	\$ 62,969.52
Training	\$ 25,851.00
Insurance	\$ 26,146.00
Equip Rental & Maint	\$ 54,966.70
Marketing	\$ 20,950.00
Professional Fees	\$ 216,487.10
Postage & shipping	\$ 2,000.00
Occupancy	\$ 111,822.40
Dues/Licenses	\$ 7,850.00
Depreciation	\$ 65,000.00
Special Events	\$ 23,800.00
Mortgage	\$ 21,000.00
Miscellaneous	\$ 39,750.00
Administrative	\$ -
Total Expenses	\$ 2,858,684.55

Net Income	\$ 68,374.33
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