



FY 2010
ANNUAL REPORT



A LETTER FROM OUR PRESIDENT & CEO AND BOARD CHAIR



David J. Beesley, MPH
President & CEO



Lynne D. Ross
Board Chair

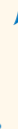
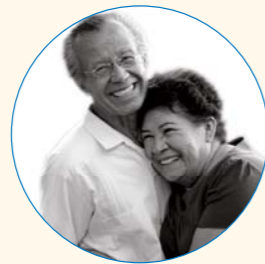
Dear friends,

Our last fiscal year was both challenging and exciting. Like many agencies across the country, we absorbed more funding cuts, we continued to tighten the proverbial belt and we survived another year.

This year holds new promises. We received funding from the Sarasota County Community Housing Fund to complete an extensive renovation of our Residential Campus located on North Washington Boulevard. The project entails replacing the roof, windows, air conditioning system, plumbing, fixtures and furnishings, as well as other cosmetic and structural enhancements. Progress is at the midway point and we look forward to reporting on the completion of the project in our 2011 annual report.

As we see more and more clients come to our facilities with prescription drug addictions and read about other issues related to this crisis, we continue to work with our community partners to find programs to prevent and treat this growing problem.

Our clients continue to be a source of inspiration. Their determination to change their lives and forge a new path is unparalleled. Your support allows us to continue supporting them.



BOARD OF DIRECTORS

OFFICERS

Lynne D. Ross, *Chair*
Richard Carlson, *Vice Chair*
Peter Abbott, *Secretary*
Monique Joannette, *Treasurer*

MEMBERS

Keith Fitzgerald
Elizabeth LaBoone
Dana Keane
John Lambie
Capt. Wade McVay
Dr. Lawrence Miller
Capt. Richard Montemagno
Dr. Kevin O'Neil
Lee Peterson
Pepper Wakeland
Tony Zanoni

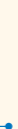
SERVICES

Adult Detoxification
Adult Outpatient Counseling
Adult Residential Recovery Programs
Anger Alternatives Programming
Assessment and Referrals
Case Management
Co-occurring Disorders Programming
Crisis Stabilization
Drug Court
DUI & Drug Services
Early Intervention
Family Reunification Services & Support
G.E.D. Preparation
Halfway House

Homeless Care
Individual and Group Therapy
Intervention
Marchman Act Referrals
Moral Reconciliation Therapy
Parenting Classes
Prevention Programs
Psychological Counseling
Senior Outreach
Sober Housing
Suboxone Treatment
Therapeutic Communities
Workforce Readiness Training
Youth Outpatient Counseling

FIRST STEP PROVIDES SERVICES UNDER CONTRACTS FUNDED BY THE FOLLOWING:

Central Florida Behavioral Health Network
Florida Department of Children & Families
Florida Department of Corrections
Sarasota County
The Florida Center for Child and Family Development
United States Probation Office



MISSION

First Step prevents and treats alcohol and drug addictions and associated disorders. We foster fully functioning, productive individuals by offering a full array of services in partnership with our community.

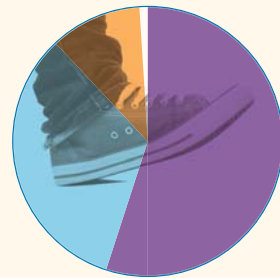
CLIENT DEMOGRAPHICS

In FY10, First Step served a total of 13,556 individuals, including 4,854 in substance abuse recovery programs and 8,702 in community-based prevention and education programs.



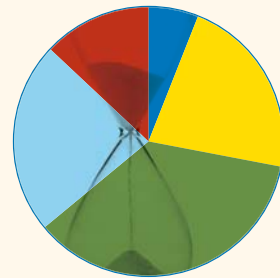
REFERRAL SOURCE

■ Self & Family	.....39%
■ Judicial System	.....35%
■ Mental Health & Social Services	.....8%
■ Hospitals & Physicians	.....8%
■ Law Enforcement	.....6%
■ Other	.....3%



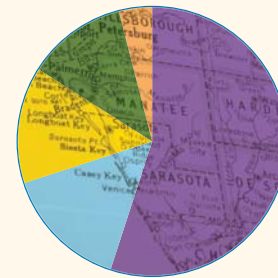
INDIVIDUALS SERVED

■ Outpatient	.....55%
■ Detox & Assessment	.....33%
■ Residential Programs	.....11%



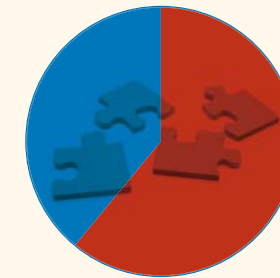
CLIENT PROFILE BY AGE

■ 13-17	.....6%
■ 18-24	.....22%
■ 25-39	.....36%
■ 40-49	.....23%
■ 55+	.....14%



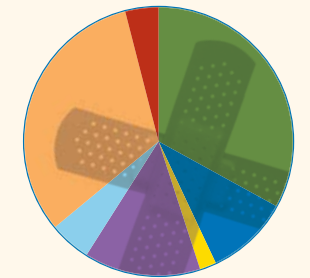
CLIENT PROFILE BY COUNTY OF RESIDENCE

■ Sarasota	.....55%
■ Manatee	.....15%
■ DeSoto	.....14%
■ Homeless/Indigent	.....12%
■ Other	.....4%



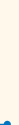
CLIENT PROFILE BY GENDER

■ Male	.....61%
■ Female	.....39%



CLIENT PROFILE BY PRIMARY DRUG OF CHOICE

■ Alcohol	.....34%
■ Cocaine/Crack Cocaine	.....10%
■ Heroin	.....2%
■ Marijuana	.....14%
■ Non-Prescription Opiates	.....5%
■ Prescription Medications	.....32%
■ Other	.....3%



FINANCIAL INFORMATION

OPERATING REVENUE & SUPPORT

Awards & Grants	\$3,712,438
County & Local	2,085,319
Client Fees	2,174,129
Contributions	88,841
Interest & Investment Income	13,210
Rental Income	82,844
Other Income	57,997
Total Operating Revenues & Support	\$8,214,778

OPERATING EXPENSES

Programs & Services	\$7,243,672
Administration	1,000,931
(Total Operating Expenses)	(\$8,244,603)

NET ASSETS

Changes in Net Assets from Operations	(\$29,825)
Loss on Disposal of Building & Equipment	1,644
Decrease in Net Assets	\$31,469
Net Assets Beginning of Year	\$6,114,218
Net Assets End of Year	\$6,082,749

Year Ended June 30, 2010

Fiscal information prepared from financial statements of First Step of Sarasota, Inc., as audited by Purvis Gray and Company, Certified Public Accountants.



First Step is a 501(c)(3) non-profit organization. We rely on the generosity of our donors and friends to help fund programs, services and capital improvements required to meet the increasing need for substance abuse recovery programs.

DIRECTORY

ADMINISTRATIVE OFFICES

1970 Main Street, 5th Floor
Sarasota, FL 34236

SPECIAL SERVICES & ADDICTIONS RECEIVING FACILITY

1726 18th Street
Sarasota, FL 34234

RESIDENTIAL CENTER

4613 N. Washington Blvd.
Sarasota, FL 34234

FAMILY SERVICES CENTER

1750 17th Street, Suite J2
Sarasota, FL 34234

COURT SERVICES

2075 Main Street, Suite 2A
Sarasota, FL 34237

OUTPATIENT OFFICES

1750 17th Street, Suite J2
Sarasota, FL 34234

6935 15th Street East
Suite 107
Sarasota, FL 34243

7810 South Tamiami Trail
Suite A-12
Venice, FL 34293

707 North 12th Avenue
Arcadia, FL 34266

First Step of Sarasota, Inc. complies with state and federal non-discrimination laws and policies that prohibit discrimination based on age, color, disability, national origin, race, religion or sex. It is unlawful to retaliate against individuals or groups on the basis of their participation in a complaint of discrimination or on the basis of their opposition to discriminatory practices.

First Step depends on the individuals, businesses and foundations whose gifts help us make the most of our resources. We gratefully acknowledge all annual donors as members of the First Step Medallion Society.

Platinum Medallion – gifts above \$5,000

Annette J. Hagens
Memorial Foundation
Harold C. and Jacqueline F. Bladel Foundation, Inc.
Bernard and Mildred Doyle Charitable Trust
Glasser-Schoenbaum Human Services Center
Gulf Coast Community Foundation of Venice
Eluned and Edward Russell Charitable Foundation
The Evalyn Sadlier Jones Foundation
Welch Family Foundation
William G. Selby & Marie Selby Foundation

Gold Medallion – gifts between \$2,500 and \$4,999

The GTR Foundation Inc.
Halfacre Construction
Sarasota Kiwanis Foundation, Inc.

Silver Medallion – gifts between \$1,000 and \$2,499

Baird Foundation, Inc.
Richard & Sandra Carlson
Cerberus Life Management LLC
The Child & Family Institute
Robert Geyer
Knox Family Foundation
Elizabeth & Perry LaBoone
NM Cooling & Heating
Maryrose & Kevin O'Neil
Sun-N-Fun RV Resort
SunTrust Bank
Suplee & Shea, PA
Anne-Marie Tardif

Bronze Medallion – gifts up to \$999

A'Tu International Jewelry, Inc.
AIG Matching Grants Program
Geraldine Aaron
Marcy & Peter Abbott
Abel, Tobaygo & Sisek, Attorneys and Counselors at Law
Advantica Eyecare
Neal Alfano
All Faiths Food Bank
Helen Allen
Judy & Guy Amuso
Andrick & Associates
Harold Carnegie Apisdorf & June E. Apisdorf Charitable Foundation, Inc.
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Jewel & Myron Ash
Brenda Asher
Linda Baglio
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Elsa Beckerman
David Beesley
Lynn Benson

Barry Beracha
Bernard Berkman
Mimi Bernhardt
Blue Cross and Blue Shield of Florida
Kimberly Bonner
Bouchard Insurance
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Karen & PJ Brooks
Sharon Burde
Elaine & Bruce Burton
Byron Family Corporation
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Vicki Ann Chatley
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City of Sarasota
Coastal Wealth Investment Group
Colonial Life
Community Foundation of Sarasota County from the Gary and Mel Schmidt Donor Advised Fund
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Lu Cross
Daniel's Plumbing Service
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Forty Carrots Family Center
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Veronica & Web Foster
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Alyna & John Fricke
GFWC Golden City Woman's Club of Sarasota
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Lorraine & Richard Gilmore
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Northern Trust
Northminster Presbyterian Church
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Ellen Orlop
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Scott Palmer
David Panting
Nancy Park-Reid
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Linda Pearce
Virginia & Stuart Peltz
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Joseph Popson & Lorraine Fox
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Presbyterian Women of the Community Presbyterian Church
Professional Benefits, Inc.
Antionette Pruss
Publix Super Markets, Inc.
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Randolph Wall Systems
Beverly & James Rayner
Mike Reed
Remedy Employer Services
Kimberly Richey

Marlane Richter
Beverley Ringel
Jill & Raymond Riondet
Jill & Joseph Rocklein
Jacqueline Rogers
Ray Rogers
Thao Ross
Lynne D. Ross
Clementine Rounds
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Julie Salzman
R.F. Samuels
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Sarasota Seminole Club
Sarasota Baptist Church
Sarasota Coalition on Substance Abuse
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RoseMarie Seiler
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Janice Zarro



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