





# GUBERMAN-PMC,LLC.

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\$ 51,885,783	\$ 45,275,358	\$97,161,141	\$913,077
		<b>TOTAL</b>	<b>\$98,074,218</b>

## CONNSTEP FINANCIALS 2015

OVERALL 2015- CONNSTEP		
\$4, 282,465	<b>25% NIST-MEP</b>	= \$1,070,616
	<b>STATE OF CT</b>	=\$500,000
-\$2,778,386 (64.85%) <b>(EMPLOYEE COMPENSATION)</b>		
\$1,504,079-Goes to CT businesses		
2012 ANNUAL NIST-MEP REPORT		
100,000,000 (64.85% salaries)		
\$64,850,000- management& employees		
\$35,150,000/ 52 states= \$675,962 (Goes to Businesses)		

REV 1/DWG-1/12/16

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## GUBERMAN-PMC, LLC

<b>NONPROFIT PROFILE</b>		
<b>Connstep Inc.</b>		
1090 Elm St., Rocky Hill   <a href="http://www.connstep.org">www.connstep.org</a>		
<b>MISSION</b>		
To help GT manufacturers apply advanced manufacturing and management techniques.		
<b>TOP EXECUTIVE</b>		<b>SERVICES</b>
Bonnie Del Conte, President		Manufacturing consulting.
<b>FY 2015 SUMMARY</b>		
	<b>2014</b>	<b>2015</b>
Total Employees	27	31
Total Assets	\$3,063,030	\$3,114,078
Total Liabilities	\$1,348,325	\$1,148,965
<b>REVENUES</b>		
Contributions & Grants	\$2,089,371	\$2,760,973
Program Service Revenue	\$1,732,500	\$1,518,564
Investment Income	\$0,338	\$2,928
Other	\$0	\$0
<b>TOTAL</b>	<b>\$3,805,209</b>	<b>\$4,282,465</b>
<b>EXPENSES</b>		
Grants	\$0	\$0
Member Benefits	\$0	\$0
Salaries/Employee Benefits	\$2,496,430	\$2,778,386
Fundraising Fees	\$0	\$0
Other	\$1,253,401	\$1,252,879
<b>TOTAL</b>	<b>\$3,749,831</b>	<b>\$4,031,265</b>
<b>MARGIN</b>	<b>\$55,378</b>	<b>\$251,200</b>
<b>TOP PAID EXECUTIVES (FY 2015)</b>		
	<b>Base Salary</b>	<b>Total Compensation &amp; Benefits</b>
Bonnie Del Conte, President	\$190,572	\$226,635
Matin Karbassioon, Business Growth Consultant	\$113,056	\$127,301
William Caplan, Business Growth Consultant	\$112,301	\$125,333
SOURCE: GUBERMAN-PMC 990 TAX FORM		

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