

June 15, 2021

To: Board of Fire Commissioners, Eastchester Fire District  
 From: Jamie Hedstrom, Treasurer  
 Subject: Actual vs. Budget Comparison, May 2021

---

The financials as of May 31, 2021 present a net budget surplus of approximately \$1,000,000.

**Anticipated 2021 Purchases**

The below anticipated purchases were included in the 2021 budget, with estimated costs as indicated.

VHF Radio Upgrade	\$100,000
Replace Bailout System	\$50,000

Additionally, we have a \$101,000 budget encumbrance from 2020 for the purchase of accountability software and related hardware, which was budgeted for and ordered in 2020 but has not yet been received.

The above chart will be included in future treasurer’s reports to indicate progress/completion of purchases.

**Other Matters**

**Worker’s Compensation Renewal:** Our worker’s compensation renewal date is 7/1/21 for the period 7/1/21 through 6/30/22. We have received quotes from our broker of record, Arthur J. Gallagher, and an outside broker, D.C. Ranieri Insurance Agency. A summary of the quotes is included below. As a reminder, our WC premium for the 2020-2021 year was approximately \$271K.

Insurer	Broker	Estimated Premium with Surcharges	Volunteer Coverage	Discount for Payment in Ful	Total	Group Manager’s Fee	Anticipated Dividend	Total Estimated Premium	Assumptions/Considerations
PERMA	Gallagher	\$ 256,353.00	Included-\$12,372	\$ (4,750.00)	\$251,603.00	N/A	N/A	\$ 251,603.00	One-year option
									Assumes 22.5% dividend based on experience of Safety Group 496 Includes one-time 35% discount; second year would have a max group discount of 25%
LoveII-NYSIF	Ranieri	\$ 262,571.00		N/A	\$262,571.00	\$ 35,211.00	\$(51,552.00)	\$ 246,230.00	Waiting on cost of volunteer coverage
PERMA	Gallagher	\$ 250,585.00	Included-\$12,372	\$ (4,634.00)	\$245,951.00	N/A	N/A	\$ 245,951.00	Year 1 cost under two-year contract option
Flcury-NYSIF	Gallagher	\$ 262,571.00	\$ 12,000.00	N/A	\$274,571.00	\$ 18,481.00	\$(84,149.00)	\$ 208,903.00	Assumes 35% dividend based on experience of Safety Group 497 Includes one-time 35% discount; future years would have a 25% discount

Quotes were received from PERMA, our current worker’s comp carrier, and the State Insurance Fund through two separate group managers. A third provider, Fire District Mutual of NY, was solicited but declined to bid. Relevant considerations about the State Insurance Fund are as follows:

### *NYSIF Considerations*

- Underlying insurance is identical and priced identically
- Safety Group 496 = Association of Governments, Group Manager is Lovell- quoted by Ranieri
- Safety Group 497 = NYS Public Entities Safety Group, Group Manager is Fleury- quoted by Gallagher
- Difference between the quotes are the fee charged by the group manager, anticipated dividend based on the specific group's experience, and "intangibles" of level of service provided by each group manager

**Year-End Audit:** Our year-end audit has been completed and our Annual Update Document (AUD) has been filed. Draft statements are under review, and final statements will be provided after we complete our review and provide the remaining Board Meeting Minutes/Transcripts.

**Tax Collection:** We received our full tax levy from the Town, in the amount of \$17,695,499.70, in early May.

**Onix/Google Renewal:** Effective October 2020, Google changed its platform from G Suite to Workspace. Under the G Suite, we had "G Suite Business" at a cost of \$144/user/year. This includes Google Vault, which archives emails indefinitely. With 28 current users, this is a yearly cost of \$4,032.

Under Workspace, the closest option to "G Suite Business" that includes Google Vault is Workspace Business Plus at a cost of \$216/user/year. Total cost for 28 users = \$6,048

Onix (our vendor that we buy our Google license through) requested discounted pricing on our behalf, and the options are below:

1. One-year option at \$172.80/user/year. This would likely be a one-time discount and the price would increase to the normal \$216/user/year in year 2. Total for 28 users = \$4,838.40
2. Three-year option at \$151.20/user/year. This would lock us into a lower rate for three years, and payments would continue to be made annually, not all up front, but does require a three-year commitment. Total for 28 users per year = \$4,233.60

Note that our renewal date for Google was 6/4/21 and we are currently in a 30-day grace period to decide on the above options.

**2019 Property Appraisal Update:** At our April 11, 2019 board meeting, the Board approved a proposal for a property appraisal from Industrial Appraisal Company ("IAC"). This service had been recommended by both our insurance broker and our auditors. Industrial Appraisal Company had provided this service to us in the past, which provided savings from both a cost perspective and administrative time perspective since they were already familiar with our footprint and had inventory tags on some of our older property. The cost of the service was \$6,510.

As part of their service, IAC offers an annual update of the analysis to account for any purchases and disposals in each subsequent year. The cost for this annual service is \$635 for the updated valuation report for insurance, and \$450 for the updated property inventory and accounting cost record report, for a total of \$1,085. Open for discussion on whether the Board would like to move forward with annual updates.

**Eastchester, NY Fire District**  
**Budget vs. Actuals: FY2021 Budget - FY21 P&L**  
 January - May, 2021

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
1001 Real Property Taxes	17,695,499.70	17,695,499.70	0.00	100.00%
2401 Interest Earnings	1,196.81	7,083.38	(5,886.57)	16.90%
2680 Insurance Recoveries	5,000.00		5,000.00	
2701 Refund of PY Expenditure	1,116.00		1,116.00	
2770 Workers Comp - Reimbursement	22,685.87	8,750.00	13,935.87	259.27%
<b>Total Income</b>	<b>\$ 17,725,498.38</b>	<b>\$ 17,711,333.08</b>	<b>\$ 14,165.30</b>	<b>100.08%</b>
<b>Gross Profit</b>	<b>\$ 17,725,498.38</b>	<b>\$ 17,711,333.08</b>	<b>\$ 14,165.30</b>	<b>100.08%</b>
<b>Expenses</b>				
1110.5 Outside Services	3,835.00	5,000.00	(1,165.00)	76.70%
1120.5 Fire Prevention		0.00	0.00	
1140.5 Payroll Processing Expense	5,678.14	5,583.31	94.83	101.70%
1150.5 Insurance	49,987.01	55,000.00	(5,012.99)	90.89%
1170.5 Other Miscellaneous Expenses	1,259.00	5,000.00	(3,741.00)	25.18%
1180.5 Education & Travel	620.00	2,083.31	(1,463.31)	29.76%
3010.2 Coats, Boots, Helmets	12,051.86	27,500.00	(15,448.14)	43.82%
3020.2 Tank Refills, Testing & Rep	4,325.25	4,500.00	(174.75)	96.12%
3030.2 Hoses & Nozzles		8,333.31	(8,333.31)	0.00%
3040.2 Tires	95.00	6,666.69	(6,571.69)	1.42%
3050.2 Gasoline, Oil, Grease, Etc.	5,597.50	14,583.31	(8,985.81)	38.38%
3060.2 Fuel & Electric	33,995.74	43,500.00	(9,504.26)	78.15%
3070.2 Telephone	27,903.16	23,000.00	4,903.16	121.32%
3090.2 Certiorari	85,146.54	104,166.69	(19,020.15)	81.74%
3105.4 Uniforms	23,279.58	33,084.19	(9,804.61)	70.36%
3110.4 Shop Equipment & Tools	704.87	2,083.00	(1,378.13)	33.84%
3115.4 Emergency Equipment	29,199.19	75,000.00	(45,800.81)	38.93%
3120.4 EMS Supplies and Services	6,952.45	8,333.31	(1,380.86)	83.43%
3125.4 Computers, Software & Internet	16,639.18	12,916.69	3,722.49	128.82%
3130.4 Office Supplies	2,452.09	2,604.19	(152.10)	94.16%
3135.4 Postage	302.20	625.00	(322.80)	48.35%
3140.4 Subscriptions	475.00	500.00	(25.00)	95.00%
3145.4 Association Dues	750.00	625.00	125.00	120.00%
3150.4 Elections & Referendums		0.00	0.00	
3155.4 Sewer Tax	9,292.21	11,000.00	(1,707.79)	84.47%
3160.4 Fire Training		6,250.00	(6,250.00)	0.00%
3210.3 Vehicle Maintenance	33,987.29	50,000.00	(16,012.71)	67.97%
3220.3 Radio Equipment & Maintenance	10,380.00	107,500.00	(97,120.00)	9.66%
3230.3 Ladder & Pump Testing		1,666.69	(1,666.69)	0.00%
3240.3 Bldg/Prop Repairs & Maintenance	22,517.78	54,166.69	(31,648.91)	41.57%
3410.11 Fire Chief salary	71,784.00	80,833.31	(9,049.31)	88.80%
3410.13 Fire Captains salary	308,884.00	335,634.14	(26,750.14)	92.03%
3410.14 Fire Lieutenants salary	459,987.80	505,000.00	(45,012.20)	91.09%
3410.15 Uniformed Firefighters salary	2,132,446.16	2,429,166.69	(296,720.53)	87.79%
3410.16 Maintenance Workers salary	26,923.20	29,166.69	(2,243.49)	92.31%
3410.18 Treasurer/Secy/PT Asst salary	40,475.00	41,000.00	(525.00)	98.72%
3410.2 Fire Equipment and Capital Outlay		66,666.69	(66,666.69)	0.00%
3410.42 Accountants / Auditors fees			0.00	
3410.44 Year-End fees		17,500.00	(17,500.00)	0.00%

Total 3410.42 Accountants / Auditors fees	\$	-	\$	17,500.00	\$	(17,500.00)	0.00%
3410.46 Consultants fees		4,500.00				4,500.00	
3410.465 Consultant Fees- Engineers				27,083.31		(27,083.31)	0.00%
3410.47 Professional Consultants fees		22,071.54		27,083.31		(5,011.77)	81.49%
Total 3410.46 Consultants fees	\$	26,571.54	\$	54,166.62	\$	(27,595.08)	49.06%
3410.49 Payroll Clearing account		8,941.24				8,941.24	
3410.81 Disabled Firemen salary -207A's		57,184.10		60,000.00		(2,815.90)	95.31%
3411.1 Holiday Pay		4,190.04		4,322.00		(131.96)	96.95%
3413.1 Overtime - Firefighters		220,559.15		250,000.00		(29,440.85)	88.22%
3413.12 Overtime- Training				0.00		0.00	
3413.13 Overtime- Sick Incentive		5,676.61		10,000.00		(4,323.39)	56.77%
3413.2 Overtime - Fire Prevention				0.00		0.00	
3414.1 EMT Training		10,843.03		10,000.00		843.03	108.43%
3416.1 Terminal Leave		75,116.14		80,000.00		(4,883.86)	93.90%
9010.8 NYS Retirement				0.00		0.00	
9020.8 Social Security		257,281.98		300,228.92		(42,946.94)	85.70%
9030.8 Payroll Tax - MTA		11,433.70		15,000.00		(3,566.30)	76.22%
9040.8 Workers Compensation				0.00		0.00	
9045.8 Life Insurance - Local 916		21,168.00		25,000.00		(3,832.00)	84.67%
9050.8 Physician / Medical costs		7,090.00		12,500.00		(5,410.00)	56.72%
9060.81 Hospital		1,189,931.63		1,397,774.70		(207,843.07)	85.13%
9060.82 Dental		125,000.00		125,000.00		0.00	100.00%
9060.83 Optical Plan - Local 916		42,600.00		50,000.00		(7,400.00)	85.20%
9120.8 HEP B Testing				0.00		0.00	
Total Expenses	\$	5,491,513.36	\$	6,570,231.14	\$	(1,078,717.78)	83.58%
Net Operating Income	\$	12,233,985.02	\$	11,141,101.94	\$	1,092,883.08	109.81%
Net Income	\$	12,233,985.02	\$	11,141,101.94	\$	1,092,883.08	109.81%

Thursday, Jun 03, 2021 12:58:12 PM GMT-7 - Accrual Basis

**Eastchester, NY Fire District**  
**Budget vs. Actuals: FY2021 Budget - FY21 P&L**  
 January - December 2021

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
Appropriated Fund Balance		922,971.25	(922,971.25)	0.00%
Budget Encumbrances		101,000.00	(101,000.00)	0.00%
1001 Real Property Taxes	17,695,499.70	17,695,499.70	0.00	100.00%
2401 Interest Earnings	1,196.81	17,000.00	(15,803.19)	7.04%
2680 Insurance Recoveries	5,000.00		5,000.00	
2701 Refund of PY Expenditure	1,431.00		1,431.00	
2770 Workers Comp - Reimbursement	22,685.87	21,000.00	1,685.87	108.03%
<b>Total Income</b>	<b>\$ 17,725,813.38</b>	<b>\$ 18,757,470.95</b>	<b>\$ (1,031,657.57)</b>	<b>94.50%</b>
<b>Gross Profit</b>	<b>\$ 17,725,813.38</b>	<b>\$ 18,757,470.95</b>	<b>\$ (1,031,657.57)</b>	<b>94.50%</b>
<b>Expenses</b>				
1110.5 Outside Services	3,835.00	12,000.00	(8,165.00)	31.96%
1120.5 Fire Prevention		9,000.00	(9,000.00)	0.00%
1140.5 Payroll Processing Expense	5,678.14	11,000.00	(5,321.86)	51.62%
1150.5 Insurance	75,985.51	110,000.00	(34,014.49)	69.08%
1170.5 Other Miscellaneous Expenses	1,259.00	12,000.00	(10,741.00)	10.49%
1180.5 Education & Travel	620.00	5,000.00	(4,380.00)	12.40%
3010.2 Coats, Boots, Helmets	12,051.86	66,000.00	(53,948.14)	18.26%
3020.2 Tank Refills, Testing & Rep	4,325.25	9,000.00	(4,674.75)	48.06%
3030.2 Hoses & Nozzles		20,000.00	(20,000.00)	0.00%
3040.2 Tires	95.00	16,000.00	(15,905.00)	0.59%
3050.2 Gasoline, Oil, Grease, Etc.	5,597.50	35,000.00	(29,402.50)	15.99%
3060.2 Fuel & Electric	34,316.25	104,400.00	(70,083.75)	32.87%
3070.2 Telephone	27,903.16	55,200.00	(27,296.84)	50.55%
3090.2 Certiorari	85,146.54	250,000.00	(164,853.46)	34.06%
3105.4 Uniforms	23,279.58	54,250.00	(30,970.42)	42.91%
3110.4 Shop Equipment & Tools	704.87	5,000.00	(4,295.13)	14.10%
3115.4 Emergency Equipment	29,199.19	281,000.00	(251,800.81)	10.39%
3120.4 EMS Supplies and Services	6,952.45	20,000.00	(13,047.55)	34.76%
3125.4 Computers, Software & Internet	16,639.18	31,000.00	(14,360.82)	53.67%
3130.4 Office Supplies	2,452.09	6,250.00	(3,797.91)	39.23%
3135.4 Postage	302.20	1,500.00	(1,197.80)	20.15%
3140.4 Subscriptions	475.00	1,200.00	(725.00)	39.58%
3145.4 Association Dues	750.00	1,500.00	(750.00)	50.00%
3150.4 Elections & Referendums		8,000.00	(8,000.00)	0.00%
3155.4 Sewer Tax	9,292.21	11,000.00	(1,707.79)	84.47%
3160.4 Fire Training		15,000.00	(15,000.00)	0.00%
3210.3 Vehicle Maintenance	34,357.29	120,000.00	(85,642.71)	28.63%
3220.3 Radio Equipment & Maintenance	10,380.00	118,000.00	(107,620.00)	8.80%
3230.3 Ladder & Pump Testing		4,000.00	(4,000.00)	0.00%
3240.3 Bldg/Prop Repairs & Maintenance	22,517.78	130,000.00	(107,482.22)	17.32%
3410.11 Fire Chief salary	78,962.40	194,000.00	(115,037.60)	40.70%
3410.13 Fire Captains salary	339,812.00	805,521.88	(465,709.88)	42.19%
3410.14 Fire Lieutenants salary	506,402.20	1,212,000.00	(705,597.80)	41.78%
3410.15 Uniformed Firefighters salary	2,341,470.16	5,830,000.00	(3,488,529.84)	40.16%
3410.16 Maintenance Workers salary	29,615.52	70,000.00	(40,384.48)	42.31%
3410.18 Treasurer/Secy/PT Asst salary	45,012.50	176,200.00	(131,187.50)	25.55%
3410.2 Fire Equipment and Capital Outlay		160,000.00	(160,000.00)	0.00%

3410.42 Accountants / Auditors fees			0.00	
3410.44 Year-End fees		17,500.00	(17,500.00)	0.00%
<b>Total 3410.42 Accountants / Auditors fees</b>	<b>\$ -</b>	<b>\$ 17,500.00</b>	<b>\$ (17,500.00)</b>	<b>0.00%</b>
3410.46 Consultants fees	4,500.00		4,500.00	
3410.465 Consultant Fees- Engineers		65,000.00	(65,000.00)	0.00%
3410.47 Professional Consultants fees	22,071.54	65,000.00	(42,928.46)	33.96%
<b>Total 3410.46 Consultants fees</b>	<b>\$ 26,571.54</b>	<b>\$ 130,000.00</b>	<b>\$ (103,428.46)</b>	<b>20.44%</b>
3410.49 Payroll Clearing account	4,821.02		4,821.02	
3410.81 Disabled Firemen salary -207A's	62,902.51	201,000.00	(138,097.49)	31.29%
3411.1 Holiday Pay	4,190.04	510,000.00	(505,809.96)	0.82%
3413.1 Overtime - Firefighters	260,117.35	790,000.00	(529,882.65)	32.93%
3413.12 Overtime- Training		92,250.00	(92,250.00)	0.00%
3413.13 Overtime- Sick Incentive	8,252.77	100,000.00	(91,747.23)	8.25%
3413.2 Overtime - Fire Prevention		15,000.00	(15,000.00)	0.00%
3414.1 EMT Training	10,843.03	20,000.00	(9,156.97)	54.22%
3416.1 Terminal Leave	75,116.14	110,000.00	(34,883.86)	68.29%
9010.8 NYS Retirement		2,720,000.00	(2,720,000.00)	0.00%
9020.8 Social Security	283,418.74	720,549.37	(437,130.63)	39.33%
9030.8 Payroll Tax - MTA	12,595.24	36,000.00	(23,404.76)	34.99%
9040.8 Workers Compensation		275,000.00	(275,000.00)	0.00%
9045.8 Life Insurance - Local 916	21,168.00	46,000.00	(24,832.00)	46.02%
9050.8 Physician / Medical costs	7,090.00	30,000.00	(22,910.00)	23.63%
9060.81 Hospital	1,182,106.54	2,795,549.70	(1,613,443.16)	42.29%
9060.82 Dental	125,000.00	125,000.00	0.00	100.00%
9060.83 Optical Plan - Local 916	42,600.00	50,000.00	(7,400.00)	85.20%
9120.8 HEP B Testing		3,600.00	(3,600.00)	0.00%
<b>Total Expenses</b>	<b>\$ 5,882,182.75</b>	<b>\$ 18,757,470.95</b>	<b>\$ (12,875,288.20)</b>	<b>31.36%</b>
<b>Net Operating Income</b>	<b>\$ 11,843,630.63</b>	<b>\$ -</b>	<b>\$ 11,843,630.63</b>	
<b>Net Income</b>	<b>\$ 11,843,630.63</b>	<b>\$ -</b>	<b>\$ 11,843,630.63</b>	

Thursday, Jun 03, 2021 12:59:43 PM GMT-7 - Accrual Basis