

Audio Transcript



Cathy Draper

00:01 Good evening everybody. I'd like to call to order the December 8 virtual budget meeting of Southern Westchester both seats, which is the second of three consecutive nights of budget meetings and I'd like to begin by asking you to rise and join me in the Pledge of Allegiance.

- 00:19 pledge allegiance to the flag.



Jesse Merchant

00:22 Of the United States of America.



Cathy Draper

00:24 And to the republic for which it stands, one nation under God, indivisible, with liberty and justice for all.

- 00:35 Thank you.
- 00:38 So as usual, I will remind everybody that while we're in the virtual environment. We will not be taking any public comment during any of our meetings.
- 00:48 But we welcome your comments, through our website through an email to any appropriate staff member or any board member
- 00:56 I would like to ask the district clerk's Valerie Valerie to call the role of board members place.
- 01:04 Value muted.



vcermele

01:10 Good evening, everyone. If you're here. Please say present
Kathy Draper.



Unknown Speaker

01:15 President



vcermele

01:17 John fella Bertie.

- 01:20 Cheryl, Brady.



Cathy Draper

01:22 She will be late.



vcermele

01:23 OK. Lynn fit fresher McBride.

- 01:29 I slow Lynn Bob Johnson.
- 01:34 And Valerie Williams.
- 01:38 Valerie's there.



Cathy Draper

01:39 I see her to



vcermele

01:41 Okay, thank you.



Cathy Draper

01:42 Thank you about your items. So as I did last night.

- 01:49 Yeah, Sirius XM I'd like to ask Steve tibbetts to introduce our budget presentations for the evening.



Steve's iPhone

01:58 Great, thank you. Catherine. I apologize. I'm on my cell phone. I'm having a little bit of an issue here. So I hope you can hear me and see me okay so you guys can hear me.



Cathy Draper

02:07 We can we can



Steve's iPhone

02:09 Perfect. Great. Thank you.

- 02:10 So Welcome to Night two of our budget presentations at this evening is a little bit more abbreviated because we have the board meeting afterwards.

- 02:18 So we have two presentations this evening, and then I'll after the second presentation, I'll just talk about some other services from a budget perspective for next year.
- 02:28 So first up this evening. We have our interscholastic athletics department and Todd Santa Barbara and I believe he has some guests as well. So I'll let him introduce members of his staff as well. So, Todd. If you want to take it away.



Todd Santabarbara

02:45 Thank you, Steve. Good evening, everyone. And thank you for the opportunity to share with you our budget for the

- 02:53 2122 school year. I'd like to start just by acknowledging the newest member to our team Jesse merchant who is who is on the call this evening. Jesse is the new assistant director
- 03:07 In our center brings a wealth of knowledge with him has hit the ground running and beginning of sep tember and then that's the pandemic and has been a great addition. So welcome, Jesse.
- 03:19 So this evening.
- 03:22 This evening. I'll be sharing with you an overview of
- 03:26 The budget that lies within our center and, I believe, is it Victor you controlling the slides.



Victor Pineiro

03:39 Yes, I'm I'm controlling the slides for you this evening.



Todd Santabarbara

03:44 Okay, I'm only seeing the

- 03:47 The main page.

- 03:50 The slide should I be seeing each of the slides as you toggle through



Victor Pineiro

03:57 Yes. Does this live. We're are shared on their live I'll reshare them, just in case.



jodonnell

04:06 We can see Vic. I think he needs it to advance



Victor Pineiro

04:09 Oh, okay.



Steve's iPhone

04:11 Yep. So, Todd. If you just say, next slide. Victor will will hit the next slide.



Todd Santabarbara

04:21 All right, there we go. Thank you Victor. So, so, yeah. So this evening. I'll be sharing with you a little bit about our center and what is projected for the 2122 school year.

- 04:32 As many of you are aware, our Center serves at two high schools and the Dutchess, Westchester and Putnam counties with our main
- 04:41 Main service of providing assistance within our organization of the management of athletic programs throughout each of these high schools. Our, our budgets.
- 04:50 Is primarily broken up into three components. One of the office fee, the officials expenses and the section fee.
- 04:59 And the office fee is very dirty year simply based upon the state of beds numbers which we use to calculate each of those five tiers and then evenly distribute
- 05:11 evenly distribute that money that cost based on enrollments over the two high schools. This year, we are looking at
- 05:21 Or I should say next year. Rather, we are looking at an assessment of about 1.7% to the districts and and that comes with a service that that provides districts with with the opportunity to
- 05:37 Have officials assigned to their games and contest scheduled to each of their events at the varying levels.
- 05:45 The second component of our budget looks at the officials Association and their contract and we are in year three of that five year contract and those officials expenses.
- 05:54 We anticipate increasing by about 2% for the upcoming year. And when you look at what our Center provides
- 06:01 We schedule approximately 40,000 contest for a year and in translation about 80,000 officials assignments. And with that, that fee that the district's incur based upon usage and participation.
- 06:18 Stems from that contract that has been negotiate on behalf of the districts. And then the third component of our budget speaks to the section fees and the section fees.
- 06:28 Were both he serves as that billing agent. The section fees is a collection of fees that helps to offset costs.
- 06:36 For us as a section to be able to facilitate championship events on behalf of our members schools, things such as events staff awards state reimbursements rental agreements, all are part of
- 06:49 That section fee for our for our component schools to other components of our budget REALLY LOOK AT THE WINTER billing ice hockey wrestling indoor track and field bowling and skiing all have additional costs tied to them.

- 07:04 And that is a component of the budget again simply based on each districts participation as is the optional services we provide the third party.
- 07:15 Athletic software vendors that family ID an online registration platform for school districts impact a concussion management platform.
- 07:26 Used as a tool to help assess and head injuries and the third being huddle, which is a analysis tool that many sport teams use to analyze create videos review videos and create highlight films for their student athletes.
- 07:45 Go. The next slide deck.
- 07:49 So when we look at that, when we look at what how our program is growing and what is changing and in a unique year where we're coming off of some changes due to the pandemic.
- 08:01 The main piece of our budget is really focused on the section one officials contract about four and a half million of
- 08:09 Four and a half million dollars of our budget is based upon that officials contract that is negotiated on behalf of the schools, the area. The IRS and TRS contributions also or a large chunk can play a large role in in the development of our budget.
- 08:25 Looking projecting forward and looking ahead we anticipate what we thought was going to be the addition of girls ice hockey this year.
- 08:33 With many schools concerned about merging or combining with other schools in order for that program to get up and off the ground. We anticipate the inception that program being delayed and not beginning until the
- 08:47 School year this past year we had taken into account the cross country and outdoor track and field scheduling, which we brought
- 08:57 Fully under the umbrella of our sports desk assistance for the purpose of assigning and assigning of meats and scheduling of officials.
- 09:06 Heading into next year we anticipate indoor track being that third piece to the puzzle that that we foresee bringing under our umbrella and fully, fully taking taking over the assignments for that particular sport as well.
- 09:24 2122 school year. We have the addition of three members schools three new members schools.
- 09:31 Which have helped to keep the assessment down as it pertains to the office fee but we welcome those three new Member schools and

we anticipate their programs growing over time within, within the organization.

- 09:46 We continue to see an increase in those athletic software programs analytic software programs being
- 09:53 A big piece to how folks operate and how they administer their own programs within each of their own local districts
- 10:00 So so the increase that we have experienced there and the support, we've been able to to provide folks.
- 10:06 Has been instrumental and then being able to efficiently serve and support their, their student athletes and then one of the pieces that ties into our section fee.
- 10:17 Our, our section finance committee has been looking to adopt a standard rate of pay, which will help us.
- 10:25 Standard ready to pay for our championship events for the workers that are championship events that will help us.
- 10:31 Really to project outward and balance that section fee which once again this year, there is a we remained flat. There is no increase in that section fee.
- 10:43 And this is an opportunity for us to help project out and ensure that we are in a position to to continue facilitating the great events for our student athletes, on behalf of the section.
- 10:57 To the next slide, Vic.
- 11:00 And then when we, when we think about beyond the numbers. What is important in our journey and where we've come and where we are headed
- 11:08 We talked about telling our story. And I think the the piece that that I would like to acknowledge and most recognized with telling our story.
- 11:18 Has been that of which ways of which we've supported serve and guided our districts and navigating not just through some unprecedented in challenging times but also as we move forward into hoping to seek some normalcy in a
- 11:32 School year but the public relations component, you know, we have spent a good deal of time and energy, working with our partners are our
- 11:41 Local media outlets to be proactive and helping to tell our story and helping them to understand how our organization works.
- 11:52 With with the sharing of flow chart and organizational flow chart that we have updated to help folks understand how we arrive at

decisions help folks understand how we how we function as an organization.

- 12:07 Taking a look at our subcommittees roles and responsibilities within the section. In addition to those roles and responsibilities within our office staff really looking to continue to provide clarity and defining what those roles are aligning those roles with staff that
- 12:25 Provides for for efficiency and support for our members schools and how we've gone about doing all that really ties into the use of our, our Twitter handle social media and the website and with the help of
- 12:38 Members of each of our committees and and Brian Howard. We've spent a lot of time.
- 12:45 Releasing information through recaps meeting recaps press releases that have been concise factual
- 12:53 And informative with helping folks understand what the current landscape looks like and where we are headed
- 13:01 The other resources and opportunities outside of the numbers are focused on our processes and protocols and we've taken advantage of this year.
- 13:09 Of inviting doctors as who's the executive director of the state high school Athletic Association to our executive committee meetings, as well as some other large group meetings.
- 13:20 To help provide that extension of support to our member schools through these challenging times. And then lastly, the, the component
- 13:28 Tied to our certified officials associations, working with them on a daily basis, and then truly being an integral part of the service we provide to the schools.
- 13:38 This past year we focused on streamlining our signup procedures particular to the postseason
- 13:44 We continue to focus on the recruitment of officials as, as we've known and identified that the shortage exists. Prior to kovats and now thinking about creative ways that we can
- 13:56 Help to afford an increase roster opportunities for for new younger officials to join the ranks and be a part of the high school athletic experience. And we've done that with partnering with those presidents of those associations and offering opportunities for
- 14:15 For for that recruitment to occur. So I think when you look at when you look at, in summary, when you look at the the budget as a whole, heading into 2122 as I shared our section office fee is a 1.71 assessment to the schools are section fee remains remains flat and

- 14:38 And looking at your three of the officials contract anticipating that 2% increase we feel we're in a position and offering
- 14:47 A service to schools that is beneficial to them, their student athletes and overall ability to function and
- 14:56 Manage what happens in each local district on a day to day basis.
- 15:03 And you can move to the next slide deck.
- 15:11 And that and with that concludes our presentation from the interscholastic athletics. I don't know. We're taking questions at this point.



Steve's iPhone

15:23 Sure, if any, if any, board members. It's hard for me to see on the phone, but if there are any board members that have questions, please feel free to ask



Sheryl Brady

15:32 So I wouldn't want to disappoint anyone. So I took a few questions, and I apologize for being late. I came from a White Plains school board committee meeting. So I tried to get here as quickly as possible.

- 15:44 On. So one question I have taught based on your presentation I'm sort of curious about on three new schools on being welcomed and what does that mean, like, where did these schools come from and what were they doing previously.



Todd Santabarbara

15:59 So yeah, so the three great question. So the three new schools.

- 16:04 Are are from districts that were once a part of the section were once part of the organization that for various reasons that chosen

- 16:15 To step away and not offer programs we've Welcome back. The Mount Pleasant cottage school and then the two high schools to have the high schools that reside within the Greenbrier North castle district Greenberg Academy and Clark Academy, so
- 16:30 They, they anticipate they're looking to grow their programs and we've welcome them through our membership application process and approval from our athletic council and executive committee. Great.



Sheryl Brady

16:42 And just a couple more things. So in looking at sort of the line items on in the budget that was presented

- 16:50 To the board and board docs. There were a couple of things I just had a question about on maintenance contracts was one of the categories. And I was wondering what that referred to and computer equipment and who that was, for whom the equipment was
- 17:07 Utilized utilize



Todd Santabarbara

17:08 Yeah, so the computer equipment is that equipment that our staff within, within the center utilize it, and then the maintenance piece.

- 17:21 If I



Steve's iPhone

17:21 If I could hop in. I think that one of the software packages that this center utilizes, I believe, is called sports pack and

- 17:31 The there's always a looking for a system that might be able to do a little bit more and make enhancements to that system. So I don't know if Todd. If you want to talk about maybe the potential enhancements.

- 17:44 Or something for new package.



Todd Santabarbara

17:45 Yeah, so we have sports back has been the, the primary platform that

- 17:50 We as a center as well as a district to districts have utilized for the scheduling and assigning of contests, as well as the the payment.
- 17:59 How we go about the payment managing the payment methods and processes for for compensating officials, we have we have had conversations about potentially exploring other platforms.
- 18:13 And as as new products become available.
- 18:17 You know that may be able to help support our districts needs and help the office staff function more efficiently, that that is something we are considering
- 18:27 You know, working through. That's okay.



Sheryl Brady

18:29 Thank you. And I guess the last question is, I was just trying to reconcile on so it's a it's a 3.42% I think budget to budget increase, but the increase on to the district's is 1.71% so how how to have those percentages, you know, correspond to each other.



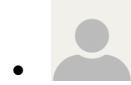
Steve's iPhone

18:54 Todd do you want me to take that if you want to take that



Todd Santabarbara

18:56 Sure you can speak to it.



Steve's iPhone

18:58 Okay, sure.

- 18:59 So it's, it's the the budget is the 3.42 that's for the office, but because we're adding three more schools, it's spread out of our larger denominator in the equation. So each district that's part of it, assuming they don't switch their
- 19:16 Their tier classification, they would be paying the 1.7 I think it's 1.77% more because of the addition of more customers is essentially the those three additional schools which still be picking up a full share so everyone else pays a little bit less than what the budget increases.



Sheryl Brady

19:35 Okay so balances out in terms of



Steve's iPhone

19:39 So when we add in those schools, they'll pay the fees. So the just looking at the budget figures now so the the office budget is about a \$50,000 increase

- 19:51 But the addition of those three schools. I'm just making up around numbers because I don't have exactly in front of me but they might contribute say \$5,000 apiece to the section to the office.
- 20:03 So the remaining schools, the other 79 schools that will continue on will be paying their share to equate for that \$35,000 increase of 35,000 from existing customers 15 from new covers the entire budget increase



Sheryl Brady

20:21 Okay, great. Thank you.



Unknown Speaker

20:23 Sure.



Steve's iPhone

20:26 Other other questions.

- 20:30 Because one question, Todd. That was asked last night was the difference or the kind of the relationship between section one and the both CS program.
- 20:42 And so I don't know if you just want to give a brief overview about kind of how that functions, how they function together, but they're separate



Sheryl Brady

20:50 Thank you, Steve. That was my question to yesterday. So yes, thank you.



Todd Santabarbara

20:55 Sure, yeah. I think the probably the easiest way to describe the relationship is that the on the BOSU side.

- 21:05 Then the focus really ties into the scheduling of games the signing of officials and the management of that payment plan for the officials and then
- 21:14 With that boasts he serves as that billing agent for all of the service provide all of the services provided on behalf of both the section and and both cities where the section.
- 21:27 The section is one of 11 regions or sections that are part of the New York State public high school Athletic Association, which is ultimately responsible for
- 21:36 Ensuring that our member districts member schools at here to Commission's regulations, the bylaws eligibility standards that the State Athletic Association has and and ultimately responsible for coordinating and facilitating
- 21:52 Championship events on behalf of our region with the idea that that group is governed by an executive committee with superintendent representation from each of the counties principals athletic directors all which oversee purely the section one operation.



Cathy Draper

22:14 Well, I just want to say thank you, Todd for a really excellent presentation. The fact that there aren't more questions just probably

- 22:20 is explained by the fact that you've done a really good job of giving us information and also to say welcome to Jesse. It's good to have you on our team. Thank you.



Todd Santabarbara

22:30 Thank you. Thank you. Thank you.



Steve's iPhone

22:32 Thank you, Todd, Jesse.

- 22:35 Okay, so next up
- 22:37 We have Tom Briggs from operations and maintenance.



Thomas Briggs

22:42 Thank you, Steve. Good evening and thank you for the opportunity to present to present our 20 2021 I'm sorry 2021 22 operations and maintenance budget.

- 22:54 Before I begin, I'd like to take a minute to just recognize the great team of people we have in our department.
- 23:00 We're a small group currently 12 due to some vacancies of men and women that help keep Southern Westchester Boise safe, clean and healthy.
- 23:08 During this pandemic this team has been asked to adapt to the ever changing landscape and gone above and beyond to address the needs of the staff and students.
- 23:18 Whether it's moving a classroom or office furniture to allow for proper social distancing the midday disinfection of the high touch points.
- 23:27 Or the last minute ordering of personal protective equipment from their remote workspace. They do it with a smile.
- 23:34 special thank you to pat de Tomaso who's retiring later this month after 18 years near almost 18 years with southern Westchester bow season. So thank you guys. You do a great job.
- 23:48 Next slide please.
- 23:51 Thanks. So our fortunately our budget due to some type monitoring and and management, we've been able to keep this year's budget to budget increase down below 1% it's point nine nine and we do that we look back for years on the utilities. So our budgets, the three primary
- 24:14 Numbers in our budget or the payroll the contracted services and utilities and four years back.
- 24:21 I go back and do a trend on the on the energy, we've made a lot of improvements. So we've been able to adjust their budget to it to include the most accurate numbers.
- 24:31 And also this year with the curveball, we've made allocations in the in the new budget for anticipated materials and supplies and

contracted services related to coven we'll talk about that a little bit later.
Next slide please.

- 24:50 Alright.
- 24:52 While we faced many challenges. We also continue to find efficiencies. So as we do our projects, for instance, we do a roofing project we're able to add insulation and able to to conserve on energy so
- 25:06 We're replacing a lot of our light lighting with LED lighting much more efficient. So even though the cost of energy is electricity looks to be up about 12% this year all combined. And it's mostly due to the Indian Point closure.
- 25:22 We've been able to do a recap. A lot of that with the projects that we've been doing so you won't see a large increase in fact some of some my lines have decreased due to some trending in the utility budgets.
- 25:37 And then also we knowing what we we spent in the past year on the coven related modifications and the services and materials.
- 25:47 I've made those adjustments in the budget. So you'll see some of the supply lines went up some of the contracted services went up.
- 25:55 And while it appears. One other spot in the budget, you'll see an increase is on the safety and security facility safety and security line.
- 26:04 That was actually in the budget was just in a different line. So when you look compare that that line to last year's. It looks like an increase, but it was it was actually in the budget last year.
- 26:16 And also one of the things which we'll talk about in the next slide or projects I i budget money in the budget, I put money in the budget to prepare for the projects for the upcoming year for the architectural and engineering services.
- 26:35 Next slide please.
- 26:39 Both seems a little unusual in the way we fund our large projects. Normally in a traditional school district we fund them within the budget.
- 26:49 In both these we fund them with the current year surplus so you won't see a specific line for capital projects.
- 26:56 Some of the most recently completed projects we did were the two roofs and building C and building he at the Career campus. They were well beyond their useful life.
- 27:07 But I inherited a great capital plan. I've been able to keep it rolling rolling along nicely so building C and building E and building see

- 27:17 Well, I'll talk about that in a minute. The new systems that we put in place there 20 year EP DM rubber roofs. So a good long life and the increased installation really helps a lot.
- 27:30 Also at the Career Services Building, I was able to combine the replacement of the HBC equipment, because it's always a juggling
- 27:38 Whether the roof gets replaced first or the equipment. So we were able to replace the roof and in time and follow right behind that with the the HBC project.
- 27:49 So that's moved along nicely building. See, we're, we're working the bugs out right now. It's a very high tech system it's uses what's called energy recovery.
- 27:59 So normally, what you do is you you circulate air through the space and you when you're done with it, you dump it out to the atmosphere.
- 28:06 Before we dump it out we reclaim the heat or the cooling that's that's still contained in that air and run it back through, not the actual air, but the energy
- 28:15 So it's a very efficient way of operating and then one thing that we've been able to do in building see now is completely air conditioned
- 28:25 Which will allow 12 month operation in there and it works out great because building. See, for those of you that don't know it houses.
- 28:34 cosmetology so you have nail polish. You have hairspray and the different odors. We have animal science which has its own
- 28:43 control issues. And then we have a nursing program. So three completely dissimilar programs in the same building.
- 28:52 And this new system allows where they air does not cross between the spaces so it's it's it's a very efficient. And I was, I was glad to see that.
- 29:04 This with with coven the recommended CDC increase ventilation, we're doing that already. That was we're ahead of the curve on there.
- 29:15 And the filtration, because we're not using the air. We're only bringing the air through the building. Once we're not research relating it the Merv 15 or 13 requirement doesn't play into this system, so it's it's really
- 29:32 It was almost as though we saw this this curveball coming at us.
- 29:36 So again, I said, the, the, the cooling in the space. That's great. And some of the future projects we're looking to create a similar system to this in the two larger buildings on campus. That's our next

two projects. And then we have to roofs over. I like that needs to be replaced.

- 29:58The coven
- 30:01That was an interesting it is an interesting anomaly for us to deal with.
- 30:06Because we have different cohorts of children coming through of students coming through, especially the CTE campus, you have the morning class comes in.
- 30:15They go home and then you have an afternoon class. So we have to go in there like a SWAT team get through the buildings disinfect all the high touch points and get out and our crews been able to do that, fortunately, we've we've had a lot of success. So
- 30:37And I think that's, yeah. Next slide. Okay.
- 30:43I know that was a brief overlook. Please take a look at the notes that are in your in your budget book from from my department and I'll certainly entertain any of your questions.



Cathy Draper

31:00Tom, I have a question. First of all, I you know from past years, my comments that I love all the stuff about the energy efficiency very dear to my heart.

- 31:09And all the ventilation improvements are really critical this year.
- 31:13Is there a possibility that if things go really well and in the upcoming school year. We don't need to spend as much money on coven type cleaning that there will be money for additional special projects that we could do next year.



Thomas Briggs

31:28Yes, there is a we were. I mean, obviously we're planning for the worst. And we're hoping for the best, but working with both Mr Miller and Mr tibbetts where we're able to

- 31:42reallocate where we need to

- 31:44 And yes, that, that, that is certainly one, one of the goals if there are extras. We were lucky we found some very efficient ways to deal with the the coven requirements.
- 31:56 I know many of the other schools have spent. I mean, our numbers not small. We deployed. These the small habit filtration units 95 of them at a cost of almost \$500 apiece.
- 32:10 It's, it's not a small number. I would say our overall expenses probably hundred thousand, give or take coven related between the masks and the
- 32:23 Hand Sanitizing surgical mask the end 95 masks the additional cleaning equipment, the non contact thermometers. The face shields, I mean a lot of things. It seems like every time I come around.
- 32:36 The desk shields where you keep the staff and the students separate we went through piles and piles of those worked out really well.

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Cathy Draper

32:46 How you found the money in the current year's budget to do that even though obviously that was all unanticipated

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Thomas Briggs

32:51 Don't

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Cathy Draper

32:51 We we differ very skilled that reallocating is, yes, yes.

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Unknown Speaker

32:55 We try

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Robert Johnson

32:58 I, I have a question about energy efficiency, also because I'm very much interested in retrofitting for leads qualifications, have you have we any long term plans for lead

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Thomas Briggs

33:14 Not specifically LEED certification, but all of our projects are designed our lead architect as the

- 33:23 I don't know if it's the highest but up up in the top tiers of lead design our engineers, the same way. Same way, and that was the reason why we went with the system. We went with
- 33:35 Building. See, but certainly it's a consideration. Some of it's driven by the, the energy codes as well, like the roofing installation.
- 33:43 What they allowed and what they require now and I know it sounds trivial, but then you add installation. Now all the equipment has to be raised up
- 33:52 Now you raise the equipment up the ductwork has to go up with it. So there's, there's a lot of pieces that come in the end product is fantastic. And some of that.
- 34:03 What drove the, the, the, the most recent HBC was the type of building it was. And it's kind of ironic. When I first got on the roof, there's this very, very large exhaust fan and I traced it back. And it was actually from when they did nails.
- 34:21 Nails polishing it and and the the acetone, the odors were permeating in the building. So they created a station an exhaust station. It looked almost like something that belonged over the top for grill in and a kitchen.
- 34:35 And it was above the ceiling. So we were able to with the new system eliminate that

- 34:42 So I'm curious to see this is my first go round within energy recovery system, but so far. I like it's very, it's very interesting. The fact that you're
- 34:52 And both it's it's a 12 month it if the air that you're exhausting is cool, you're able to reclaim that in the summertime and pretty cool the air on the way in.
- 35:02 Terms of but
- 35:03 Yes, leads is is right up there. We're, we're very
- 35:09 We recognize it. We do design around it.

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Robert Johnson

35:12 Yeah, I was at Taft

- 35:15 In middle Barry Middletown, Connecticut, and they were retrofitting all of their old buildings with these incredible heat exchangers these gigantic ceramic plates.
- 35:26 Cool. The building in the summer and warm it in the in winter. It's just an amazing, but in a very expensive project, obviously, but thank you.

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Thomas Briggs

35:36 Will probably priority to you, Mr. Johnson being here we install the natural gas on

- 35:43 The Career campus that opened up a lot of doors. Prior to that, we were all underground storage tanks which is huge liability and we were strapped to fossil fuel.
- 35:53 So now that we're off that we have very high efficiency condensing gas fired condensing boilers that are really, really interesting.
- 36:03 They have almost Excel like an accelerator pedal on that to adjust the capacity, you know, it does it all automatically, but where the old boilers, they would fire up heat up and shut off and then recycle. These don't do that.
- 36:19 So we're

- 36:19 We're, we're getting. And that's why I was able to keep my energy costs fairly flat.

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Robert Johnson

36:25 Excellent.

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Thomas Briggs

36:27 Thank you.

- 36:31 Any other questions.
- 36:34 Well, thank you for your time and I'm certainly available if any questions come up

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Cathy Draper

36:40 Thank you.

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Steve's iPhone

36:41 Thank you very much, Tom.

- 36:44 Last item on the agenda is just to talk about some of the other services that are in primarily there's no PowerPoint or anything for these but there's
- 36:55 Information in board docs.
- 36:57 Under the other SW boasts the Services tab so we operate a regional certification office.
- 37:05 There's one and a half of teams in that service that serves similar to the Rick region which is Rocklin Putnam in Westchester counties and those individuals who work in that center.

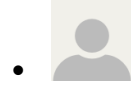
- 37:18 Or that that office they assist teachers with their certification issues coaching licenses.
- 37:26 For anyone who wants to be a coach of a of a program in their local schools and they really are a resource to the districts in sorting out their certification issues with the Office of teaching initiatives of the State Education Department
- 37:41 So that's an office, as I said, one, one and a half have to ease the budget is relatively flat for that service.
- 37:48 Compared to next year carries of point seven 9% budget budget budget increase. The next item is the benefits office.
- 37:58 So that's a and a an office of almost two people who manage all of them, the fringe benefits offered by the both see. So it's the health insurance dental insurance, life disabilities.
- 38:11 Both the on the active side of the house are active employees as well as the retirees. So right now, that those individuals in that
- 38:21 Department, they're working hard on open enrollment. So that's where people review their benefits for the calendar 21 year and make any changes that
- 38:31 You know shift benefits are flexible spending accounts, things like that. And that budget is assessed out to all of the centers within the most seas.
- 38:40 And so that's why if you look at the budget documents. It says zero based budget because all the expenses are captured in a bucket and then assessed out to all the participating centers throughout the postseason
- 38:53 Next up is public information and near and dear to Brian Howard's Hart who's on the call that service is what we call a hybrid service at the both of these were
- 39:04 The it's a service that serves both internally and externally, so there's
- 39:10 Towards the bottom of the budget, you'll see some entire budget credits coming in there from various Bossi centers.
- 39:16 But in addition, they also serve local districts with their PR and website and social media needs.
- 39:23 If there's any questions at the end. Brian can certainly answer any questions about his service. But again, it's, it's a service that has grown over the years, picked up some new districts and they also do special projects. So, for

- 39:36 School districts is considering doing a bond issue or something like that and they need special PR for that the the center has helped out in doing that.
- 39:49 Next up is our
- 39:52 Employees Assistant Program. So this is a service we purchased from Putnam Northern Westchester both seas and it's a service that we offer to our employees as a benefit.
- 40:01 And you've heard Suzanne speak about in the past that our utilization and and this is pre coven but the utilization has gone through the roof.
- 40:09 With the promotion of that service just trying to help out our employees so they can be more focused on when they're at work be at work rather than worrying about X, Y, or Z that's happening outside of work for them. So that's been a successful service that we offer to our employees.
- 40:27 Next up is our grant coordination and program planning. So there's kind of two
- 40:34 Two services intermingled in this one is this that we have a CIO and Chief Information Officer required
- 40:44 Or that works for the boss sees who handles all data requirements for data reporting for the both CS students up to the state.
- 40:53 So that's kind of one piece of the service of his compensation and benefits are accounted for in this budget. And then there's also money allotted for internal professional development.
- 41:05 That we do within the boss sees. So if we have a retreat day or special presenters come in on a boat sees wide level to do things.
- 41:15 Most of its been hurt handled internally over the past five years, but prior to that we used to have outside entities come in and help us with certain things. So that's the money is captured in that particular budget.
- 41:29 So that, that's just the flavor of the different services that we offer.
- 41:35 That are on the smaller side but still part of our overall budget. So does anyone have any questions on those services.



Cathy Draper

41:49 Thank you, Steve. It looks get a great job. Oh, Claire



Unknown Speaker

41:54 Terrific.



Steve's iPhone

41:55 All right, so that is the unless there's any questions related to the any of the presentations and see being that ends date night. Number two of our budget presentations.

- 42:10 Any last last questions.



Sheryl Brady

42:14 Can I just make a comment. I should probably do this tomorrow night. But I so appreciate the way these budget meetings have gone and

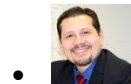
- 42:24 You know the administrative presentations. The, the sort of high level view on that their matches or meshes you know with with the details that we get in for docs.
- 42:36 I just find it really very informative the presentations have really been, you know, excellent on and just, well done. So thank you.



Cathy Draper

42:48 Agree with Cheryl. These are the most fun meetings of the year, with the possible exception of the annual meeting when we can do it in person and students cook for us.

- 42:55 But this is where we really learn what happens every day and we get to meet everybody so it's always fun to do this and I know the board always appreciates
- 43:03 All the work that goes into preparing for these meetings. So again, thank you to all of you who participated and making tonight. Such a efficient night.
- 43:13 If I don't hear anything else. I'm going to explain the process going forward. We do have our business meeting starting at 730 so in a moment. I am going to call for a motion to adjourn this meeting, we will go dark for 10 minutes or whatever it is. And we will reconvene at 730
- 43:31 I believe it's the same zoom information. We just go right back on and get back into the room and you know eight minutes or so. So Somebody correct me if I'm wrong on that. But I think that's correct.



Victor Pineiro

43:42 Yes, Kathy. That is correct.



Cathy Draper

43:44 Okay, thank you. Victor. In that case, may I have case may have

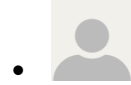
- 43:49 One thing.



lynn mcbride

43:51 Seems a stretch that I have to go. I just found out my neighbor's house burned down and some other guy or smoke inhalation. So I'm taking calls and listening to this meeting.

- 44:05 So I if I leave abruptly.
- 44:08 Something I



Cathy Draper

44:11 Thank you for explaining. I'm sorry to hear that. I did read about something in the online. So I didn't realize it was one of your neighbors. Yeah.

- 44:21 Okay.
- 44:23 Motion to adjourn.
- 44:27 Somebody I think Cheryl. Okay, Bob. Second,
- 44:30 All in favor. Raise hands place.
- 44:32 All right. Thank you very much. We will see you in a few minutes.



Thomas Briggs

44:36 Thank you.