

MEETING NOTICE

Village of Scarsdale

A Work Session of the Scarsdale Village Board of Trustees is scheduled for 5:00 PM on Tuesday, February 6, 2024. The meeting will be held in the 3rd Floor Meeting Room in Village Hall. Members of the public wishing to participate in the meeting remotely can do so via online link at <https://zoom.us/j/93183703358>, or call into the meeting using 1-929-436-2866 and entering the Meeting ID 931 8370 3358.*

Agenda

1. Budget Discussions

CS: 01-30-24

E-MAIL: Journal News (Lohud)
Scarsdale 10583
Scarsdale Hamlet Hub
The Daily Scarsdale

cc: Lobby Bulletin Board

**For a brief Zoom tutorial or to troubleshoot a problem, see here: <https://support.zoom.us/hc/en-us/articles/205566129-Raise-Hand-In-Webinar>. For other user questions, please visit the Zoom Help Center: <https://support.zoom.us/hc/en-us>.*



**Scarsdale Edgemont
Family Counseling Service**

BUDGET PLANNING DOCUMENT

Contract Year 2024 - 2025

Scarsdale Community Youth Services Project

**Submitted by:
James Genova, LCSW
Executive Director
January 2024**

Scarsdale Community Youth Services Project

MISSION STATEMENT

The **Scarsdale Community Youth Service Project** is a program of primary prevention and crisis intervention for youth who are growing up in a period of stress and turbulence. It is not a program of therapy in the schools, or recreation for youth, or family counseling. Rather, it reaches out identifying early behaviors of concern and young people who may be at risk. It supports parents as the primary safety net for youth. It teaches problem - solving and offers alternatives to alcohol and drug use. It advocates for a chemical free adolescence, collaborating with parents and all who work with youth village - wide, in a partnership for prevention.

The Youth Services Project offers help to teens and parents at a time when hope is easy to lose and caring is hard to find.

SCARSDALE COMMUNITY YOUTH SERVICES PROJECT

2024 - 2025

Staff Listing

SCARSDALE HIGH SCHOOL TEAM

Natalie Ramos, LMSW

Elizabeth Coritt, LCSW

SCARSDALE MIDDLE SCHOOL TEAM

Milagros Chatelain, LMFT

Ashley Sirna, LMSW

Samantha Swanko, LMHC, CASAC-2

YSP Supervisor – Maria Vilanova, LMFT

SAY Scarsdale (formerly DATF)

Lisa Tomeny

*Serving Scarsdale
and Edgemont since
1920*



*14 Harwood Court, Suite 409
Scarsdale, NY 10583*

(914) 723-3281

[About SFCS](#)

[Programs](#)

[SAY Scarsdale](#)

[DONATE HERE](#)

[News & Events](#)

[Contact Us](#)

[Privacy Policy](#)

[Client Rights](#)

[Safe Coalition](#)

[Employment Opportunities](#)



Maria Vilanova, LMFT

Maria Vilanova is a bilingual, English-Spanish, Licensed Marriage and Family Therapist. Maria joins the staff of SFCS as the agency's Assistant Director bringing with her more than 10 years of clinical, teaching and administrative experience. As the Assistant Director, Maria will supervise all aspects of the Scarsdale Community Youth Services Project and provide direct clinical services to adults, teens and families through the family counseling division.

Professionally, Maria has provided clinical services to individuals, couples, and families in both the public and private sector. Maria specializes in providing therapeutic services to those who have experienced trauma and life cycle transition using family therapy and family systems theory. Maria also specializes in cross-cultural relationships, and leadership. For the past eight years, Maria's work has been dedicated to working with our country's military personnel, our veterans, and their families struggling with mental illness and addiction.

Maria graduated from Mercy College in 2010 earning her Bachelor's Degree in Psychology, and completing her Masters Degree in Marriage and Family Therapy (MFT) in 2012. Maria maintains her affiliation with Mercy College as both a

professor of graduate studies in MFT as well as serving as the Director of the Clinical Internship Program.

Accreditation / Education

LMFT: Licensed Marriage and Family Therapist

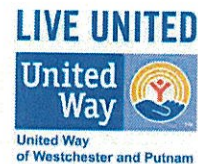
Specialties

Individual, couple and family counseling; Mental health and substance use disorders; Trauma, cross cultural relationships; Working with military personnel and their families. Graduate education and supervision.



Scarsdale
Edgemont Family
Counseling
Service

14 Harwood Court,
Suite 409
Scarsdale , NY 10583
(914) 723-3281
info@sfcsinc.org



Donate



[Privacy Policy](#)
[Client Rights](#)

*Serving Scarsdale
and Edgemont since
1920*



*14 Harwood Court, Suite 409
Scarsdale, NY 10583*

(914) 723-3281

[About SFCS](#)

[Programs](#)

[SAY Scarsdale](#)

[DONATE HERE](#)

[News & Events](#)

[Contact Us](#)

[Privacy Policy](#)

[Client Rights](#)

[Safe Coalition](#)

[Employment Opportunities](#)



Milagros "Millie" Chatelain, LMHC

Milagros "Millie" Chatelain joins the SFCS staff as a Youth Outreach Worker on the Middle School Level. Millie is a Licensed Mental Health Counselor who has dedicated her work to de-stigmatizing mental health for minority populations, including, but not limited to, people of color, women, and individuals that identify as LGBTQ+; and in offering a trauma informed and culturally sensitive approach to therapy.

Millie began her career in mental health as a psychotherapist and recovery coach at a trauma intensive outpatient program. Here, Millie developed her niche and honed her skills in the treatment of Complex Post Traumatic Stress Disorder (C-PTSD). Millie has extensive training in both Cognitive Behavioral Therapy (CBT) and Dialectical Behavioral Therapy (DBT).

More recently, Millie worked for the Archdiocese of New York Drug Abuse Prevention Program where she provided clinical and preventative services to students in K-8 at two different schools. In this role, Millie taught a curriculum approved by The New York State Office of Addiction Services and Supports (OASAS) as part of an early intervention framework to educate students about the effects of drug and alcohol.

Millie received her undergraduate degree from the University of Scranton and her Master's degree in Forensic Mental Health Counseling at John Jay College of Criminal Justice.

Accreditation / Education

LMHC: Licensed Mental Health Counselor

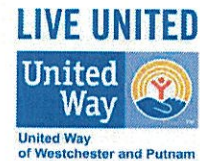
Specialties

Individual and Family Counseling. Children, adolescents and adults; Complex trauma; Culturally competent Services; CBT and DBT.



Scarsdale
Edgemont Family
Counseling
Service

14 Harwood Court,
Suite 409
Scarsdale , NY 10583
(914) 723-3281
info@sfcinc.org



Donate



[Privacy Policy](#)
[Client Rights](#)

*Serving Scarsdale
and Edgemont since
1920*



*14 Harwood Court, Suite 409
Scarsdale, NY 10583*
(914) 723-3281

[About SFCS](#)

[Programs](#)

[DATF](#)

[DONATE NOW](#)

[News & Events](#)

[Contact Us](#)

[Safe Coalition](#)

[Employment Opportunities](#)



Ashley Sirna, LMSW

Ashley Sirna joins the SFCS staff as a Youth Outreach Worker on the Middle School Level. Ashley is a Licensed Master Social Worker and has a background working in the field of mental health with a variety of populations and settings including adolescents, adults, and the elderly.

Ashley worked previously in the child welfare system where she advocated for children while also working with their families. Her work transitioned into the area of supported housing, assisting individuals and families experiencing homelessness, substance abuse, and those struggling with an array of mental health issues. Ashley specialized her training in mental health accepting a position as a therapist at an outpatient health clinic. Here, she gained valuable experience in providing individual therapy utilizing techniques such as cognitive behavioral therapy, motivational interviewing, and mindfulness.

Ashley has also provided service within two school districts and she has been an active advocate for those within the LGBTQ community. Ashley served as a mobile mental health practitioner for the Crisis Response Team in Orange County.

Ashley received her undergraduate degree in Psychology and Spanish from SUNY New Paltz and her Masters degree in Social Work from Adelphi University.

Accreditation / Education

LMSW: Licensed Master of Social Work

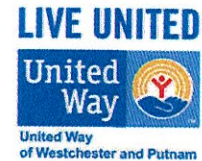
Specialties

Individual and Family Counseling. Substance abuse treatment and prevention; mobile crisis. Cognitive Behavioral Therapy. Adolescents and Adults

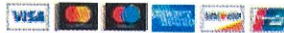


Scarsdale
Edgemont Family
Counseling
Service

14 Harwood Court,
Suite 409
Scarsdale , NY 10583
(914) 723-3281
info@sfcsinc.org



Donate



[Privacy Policy](#)
[Client Rights](#)

*Serving Scarsdale
and Edgemont since
1920*



*14 Harwood Court, Suite 409
Scarsdale, NY 10583*
(914) 723-3281

About SFCS

Programs

SAY Scarsdale

DONATE HERE

News & Events

Contact Us

Privacy Policy

Client Rights

Safe Coalition

Employment Opportunities



Samantha Swanko, LMHC, CASAC-2

Samantha “Sam” Swanko joins the SFCS staff as a Youth Outreach Worker on the Middle School Level. Sam is a Licensed Mental Health Counselor and a Credentialed Alcoholism and Substance Abuse Counselor who brings to the position a wealth of diverse counseling experience. In addition to her work with Middle School age youth and families, Sam will also co-facilitates the Peer Leadership program for Scarsdale High School students.

Sam began her career working in an inpatient psychiatric hospital where she received specialized training in crisis management and Dialectical Behavior Therapy. Sam had a unique interest in the treatment of chemical dependency and transitioned to working with adults, adolescents, and families struggling with addiction. Sam gained valuable experience working in both inpatient and outpatient rehabilitation programs, further strengthening her skills in individual, group, and family therapy.

In addition to her knowledge of chemical dependency, Sam has valuable experience with mental health disorders. Sam provides a mindfulness based approach to all her counseling sessions.

Sam received her undergraduate degree in Psychology from Siena College and her Masters degree in Mental Health Counseling from Long Island University. Sam recently received her CASAC credentialing from the NYS Office of Addiction Services and Supports.

Accreditation / Education

LMHC: Licensed Mental Health Counselor; CASAC Level 2: Credentialed Alcoholism and Substance Abuse Counselor

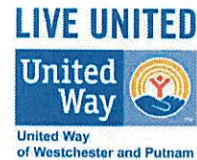
Specialties

Individual, Group and Family Counseling. Substance abuse treatment and prevention. Dialectical Behavioral Therapy. Adolescents and Adults



Scarsdale
Edgemont Family
Counseling
Service

14 Harwood Court,
Suite 409
Scarsdale, NY 10583
(914) 723-3281
info@sfcsinc.org



Donate



[Privacy Policy](#)

[Client Rights](#)

*Serving Scarsdale
and Edgemont since
1920*



*14 Harwood Court, Suite 409
Scarsdale, NY, 10583*
(914) 723-3281

[About SFCS](#)

[Programs](#)

[SAY Scarsdale](#)

[DONATE HERE](#)

[News & Events](#)

[Contact Us](#)

[Privacy Policy](#)

[Client Rights](#)

[Safe Coalition](#)

[Employment Opportunities](#)



Elizabeth Coritt, LCSW

Elizabeth "Liz" Coritt joins the SFCS staff as a Youth Outreach Worker on the High School level. Elizabeth is a Licensed Clinical Social Worker in both New York and Connecticut and she has experience working with children and adolescents in both community and in-home settings.

Elizabeth began her career in an extended day treatment program facilitating individual and family sessions for children 5-17. Here, she facilitated social skill development groups, coping and relaxation groups as well as groups for improved emotional management and frustration tolerance. Elizabeth transitioned to working as an intensive in home clinician, working with high acuity adolescents and their families, providing individual and family interventions as well as crisis intervention services.

Elizabeth received her undergraduate degree in Psychology from Quinnipiac College and her Masters in Social Work from Fordham University. She has completed two years of post-graduate training in Family Systems Theory at the Family Institute of Westchester where she is currently enrolled for her third and final year of training.

Accreditation / Education

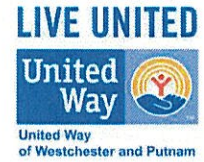
LMSW: Licensed Clinical Social Worker

Individual and Family Counseling; children, teens and adults.
Advanced training in Family Systems theory.



Scarsdale
Edgemont Family
Counseling
Service

14 Harwood Court,
Suite 409
Scarsdale , NY 10583
(914) 723-3281
info@sfcsinc.org



Donate



[Privacy Policy](#)

[Client Rights](#)

*Serving Scarsdale
and Edgemont since
1920*



*14 Harwood Court, Suite 409
Scarsdale, NY 10583*
(914) 723-3281

[About SFCS](#)

[Programs](#)

[DATF](#)

[DONATE NOW](#)

[News & Events](#)

[Contact Us](#)

[Safe Coalition](#)

[Employment Opportunities](#)



Natalie Ramos, LMSW

Natalie Ramos joins the SFCS staff as a Youth Outreach Worker on the High School level. Natalie is a Licensed Master Social Worker with a distinct background working in various youth settings including LGBTQ+ programs, respite and school-based mentorship initiatives.

Natalie worked and volunteered previously supporting LGBTQ+ youth of Long Island, facilitating the Gay Youth Planning Committee and providing a safe space for LGBTQ+ youth and their allies. Professionally, she transitioned into respite care providing services to youth with serious emotional disturbances. Following her experience in respite, Natalie worked with middle school youth in a school-based mentorship program assisting students in creating goals surrounding academic achievement, coping mechanisms, and social skill development. In this setting, she gained valuable experience assisting youth express their thoughts and feelings through music and other creative outlets.

Natalie also worked with medically fragile children advocating for their care, securing vital resources and supporting families.

Natalie received her undergraduate degree in Social Work from Long Island University and her Masters degree in Social Work from Lehman College.

Accreditation / Education

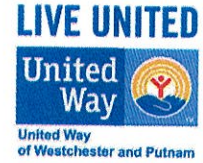
LMSW: Licensed Master Social Worker

Individual and Family Counseling; teens and adults. LGBTQ+ youth. Mentorship Programming.

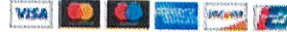


Scarsdale
Edgemont Family
Counseling
Service

14 Harwood Court,
Suite 409
Scarsdale , NY 10583
(914) 723-3281
info@sfcinc.org



Donate



[Privacy Policy](#)
[Client Rights](#)

*Serving Scarsdale
and Edgemont since
1920*



*14 Harwood Court, Suite 409
Scarsdale, NY 10583*

(914) 723-3281

[About SFCS](#)

[Programs](#)

[SAY Scarsdale](#)

[DONATE HERE](#)

[News & Events](#)

[Contact Us](#)

[Privacy Policy](#)

[Client Rights](#)

[Safe Coalition](#)

[Employment Opportunities](#)



Lisa Tomeny

Lisa Tomeny joined the staff of SFCS in September 2019 as the Coordinator for the Scarsdale Drug and Alcohol Task Force, now the Scarsdale Action for Youth. Lisa has been a leader in community coalition work in Westchester County for over a decade and she has extensive experience in implementing and utilizing the Strategic Prevention Framework, an evidence based model for reducing youth substance abuse.

Lisa's areas of expertise include developing coalition infrastructure and processes, strategic planning, program implementation capacity building and grant management and administration. Lisa has successfully led several Westchester coalitions including Blind Brook, Irvington, Peekskill and Yorktown.

Lisa received her Bachelor's degree in Economics from Bryn Mawr College and has prior leadership experience in the insurance and finance industry.

Accreditation / Education

BA in Economics Bryn Mawr College

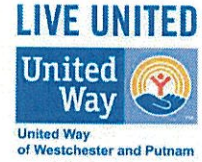
Specialties

All aspects of coalition development; grants management.
Community building; substance abuse prevention.



Scarsdale
Edgemont Family
Counseling
Service

14 Harwood Court,
Suite 409
Scarsdale , NY 10583
(914) 723-3281
info@sfcsinc.org



Donate



[Privacy Policy](#)

[Client Rights](#)

**SCARSDALE EDMONT FAMILY COUNSELING SERVICE
YOUTH SERVICES PROJECT
PROPOSED BUDGET
2024-2025**

**APPROVED VARIANCE PROPOSED REVISED-
APPROVED APPROVED PROPOSED**

September 1st - August 31st	<u>2021-2022</u>	<u>2021-2022</u>	<u>2022-2023</u>	<u>2022-2023</u>	<u>2023-2024</u>	<u>2023-2024</u>
SALARY						
Elizabeth Coritt	\$ 83,354	\$ 50,834	\$ 63,135	\$ 70,000	\$ 73,500	\$ 75,705
Natalie Ramos	\$ 61,212	\$ 61,000	\$ 63,135	\$ 70,000	\$ 73,500	\$ 78,705
Samantha Swanko	\$ 59,670	\$ 63,000	\$ 65,205	\$ 72,100	\$ 78,705	\$ 81,066
Millie Chatelain	\$ 58,000	\$ 50,834	\$ 63,135	\$ 70,000	\$ 73,500	\$ 75,705
Ashley Sirna	\$ 58,000	\$ 61,000	\$ 63,135	\$ 70,000	\$ 73,500	\$ 78,705
Lisa Tomeny - SAY Coordinator	\$ 23,971	\$ 23,971	\$ 24,810	\$ 24,810	\$ 26,050	\$ 26,831
YSP Supervisor	\$ 36,830	\$ 36,830	\$ 39,040	\$ 39,040	\$ 36,015	\$ 37,095
Support Staff	\$ 7,272	\$ 7,272	\$ 7,526	\$ 7,526	\$ 7,903	\$ 8,140
Bookkeeper	\$ 3,548	\$ 3,548	\$ 4,525	\$ 4,525	\$ 5,835	\$ 6,010
TOTAL SALARIES:	\$ 391,857	\$ 358,289	\$ 393,646	\$ 428,001	\$ 448,508	\$ 467,962
ASSOCIATED COSTS						
FICA	\$ 29,977	\$ 27,409	\$ 30,114	\$ 32,742	\$ 34,311	\$ 35,799
Pension @5%	\$ 18,217	\$ 16,539	\$ 18,216	\$ 19,933	\$ 20,831	\$ 21,756
Pension Admin	\$ 240	\$ 240	\$ 240	\$ 240	\$ 240	\$ 240
Health Insurance	\$ 55,551	\$ 45,641	\$ 47,136	\$ 47,136	\$ 56,532	\$ 68,043
Consultant/Employment Postings*	\$ -	\$ 2,875	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500
Accountant	\$ 2,145	\$ 2,145	\$ 2,150	\$ 2,150	\$ 2,250	\$ 2,325
Payroll Fees	\$ 925	\$ 925	\$ 1,040	\$ 1,040	\$ 1,375	\$ 1,350
Rent	\$ 8,095	\$ 8,095	\$ 8,516	\$ 8,516	\$ 8,687	\$ 9,196
Real Estate Taxes	\$ 185	\$ 185	\$ 185	\$ 185	\$ 200	\$ 200
Supplies	\$ 850	\$ 850	\$ 1,000	\$ 1,000	\$ 900	\$ 800
Equipment	\$ 575	\$ 575	\$ 730	\$ 730	\$ 700	\$ 600
Staff Development	\$ 900	\$ 900	\$ 900	\$ 900	\$ 1,000	\$ 1,000
Organizational Dues/Accred.	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,250	\$ 1,335
Computer Network	\$ 565	\$ 565	\$ 600	\$ 600	\$ 635	\$ 670
EMR System					\$ 1,600	\$ 1,000
Environmental Services						\$ 600
Subscriptions	\$ 640	\$ 640	\$ 1,686	\$ 1,686	\$ 2,000	\$ 2,080
NYS Unemployment	\$ 555	\$ 1,695	\$ 5,525	\$ 1,800	\$ 1,800	\$ 3,110
Malpractice	\$ 1,375	\$ 1,375	\$ 1,460	\$ 1,460	\$ 1,450	\$ 1,925
Worker's Compensation	\$ 3,595	\$ 3,428	\$ 3,000	\$ 3,000	\$ 3,247	\$ 3,305
General Liability/Crime	\$ 290	\$ 290	\$ 454	\$ 454	\$ 700	\$ 905
Life Insurance	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 150
D&O/Cyber Insurance	\$ 960	\$ 960	\$ 1,052	\$ 1,052	\$ 1,280	\$ 1,300
TOTAL EXPENDITURES	\$ 127,015	\$ 116,706	\$ 127,878	\$ 128,499	\$ 143,738	\$ 160,189
Total Expenditures and Salaries	\$ 518,872	\$ 474,995	\$ 521,524	\$ 556,500	\$ 592,246	\$ 628,151
Totals School/Village	\$ 518,872	\$ 474,995	\$ 521,524	\$ 556,500	\$ 592,246	\$ 628,151
SCARSDALE SCHOOL	\$ 259,436	\$ 237,498	\$ 260,762	\$ 278,250	\$ 296,123	\$ 314,076
SCARSDALE VILLAGE	\$ 259,436	\$ 237,498	\$ 260,762	\$ 278,250	\$ 296,123	\$ 314,076

With 2022 Credit	With 2023 Credit
\$ 556,500	\$ 565,510
\$ 278,250	\$ 282,755
\$ 278,250	\$ 282,755

**SCARSDALE EDGEMONT FAMILY COUNSELING SERVICE
COMMUNITY YOUTH SERVICES PROJECT**

BUDGET PROPOSAL NARRATIVE

2024-2025 Contract Year

Summary:

The 2024-2025 Scarsdale Community Youth Services Project is respectfully submitted with a request of \$628,151 to implement the contracted services. The budget reflects an increase of \$35,906.00 or 6.00% over the 2023-2024 budget.

Line by Line Analysis:

Salaries:

The 2024-2025 budget reflects a base salary increase of 3% given the rates of inflation and, in alignment with the 3.2% COLA increase recommended in the Consumer Price Index. Additionally, two Youth Outreach Workers are eligible to receive a \$3,000 retention bonus having completed three years of service. The increase is based upon the increased demand for qualified mental health professionals and as incentives to retain such professionals.

Outreach Teams on both the high school and middle school level. The team consists of two full time youth outreach workers (SHS) and three full time youth outreach workers (SMS) available to youth on a daily basis during school hours, and after school and evenings for parent and youth groups and crisis intervention.

The SAY -Scarsdale Action for Youth Coalition Coordinator (Formerly Drug and Alcohol Task Force) consists of a part-time coalition coordinator who develops and implements community based, alcohol and other drug prevention strategies for youth. The coordinator is responsible for maintaining the capacity of the Scarsdale SAY so that such community-based prevention strategies can be planned and executed in cooperation with its community partners.

YSP Supervision: Individual weekly consultation and supervision is provided to each youth outreach worker, by the SFCS Assistant Director. New staff members require extensive on-going orientation to SFCS/YSP policies and protocols. Supervision provides for case review, risk assessment, consultation in crisis situations, review of documentation and maintenance of best practice standards which support the continued accreditation of the Youth Service Project as a nationally accredited program.

The YSP Supervisor will facilitate twice monthly group supervision sessions and team meetings which coordinate youth outreach initiatives with community groups and organizations such as SFCS Police Liaison, Scarsdale Action for Youth, and the Safe Coalition. SFCS also coordinates response to crisis situations and provides for rapid response and an infrastructure for collaboration.

Bookkeeping: Fiscal functions including accounts receivable/ payable, bank reconciliations, federal and state filings, pension reports, TDA filings, annual audit preparation. Amount reflects programs fair share of the Bookkeepers annual salary for YSP related functions.

Support Staff: Costs reflect program's fair share of the Office Manager's annual salary.

FICA: .0765 of all salaries including five Youth Outreach Workers, Coalition Coordinator, YSP Supervisor, and the programs fair share of the Bookkeeper and Support Staff.

Pension: Employer contribution of 5% of annual salaries for the five Youth Outreach Workers, the YSP Supervisor, and the Support Staff. The Coalition Coordinator and Bookkeeper are not included in this calculation as the benefit is available only to full-time and part time employees (.60 FTE) or more.

Pension Administration: Fees instituted by Mutual of America for the administration of the SFCS pension plan. Cost reflects each employee's annual fee.

Health Insurance: Over the past five years, health insurance premiums have increased on average of 7% per year. Last year insurances rates increased by 8.3%. In the 2024-25 budget, a 9% increase is requested. This year, all five of the Youth Outreach Workers require individual health insurance. It should be noted that SFCS employees with an individual health plan have an employee contribution of 11% of the plan's cost.

Consultants: Cost reflects fees for consultation sessions, which include annual and semi-annual required training sessions which support the continued accreditation of the Youth Service Project as a nationally accredited program as well as costs for technology management.

Accountant: SFCS contracts annually with Anna Russo, LLP for federal and state tax filings, including completion of IRS 990, and NYS CHAR 500. Additionally, accountants provide an independent review of the agency's financial statements and prepare an annual Independent Auditor's Report. Cost reflects the program's fair share of the accountant's annual fees.

Payroll Fees: SFCS contracts with Paychex Payroll services for payroll and payroll related items. Cost reflects the program's fair share of the payroll fees.

Rent and Real Estate Taxes: Office space is allocated to project staff which includes a meeting room for group activities and workspace for use by five Youth Outreach Workers and the DATF Project Coordinator. Costs reflect the program's fair share of the rent and annual real estate taxes.

Supplies and Equipment: Costs include necessary equipment for five Youth Outreach Workers and includes costs for printer purchases, printer cartridges, scanners, printer paper and program's fair share of costs for lease of agency equipment.

Staff Development: Costs include a \$200 annual allocation for five Youth Outreach Workers to attend one professional development seminar annually. New York State requires licensed mental health professionals to obtain a minimum of 12 continuing education credits per year to maintain professional licensure.

Organizational Dues: In order to maintain compliance with best practice standards, SFCS maintains membership with the Council on Accreditation. Cost reflects the program's fair share of the membership fees.

Computer Network/Email: As part of the agency's infrastructure upgrades, agency's computer systems and networks are monitored by CMIT Technologies. Costs reflect program's fair share of overall costs.

Electronic Medical Record (EMR) System: In keeping with best practice standards, SFCS uses an electronic medical record system. The system used is HIPAA compliant and it is subscription based. Costs are associated with the number of clients enrolled in the system. Costs reflect program's fair share of overall costs.

Environmental Services: New budget line this year. Cost reflects the program's fair share of weekly office cleaning.

Subscription Costs: Costs include the program's fair share of subscription services utilized, including Intelli-Corp (background checks), Outlook and mass messaging systems such as Constant Contact and Survey Monkey.

NYS Unemployment: Required by law and calculated according to a percentage of Youth Services Project salaries. SUI rates are established by the NYS Department of Labor. SUI costs are projected this year at .03825 as compared to last year's rate of .02225.

Malpractice Insurance: Professional liability insurance in the amount of \$2 million/\$4 million with an additional \$1 million dollar umbrella policy. Insurance Carrier is Philadelphia Insurance Companies. Cost reflects the program's fair share of the annual premium. Additionally, this year, SFCS's malpractice carrier has required additional abusive conduct liability insurance.

Workers Compensation: Required by law. Youth Outreach Workers as code 8868; School-Professional calculated at the rate of salary multiplied by .0055. The position of SAY coordinator is coded as 8857 and is calculated at the rate of salary multiplied by .0336. Additional salaries coded at rate 8810, and is calculated at the rate of salaries multiplied by .0016.

General Liability/Crime Insurance: SFCS carries a commercial package policy, which includes general liability coverage, now through Philadelphia Insurance Companies. Cost reflects the program's fair share of the annual premium.

Life Insurance: In accordance with SFCS Policies and Procedures, all full-time staff are eligible to receive life insurance. Amount reflects annual costs for five Youth Outreach Workers.

Directors and Officers Insurance/Cyber Insurance: In compliance with New York State Law and best practice standards, SFCS is governed by a Board of Directors. Cost reflects program's fair share of the D&O insurance, which also includes cyber liability coverage.



**Scarsdale Edgemont
Family Counseling Service**

BUDGET PLANNING DOCUMENT

Contract Year 2024 - 2025

Aging in Place Initiative

**Submitted by:
James Genova, LCSW
Executive Director
January 2024**

Scarsdale Edgemont Family Counseling Service

Aging in Place Initiative

Mission Statement

The Aging in Place Initiative is a joint endeavor of Scarsdale Edgemont Family Counseling Service and the Village of Scarsdale. Aging in Place meets the evolving challenges of older residents, a population that is not only living longer and healthier, but wants to remain active and engaged and prefers to age in place *within* their community.

Aging in Place offers outreach, emotional support, short-term counseling, in-home assessment, information and referral services, advocacy, education, friendly visiting and future planning assistance for those Scarsdale residents sixty-five and older.

**SCARSDALE EDGEMONT FAMILY
COUNSELING SERVICE**

AGING IN PLACE INITIATIVE

2024 -2025

PROJECT STAFF

Stacey Zaslow-Cook, LMSW, C-ASWCM

*Serving Scarsdale
and Edgemont since
1920*



*14 Harwood Court, Suite 409
Scarsdale, NY 10583*
(914) 723-3281

[About SFCS](#)

[Programs](#)

[SAY Scarsdale](#)

[DONATE HERE](#)

[News & Events](#)

[Contact Us](#)

[Privacy Policy](#)

[Client Rights](#)

[Safe Coalition](#)

[Employment Opportunities](#)



Stacey Zaslow-Cook, LMSW, C-ASWCM

Stacey Zaslow-Cook joined the staff of SFCS in September 2022 as the Senior Outreach Worker for the Aging in Place Initiative. Stacey has over 30 years' experience working with the senior population and their families in community, medical and residential settings and she specializes in providing cognitive stimulation.

Early in her career, Stacey worked as a geriatric care manager where she assisted with the discharge planning of patients from hospitals and rehabilitation centers. She was soon providing customized programs for individuals and groups providing social, physical and cognitive simulation activities. Several years later, Stacey re-centered her work to the community where she provided an array of in-home services for elderly clients and assisted them with securing additional resources for healthy aging.

Stacey has extensive experience educating healthcare professionals, community members and consumers about the importance of establishing community support systems. She also organized and facilitated special events, community workshops and promotions in a variety of settings.

Stacey earned a Master's Degree from New York University School of Social Work, Advanced Standing Program and

earned a Bachelor of Social Work Degree from Rochester Institute of Technology.

Accreditation / Education

LMSW; C-ASWCM: Licensed Master of Social Work; Certified-Advanced Social Work Case Manager

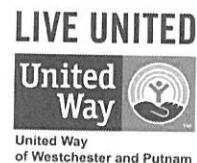
Specialties

Geriatric Care Management; Event Coordination



Scarsdale
Edgemont Family
Counseling
Service

14 Harwood Court,
Suite 409
Scarsdale , NY 10583
(914) 723-3281
info@sfcinc.org



Donate



[Privacy Policy](#)
[Client Rights](#)

**SCARSDALE EDGEMONT FAMILY COUNSELING SERVICE
AGING IN PLACE INITIATIVE
PROPOSED BUDGET
2024-2025**

	Approved	Approved	Approved	Proposed
(September 1-August 31)	2021-2022	2022-2023	2023-2024	2024-2025
SALARY				
Stacey Cook (MES)	\$ 43,860	\$ 45,395	\$ 50,400	\$ 51,869
AIP Supervisor	\$ 4,825	\$ 5,063	\$ 5,316	\$ 5,475
Bookkeeper	\$ 3,548	\$ 4,525	\$ 5,835	\$ 6,010
Support Staff	\$ 7,272	\$ 7,526	\$ 7,903	\$ 8,140
TOTAL SALARIES	\$ 59,505	\$ 62,509	\$ 69,454	\$ 71,494
ASSOCIATED COSTS				
FICA	\$ 4,552	\$ 4,782	\$ 5,313	\$ 5,469
Pension @5%	\$ 2,975	\$ 3,125	\$ 3,473	\$ 3,575
Penison Admin	\$ 48	\$ 48	\$ 48	\$ 48
Health Insurance	\$ 6,666	\$ 6,890	\$ -	\$ -
Consultant	\$ -		\$ 1,000	\$ 1,000
Accountant	\$ 1,075	\$ 1,075	\$ 1,125	\$ 1,163
Payroll Fees	\$ 925	\$ 1,042	\$ 1,377	\$ 675
Rent	\$ 5,397	\$ 5,597	\$ 5,791	\$ 6,131
Real Estate Taxes	\$ 175	\$ 175	\$ 175	\$ 125
Equipment	\$ 575	\$ 575	\$ 595	\$ 600
Supplies	\$ 450	\$ 500	\$ 450	\$ 400
Printing/Postage	\$ 25	\$ 25	\$ 25	\$ 25
Staff Development	\$ 180	\$ 180	\$ 200	\$ 200
Organizational Dues	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,384
Telephone	\$ 800	\$ 900	\$ 930	\$ 960
Computer Network	\$ 745	\$ 890	\$ 920	\$ 1,300
Theranest			\$ 1,388	\$ 500
Travel (parking permit)	\$ -	\$ -	\$ -	\$ -
Program Expenses Vital Aging	\$ 200	\$ 200	\$ 300	\$ 500
Environmental Services		\$ 375	\$ 400	\$ 400
Subscriptions	\$ 130	\$ 337	\$ 300	\$ 300
NYS Unemployment	\$ 95	\$ 1,275	\$ 275	\$ 480
Malpractice	\$ 275	\$ 295	\$ 300	\$ 385
Worker's Compensation	\$ 1,760	\$ 1,790	\$ 1,850	\$ 2,045
General Liability	\$ 290	\$ 310	\$ 300	\$ 600
Crime Insurance		\$ 365	\$ 400	\$ 375
D&O Insurance	\$ 960	\$ 815	\$ 985	\$ 1,005
Cyber Insurance		\$ 240	\$ 300	\$ 300
TOTAL EXPENDITURES	\$ 29,423	\$ 32,931	\$ 29,345	\$ 29,945
Total Expenditures and Salaries	\$ 88,928	\$ 95,440	\$ 98,799	\$ 101,439
SCARSDALE VILLAGE	\$ 53,357	\$ 57,264	\$ 59,279	\$ 60,863
SFCS	\$ 26,571	\$ 28,676	\$ 29,520	\$ 29,576
Westchester County	\$ 9,000	\$ 9,500.00	\$ 10,000.00	\$ 11,000.00

**SCARSDALE EDGEMONT FAMILY COUNSELING SERVICE
AGING IN PLACE INITIATIVE**

BUDGET PROPOSAL NARRATIVE

2024-2025 Contract Year

Summary:

The 2024-2025 Aging in Place Initiative budget is respectfully submitted with a request of \$60,683 from the Village of Scarsdale. The request reflects an overall program increase of \$2,631 or 2.7%. The actual increase of the Village's share is \$1,579.00.

Line by Line Analysis:

Salaries:

AIP Coordinator: Salary for the part-time (.60 FTE) Senior Outreach Coordinator. The 2024-2025 budget reflects a 3% increase in individual salaries. The increase is based upon the rates of inflation and in alignment with the 3.2% COLA increase recommended by the Consumer Price Index. The increase is based upon the increased demand for qualified mental health professionals and as an incentive to retain such professionals.

SFCS Supervision: Individual weekly consultation and supervision is provided by the Executive Director. Supervision provides for case review, risk assessment, consultation in crisis situations, review of documentation and maintenance of best practice standards which support the continued accreditation of Aging in Place Services.

Bookkeeping: Fiscal functions including accounts receivable/ payable, bank reconciliations, federal and state filings, pension reports, TDA filings, annual audit preparation. Amount reflects programs fair share of the Bookkeepers annual salary for AIP related functions.

Support Staff: Costs reflect program's fair share of the Office Manager's annual salary.

FICA: .0765 of salaries including AIP Coordinator, AIP Supervisor, Bookkeeper and Support Staff.

Pension: Employer contribution of 5% of annual salaries of the AIP Coordinator, the AIP Supervisor, and the Support Staff. The Bookkeeper is not included in this calculation as the benefit is available only to full time and part time employees (.60 FTE) or more.

Pension Administration: Fees instituted by Mutual of America for the administration of the SFCS pension plan. Cost reflects employee's annual fee.

Health Insurance: Health insurance was not elected. The senior outreach worker receives a pro-rated stipend, totaling \$1,440 per year in lieu of health insurance and in accordance with SFCS Personnel Practices.

Consultants: Cost reflects fees for consultation sessions, which include annual and semi-annual required training sessions which support the continued accreditation of the Aging in Place initiative as a nationally accredited program.

Accountant: SFCS contracts annually with Anna Russo, LLP for federal and state tax filings, including completion of IRS 990, and NYS CHAR 500. Additionally, accountant provides an independent review of the agency's financial statements and completes an annual Independent Auditor's Report. Cost reflects the program's fair share of the accountant's annual fees.

Payroll Fees: SFCS contracts with Paychex Payroll services for payroll and payroll related items. Cost reflects the program's fair share of the payroll fees.

Rent and Real Estate Taxes: Office space is allocated to the AIP Coordinator. This year SFCS will continue to benefit from a savings in rent following the renegotiation of our lease. Real estate taxes however will be re-assessed. Costs reflect the program's fair share of the rent and annual real estate taxes.

Supplies and Equipment: Costs include necessary office equipment for and includes costs for computer and printer purchases, printer cartridges, printer paper and program's fair share of costs for lease of agency equipment.

Printing and Postage: Community mailings, brochures, informational packets for clients, referral materials and staff annual reports.

Staff Development: Costs include money for the AIP Coordinator to attend one professional development seminar annually. New York State requires licensed mental health professionals to obtain a minimum of 12 continuing education credits per year to maintain professional licensure.

Organizational Dues: In order to maintain compliance with best practice standards, SFCS maintains membership with the Council on Accreditation. Cost reflects the program's fair share of the membership fees.

Telephone/Internet: Costs include single phone line designated for the AIP initiative as well as the program's fair share of costs for internet service.

Computer Network: As part of the agency's infrastructure upgrades, agency's computer systems are monitored by CMIT Technologies. Costs reflect the program's fair share of overall costs.

Electronic Medical Record (EMR) System: In keeping with best practice standards, SFCS uses an electronic medical record system. The system used is HIPAA compliant and it is subscription based. Costs are associated with the number of clients enrolled in the system. Costs reflect program's fair share of overall costs.

Program Expenses: To successfully fulfill the obligations of the Vital Aging workshops, fees are requested to pay for guest speakers, refreshments, and related expenses.

Environmental Services: SFCS contracts with Anago Cleaning Services for office cleaning services. Cost reflects the program's fair share of the cleaning services.

Subscription Services: Cost includes fees for technological services such as Outlook, Zoom, Intelli-Corp (background checks), and mass messaging systems such as Constant Contact and Survey Monkey. Cost reflects the program's fair share of the annual premiums.

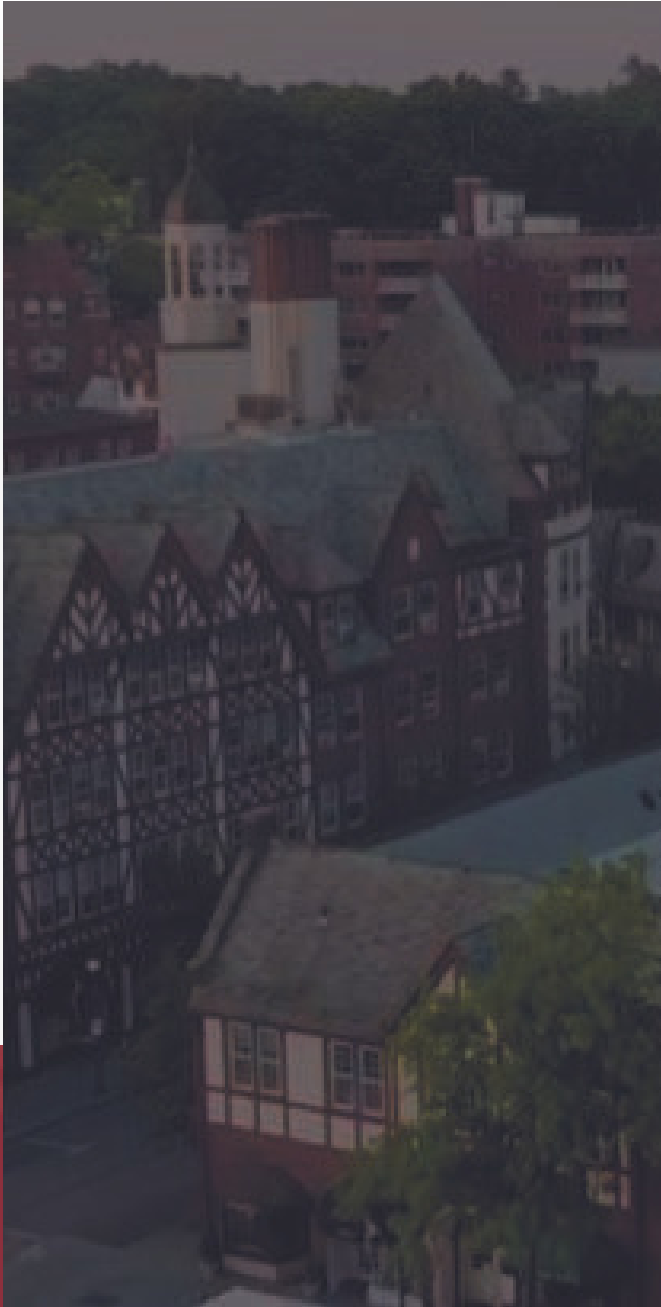
NYS Unemployment: Required by law and calculated according to a percentage of the AIP Coordinator's salary. SUI rates are established by the Department of Labor. SUI costs are projected this year at .03825 as compared to last year's rate of .02225.

Malpractice Insurance: Professional liability insurance in the amount of \$2 million/\$4 million with an additional \$1 million dollar umbrella policy. Insurance Carrier is Philadelphia Insurance Companies. Cost reflects program's fair share of the annual premium. Additionally, this year, SFCS's malpractice carrier has required additional abusive conduct liability insurance.

Worker's Compensation: Required by law. The AIP Coordinator's position is coded as 8857 and is calculated at the rate of salary multiplied by .0336. Additional salaries coded at former rate 8810, or salaries multiplied by .0016%.

General Liability/Crime Insurance: SFCS carries a commercial package policy, which includes general liability coverage, now through Philadelphia Insurance Companies. Cost reflects the program's fair share of the annual premium.

Directors and Officers Insurance/Cyber Insurance: In compliance with New York State Law and best practice standards, SFCS is governed by a Board of Directors. Cost reflects the program's fair share of the D&O insurance, which also includes cyber liability coverage.



SCARSDALE BUSINESS ALLIANCE

2024 Village of Scarsdale
Budget Request Presentation



01

A DECADE LOOK BACK AT THE VILLAGE
OF SCARSDALE STATE OF AFFAIRS



A DECADE LOOK BACK

Defunct Chamber

- Scarsdale historically had an unengaged and ineffective chamber of commerce, whose primary purpose was running an annual summer sidewalk sale. The chamber of commerce became defunct in 2016.

Village Vacancies

- Due to a shifting landscape (big box stores, internet, shifts in buyer behavior), there was high merchant dissatisfaction, and the Village had its largest number of vacancies in history.

It took this past decade to build Scarsdale back to the vibrant downtown center it is today

- Stakeholders were brought together (merchants, landowners, elected officials, village staff, consumers). Studies surveyed merchant and consumer views and behavior. Best practices were established.
- Leadership groups were forged, marketing campaigns launched, and eventually, the Scarsdale Business Alliance (SBA) was formed in 2018.

HOURS TO BUILD THE SBA

**TOTAL HOURS:
21,000+**

2014 - 2015 Volunteer Hours: 2400/yr

The Acceleration Project (“TAP”) launched the *Buy Local* study to address challenges faced by Scarsdale businesses, and initiated conversations with all stakeholders to enhance the vibrancy of Scarsdale Village.

2016 - 2019 Volunteer Hours: 1500

TAP laid the foundation to identify and attract new tenants; supported existing tenants; researched best practices for chambers; met with property owners, Village officials, merchants, community members; held focus groups with local merchants; acted as the de facto chamber until 2018.

2018 - 2023 Volunteer and Paid Hours: 2500/yr

SBA Volunteer ED Hours: 1000/yr
SBA Board Volunteer Hours: 500/yr
SBA Paid Staffing Hours: 1000/yr



02

WHAT IS THE IMPORTANCE OF A VIBRANT LOCAL ECOSYSTEM?

THE IMPORTANCE OF A VIBRANT LOCAL ECOSYSTEM



VIRTUOUS CYCLE OF A HEALTHY VILLAGE CENTER

The SBA is critical to keeping Scarsdale Village a vibrant thriving ecosystem. A thriving Scarsdale Village center keeps local business and tax revenues in the local economy. Local business and tax revenues support Village residents, local causes, and other local businesses.

- For every \$1 spent with a local business, over two-thirds (\$0.68) stays in the local community to support local families, local causes, and other local businesses. It's called the multiplier effect. By contrast, for every \$1 spent with a national retailer, only about 30% to 40% stays local, or \$0.30 to \$0.40. American Express 2022 Small Business Economic Impact Study.
- According to private research firm Civic Economics, local independent businesses and restaurants generate a much higher rate of local recirculation of revenue than chain retailers and restaurants.
Civic Economics

THE IMPORTANCE OF A VIBRANT LOCAL ECOSYSTEM



VIRTUOUS CYCLE OF A HEALTHY VILLAGE CENTER

- The commercial district offers convenience to neighboring residents by providing easy access and reducing reliance on auto dependent shopping, while also producing fewer car emissions. “Residents of neighborhoods with more local businesses log 26 percent less automobile miles.” [Sustainable Connections](#)
- Main Street lives in America's heart and is vital to our collective sense of well-being. “Building thriving communities helps foster mental health and well-being for everyone.” [Prevention Institute](#)
- A healthy Main Street core protects property values in surrounding residential neighborhoods. “[A] vibrant small business sector can help create a thriving local economy that raises area real estate values.” [Business News Daily, Nov. 8, 2023](#)

03

WHAT IS THE SCARSDALE BUSINESS
ALLIANCE?

WHAT IS THE SCARSDALE BUSINESS ALLIANCE?

- The SBA has over 125 members (retail, restaurants, property owners, service providers, home-based businesses, non-profit organizations and community partners).
- The SBA works with local businesses, community members, government, property owners, real estate brokers and other community groups to help make Scarsdale a thriving village.



- The SBA serves as the voice of the local business community.
- The SBA strives to raise awareness of Scarsdale's diverse amenities, boost foot traffic and stimulate economic activity in the Village center and foster a sense of community engagement.

The Scarsdale Business Alliance (SBA) is a non-profit organization that was formed in 2018 to support and promote the local business community.



04

WHY IS THE SCARSDALE BUSINESS
ALLIANCE IMPORTANT TO THE VILLAGE
OF SCARSDALE?

WHY IS THE SBA IMPORTANT TO THE VILLAGE OF SCARSDALE?



- The SBA serves as the voice of the local business community.
- The SBA's programs, activities, and events cultivate a vibrant and economically viable local business ecosystem, delivering substantial community benefits, including special events that improve local quality of life and serve as focal points for community gathering and social interaction.
- The SBA's programs and initiatives give relevance and stature to Scarsdale Village, attracting the support of large corporate entities and County government officials.
- The SBA serves as a thought leader for Village-related issues and initiatives, e.g., traffic & safety, parking, placemaking, and aesthetics.
- The SBA's initiatives make Scarsdale a more attractive place to do business.
- SBA activities and events align with and provide critical support to the Village's strategic and financial planning, quality of life issues, and economic development and land use.

MEMORANDUM OF UNDERSTANDING



- In 2022 and 2023, the Village of Scarsdale entered in an official MOU with the SBA, solidifying its partnership and dedication to support their joint mission to assist local businesses and to infuse Scarsdale retail hubs with vibrancy.
- The MOU's stated purpose is to formally recognize the SBA as a government- sponsored local organization, because "it is in the public interest for the Village of Scarsdale to formally sponsor the SBA in such beneficial programs, activities and events."
- In connection with the partnership, members of the Village and the SBA meet and work together through The Task Force, which was formalized under the 2023 MOU. The Task Force has been instrumental in responding to and addressing critical Village issues and its work has led to new local laws, including those which permit year-round sidewalk dining.
- The 2023 MOU authorizes a **minimum** of \$10,000 per year, **or such greater amount as the Village Board of Trustees may authorize**, in annual financial support to help defray costs incurred with organizing and implementing programs, activities, and events of public interest and value.
- The MOU recognizes that "The SBA's programs, activities, and events cultivate a vibrant and economically viable local business ecosystem, delivering substantial community benefits, including special events that improve local quality of life and serve as focal points for community gathering and social interaction."

05

SBA'S INITIATIVES & ACCOMPLISHMENTS



SBA'S INITIATIVES & ACCOMPLISHMENTS

SBA has been a key part in making Scarsdale a desirable place to do business.

- SBA has been a critical thought partner and leader.
- SBA forged a partnership with the Village of Scarsdale to help reduce red tape, making it easier for new businesses to open and for current businesses to operate with fewer restrictions.
- SBA programs and initiatives bring people from throughout the tri-state area to our Village.

DINE THE 'DALE TENT



- To support Scarsdale Village and its local merchants during Covid, the SBA organized and executed the Dine the 'Dale Tent Initiative by installing a 2500 square foot tent on Spencer Place with picnic tables placed under and adjacent to the tent.
- This initiative created a safe destination for multi-generational community members to gather, dine and socialize, while bringing vitality to our downtown center and supporting local businesses, including 27 participating restaurants.
- The SBA organized live acoustic music and hosted events in the tent. The tent area was also reserved by SBA members, sponsors, local non-profit organizations and community groups for programming and events.

The success of the tent was proof of concept of the community's desire for more permanent placemaking.



COMMUNITY EVENTS

Annual Summer Sidewalk Sale

The SBA Summer Sidewalk Sale is an annual event featuring fabulous sales and discounted deals from local brick-and-mortar retail stores and outside vendors.



Additional associated activities/initiatives with the Sidewalk Sale have included:

Chalk the 'Dale (2020, 2021 and 2022) - Scarsdale families were invited to create chalk art on Boniface Circle. Created by the Scarsdale Youth Business Alliance (SYBA), Chalk the 'Dale added vibrancy to our Village center, while fostering creativity.

Family fun activities (2022 and 2023) - Families enjoyed activities on Saturdays during the Sidewalk Sale, including a balloon artist, face painting, arts and crafts/games, and music.

Rock the 'Dale (2021 and 2022) – Local bands performed in Chase Park on Saturday afternoons of the Sidewalk Sale as a part of Rock the 'Dale.

COMMUNITY EVENTS

Scarsdale Music Festival

Scarsdale Music Festival (SMF) is an exceptional, family-friendly community event that brings together thousands of people of all ages to celebrate their love of music, food and community.



In 2019, the SBA produced the first annual SMF, a grassroots community event which drew over 3000 attendees, injecting vibrant energy to Scarsdale's Village center. After a pause in 2020 due to the pandemic, an expanded festival returned in full force in 2022.

In 2023, over 6000 attendees from Westchester County and beyond gathered in Scarsdale to enjoy performances by bands from the Tri-State region, a VIP tasting tent featuring elite wines and spirit cocktails, and a range of family-friendly activities.

Since its inception, the SBA has consistently contributed a portion of SMF's proceeds to non-profit organizations benefiting underprivileged and underserved families. The charitable beneficiary for 2024 is Daniel's Music Foundation, which empowers individuals with disabilities through music education, performance, and socialization.



COMMUNITY EVENTS

Health, Beauty & Wellness Fair

The Health, Beauty & Wellness Fair (HBW) Fair is a fun, festive, and educational day full of activities surrounding key health and wellness resources.



The first HBW Fair occurred in May 2019 with approximately 1000 attendees.

On Sunday, September 10th, 2023, the Scarsdale Business Alliance (SBA) hosted its 2nd Annual HBW Fair, presented by White Plains Hospital. Local businesses and health care providers exhibited their services and products, offered health screenings, and demonstrated wellness techniques.





BUSINESS TO BUSINESS EVENTS

Meet & Greet Networking Events

- The SBA runs approximately two-three Meet & Greet Networking Events each year, which are held at an SBA member's business or outside venue (Rothmans, Wilson & Son, Great Stuff, Dine the 'Dale Tent, SimCoe Beer Bar, One Rare, Micheline).
- These events give members an opportunity to network, share advice, and interact with local government officials.
- These events also give the SBA an opportunity to recruit new members.
- Approximately 75-125 people attend these popular events.

BUSINESS TO BUSINESS EVENTS

Business Series Presents

- The Business Series Presents event series, which launched in 2023, is designed to provide valuable insights and resources to Scarsdale business owners and merchants. This is an excellent opportunity for SBA members and non-members to gain knowledge and network with industry experts.
- The first event attracted over 70 business and community members and featured five panelists: Mike Wilson, owner of Wilson & Son Jewelers; Dalia Strum, founder of RethinkConnect; Danielle Settembre, owner of Hair & Saloon & Cafe; Liz Wood, founder of Ryemarkable Moms; and Pamela Pekerman, author & founder of Hustle Like a Mom.



SCARSDALE FARMERS' MARKET

- It historically has been very difficult to attract a professional run farmers market in Scarsdale. Prior efforts failed due to being held during the week and/or run by inexperienced management.
- The SBA introduced the Sunday Farmers' Market in 2023. With the support and collaboration of the Village, we were able to provide proof of concept with a small market of well-curated vendors, enabling us to attract an established management company to take over starting this spring 2024.



06

EXCITING THINGS ON THE HORIZON

#DestinationScarsdale

- #DestinationScarsdale is an SBA and Village of Scarsdale proposed initiative designed to raise awareness of Scarsdale's diverse amenities, increase foot traffic in the Village center, and promote community engagement.
- The initiative will likely kick off as a pilot program this spring, starting in May and taking place on Sundays.

Key components include:

- The revamped Scarsdale Farmers' Market
- Bicycle Sundays on the Bronx River Parkway
- Family fun activities
- Live musical performances
- Local art displays



07

A CRITICAL JUNCTURE: ENSURING THE
SBA'S LONG TERM SUSTAINABILTY

THE SBA IS AT A CRITICAL JUNCTURE

- It has required full-time dedication from volunteer business owners, which is not a sustainable model.
- We have had a volunteer ED for the past several years; without salary , the SBA will not have an ED.
- We hired part-time executive assistants at an annual cost of approximately \$40K, yet had high turnover with not appropriate skill set.
- Without the Dine the 'Dale tent, which generated \$45K in profit in 2023, the SBA will lose a large source of income.
- The SBA must professionalize to meet its growth and expanded impact.
- Given the SBA's increasing expenses to cover overhead, staffing, and its continued growth, the SBA needs additional sources of revenue to remain viable.

THE SBA MUST HIRE A PROFESSIONAL EXECUTIVE DIRECTOR IN ORDER TO SURVIVE

- The current structure relies on business owners' time and efforts and is unsustainable because they must run their own businesses.
- The SBA is losing members, as there are no resources assigned to member growth, satisfaction and retention.
- The SBA is unable to grow and expand its programming for businesses and the community.

SBA FINANCIAL DATA

2022

2023

2024

INCOME EXPENSE INCOME EXPENSE INCOME EXPENSE

B2B Events	\$0.00	\$1,246.14	\$145.88	\$1,606.82	\$500.00	\$1,700.00
Business Series Presents	\$0.00	\$0.00	\$145.88	\$313.91	\$500.00	\$500.00
Meet & Greet		\$1,246.14		\$1,292.91		\$1,200.00
Dine the 'Dale	\$43,459.95	\$30,736.04	\$60,200.00	\$15,403.21	\$0.00*	\$0.00*
Health, Beauty & Wellness	\$0.00	\$0.00	\$19,773.40	\$20,179.16	\$20,000.00	\$20,000.00
Scarsdale Music Festival	\$105,103.87	\$102,765.88	\$124,720.77	\$114,071.02	\$137,000.00	\$125,000.00
SMF Food Vendor Fees	2,058.70		2,334.66		2,000.00	
SMF Merchandise	335		232.34		0	
Total SMF Ticket Sales	\$27,709.50		\$35,153.59		\$35,000.00	
Total SMF Sponsorship	\$75,000.67		\$87,000.18		\$100,000.00	
Sidewalk Sale	\$5,501.26	\$3,450.56	\$5,022.05	\$3,258.73	\$5,000.00	\$3,500.00
Membership Fees	33,897.70		33,232.02		30,000.00	
Youth Services	436.18	\$533.42				
Bank & CC Fees	0.12	2.97	0.12	249	0.12	200
Professional Services		\$2,350.00		\$10,800.00		\$33,000.00
Accounting Services		\$2,350.00		\$2,350.00		8,000.00
Media and Advertising Services				9,050.00		25,000.00
Consulting Services				\$1,750		
Marketing		\$1,759.28		\$2,582.63		\$2,500.00
Total Operating Expenses		\$9,292.04		\$17,998.36		\$22,400.00
Insurance		2,251.20		2,301.78		4,000.00
Supplies		209.8		7,004.25		4,000.00
Systems & Services		4,441.04		5,272.33		6000
Travel & Transportation		1,100.00		110		900
Website		1,290.00		3,310.00		4,000.00
Total Payroll Expenses		\$30,696.87		\$41,591.07		66,000*

YEAR OVER YEAR

	Income	Expense	Net
2024	\$192,500.12	\$270,800.00	-\$78,299.88
2023	\$243,094.24	\$230,083.09	\$13,011.15
2022	\$188,399.08	\$182,833.20	\$5,565.88

***Dine the 'Dale Tent Revenue:**
 2022 - net profit \$12,723.91
 2023 - net profit \$44,796.79

Payroll Expense
 *2024 Payroll Expense budget is based on 75% of an annual salary of 80K (ED starting end of March)



REQUESTED VILLAGE FUNDING

CASH FUNDING: \$75K
IN-KIND FUNDING: \$15K*

*Village of Scarsdale expenses related but not limited to DPW, SPD and SFD for SBA initiatives and community events. 2023 in-kind funding: \$13,499.48

2024 SBA Operating Budget: \$270,800.00

2024 Projected loss: -\$78,299.88*

*due to the additional expenses for professional staffing and the loss of revenue from the Dine the 'Dale Tent

SBA'S FUTURE WITHOUT AND WITH FUNDING

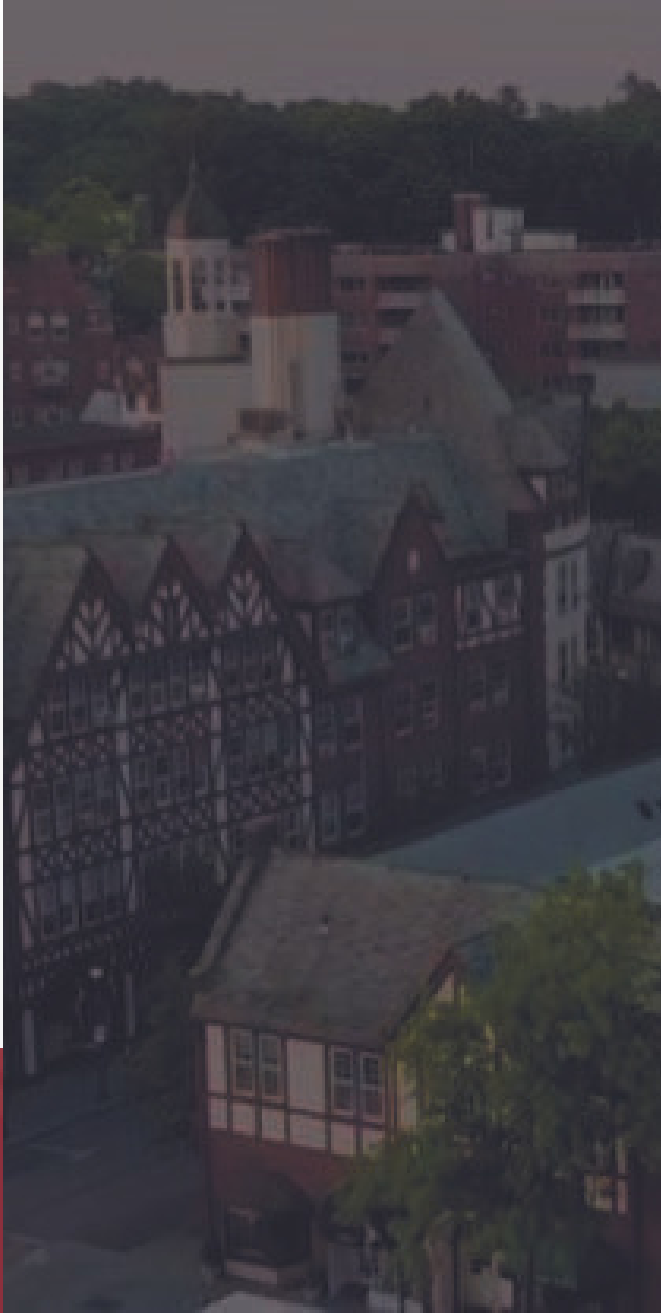
The SBA is at a critical juncture

If the SBA is not funded:

- The SBA will not hire an outside executive director after 2024.
- With no ED and drastically-reduced business owner volunteer hours, no one will devote time to the day-to-day business of the SBA and its members.
- SBA events and initiatives will fail to grow and will eventually die.
- Without events and initiatives, the SBA will lose its relevance and stature, and will lose the support of corporate sponsors and government officials.
- The SBA will be reduced to a skeletal organization that at-best runs a sidewalk sale.
- Given the past history of Scarsdale Village, the sidewalk sale may die as well.

If the SBA is funded:

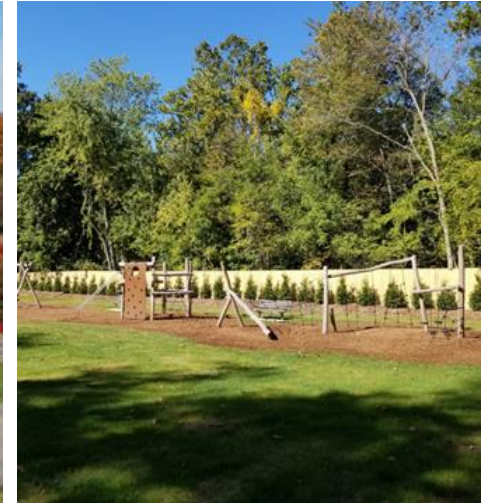
- The SBA continues to offer current events and programming.
- The SBA will have the opportunity to grow, including expanding its current events and initiatives (which are still in proof of concept stage), and establishing new initiatives, including #DestinationScarsdale.
- These new initiatives will raise Scarsdale Village's profile throughout the tri-state area, which will attract additional businesses/sponsors, consumers, and governmental support.
- The additional sponsors will lead to additional funding to support the SBA's expenses and fulfill the MOU's mission.



SCARSDALE BUSINESS ALLIANCE

Thank You





Department of Parks, Recreation and Conservation

Proposed 5 Year Capital Plan - 2024



Fiscal Year 2024/25

Project	Capital	Beautification	Parkland Trust	Gift
Ballfield Renovation (Hyatt #1, Supply #1, Crossway #3)	\$ 200,000			
Middle School Tennis Court crack repair	\$ 60,000			
Crossway Tennis Court crack repairs	\$ 100,000			
Platform Tennis rehabilitation	\$ 30,000			
Supply Storage		\$ 100,000		
Greenacres Playground Renovation			\$ 115,000	
Willow Park Playground Renovation			\$ 200,000	
LED Lights at HS Tennis			\$ 250,000	
Crossway Fields 4 & 5 Perimeter Fencing				\$ 100,000
	\$ 390,000	\$ 100,000	\$ 565,000	\$ 100,000

TOTAL \$1,155,000



Fiscal Year 2025/26

Project	Capital	Beautification	Parkland Trust	Gift
Platform Tennis	\$ 30,000			
Aspen Playground	\$ 200,000			
HS Tennis Crack Repair	\$ 75,000			
Brite Ave Tennis Railroad Tie and Fence replacement	\$ 200,000			
Fencing		\$ 50,000		
Corell Park entrance		\$ 50,000		
Colonial Acres Playground			\$ 200,000	
	\$ 505,000	\$ 100,000	\$ 200,000	\$ -

TOTAL \$805,000



Fiscal Year 2026/27

Project	Capital	Beautification	Parkland Trust	Gift
Davis Park Playground	\$ 200,000			
Hyatt Park retaining wall (field study)	\$ 250,000			
Crossway Comfort Station (engineering)	\$ 100,000			
	\$ 550,000	\$ -	\$ -	\$ -

TOTAL \$ 550,000

Beautification Ideas

- ★ Picnic tables and benches
- ★ Backstop and chain link fence repairs
- ★ Memorial Garden
- ★ Plantings
- ★ Park entrances and signage



Fiscal Year 2027/28

Project	Capital	Beautification	Parkland Trust	Gift
Corell Park Playground	\$ 200,000			
Winston Retaining Wall (field study)	\$ 250,000			
Crossway Comfort Station	\$ 400,000			
Crossway Playground			\$ 200,000	
	\$ 850,000	\$ -	\$ 200,000	\$ -

TOTAL \$ 1,050,000



Fiscal Year 2028/29

Project	Capital	Beautification	Parkland Trust	Gift
Unanticipated or deferred projects				



Summary of Department of PRC Proposed 5 Year Capital Plan Total = \$3,560,000

Projects per Funding Source Totals

Capital = \$2,295,000

Beautification = \$200,000

Parkland Trust = \$965,000

Gift = \$100,000

Proposed project cost per category

Tennis = \$485,000

Playgrounds = \$1,315,000

Safety = \$1,700,000

Platform Tennis = \$60,000