

EAST HADDAM AMBULANCEASSOCIATION
1 PLAINS ROAD
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www.easthaddamambulance.org

Budget Workshop

2/22/25

Who are we?

- Certified by OEMS as the provider of 911 emergency ambulance service
- Provided 56 years of community service for our Town
- 501c-3 governed by a Board of Directors and Bylaws
- Have an agreement with the Town to provide service

What do we do?

- Respond to 911 emergency & public service calls 24/7
- Operate two ambulances & an SUV
- Dispatched to over 950 calls per year
- Provide assessment, treatment & transport

How do we do it?

- Hybrid EMT team of volunteer, per diem employees & town employees
- 65% of calls answered by EHAA crew
- 35% of calls answered by town employees or a combination crew with EHAA crew covering
- Have mutual aid agreements with surrounding towns for coverage
- Average mutual aid: 90 calls per yr to help other towns, 42 calls per yr other towns come to help us

How are we doing?

- Performance data demonstrates:
  - increased call volume
  - decreased dispatch to en-route & dispatch to on-scene times
  - decreased mutual aid from other towns
  - increased mutual aid to other towns
  - sustained level of improvement for 5 yrs

FY Year	# Calls	Response Time	On Scene	MA In	MA out
2025	499	4 mins	12 min	3.6%	7.4%
2024	951	3 mins	12 mins	4.7%	8.4%
2023*	939	4 mins	13 mins	3.6%	12.6%
2022*	800	3 mins	13 mins	10%	11.3%
2021*	838	3.5 mins	11 mins	12%	N/A
2020*	700	3 mins	11 mins	8.6%	N/A
2019	752	9 mins	16 mins	22%	N/A
2018	674	11 mins	17 mins	15%	N/A

Valley Shore Emergency Communications Dispatch Center Data
*Pandemic 3/20 to 5/23

How are we doing?

- Performance has been very good
  - Metrics are consistent with prior years
    - "..Very good; on par with Valley Shore"*
- Ongoing support provided to cover FD career staffing gaps

*Per Valley Shore Emergency Telecommunications Supervisor to T. Gelston 7/22/24

Contributions to our Town

- Lift assists & public service for citizens
- Coverage for the FD for fires & rescues
- Coverage for the town employed FF/EMTs due to critical short staffing
- Coverage for events: Music on the River & EHLT Musical Bridges, Y&FS Summer Palooza & Ride or Stride, Connor Meany Young Triathlon, Halloween in the Village, Project Safe Halloween, Christmas in the Village, Light up Moodus Parade & Christmas Party
- HeartSAFE Community
- Education: Annual Save A Heart Event, Senior Center Visits, Middle School Career Day, Public Awareness events & articles
- Promotion of reflective address markers
- Cash & food for EH Food Bank
- Prepare & serve Harvest Dinner
- Gold sponsor of Connor Meany Young Foundation

Future Planning

- Increase volunteers
- Continue fundraising
- Continue collaboration

Budget Request Discussion

- Operational expenses exceed revenue
- FY 26 Budget contingency fund request of $100K

FY 24 Profit & Loss

East Haddam Ambulance

Profit and Loss

July 2023 - June 2024

	TOTAL
Income	
Coll for Services Provided	
Refunds of Overpayments	-1,201.94
Revenue for Current Services	416,737.38
Total Coll for Services Provided	**415,535.44**
Other Revenue	
Donations Received	14,266.00
Total Other Revenue	**14,266.00**
Total Income	**$429,801.44**
GROSS PROFIT	**$429,801.44**
Expenses	
2 Volunteer Stipend and Expense	**25,324.20**
3 Ambulance Vehicle Exp	**10,392.01**
4 Communications and Radios	**458.76**
41 Medical Supplies and Equipme	**11,699.87**
5 Uniforms and Laundry	**211.50**
51 Insurance	**17,582.53**
61 Education and Training	**1,286.30**
7 Collection Service Expenses	**36,544.14**
71 ALS Paramedic Reimbursement	17,696.71
8 Travel and Entertainment	861.00
81 Office Equipment and Supplie	**990.31**
82 Legal-Prof Fees	9,500.00
83 Advertising and Promotion	3,056.34
9 Other Expenses	
Donation	250.00
EPCR	2,555.67
Incentive Program	**150.00**
Miscellaneous, Bus	7,102.61
Payroll	
EMT - Paid	230,267.81
Payroll Tax Expenses	20,994.09
Total Payroll	**251,261.90**
Town Employee Payment	20,100.00
Total 9 Other Expenses	**281,420.18**
Other Income/Expense	
interest Expense	127.31
Liberty Bank Loan	0.00
Rental property	16,424.14
Total Other Income/Expense	**16,551.45**
Payroll Expenses	
Taxes	1,769.24
Total Payroll Expenses	**1,769.24**
Total Expenses	**$435,344.54**

	TOTAL	
	AS OF JUN 30, 2024	AS OF JUN 30, 2023 (PY)
Long-Term Liabilities		
N/P-Liberty Bank	26,329.84	38,319.05
Total Long-Term Liabilities	**$26,329.84**	**$38,319.05**

Presented at 10/21/24 BoF meeting

Revenue		
Services Provided	$	415,535
Donations	$	14,266
Total	**$**	**429,801**
Expenses		
Subtotal	$	435,345
Loan Payment	$	11,989
Total	**$**	**447,334**
Deficit	**$**	**(17,532)**

- EOY expense deficit forecast confirmed
  - Deficit amount of $17.5K close to forecast shown at June BoS meeting: $16.7K
  - Request of $59.3 at June BoS meeting included $42.6K of outstanding bills
  - Actual total deficit: $61.1K

FY 24 Balance Sheet

Presented at 10/21/24 BoF meeting

East Haddam Ambulance

Balance Sheet

As of June 30, 2024

	TOTAL	
	AS OF JUN 30, 2024	AS OF JUN 30, 2023 (PY)
ASSETS		
Current Assets		
Bank Accounts	**$10,616.08**	**$7,239.65**
Accounts Receivable		
Accounts Receivable	0.00	0.00
Total Accounts Receivable	**$0.00**	**$0.00**
Other Current Assets		
Undeposited Funds	0.00	0.00
Total Other Current Assets	**$0.00**	**$0.00**
Total Current Assets	**$10,616.08**	**$7,239.65**
Fixed Assets		
Buildings	**0.00**	**0.00**
Total Fixed Assets	**$0.00**	**$0.00**
Other Assets		
Ambulance	**124,863.25**	**140,310.25**
Field Equipment	**22,893.49**	**25,947.66**
Office Equipment	**0.00**	**311.42**
Stock and Bonds	49,926.47	63,557.82
Total Other Assets	**$197,683.21**	**$230,127.15**
TOTAL ASSETS	**$208,299.29**	**$237,366.80**
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	**$720.00**	**$0.00**
Other Current Liabilities	**$7,454.62**	**$5,265.88**
Total Current Liabilities	**$8,174.62**	**$5,265.88**
Long-Term Liabilities		
N/P-Liberty Bank	26,329.84	38,319.05
Total Long-Term Liabilities	**$26,329.84**	**$38,319.05**
Total Liabilities	**$34,504.46**	**$43,584.93**
Equity	**$173,794.83**	**$193,781.87**
TOTAL LIABILITIES AND EQUITY	**$208,299.29**	**$237,366.80**

Financial Performance thru Q2

- FY 25 Mid year Deficit ~50% greater than forecasted
  - Original Q2 projection: ~$26K
  - Current Q2 deficit: ~$37K
  - FY 25 year end deficit of ~$75K projected with continued trend
  - Factors
    - Reduced call volume/revenue
- FY 26 budget request based on FY 25 performance to date
  - Contingency request to include 50% uncertainty plus risk margin

Budget vs Revenue and Expenses Thru Q2		
Description	**Amount**	
Required Budget	**$**	**241,097**
Revenue for Services Provided		
Forecasted	**$**	**215,550**
Actual	**$**	**201,787**
Donations received	**$**	**1,145**
Subtotal	**$**	**202,932**
Expenses		
Paid	**$**	**200,278**
Still Owed	**$**	**39,829**
Subtotal	**$**	**240,107**
Current Deficit	**$**	**(37,175)**
Forecasted Deficit	**$**	**(25,547)**

Look Ahead for FY 26

- Projected Required FY 26 Budget: $499,580
  - Based on:
    - 3% inflation on appropriate expenses
    - 4.5% increase in wages
  - Continued Deficit expected
    - Forecasted revenue based on 3% increased calls and respective revenue over FY25 forecast
      - Uncertainty of number of calls and revenue affects deficit
    - Expenses expected to continue to exceed revenue
    - Initial projected deficit at BoF Oct meeting: $56K
- Risk to FY 26 Fiscal performance
  - FY 25 mid year deficit is 50% greater than forecasted: ~$37K vs ~$25K
    - Projected overall FY 25 Deficit: ~$75K
  - 50% uncertainty observed for Q2 FY 25 Deficit is applied to Projected $56K deficit for FY 26
    - $56K + $28K + $16K additional risk margin = $100K

Summary

- The East Haddam Ambulance Association:
  - Has Achieved & continues to meet its goals
  - Has established a proven record of service to our community
  - Seeks financial assistance from the town to sustain our service at this level

Appendix

EHAA budget and expense details through Q2 2025

EHAA budget forecasts and status thru Q2 FY 25

Expenses	FY 25 budget Amount	FY 26 est (assumes 3% increase where appropriate) Amount	FY 25 budget through Dec 2024 Amount	Current expenses through Dec 2024 Amount	Outstanding expenses for FY 25 Amount
Fuel	$ 15,000	$ 15,450	$ 7,500	$ 4,068	
Inspections	$ 300	$ 309	$ 150	$ -	
Maintenance and Repair	$ 12,000	$ 12,360	$ 6,000	$ 2,000	
Registration	$ -	$ 350			
Communication (radios, hot spots)	$ 1,560	$ 1,607	$ 780	$ 382	
Cleaning supplies	$ 150	$ 155	$ 75	$ -	
Medical equipment	$ 1,100	$ 1,133	$ 548	$ 1,798	
Medical supplies	$ 5,500	$ 5,665	$ 2,752	$ 1,959	$ 133
Oxygen	$ 2,400	$ 2,472	$ 1,200	$ 576	$ 432
Stretcher maintenance	$ 5,000	$ 5,150	$ 2,500	$ -	$ 5,314
Uniforms	$ 400	$ 412	$ 202	$ -	
Rental Property	$ 17,400	$ 17,400	$ 8,700	$ 7,992	$ 101
Bank loan payments	$ 12,120	$ 12,120	$ 6,060	$ 6,058	
Insurance	$ 24,000	$ 24,720	$ 12,000	$ 10,841	
Education and Training	$ 1,350	$ 1,391	$ 672	$ 1,114	
Building expenses	$ 400	$ 412	$ 202	$ -	
credit card fees	$ 1,200	$ 1,236	$ 600	$ 366	$ 6,690
billing services	$ 40,000	$ 41,200	$ 20,200	$ 15,696	$ 2,556
ALS paramedic reimbursement	$ 18,000	$ 18,540	$ 9,000	$ 5,356	$ 1,248
Travel and Entertainment	$ 1,000	$ 1,030	$ 502	$ -	
office equipment and supplies	$ 2,000	$ 2,060	$ 1,010	$ -	
Legal fees	$ 10,000	$ 10,300	$ 5,020	$ -	$ 7,678
Advertising and promotion	$ 1,000	$ 1,030	$ 502	$ -	
Payroll (EMT)	$ 250,000	$ 261,250	$ 125,002	$ 138,296	
Volunteer stipend and expense	$ 27,300	$ 28,119	$ 13,650	$ -	
Town reimbursement	$ 25,000	$ 26,250	$ 12,500		$ 15,677
EPCR	$ 3,000	$ 3,090	$ 1,500	$ 1,325	
Donation	$ 250	$ 250	$ 250	$ 450	
Incentive program					
Business Misc	$ 4,000	$ 4,120	$ 2,020	$ 2,000	
Total	**$ 481,430**	**$ 499,580**	**$ 241,097**	**$ 200,278**	**$ 39,829**

Forecasted Total Revenue for Service Provided	**$ 431,100**	**$ 444,033**	**$ 215,550**	
Forecasted Deficit	**$ (50,330)**	**$ (55,547)**	**$ (25,547)**	
Current Revenue for Service Provided				**$ 201,787**
Current Surplus/Deficit wrt paid expenses				**$ 1,509**
Outsanding expenses				**$ (39,829)**
Subtotal Surplus/Deficit				**$ (38,319)**

other revenue factors

refunds of overpayments	**$ (2,000)**	**$ (998)**	**$ -**
donations received	**$ 2,000**	**$ 998**	**$ 1,145**
Net revenue	**$ 431,100**	**$ 215,550**	**$ 202,932**
net deficit	**$ (50,330)**	**$ (25,547)**	**$ (37,174)**

Q2 Profit & Loss

East Haddam Ambulance

Budget vs. Actuals: Budget_FY25_P&L - FY25 P&L

July - December, 2024

	TOTAL	
	ACTUAL	BUDGET
Income		
Coll for Services Provided		0.00
Refunds of Overpayments		-998.00
Revenue for Current Services	201,786.58	215,550.00
Total Coll for Services Provided	**201,786.58**	**214,552.00**
Other Income		
Funds Balance	-43,530.95	
Reserve Account	59,516.52	
Total Other Income	**15,985.57**	
Other Revenue		0.00
Donations Received	1,145.00	998.00
Total Other Revenue	**1,145.00**	**998.00**
Total Income	**$218,917.15**	**$215,550.00**
GROSS PROFIT	**$218,917.15**	**$215,550.00**
Expenses		
3 Ambulance Vehicle Exp		0.00
Fuel	4,068.09	7,500.00
Inspections		150.00
Maintenance & Repairs	2,000.00	6,000.00
Total 3 Ambulance Vehicle Exp	**6,068.09**	**13,650.00**
4 Communications and Radios		0.00
Hot Spots	382.30	480.00
Radios & Pagers		300.00
Total 4 Communications and Radios	**382.30**	**780.00**
41 Medical Supplies and Equipme		0.00
Cleaning Supplies		75.00
Medical Equipment	1,797.75	548.00
Medical Supplies	1,959.12	2,752.00
Oxygen	576.00	1,200.00
Stretchers - Maint. Contract		2,500.02
Total 41 Medical Supplies and Equipme	**4,332.87**	**7,075.02**
5 Uniforms and Laundry		0.00
Uniforms		202.00
Total 5 Uniforms and Laundry		**202.00**
51 Insurance	10,841.21	12,000.00
6 Building Expenses		202.00
61 Education and Training		0.00
Backround checks	263.90	248.00
Continuing education		0.00
EMT Course	850.00	424.00
Total 61 Education and Training	**1,113.90**	**672.00**
7 Collection Service Expenses		0.00

	TOTAL	
	ACTUAL	BUDGET
Billing Service	15,696.07	20,200.00
Credit card fees	365.58	600.00
Total Billing Service	**16,061.65**	**20,800.00**
Total 7 Collection Service Expenses	**16,061.65**	**20,800.00**
71 ALS Paramedic Reimbursement	5,355.92	9,000.00
8 Travel and Entertainment		502.00
81 Office Equipment and Supplie		0.00
Bank Charge		104.00
Computers & Office Equip		300.00
Office Expenses		502.00
Postage		104.00
Total 81 Office Equipment and Supplie		**1,010.00**
82 Legal-Prof Fees		5,020.00
83 Advertising and Promotion		502.00
9 Other Expenses		0.00
Donation	450.00	250.00
EPCR	1,325.38	1,500.00
Incentive Program		0.00
Program Services		0.00
Total Incentive Program		**0.00**
Miscellaneous, Bus	2,000.00	2,020.00
Payroll		0.00
EMT - Paid	138,296.25	112,500.00
Wages		0.00
Total EMT - Paid	**138,296.25**	**112,500.00**
Payroll Tax Expenses		12,502.00
Payroll Expenses		0.00
Taxes	194.71	
Total Payroll Expenses	**194.71**	**0.00**
Total Payroll Tax Expenses	**194.71**	**12,502.00**
Taxes	10,054.80	
Total Payroll	**148,545.76**	**125,002.00**
Town Employee Payment		12,502.00
Total 9 Other Expenses	**152,321.14**	**141,274.00**
Other Income/Expense		0.00
Interest Expense	125.49	
Liberty Bank Loan	6,058.26	6,060.00
Rental property	7,992.06	8,700.00
Total Other Income/Expense	**14,175.81**	**14,760.00**
Payroll Expenses		
Taxes	1,824.33	
Wages		
Holiday	999.00	
Total Wages	**999.00**	
Total Payroll Expenses	**2,823.33**	
Volunteer stipend		0.00
Administrator Exp		9,750.00
treasurer		3,900.00
Total Volunteer stipend		**13,650.00**
Total Expenses	**$213,476.22**	**$241,099.02**
NET OPERATING INCOME	**$5,440.93**	**$ -25,549.02**
Other Income		
Div Income	920.43	0.00
Total Other Income	**$920.43**	**$0.00**
Other Expenses		
21 Depreciation Expense	7,001.25	
Other Expenses		0.00
Change in Market Value	-1,277.27	0.00
Investment Expense	133.16	0.00
Total Other Expenses	**-1,144.11**	**0.00**
Total Other Expenses	**$5,857.14**	**$0.00**
NET OTHER INCOME	**$ -4,936.71**	**$0.00**
NET INCOME	**$504.22**	**$ -25,549.02**