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STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
DIVISION OF LONG TERM SUPPORTS AND SERVICES

Lori A. Shibiante
Commissioner

Melissa A. Hardy
Director

105 PLEASANT STREET, CONCORD, NH 03301
603-271-5034 1-800-852-3345 Ext. 5034
Fax: 603-271-5166 TDD Access: 1-800-735-2964
www.dhhs.nh.gov

June 2, 2022

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, Division of Long Term Supports and Services, to enter into a **Sole Source** amendment to an existing contract with the Contractor listed in **bold** below for the continued provision of In-Home Care, In-Home Health Aide, and In-Home Care Nursing, by increasing the total price limitation by \$26,857.52 from \$38,422,071.48 to \$38,448,929.00 and by extending the completion date from June 30, 2022 to September 30, 2022, effective July 1, 2022 or upon Governor and Council approval, whichever is later. 50.9% Federal Funds. 49.1% General Funds.

The individual contracts were approved by Governor and Council as specified in the table below.

Contractor Name	Vendor Code	Area Served	Current Amount	Increase (Decrease)	Revised Amount	G&C Approval
Androscoggin Valley Home Care Services Berlin, NH	157347	Berlin	\$3,409,410.46	\$0	\$3,409,410.46	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)
Area Homecare Family Services, Inc. Portsmouth, NH	166931	Portsmouth	\$8,448,776.08	\$0	\$8,448,776.08	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)

Waypoint (fka Child & Family Services) Manchester, NH	177166	Manchester	\$7,441,263.24	\$0	\$7,441,263.24	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)
Cornerstone VNA Rochester, NH	230881	Rochester	\$694,624.19	\$26,857.52	\$721,481.71	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)
Easter Seals New Hampshire, Inc. Manchester, NH	177204	Manchester	\$2,493,413.12	\$0	\$2,493,413.12	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)
The Visiting Nurse Association of Franklin Franklin, NH	154177	Franklin	\$366,614.36	\$0	\$366,614.36	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)
The Homemaker Health Services (contract assigned to Easter Seals New Hampshire - Effective 9/1/18)	154177	Rochester	\$2,182,221.52	\$0	\$2,182,221.52	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36)

Lakes Region Community Services Council Laconia, NH	177251	Laconia	\$3,869,698.14	\$0	\$3,869,698.14	O: 3/08/17 (#8) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)
Lake Sunapee Community Health Services New London, NH	174248	New London	\$1,783,018.75	\$0	\$1,783,018.75	O: 3/08/17 (#8) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)
North Country Home Health & Hospice Agency, Inc. Littleton, NH	154643	Littleton	\$648,887.58	\$0	\$648,887.58	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)
North Country Home Health & Hospice Agency, Inc.	154643	NO LONGER PROVIDING SERVICE FOR THIS AREA - UNITS FOR SFY20-22 ASSIGNED TO ANDROSCO GGIN VALLEY HOME CARE	\$806,144.36	\$0	\$806,144.36	O: 2/15/17 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36)
Visiting Nurse Home Care & Hospice of Carroll County North Conway, NH	225191	North Conway	\$1,420,516.91	\$0	\$1,420,516.91	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)

						A04: 10/13/21 (#41)
VNA at HCS, Inc. Keene, NH	177274	Keene	\$4,857,482.77	\$0	\$4,857,482.77	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46) A04: 10/13/21 (#41)
		Total:	\$38,422,071.48	\$26,857.52	\$38,448,929.00	

Funds are available in the following accounts for State Fiscal Years 2022 and 2023, with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

See attached fiscal details.

EXPLANATION

This request is **Sole Source** because the Department is seeking to extend the contract beyond the completion date and there are no renewal options available. The Department published a Request for Applications for Home Health Services from March 22, 2022 through April 26, 2022; the applications received did not sufficiently meet the demand for services in Strafford County. The Department is publishing a second Request for Applications (RFA) to procure additional home health services to ensure sufficient coverage in Strafford County and statewide. This extension seeks to bridge the current Contractor's services until the re-procurement process can be completed.

The purpose of this request is for the Contractor listed in **bold** above to continue providing In Home Care Services, Home Health Aide Services, and/or Nursing Services in Strafford County to support older, isolated and frail adults, age 60 and older, to live as independently as possible, safely, and with dignity, and to adults between the ages of 18 and 59 who have a chronic illness or disability.

Approximately 15 individuals will be served during the first quarter of State Fiscal Year 2023.

In-Home Care services, through Title III and Title XX programs include, but are not limited to, household maintenance and housekeeping; and meal planning and preparation.

In-Home Health Aide Services provide assistance with managing individual personal care needs, including bathing and grooming.

In-Home Nursing Services incorporate providing nursing services, conducting medical needs evaluations and developing a nursing care plan to support individuals in their homes. Nursing Services include general licensed practical nurse or registered nurse duties including, but not limited to assistance with preparing and administering medications, providing health evaluations and developing health and wellness plans.

The Department will continue monitoring services by reviewing the quarterly reports submitted by the contractors.

Should the Governor and Executive Council not authorize this request, older, isolated and frail adults, age 60 and older, and adults between the ages of 18 and 59 who have a chronic illness or disability will not receive the appropriate level of care according to their needs; leaving them at risk of serious injury, illness or possibly death.

Source of Federal Funds: Assistance Listing Number #93.044, FAIN #22AANHT3SS;
Assistance Listing Number #93.667, FAIN #2101NHSOSR.

In the event that the Federal Funds become no longer available, General Funds will not be requested to support this program.

Respectfully submitted,



Lori A. Shibinette
Commissioner

**05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY -
ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
50% FEDERAL, 50% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 379,541.17	\$ -	\$ 379,541.17
2018	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
2019	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
2020	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
2021	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
2022	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
2023	540-500382	SS Contracts	multiple	\$ -	\$ 784.52	\$ 784.52
		Subtotal		\$ 3,947,324.62	\$ 784.52	\$ 3,948,109.14

**05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY -
ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
51% FEDERAL; 49% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 3,298,789.18	\$ -	\$ 3,298,789.18
2018	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2019	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2020	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2021	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2022	543-500385	Adult In Home Care	multiple	\$ 5,275,200.00	\$ -	\$ 5,275,200.00
2023	543-500385	Adult In Home Care	multiple	\$ -	\$ 26,073.00	\$ 26,073.00
		Subtotal		\$ 34,474,746.86	\$ 26,073.00	\$ 34,500,819.86
		Grand Total		\$ 38,422,071.48	\$ 26,857.52	\$ 38,448,929.00

**State of New Hampshire
Department of Health and Human Services
Amendment #5**

This Amendment to the In-Home Care, In-Home Health Aide, In-Home Care Nursing contract is by and between the State of New Hampshire, Department of Health and Human Services ("State" or "Department") and Cornerstone VNA ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on December 21, 2016, (Item #16), and as subsequently amended on February 7, 2018 (Item #14), as amended and approved on June 5, 2019 (Item #36), as amended and approved on June 24, 2020 (Item #46), and as amended and approved on October 13, 2021 (Item #41) the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract as amended and in consideration of certain sums specified; and

WHEREAS, pursuant to Form P-37, General Provisions, Paragraph 18, the Contract may be amended upon written agreement of the parties and approval from the Governor and Executive Council; and

WHEREAS, the parties agree to extend the term of the agreement and increase the price limitation to support continued delivery of these services; and

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree to amend as follows:

1. Form P-37 General Provisions, Block 1.7, Completion Date, to read:
September 30, 2022
2. Form P-37, General Provisions, Block 1.8, Price Limitation, to read:
\$721,481.71
3. Form P-37, General Provisions, Block 1.9, Contracting Officer for State Agency, to read:
Robert W. Moore, Director.
4. Modify Exhibit B, Amendment #2, Method and Conditions Precedent to Payment, Section 3, to read:
 3. Payment for services shall be on a cost reimbursement basis only for actual services provided in accordance with the rates identifies in Exhibit B-1 Rate Sheet – Amendment #5.
5. Modify Exhibit B, Amendment #2, Method and Conditions Precedent to Payment, Section 4, Subsection 4.2., to read:
 - 4.2. Invoices shall specify the item description and rate as indicated in Exhibit B-1 Rate Sheet – Amendment #5.
6. Modify Exhibit B-1, Amendment #4 Rate Sheet by replacing in its entirety with Exhibit B-1 Amendment #5 Rate Sheet, which is attached hereto and incorporated by reference herein.

All terms and conditions of the Contract and prior amendments not modified by this Amendment remain in full force and effect. This Amendment shall be effective July 1, 2022, or upon Governor and Council approval, whichever is later.

IN WITNESS WHEREOF, the parties have set their hands as of the date written below,

State of New Hampshire
Department of Health and Human Services

6/7/2022

Date

DocuSigned by:
Christine Santaniello
Name: Christine Santaniello
Title: Associate Commissioner

Cornerstone VNA

6/7/2022

Date

DocuSigned by:
Julie Reynolds
Name: Julie Reynolds
Title: president/CEO

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

6/7/2022

Date

DocuSigned by:
Robyn Guarino

Name: Robyn Guarino

Title: Attorney

I hereby certify that the foregoing Amendment was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: _____ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

Date

Name:

Title:

Exhibit B-1 Rate Sheet, Amendment #5

Adult In-Home Care - Cornerstone VNA

01/01/2017 through 06/30/2017 Service Units					
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.		Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	6,364		\$9.58	\$ 60,967.12
Title IIIB In Home Services	1/2 Hour	0		\$9.58	\$ -
Title IIIB Home Health Aide	1/2 Hour	120		\$12.50	\$ 1,500.00
Title IIIB Nursing	1/2 Hour	0		\$24.50	\$ -

07/01/2017 through 06/30/2018 Service Units					
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.		Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	12,728		\$10.06	\$ 128,043.68
Title IIIB In Home Services	1/2 Hour	0		\$10.06	\$ -
Title IIIB Home Health Aide	1/2 Hour	239		\$13.13	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0		\$25.73	\$ -

07/01/2018 through 06/30/2019 Service Units					
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.		Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	12,728		\$10.06	\$ 128,043.68
Title IIIB In Home Services	1/2 Hour	0		\$10.06	\$ -
Title IIIB Home Health Aide	1/2 Hour	239		\$13.13	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0		\$25.73	\$ -

07/01/2019 through 06/30/2020 Service Units					
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.		Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	10,670		\$12.00	\$ 128,043.68
Title IIIB In Home Services	1/2 Hour	0		\$12.00	\$ -
Title IIIB Home Health Aide	1/2 Hour	196		\$16.00	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0		\$25.73	\$ -

07/01/2020 through 06/30/2021 Service Units					
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.		Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	10,670		\$12.00	\$ 128,043.68
Title IIIB In Home Services	1/2 Hour	0		\$12.00	\$ -
Title IIIB Home Health Aide	1/2 Hour	196		\$16.00	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0		\$25.73	\$ -

07/01/2021 through 06/30/2022 Service Units					
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.		Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	8,691		\$12.00	\$ 104,292.00
Title IIIB In Home Services	1/2 Hour	0		\$12.00	\$ -
Title IIIB Home Health Aide	1/2 Hour	196		\$16.00	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0		\$25.73	\$ -

07/01/2022 through 09/30/2022 Service Units					
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.		Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	2,173		\$12.00	\$ 26,073.00
Title IIIB In Home Services	1/2 Hour	0		\$12.00	\$ -
Title IIIB Home Health Aide	1/2 Hour	49		\$16.00	\$ 784.52
Title IIIB Nursing	1/2 Hour	0		\$25.73	\$ -

State of New Hampshire

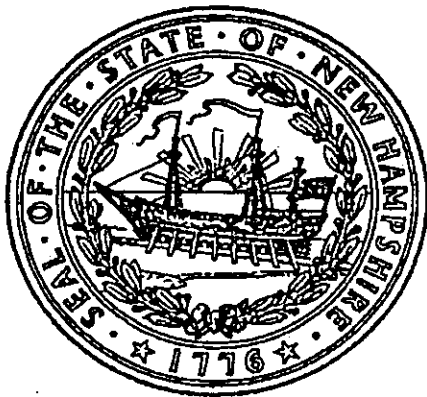
Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that CORNERSTONE VNA is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on January 04, 1967. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 64220

Certificate Number: 0005786553



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 3rd day of June A.D. 2022.

A handwritten signature in black ink, appearing to read "D. Scanlan", written over a circular embossed mark.

David M. Scanlan
Secretary of State

CERTIFICATE OF AUTHORITY

I, Anne Brown, hereby certify that:
(Name of the elected Officer of the Corporation/LLC; cannot be contract signatory)

1. I am a duly elected Clerk/Secretary/Officer of Comerstone VNA
(Corporation/LLC Name)

2. The following is a true copy of a vote taken at a meeting of the Board of Directors/shareholders, duly called and held on March 17, 2022 at which a quorum of the Directors/shareholders were present and voting.
(Date)

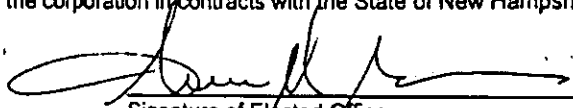
VOTED: That Julie Reynolds, President/CEO (may list more than one person)
(Name and Title of Contract Signatory)

is duly authorized on behalf of Comerstone VNA to enter into contracts or agreements with the State
(Name of Corporation/ LLC)

of New Hampshire and any of its agencies or departments and further is authorized to execute any and all documents, agreements and other instruments, and any amendments, revisions, or modifications thereto, which may in his/her judgment be desirable or necessary to effect the purpose of this vote.

3. I hereby certify that said vote has not been amended or repealed and remains in full force and effect as of the date of the contract/contract amendment to which this certificate is attached. This authority remains valid for thirty (30) days from the date of this Certificate of Authority. I further certify that it is understood that the State of New Hampshire will rely on this certificate as evidence that the person(s) listed above currently occupy the position(s) indicated and that they have full authority to bind the corporation. To the extent that there are any limits on the authority of any listed individual to bind the corporation in contracts with the State of New Hampshire, all such limitations are expressly stated herein.

Dated: 6/6/2022


Signature of Elected Officer
Name: Anne Brown
Title: Secretary



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
08/05/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Cross Insurance 75 Portsmouth Blvd. Suite 100 Portsmouth NH 03801	CONTACT NAME: Paula Martineau, AAI, ACSR PHONE (AC, No, Ext): (803) 812-2600 FAX (AC, No): (803) 570-1073 E-MAIL ADDRESS: paula.martineau@crossagency.com														
INSURED Cornerstone VNA 178 Farmington Rd Rochester NH 03867	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="text-align: left;">INSURER(S) AFFORDING COVERAGE</th> <th style="text-align: left;">NAIC #</th> </tr> <tr> <td>INSURER A: Philadelphia Indemnity Ins Co</td> <td>18058</td> </tr> <tr> <td>INSURER B:</td> <td></td> </tr> <tr> <td>INSURER C:</td> <td></td> </tr> <tr> <td>INSURER D:</td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: Philadelphia Indemnity Ins Co	18058	INSURER B:		INSURER C:		INSURER D:		INSURER E:		INSURER F:	
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INSURER B:															
INSURER C:															
INSURER D:															
INSURER E:															
INSURER F:															

COVERAGES **CERTIFICATE NUMBER:** 21-22 Master Liab **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR	NSD	WYO	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input checked="" type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR Retroactive Date - 12-5-2003 GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:				PHPK2292366	07/01/2021	07/01/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV. INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 3,000,000 PRODUCTS - COMPROP AGG \$ 3,000,000
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY				PHPK2292366	07/01/2021	07/01/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000				PHUB773925	07/01/2021	07/01/2022	EACH OCCURRENCE \$ 3,000,000 AGGREGATE \$ 3,000,000
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N		N/A				<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Professional/Medical Professional Liability - Retroactive Date 12-5-2003				PHPK2292366	07/01/2021	07/01/2022	Per Incident 1,000,000 Aggregate 3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Insurance afforded by the policies described herein is subject to all the terms, exclusions, warranties and conditions of such policies.

CERTIFICATE HOLDER State of NH Dept of Health & Human Services 129 Pleasant St Concord NH 03301-3857	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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ACORD™

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

8/16/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).


PRODUCER USI Insurance Services LLC 3 Executive Park Drive, Suite 300 Bedford, NH 03110 855 874-0123	CONTACT NAME: PHONE (A/C, No, Ext): 855 874-0123 FAX (A/C, No):	
	E-MAIL ADDRESS:	
INSURED CornerStone VNA 178 Farmington Road Rochester, NH 03867	INSURER(S) AFFORDING COVERAGE NAIC #	
	INSURER A : Wesco Insurance Company 25011	
	INSURER B :	
	INSURER C :	
	INSURER D :	
	INSURER E :	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COM/POP AGG \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y <input checked="" type="checkbox"/> N (Mandatory In NH) if yes, describe under DESCRIPTION OF OPERATIONS below		N/A	WWC3538905	07/01/2021	07/01/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$500,000 E.L. DISEASE - EA EMPLOYEE \$500,000 E.L. DISEASE - POLKY LIMIT \$500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
RE: Evidence of Insurance Coverage

CERTIFICATE HOLDER Department of Health and Human Services Bureau of Contracts & Procurement 129 Pleasant Street Concord, NH 03301-3857	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

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CORNERSTONE VNA
HOME • HEALTH • HOSPICE

MISSION STATEMENT

“ Our mission is to promote the optimum level of well-being, independence and dignity of those living in the community by providing trusted, compassionate and expert health care.”



CORNERSTONE VNA
HOME • HEALTH • HOSPICE

Trusted Care since 1913

FINANCIAL STATEMENTS

December 31, 2021 and 2020

With Independent Auditor's Report



INDEPENDENT AUDITOR'S REPORT

Board of Directors
Cornerstone VNA

Opinion

We have audited the accompanying financial statements of Cornerstone VNA, which comprise the balance sheets as of December 31, 2021 and 2020, and the related statements of operations, changes in net assets and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Cornerstone VNA as of December 31, 2021 and 2020, and the results of its operations, changes in its net assets and its cash flows for the years then ended in accordance with U.S. generally accepted accounting principles.

Basis for Opinion

We conducted our audits in accordance with U.S. generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Cornerstone VNA and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with U.S. generally accepted accounting principles, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatements, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Cornerstone VNA's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

Board of Directors
Cornerstone VNA
Page 2

In performing an audit in accordance with U.S. generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Cornerstone VNA's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Cornerstone VNA's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit

Berry Dunn McNeil & Parker, LLC

Manchester, New Hampshire
March 17, 2022

CORNERSTONE VNA

Balance Sheets

December 31, 2021 and 2020

ASSETS

	<u>2021</u>	<u>2020</u>
Current assets		
Cash and cash equivalents	\$ 506,222	\$ 266,205
Patient accounts receivable, net	1,574,830	1,417,512
Employee retention credit receivable	2,561,897	-
Prepaid expenses and other current assets	<u>180,210</u>	<u>260,192</u>
Total current assets	4,823,159	1,943,909
Investments and assets limited as to use	8,711,531	8,604,652
Beneficial interest in perpetual trust	1,161,392	1,074,851
Property and equipment, net	<u>2,493,685</u>	<u>1,007,558</u>
Total assets	<u>\$ 17,189,767</u>	<u>\$ 12,630,970</u>

LIABILITIES AND NET ASSETS

Current liabilities		
Accounts payable and accrued expenses	\$ 1,000,919	\$ 680,572
Accrued payroll and related expenses	1,098,150	1,026,022
Deferred revenue	-	2,391,049
Current portion of long-term debt	<u>53,278</u>	<u>-</u>
Total current liabilities and total liabilities	2,152,347	4,097,643
Long-term liabilities		
Long-term debt	<u>934,353</u>	<u>-</u>
Total liabilities	<u>3,086,700</u>	<u>4,097,643</u>
Net assets		
Net assets without donor restrictions	12,931,947	7,415,425
Net assets with donor restrictions	<u>1,171,120</u>	<u>1,117,902</u>
Total net assets	<u>14,103,067</u>	<u>8,533,327</u>
Total liabilities and net assets	<u>\$ 17,189,767</u>	<u>\$ 12,630,970</u>

The accompanying notes are an integral part of these financial statements.

CORNERSTONE VNA

Statements of Operations

Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Operating revenue		
Net patient service revenue	\$ 16,618,757	\$ 15,165,417
Net assets released from restrictions for operations	20,016	-
Grants	106,165	100,850
Municipal appropriations	75,996	93,192
Employee retention credit, net of related expenses	2,177,611	-
CARES Act and other operating revenue	<u>2,446,399</u>	<u>526,631</u>
Total operating revenue	<u>21,444,944</u>	<u>15,886,090</u>
Operating expenses		
Salaries and benefits	13,602,600	12,115,382
Professional fees and contract services	512,581	201,351
Transportation	413,951	384,041
Program supplies and expense	1,036,071	1,144,443
Occupancy	85,033	68,982
Depreciation	224,375	177,864
Other operating expenses	<u>955,750</u>	<u>824,772</u>
Total operating expenses	<u>16,830,361</u>	<u>14,916,835</u>
Operating income	<u>4,614,583</u>	<u>969,255</u>
Other revenue and gains		
Contributions	93,650	57,640
Investment income, net	44,202	101,857
Change in fair value of investments	<u>707,961</u>	<u>429,552</u>
Total other revenue and gains	<u>845,813</u>	<u>589,049</u>
Excess of revenues over expenses	5,460,396	1,558,304
Net assets released from restrictions for capital acquisition	<u>56,126</u>	-
Increase in net assets without donor restriction	<u>\$ 5,516,522</u>	<u>\$ 1,558,304</u>

The accompanying notes are an integral part of these financial statements.

CORNERSTONE VNA**Statements of Changes in Net Assets****Years Ended December 31, 2021 and 2020**

	<u>2021</u>	<u>2020</u>
Net assets without donor restrictions		
Change in net assets without donor restrictions	\$ <u>5,516,522</u>	\$ <u>1,558,304</u>
Net assets with donor restrictions		
Contributions	42,819	43,051
Net assets released from restrictions for operations	(20,016)	-
Net assets released from restrictions for capital acquisition	(56,126)	-
Change in fair value of beneficial interest in perpetual trust	<u>86,541</u>	<u>118,122</u>
Change in net assets with donor restrictions	<u>53,218</u>	<u>161,173</u>
Net increase in net assets	5,569,740	1,719,477
Net assets, beginning of year	<u>8,533,327</u>	<u>6,813,850</u>
Net assets, end of year	\$ <u>14,103,067</u>	\$ <u>8,533,327</u>

The accompanying notes are an integral part of these financial statements.

CORNERSTONE VNA

Statements of Cash Flows

Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Cash flows from operating activities		
Change in net assets	\$ 5,569,740	\$ 1,719,477
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	224,375	177,864
Change in fair value of investments	(707,961)	(429,552)
Change in fair value of beneficial interest in perpetual trust	(86,541)	(118,122)
Contribution for long-term purpose	(33,426)	(22,700)
(Increase) decrease in the following assets		
Patient accounts receivable	(157,318)	(478,310)
Employee retention credit receivable	(2,561,897)	-
Prepaid expenses and other current assets	79,982	(164,974)
Increase (decrease) in the following liabilities		
Accounts payable and accrued expenses	320,347	38,618
Accrued payroll and related expenses	72,128	(20,709)
Deferred revenue	(2,391,049)	2,391,049
Net cash provided by operating activities	<u>328,380</u>	<u>3,092,641</u>
Cash flows from investing activities		
Purchases of investments	(1,974,770)	(4,095,403)
Proceeds from sale of investments	2,575,852	480,869
Capital expenditures	(1,710,502)	(437,315)
Net cash used by investing activities	<u>(1,109,420)</u>	<u>(4,051,849)</u>
Cash flows from financing activities		
Proceeds from issuance of long-term debt	991,987	-
Principal payments on long-term debt	(4,356)	-
Principal payments on obligation under capital lease	-	(8,925)
Contribution restricted for long-term purpose	33,426	22,700
Net cash provided by financing activities	<u>1,021,057</u>	<u>13,775</u>
Net increase (decrease) in cash and cash equivalents	240,017	(945,433)
Cash and cash equivalents, beginning of year	<u>266,205</u>	<u>1,211,638</u>
Cash and cash equivalents, end of year	<u>\$ 506,222</u>	<u>\$ 266,205</u>

The accompanying notes are an integral part of these financial statements.

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

1. Summary of Significant Accounting Policies

Organization

Cornerstone VNA (the Association) is a non-stock, non-profit corporation organized in the State of New Hampshire. The Association's primary purpose is to provide home health, hospice, and community health promotion services in Rochester, New Hampshire and the surrounding communities.

Basis of Presentation

Net assets and revenues, expenses, gains, and losses are classified as follows based on the existence or absence of donor-imposed restrictions in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 958, *Not-for-Profit Entities*. Under FASB ASC Topic 958 and FASB ASC Topic 954, *Health Care Entities*, all not-for-profit healthcare organizations are required to provide a balance sheet, a statement of operations, a statement of changes in net assets, and a statement of cash flows. FASB ASC Topic 954 requires reporting amounts for an organization's total assets, liabilities, and net assets in a balance sheet; reporting the change in an organization's net assets in statements of operations and changes in net assets; and reporting the change in its cash and cash equivalents in a statement of cash flows.

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Association. These net assets may be used at the discretion of the Association's management and the Board of Directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Association or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity. Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statements of operations and changes in net assets.

Income Taxes

The Association is a public charity under Section 501(c)(3) of the Internal Revenue Code (IRC). As a public charity, the Association is exempt from state and federal income taxes on income earned in accordance with its tax exempt purpose. Unrelated business income is subject to state and federal income tax. Management has evaluated the Association's tax positions and concluded that the Association has no unrelated business income or uncertain tax positions that require adjustment to the financial statements.

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

Cash and cash equivalents include highly liquid investments with an original maturity of three months or less, excluding assets limited as to use. Short-term highly liquid investments with an original maturity of more than three months are classified as investments.

The Association has cash deposits, including certain investments, in financial institutions, which may exceed federal depository insurance limits. The Association has not experienced any losses in such accounts. Management believes it is not exposed to any significant risk with respect to these accounts.

Patient Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides a reserve for payment adjustments by analyzing past history and identification of trends for all funding sources in the aggregate. Management regularly reviews data about revenue in evaluating the sufficiency of the reserve which is netted against accounts receivable. Amounts not collected after all reasonable collection efforts have been exhausted are applied against the allowance for payment adjustments.

Patient accounts receivable, net amounted to \$1,574,830, \$1,417,512, and \$900,792 as of December 31, 2021, 2020, and 2019, respectively.

Investments

The Association reports investments at fair value and has elected to report all gains and losses in the excess of revenue over expenses to simplify the presentation of these amounts in the statements of operations, unless otherwise stipulated by the donor or State law.

Investments, in general, are exposed to various risks, such as interest rate, credit, and overall market volatility. As such, it is reasonably possible that changes in the values of investments will occur in the near term and that such changes could materially affect the amounts reported in the balance sheets.

Assets Limited as to Use

Assets limited as to use consist of investments designated by the board or restricted by donors.

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

Beneficial Interest in Perpetual Trust

The Association is an income beneficiary of a perpetual trust administered by others. Although the Association does not have access to the underlying principal, a portion of income earned from the trust is available and distributed annually to the Association. There are no restrictions on the use of this income. The Association's share of trust principal is recognized as net assets with donor restrictions at fair value. Changes in fair value are recognized as increases and/or decreases in the net assets with donor restrictions. Annual income distributions are recognized as increases in net assets without donor restrictions.

Property and Equipment

Property and equipment are carried at cost less accumulated depreciation. Maintenance, repairs and minor renewals are expensed as incurred and renewals and betterments are capitalized. Depreciation expense is computed using the straight-line method over the useful lives of the related assets.

Net Patient Service Revenue

Services to all patients are recorded as revenue when services are rendered at the estimated net realizable amounts from patients, third-party payors and others, including estimated retroactive adjustments under reimbursement agreements with third-party payors. Retroactive adjustments are accrued on an estimated basis in the period the related services are rendered and in future periods as final settlements are determined. Patients unable to pay full charge, who do not have other third-party resources, are charged a reduced amount based on the Association's published sliding fee scale. Reductions in full charge are recognized when the service is rendered.

Performance obligations are determined based on the nature of the services provided by the Association. Revenue for performance obligations satisfied over time is recognized based on actual services rendered. Generally, performance obligations satisfied over time relate to patients receiving skilled and non-skilled services in their home or facility. The Association measures the period over which the performance obligation is satisfied from admission to the point when it is no longer required to provide services to that patient, which is generally at the time of discharge.

Providers of home health services to clients eligible for Medicare home health benefits are paid on a prospective basis, with no retrospective settlement. The prospective payment is based on the scoring attributed to the acuity level of the client at a rate determined by federal guidelines. As the performance obligations for home health services are met, revenue is recognized based upon the portion of the transaction price allocated to the performance obligation. The transaction price is the prospective payment determined for the medically necessary services.

Providers of hospice services to clients eligible for Medicare hospice benefits are paid on a per-diem basis, with no retrospective settlement, provided the Association's aggregate annual Medicare reimbursement is below a predetermined aggregate capitated rate. Revenue is recognized as the services are performed based on the fixed rate amount. As the performance obligations for hospice services are met, revenue is recognized based upon the portion of the transaction price allocated to the performance obligation. The transaction price is the predetermined aggregate capitated rate per day.

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

Because all of the Association's performance obligations relate to short-term periods of care, the Association has elected to apply the optional exemption provided in Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Subtopic 606-10-50-14(a) and, therefore, is not required to disclose the aggregate amount of the transaction price allocated to performance obligations that are unsatisfied or partially unsatisfied at the end of the reporting period.

Contributions

Unconditional promises to give cash and other assets are reported at fair value at the date the promise is received, which is then treated as cost. The gifts are reported as support with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified as net assets without donor restrictions and reported in the statements of operations and changes in net assets as net assets released from restrictions. Donor-restricted contributions whose restrictions are met in the same year as received are reflected as contributions without donor restrictions in the accompanying financial statements.

COVID-19

On March 11, 2020, the World Health Organization declared the Coronavirus disease (COVID-19) a global pandemic. In response to the global pandemic, The Centers for Medicare & Medicaid Services (CMS) implemented certain relief measures and also issued guidance for limiting the spread of COVID-19.

Local, U.S., and world governments encouraged self-isolation to curtail the spread of COVID-19, by mandating the temporary shut-down of business in many sectors and imposing limitations on travel and the size and duration of group meetings. Many sectors are experiencing disruption to business operations and may feel further impacts related to delayed government reimbursement, volatility in investment returns, and reduced philanthropic support. There is unprecedented uncertainty surrounding the duration of the pandemic, its potential economic ramifications, and any government actions to mitigate them.

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

The U.S. government has responded with several phases of relief legislation as a response to the COVID-19 outbreak. Legislation enacted into law on March 27, 2020, called the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), a statute to address the economic impact of the COVID-19 outbreak. The CARES Act, among other things, 1) authorizes emergency loans to distressed businesses by establishing, and providing funding for, forgivable bridge loans; 2) provides additional funding for grants and technical assistance; 3) delays due dates for employer payroll taxes and estimated tax payments for corporations; and 4) revises provisions of the IRC, including those related to losses, charitable deductions, and business interest. The Association has received emergency grant funding under the CARES Act through provider relief funds totaling \$649,988 to offset the impact of costs and lost revenue as a result of the pandemic. The Association recognized \$142,331 and \$507,657 of these funds as CARES Act and other operating revenue in the financial statements in 2020 and 2021, respectively, based on management's determination that the Association met the conditions of the grant. The Association also received \$384,300 and \$55,350 of CARES Act money passed through the State of New Hampshire for hazard pay in 2020 and 2021, respectively. These funds were recognized as CARES Act and other operating revenue in the financial statements in the year they were received.

On April 13, 2020, the Association received a loan from the U.S. Small Business Administration (SBA) within the CARES Act under the Paycheck Protection Program (PPP) in the amount of \$1,883,392. The loan proceeds were to be used for payroll and other allowable costs authorized in the PPP rules, and forgiveness of the loan balances was dependent upon compliance with this and other terms and conditions of the CARES Act. The Association received notification of forgiveness from the SBA on April 16, 2021. The Association followed the conditional contribution model to account for the PPP loan and, accordingly, recorded the loan as deferred revenue at December 31, 2020. The forgiveness of the loan was recognized as CARES Act and other operating revenue in the statement of operations for the year ended December 31, 2021. The loan forgiveness has an audit period by the SBA for six years from the date of forgiveness.

The CARES Act provides an employee retention credit (CARES Employee Retention credit), which is a refundable tax credit against certain employment taxes of up to \$10,000 per employee for eligible employers. For 2020, the tax credit is equal to 50% of qualified wages paid to employees during the calendar year, capped at \$10,000 of qualified wages per employee. Additional relief provisions were passed by the U.S. government, which extended and expanded the qualified wage caps on these credits through September 30, 2021. Based on these additional provisions, the tax credit is now equal to 70% of qualified wages paid to employees during a quarter, and the limit on qualified wages per employee has been increased to \$10,000 of qualified wages per calendar quarter.

Management contracted with a third party to determine their eligibility for the credit. The third party determined that the Association qualified for the CARES Act Employee Retention Credit under the government orders test and estimated that they will receive approximately \$2,562,000, which has been recorded as a receivable on the balance sheet and as revenue in 2021. The third party will be paid a contingent fee of approximately \$384,000 which is included in accounts payable and accrued expenses on the balance sheet and netted with the credit revenue in the statement of operations in 2021. The credits received could be subject to audit for up to five years from the date of the credit filing.

CORNERSTONE VNA**Notes to Financial Statements****December 31, 2021 and 2020****2. Availability and Liquidity of Financial Assets**

As of December 31, 2021, the Association has working capital of \$2,670,812 and average days (based on normal expenditures) cash and liquid investments on hand of 167, which includes cash, cash equivalents and long-term undesignated investments.

Financial assets and liquidity resources available within one year for general expenditure, such as operating expenses and capital acquisitions not financed with debt or restricted funds, were as follows as of December 31:

	<u>2021</u>	<u>2020</u>
Cash and cash equivalents	\$ 506,222	\$ 266,205
Patient accounts receivable, net	1,574,830	1,417,512
Employee retention credit receivable, net	2,177,611	-
Investments (undesignated) (Note 3)	<u>7,073,480</u>	<u>7,102,891</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$11,332,143</u>	<u>\$ 8,786,608</u>

The Association manages its cash available to meet general expenditures following two guiding principles:

- Operating within a prudent range of financial soundness and stability; and
- Maintaining adequate liquid assets

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

3. Investments and Assets Limited as to Use

Investments and assets limited as to use, stated at fair value, consisted of the following:

	<u>2021</u>	<u>2020</u>
Cash equivalents	\$ 62,754	\$ 89,150
Money market accounts	1,454,588	3,281,923
Certificates of deposit	581,598	871,300
Marketable equity securities	633,101	580,342
Mutual funds		
Equity funds	3,937,908	2,319,066
Fixed income funds	1,193,276	921,213
International funds	848,306	541,658
Beneficial interest in perpetual trust	<u>1,161,392</u>	<u>1,074,851</u>
Total investments	<u>\$ 9,872,923</u>	<u>\$ 9,679,503</u>

Comprised of:

Funds without donor restrictions		
Long-term assets (undesignated)	\$ 7,073,480	\$ 7,102,891
Board designated - operating reserve	1,638,051	1,501,761
Funds with donor restrictions of perpetual duration		
Beneficial interest in perpetual trust	<u>1,161,392</u>	<u>1,074,851</u>
Total investments	<u>\$ 9,872,923</u>	<u>\$ 9,679,503</u>

Fair Value of Financial Instruments

FASB ASC Topic 820, *Fair Value Measurement*, defines fair value as the price that would be received to sell an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants and also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The fair value hierarchy within FASB ASC Topic 820 distinguishes three levels of inputs that may be utilized when measuring fair value:

- Level 1: Quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.
- Level 2: Significant observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data.
- Level 3: Significant unobservable inputs that reflect an entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

Assets measured at fair value on a recurring basis were as follows:

Fair Value Measurements at December 31, 2021

	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Cash equivalents	\$ 62,754	\$ 62,754	\$ -	\$ -
Money market accounts	1,454,588	1,454,588	-	-
Certificates of deposit	581,598	581,598	-	-
Marketable equity securities	633,101	633,101	-	-
Mutual funds				
Equity funds	3,937,908	3,937,908	-	-
Fixed income funds	1,193,276	1,193,276	-	-
International funds	848,306	848,306	-	-
Beneficial interest in perpetual trust	<u>1,161,392</u>	-	-	<u>1,161,392</u>
Total investments	<u>\$ 9,872,923</u>	<u>\$ 8,711,531</u>	<u>\$ -</u>	<u>\$ 1,161,392</u>

Fair Value Measurements at December 31, 2020

	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Cash equivalents	\$ 89,150	\$ 89,150	\$ -	\$ -
Money market accounts	3,281,923	3,281,923	-	-
Certificates of deposit	871,300	871,300	-	-
Marketable equity securities	580,342	580,342	-	-
Mutual funds				
Equity funds	2,319,066	2,319,066	-	-
Fixed income funds	921,213	921,213	-	-
International funds	541,658	541,658	-	-
Beneficial interest in perpetual trust	<u>1,074,851</u>	-	-	<u>1,074,851</u>
Total investments	<u>\$ 9,679,503</u>	<u>\$ 8,604,652</u>	<u>\$ -</u>	<u>\$ 1,074,851</u>

The fair value of the Association's-beneficial interest in perpetual trust is based on Level 3 inputs. The fair value is determined annually based on the fair value of the assets included in the trust held by a financial institution, and is provided by the custodian.

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

Investment income and gains for investments and assets limited as to use, cash equivalents, and other investments are included in other revenue and gains and changes in net assets and are comprised of the following:

	<u>2021</u>	<u>2020</u>
Net assets without donor restrictions		
Investment income, net	\$ 44,202	\$ 101,857
Change in fair value of investments	707,961	429,552
Net assets with donor restrictions		
Change in market value in beneficial interest in perpetual trust	<u>86,541</u>	<u>118,122</u>
Total	<u>\$ 838,704</u>	<u>\$ 649,531</u>

The following table sets forth a summary of the changes in the level 3 beneficial interest in perpetual trust:

December 31, 2019	\$ 956,729
Change in fair value	<u>118,122</u>
December 31, 2020	1,074,851
Change in fair value	<u>86,541</u>
December 31, 2021	<u>\$ 1,161,392</u>

4. Property and Equipment

Property and equipment consisted of the following:

	<u>2021</u>	<u>2020</u>
Land	\$ 50,485	\$ 50,485
Land improvements	48,532	48,532
Building and improvements	2,939,008	905,174
Computer equipment - homecare homebase	618,097	594,537
Furniture, fixtures, and equipment	521,668	435,995
Construction in progress	<u>-</u>	<u>432,565</u>
Total cost	4,177,790	2,467,288
Less accumulated depreciation	<u>1,684,105</u>	<u>1,459,730</u>
Property and equipment, net	<u>\$ 2,493,685</u>	<u>\$ 1,007,558</u>

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

5. Long-term Debt

Long-term debt consists of the following:

	<u>2021</u>	<u>2020</u>
Note payable to a local bank due November 17, 2031. Monthly principal and interest payments of \$7,250. Interest is fixed at 3.50% until December 17, 2026 and adjusted annually at a rate equal to the Federal Home Loan Bank of Boston 5 year classic advance rate plus 2.25%. The loan is collateralized by property in Rochester, NH	\$ 987,631	\$ -
Less current maturities	<u>(53,278)</u>	<u>-</u>
Total	<u>\$ 934,353</u>	<u>\$ -</u>

Maturities of long-term debt are as follows:

2022	\$ 53,278
2023	55,173
2024	57,136
2025	59,168
2026	61,272
Thereafter	<u>701,604</u>
Total	<u>\$ 987,631</u>

6. Net Patient Service Revenue

Net patient service revenue was as follows:

	<u>2021</u>	<u>2020</u>
Medicare	\$ 13,984,146	\$ 12,771,914
Medicaid	402,577	419,130
Other third-party payors	2,157,656	1,836,623
Private pay	<u>74,378</u>	<u>137,750</u>
Total	<u>\$ 16,618,757</u>	<u>\$ 15,165,417</u>

CORNERSTONE VNA

Notes to Financial Statements

December 31, 2021 and 2020

Laws and regulations governing the Medicare and Medicaid programs are complex and subject to interpretation. Compliance with such laws and regulations can be subject to future government review and interpretation as well as significant regulatory action including fines, penalties and exclusion from the Medicare and Medicaid programs. The Association believes that it is in substantial compliance with all applicable laws and regulations. However, there is at least a reasonable possibility that recorded estimates could change by a material amount in the near term. Differences between amounts previously estimated and amounts subsequently determined to be recoverable or payable are included in net patient service revenue in the year that such amounts become known.

The Association provides care to patients who meet certain criteria under its charity care policy without charge or at amounts less than its established rates. Because the Association does not pursue collection of amounts determined to qualify as charity care, they are not reported as revenue.

The Association provided services in other health-related activities, primarily to indigent patients, at rates substantially below cost. For certain activities, services were provided without charge. The Association estimates the costs associated with providing the other health-related activities by applying Medicare cost report methodology to determine program costs less any net patient revenue generated by the program. The estimated costs incurred in these activities amounted to \$842,693 and \$776,049 for the years ended December 31, 2021 and 2020, respectively.

The Association is able to provide these services with a component of funds received through local community support and state grants. Local community support consists of contributions, United Way and municipal appropriations.

In assessing collectability, the Association has elected the portfolio approach. This portfolio approach is being used as the Association has similar contracts with similar classes of patients. The Association reasonably expects that the effect of applying a portfolio approach to a group of contracts would not differ materially from considering each contract separately. Management's judgment to group the contracts by portfolio is based on the payment behavior expected in each portfolio category. As a result, management believes aggregating contracts (which are at the patient level) by the particular payor or group of payors results in the recognition of revenue approximating that which would result from applying the analysis at the individual patient level.

CORNERSTONE VNA**Notes to Financial Statements****December 31, 2021 and 2020****7. Retirement Plan**

The Association has a 403(b) retirement plan. The retirement plan expense was \$160,062 and \$231,396 for the years ended December 31, 2021 and 2020, respectively.

8. Functional Expenses

The Association provides health services to residents within its geographic location. Expenses related to providing these services are as follows:

	<u>2021</u>	<u>2020</u>
Program services		
Salaries and benefits	\$12,616,628	\$10,875,431
Professional fees and contract services	10,639	2,405
Transportation	391,501	370,761
Program supplies and expense	1,036,071	1,144,443
Occupancy	77,201	61,566
Depreciation	203,710	158,744
Other operating expenses	<u>930,892</u>	<u>736,109</u>
Total program services	<u>15,266,642</u>	<u>13,349,459</u>
Administrative and general		
Salaries and benefits	916,398	1,239,951
Professional fees and contract services	501,942	198,946
Transportation	22,450	13,280
Occupancy	7,832	7,416
Depreciation	20,665	19,120
Other operating expenses	<u>94,432</u>	<u>88,663</u>
Total administrative and general	<u>1,563,719</u>	<u>1,567,376</u>
Total	<u>\$16,830,361</u>	<u>\$14,916,835</u>

The Association uses Medicare cost reporting methodology for allocation of expenses between program services and administrative and general expenses.

CORNERSTONE VNA**Notes to Financial Statements****December 31, 2021 and 2020****9. Concentration of Risk**

The Association grants credit without collateral to its patients, most of whom are local residents and are insured under third-party payer agreements. Following is a summary of patient accounts receivable by funding source:

	<u>2021</u>	<u>2020</u>
Medicare	84 %	82 %
Other	<u>16</u>	<u>18</u>
Total	<u>100 %</u>	<u>100 %</u>

10. Malpractice Insurance

The Association insures its medical malpractice risks on a claims-made basis. There were no known malpractice claims outstanding at December 31, 2021 and 2020, nor are there any unasserted claims or incidents, which require loss accrual. The Association intends to renew coverage on a claims-made basis and anticipates that such coverage will be available.

11. Subsequent Events

For financial reporting purposes, subsequent events have been evaluated by management through March 17, 2022, which is the date the financial statements were available to be issued.



CORNERSTONE VNA
HOME • HEALTH • HOSPICE

Trusted Care since 1913

2021 - 2022 BOARD OF DIRECTORS

Board Member	Position
Susan Gaudiello	President
Dr. Archana Bhargava, MD	Vice President
Anne Brown	Secretary
Melanie Dupuis	Treasurer
Gary Noseworthy	Member at Large
Ruth Henderson	Board Member
Sharia Rollins	Board Member
Jacqueline Fitzpatrick	Board Member
Cathy DiPentima	Board Member
Jim Fontaine	Board Member
Brian Gasbarro	Board Member

JULIE REYNOLDS



PROFESSIONAL EXPERIENCE:

- Cornerstone VNA (formerly Rochester District VNA)** 2013 - Present
Chief Executive Officer - Responsible for Board Relations, Program Development, Staffing and Personnel, Fiscal Management, Community Relationships.
- Rochester District Visiting Nurse Association dba Your VNA**
Formerly Rural District VNA 1997 - 2013
RN, Chief Clinical Officer - Responsible for Clinical Administration and overall agency administrator in the absence of the Chief Executive Officer.
Responsible for the ongoing coordination, supervision of Team Managers, Support Service Manager, Rehab Manager, Social Work Manager and Nursing Specialty staff. Supervised and coordinated the Senior Companion Program/Volunteer Visitor Program through training and interacting with volunteers, companions and administration. Function as Agency liaison with other health care practitioners and represent the agency in community and state activities; especially with the Discharge Coordinators, Social Services at hospitals, physicians and other referral sources.
- RN, Nursing Coordinator** - 1994 - 1997
Supervision and coordination of the Home Care Program. Participated in all activities relevant to the professional services provided.
- Home Health VNA** 1988 - 1994
Staff Nurse and Team Leader
- Hale Hospital** 1987
Nurse Manager
Staff RN 1984 - 1987
Staff LPN 1978 - 1984

EDUCATION:

- 2008 Master of Science - Management
New England College
- 2005 Bachelor Degree - Health Care Administration
Granite State College
Management Seminars
- 1993 Diabetic Educator Certificate Program
Dartmouth Hitchcock Medical Center
- 1984 Associate Degree in Science of Nursing
Northern Essex Community College
- 1978 Licensed Practical Nurse
Whittier Regional Vocational - Technical College

PROFESSIONAL AFFILIATIONS:

- Home Care Association of New Hampshire
Rural Home Care Network

JANICE M.R. HOWARD

OBJECTIVE

Coordination and oversight of all aspects of care provided by Companions, In Home Care Services Staff/HMK, Licensed Nursing Assistants, Personal Care Service Providers, as well as the Life Care Administrative Assistant. Attends meetings and other events as appropriate; functioning as an agency liaison in community/state activities. Maintain compliance with federal, state, and local regulatory agencies. Promote a positive work environment for all agency staff.

WORK EXPERIENCE

2013 to Present Cornerstone VNA – *Life Care Director (April 2014 title change to Life Care Director* March 6, 2013 Cornerstone VNA Rochester NH

Support Services & Adult Day Care Manager

- Responsible for coordination of services, increasing our visibility in the community. Accepting referrals to department and supporting Home Care Aides/Homemakers in their roles
- Ensure quality and safe operations of the Adult Day Center, in compliance with Agency policy & procedures and state regulations
- Supervision, coordination, and oversight of all aspects of care provided by Companions, Homemakers, and Personal Care Service Providers.
- Supervision of Support Services employees & Schedules
- Promote a positive work environment

2002-2004 RRDVNS & Hospice Rochester, NH
HMK Coordinator (HCA Coordinator as of 1/1/03).

- Supervise and Coordinate Homemaking staff
- Responsible for coordination of services, accepting referrals to department and supporting Home Care Aides/Homemakers in their roles.
- Case management for homemaking only clients.
- Complete Homemaker referral process and verify reimbursement documentation.
- Promote a positive work environment

2000-2002 RRDVNS & Hospice Rochester, NH
Medical Supply Coordinator

- Ordering of supplies.
- Inventory
- Supervise assistant supply coordinator
- Complete cost comparison two times per year.

1999-2002 RRDVNS & Hospice Rochester, NH

HCA/HMK Scheduler

- Schedule HMK and HCA's.
- Check day sheets for errors.
- Entered patient information into database, generate Pt. P.O.C
- Schedule and coordinate HCA/HMK Introduction to services.
- Assisted supervisor with other office tasks as needed.

1988-2000 Rural District VNA Farmington, NH

Certified Nursing Assistant

- Assisted patients with ADL's and other tasks designated by the patient individual plan of care

EDUCATION

1989 Home Health Aide Certification Mark H. Wentworth Home Portsmouth, NH

1980-1981 Certified Nursing Assistant Program Rochester Manor, Inc.
Rochester, NH

1974-1977 Farmington High School Farmington, NH
College Preparatory Course of study.
Media & Communications 1975-1977

SKILLS

Windows 95/98, Office 97.

Able to manage Excel spreadsheets.

Work and communicate well with others.

COMMITTEES

2013- Present Cornerstone VNA Safety Committee

2013- Present Business Development

2013- Present Tracking Team

2013- Present Cornerstone VNA Advancement Committee

2001-2002 Ergonomics Team RRDVNS & Hospice

1994-1997 Professional Advisory Committee Rural District VNA

1995-1996 Safety Committee Rural District VNA

CHERYL BERGMAN



PROFESSIONAL HISTORY

CORNERSTONE VNA, Rochester, NH 2008-present
BILLING/BILLING MANAGER

CIGNA/HEALTHSOURCE NH, Concord, NH 1997-1999
POINT OF SERVICE CLAIMS SUPERVISOR

Resolved complex claims issues.

Acted as a resource for staff and other departments.

Reviewed high dollar claims for accuracy.

Participated in internal and external audits. Ensured customer services standards were met.

Summarized, analyzed and provided feedback to individuals and management on the results of claims metrics.

Ensured that appropriate ethical standards, business and employment practices were communicated, enacted and monitored for full compliance.

Created a high performance work culture by hiring, developing and retaining the highest quality people.

Ensured staff had all tools necessary to meet production and quality standards.

HEALTH SOURCE, NH, Concord, NH 1994-1999
CLAIMS ANALYST/SENIOR CLAIMS ANALYST

Adjudicated Point of Service claims and determined eligibility of charges by following manual guidelines.

Identified possible Coordination of Benefits, Workers Compensation and Subrogation cases.

Contacted medical service providers to obtain missing information for claims processing.

Maintained suspended bills and processed on a timely basis.

Revised claims processing manuals.

Assisted other analysts with questions.

WILLIS CORROON OF NEW HAMPSHIRE, Rochester, NH 1990-1994
GROUP CLAIMS SPECIALIST

Adjudicated self funded claims and conducted investigations.

Maintained close contact with clients to ensure proper interpretation and servicing of their insurance plans.

Assisted in resolution of problems and addressed issues for subscribers.

Administered short term and total disability benefits.

Coordinated company stop-loss reimbursements.
Assisted with new account implementation and renewal processing.
Reviewed plan documents for updating.

PRUDENTIAL INSURANCE COMPANY, Lawrence, MA & Albany, NY 1984-1986; 1988-1989
GROUP CLAIMS EXAMINER

Adjudicated claims and determined eligibility of charges.
Verified coverage and researched information to avoid duplication.
Confirmed coverage and benefits.
Assisted in resolution of problems and addressed issues for subscribers and company contacts.

CONTRACTOR NAME

Key Personnel

Name	Job Title	Salary Amount Paid from this Contract
Julie Reynolds	President / CEO	\$229.99
Janice Howard	Director of LifeCare	\$1,959.73
Cheryl Bergman	Billing Manager	\$742.56

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STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
DIVISION OF LONG TERM SUPPORTS AND SERVICES

Lori A. Shilbette
 Commissioner

Nancy L. Rollins
 Interim Director

105 PLEASANT STREET, CONCORD, NH 03301
 603-271-5034 1-800-852-3345 Ext. 5034
 Fax: 603-271-5166 TDD Access: 1-800-735-2964
 www.dbhs.nh.gov

September 9, 2021

His Excellency, Governor Christopher T. Sununu
 and the Honorable Council
 State House
 Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, Division of Long Term Supports and Services, to **Retroactively** amend existing contracts with the vendors listed in **bold** below for the continued provision of In-Home Care Services, In-Home Health Aide Services and In-Home Nursing Services, by decreasing the total price limitation by \$1,199,989.42 from \$39,622,060.80 to \$38,422,071.48 with no change to the contract completion date of June 30, 2022 effective retroactive to July 1, 2021 upon Governor and Council approval. 100% Federal Funds.

The individual contracts were approved by Governor and Council as specified in the table below.

Vendor Name	Vendor Code	Area Served	Current Amount	Increase (Decrease)	Revised Amount	G&C Approval
Androscoggin Valley Home Care Services Berlin, NH	157347	Berlin	\$3,537,093.92	(\$127,683.48)	\$3,409,410.46	O: 12/21/18 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)
Area Homocare Family Services, Inc. Portsmouth, NH	166931	Portsmouth	\$8,731,494.34	(\$282,718.26)	\$8,448,776.08	O: 12/21/18 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)
Waypoint (fka Child & Family Services) Manchester, NH	177168	Manchester	\$7,671,060.76	(\$229,797.52)	\$7,441,263.24	O: 12/21/18 (#16) A1: 2/7/18 (#14) A2: 6/5/18 (#36) A03: 6/24/20 (#46)

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
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Cornerstone VNA Rochester, NH	230881	Rochester	\$718,375.87	(\$23,751.68)	\$694,624.19	O: 12/21/16 (#18) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)
Easter Seals New Hampshire, Inc. Manchester, NH	177204	Manchester	\$2,643,886.26	(\$150,473.14)	\$2,493,413.12	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)
The Visiting Nurse Association of Franklin Franklin, NH	154177	Franklin	\$378,137.76	(\$11,523.40)	\$366,614.36	O: 12/21/16 (#18) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)
The Homemaker Health Services (contract assigned to Easter Seals New Hampshire - Effective 9/1/18)	154177	Rochester	\$2,182,221.52	\$0	\$2,182,221.52	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36)
Lakes Region Community Services Council Laconia, NH	177251	Laconia	\$3,881,898.52	(\$112,200.38)	\$3,869,698.14	O: 3/08/17 (#8) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)
Lake Sunapoo Community Health Services New London, NH	174248	New London	\$1,828,740.75	(\$45,722.00)	\$1,783,018.75	O: 3/08/17 (#8) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
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North Country Home Health & Hospice Agency, Inc. Littleton, NH	154643	Littleton	\$662,567.38	(\$13,679.80)	\$648,887.58	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#38) A03: 6/24/20 (#46)
North Country Home Health & Hospice Agency, Inc.	154643	NO LONGER PROVIDING SERVICE FOR THIS AREA - UNITS FOR SFY20-22 ASSIGNED TO ANDROSCOGGIN VALLEY HOME CARE	\$806,144.38	\$0	\$806,144.38	O: 2/15/17 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#38)
Visiting Nurse Home Care & Hospice of Carroll County North Conway, NH	225191	North Conway	\$1,455,682.33	(\$35,165.42)	\$1,420,516.91	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#38) A03: 6/24/20 (#46)
VNA at HCS, Inc. Keene, NH	177274	Keene	\$5,024,757.13	(\$167,274.36)	\$4,857,482.77	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#38) A03: 6/24/20 (#46)
		Total:	\$39,822,060.90	(\$1,199,989.42)	\$38,422,071.48	

Funds are available in the following accounts for State Fiscal Year 2022, with the authority to adjust budget line items within the price limitation through the Budget Office, if needed and justified.

See attached fiscal details.

EXPLANATION

This request is **Retroactive** due to late notification of federal reductions in the Social Services Block Grant funding allocated to New Hampshire, coupled with analysis of the Social Services Block Grant funding utilization, which could only occur upon the completion of State

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
Page 4 of 4

Fiscal Year 2021. Due to federal reductions to Social Services Block Grant (SSBG) allocated for New Hampshire, the price limitation of these contracts is reduced for State Fiscal Year 2022. DHHS has altered the distribution of the federal dollars based on the funding received from SSBG and on service utilization.

The purpose of this request is to align available funding for statewide In-Home Care, In-Home Health Aide, and In-Home Nursing services with the services provided by the contractors. Services are provided to eligible individuals 60 years of age and older, and to individuals with a disability or chronic illness, in order to support them to live as independently as possible, safely, and with dignity in their homes.

For Title XX services, 5,624 individuals were served from July 1, 2020 to June 30, 2021, which was a 4% decrease from the prior fiscal year. Approximately 5,455 individuals will be served from July 1, 2021 to June 30, 2022.

In-Home Care services, through Title III and Title XX programs include, but are not limited to, household maintenance and housekeeping; and meal planning and preparation.

In-Home Health Aide Services provide assistance with managing individual personal care needs, including bathing and grooming.

In-Home Nursing Services incorporate providing nursing services, conducting medical needs evaluations and developing a nursing care plan to support individuals in their homes. Nursing Services include general licensed practical nurse or registered nurse duties including, but not limited to assistance with preparing and administering medications, providing health evaluations and developing health and wellness plans.

The Department will continue monitoring services by reviewing the quarterly reports submitted by the contractors.

Should the Governor and Executive Council not authorize this request, the contractors listed above would remain overfunded, which could result in a financial liability to the Department.

Area served: Statewide

Source of Funds: (CFDA) #93.044; (FAIN) #21AANHT3SS; CFDA #93.667; (FAIN) #2001NHSOSR.

In the event that the Federal Funds become no longer available, General Funds will not be requested to support this program.

Respectfully submitted,


Lori A. Shabinette
Commissioner

Fiscal Details for In-Home Svcs

Fiscal Details Summary

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 379,541.17	\$ -	\$ 379,541.17
2018	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
2019	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
2020	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
2021	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
2022	540-500382	SS Contracts	multiple	\$ 713,556.69	\$ -	\$ 713,556.69
		Subtotal		\$ 3,947,324.62	\$ -	\$ 3,947,324.62

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 3,298,789.18	\$ -	\$ 3,298,789.18
2018	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2019	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2020	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2021	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2022	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ (1,199,989.42)	\$ 5,275,200.00
		Subtotal		\$ 35,674,736.28	\$ (1,199,989.42)	\$ 34,474,746.86
		Grand Total		\$39,622,060.90	(\$1,199,989.42)	\$38,422,071.48

Androscooggin Valley Home Care Services

(VC 157347)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 25,107.46		\$ 25,107.46
2018	540-500382	SS Contracts	multiple	\$ 52,738.64		\$ 52,738.64
2019	540-500382	SS Contracts	multiple	\$ 52,738.64		\$ 52,738.64
2020	540-500382	SS Contracts	multiple	\$ 141,774.58		\$ 141,774.58
2021	540-500382	SS Contracts	multiple	\$ 141,774.58		\$ 141,774.58
2022	540-500382	SS Contracts	multiple	\$ 141,774.58		\$ 141,774.58
		Subtotal		\$ 555,908.48	\$ -	\$ 555,908.48

Fiscal Details for In-Home Svcs

Androscoggin Valley Home Care Services (Con't)

(VC 157347)

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL.

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 175,783.42		\$ 175,783.42
2018	543-500385	Adult In Home Care	multiple	\$ 369,171.82		\$ 369,171.82
2019	543-500385	Adult In Home Care	multiple	\$ 369,171.82		\$ 369,171.82
2020	543-500385	Adult In Home Care	multiple	\$ 689,019.46		\$ 689,019.46
2021	543-500385	Adult In Home Care	multiple	\$ 689,019.46		\$ 689,019.46
2022	543-500385	Adult In Home Care	multiple	\$ 689,019.46	\$ (127,683.46)	\$ 561,336.00
		Subtotal		\$ 2,981,185.44	\$ (127,683.46)	\$ 2,853,501.98
		Grand Total		\$ 3,537,093.92	\$ (127,683.46)	\$ 3,409,410.46

Area Homecare Family Services, Inc.

(VC 166931)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 32,686.96		\$ 32,686.96
2018	540-500382	SS Contracts	multiple	\$ 68,649.44		\$ 68,649.44
2019	540-500382	SS Contracts	multiple	\$ 68,649.44		\$ 68,649.44
2020	540-500382	SS Contracts	multiple	\$ 68,649.44	\$ -	\$ 68,649.44
2021	540-500382	SS Contracts	multiple	\$ 68,649.44	\$ -	\$ 68,649.44
2022	540-500382	SS Contracts	multiple	\$ 68,649.44	\$ -	\$ 68,649.44
		Subtotal		\$ 375,934.16	\$ -	\$ 375,934.16

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 726,508.88		\$ 726,508.88
2018	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26		\$ 1,525,810.26
2019	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26		\$ 1,525,810.26
2020	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26
2021	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26
2022	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26	\$ (282,718.26)	\$ 1,243,092.00
		Subtotal		\$ 8,355,560.18	\$ (282,718.26)	\$ 8,072,841.92
		Grand Total		\$ 8,731,494.34	\$ (282,718.26)	\$ 8,448,776.08

Fiscal Details for In-Home Svcs

Waypoint (fka Child & Family Services)

(VC 177166)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 76,415.88		\$ 76,415.88
2018	540-500382	SS Contracts	multiple	\$ 160,497.72		\$ 160,497.72
2019	540-500382	SS Contracts	multiple	\$ 160,497.72		\$ 160,497.72
2020	540-500382	SS Contracts	multiple	\$ 160,497.72	\$ -	\$ 160,497.72
2021	540-500382	SS Contracts	multiple	\$ 160,497.72	\$ -	\$ 160,497.72
2022	540-500382	SS Contracts	multiple	\$ 160,497.72	\$ -	\$ 160,497.72
		Subtotal		\$ 878,904.48	\$ -	\$ 878,904.48

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 590,568.68		\$ 590,568.68
2018	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52		\$ 1,240,317.52
2019	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52		\$ 1,240,317.52
2020	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52	\$ -	\$ 1,240,317.52
2021	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52	\$ -	\$ 1,240,317.52
2022	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52	\$ (229,797.52)	\$ 1,010,520.00
		Subtotal		\$ 6,792,156.28	\$ (229,797.52)	\$ 6,562,358.76
		Grand Total		\$ 7,871,060.76	\$ (229,797.52)	\$ 7,441,263.24

Cornerstone VNA

(VC 230881)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 1,500.00		\$ 1,500.00
2018	540-500382	SS Contracts	multiple	\$ 3,138.07		\$ 3,138.07
2019	540-500382	SS Contracts	multiple	\$ 3,138.07		\$ 3,138.07
2020	540-500382	SS Contracts	multiple	\$ 3,138.07	\$ -	\$ 3,138.07
2021	540-500382	SS Contracts	multiple	\$ 3,138.07	\$ -	\$ 3,138.07
2022	540-500382	SS Contracts	multiple	\$ 3,138.07	\$ -	\$ 3,138.07
		Subtotal		\$ 17,190.35	\$ -	\$ 17,190.35

Fiscal Details for In-Home Svcs

Cornerstone VNA (Con't)

(VC 230881)

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 60,967.12		\$ 60,967.12
2018	543-500385	Adult In Home Care	multiple	\$ 128,043.68		\$ 128,043.68
2019	543-500385	Adult In Home Care	multiple	\$ 128,043.68		\$ 128,043.68
2020	543-500385	Adult In Home Care	multiple	\$ 128,043.68	\$ -	\$ 128,043.68
2021	543-500385	Adult In Home Care	multiple	\$ 128,043.68	\$ -	\$ 128,043.68
2022	543-500385	Adult In Home Care	multiple	\$ 128,043.68	\$ (23,751.68)	\$ 104,292.00
		Subtotal		\$ 701,185.52	\$ (23,751.68)	\$ 677,433.84
		Grand Total		\$ 718,375.87	\$ (23,751.68)	\$ 694,624.19

Easter Seals New Hampshire, Inc

(VC 177204)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple			\$ -
2018	540-500382	SS Contracts	multiple			\$ -
2019	540-500382	SS Contracts	multiple			\$ -
2020	540-500382	SS Contracts	multiple	\$ 69,262.28	\$ -	\$ 69,262.28
2021	540-500382	SS Contracts	multiple	\$ 69,262.28	\$ -	\$ 69,262.28
2022	540-500382	SS Contracts	multiple	\$ 69,262.28	\$ -	\$ 69,262.28
		Subtotal		\$ 207,786.84	\$ -	\$ 207,786.84

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple			\$ -
2018	543-500385	Adult In Home Care	multiple			\$ -
2019	543-500385	Adult In Home Care	multiple			\$ -
2020	543-500385	Adult In Home Care	multiple	\$ 812,033.14	\$ -	\$ 812,033.14
2021	543-500385	Adult In Home Care	multiple	\$ 812,033.14	\$ -	\$ 812,033.14
2022	543-500385	Adult In Home Care	multiple	\$ 812,033.14	\$ (150,473.14)	\$ 661,560.00
		Subtotal		\$ 2,436,099.42	\$ (150,473.14)	\$ 2,285,626.28
		Grand Total		\$ 2,643,886.26	\$ (150,473.14)	\$ 2,493,413.12

Fiscal Details for In-Home Svcs

The Visiting Nurse Association of Franklin

(VC 154177)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 3,228.46		\$ 3,228.46
2018	540-500382	SS Contracts	multiple	\$ 6,780.44		\$ 6,780.44
2019	540-500382	SS Contracts	multiple	\$ 6,780.44		\$ 6,780.44
2020	540-500382	SS Contracts	multiple	\$ 6,780.44	\$ -	\$ 6,780.44
2021	540-500382	SS Contracts	multiple	\$ 6,780.44	\$ -	\$ 6,780.44
2022	540-500382	SS Contracts	multiple	\$ 6,780.44	\$ -	\$ 6,780.44
		Subtotal		\$ 37,130.66	\$ -	\$ 37,130.66

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 29,650.10		\$ 29,650.10
2018	543-500385	Adult In Home Care	multiple	\$ 62,271.40		\$ 62,271.40
2019	543-500385	Adult In Home Care	multiple	\$ 62,271.40		\$ 62,271.40
2020	543-500385	Adult In Home Care	multiple	\$ 62,271.40	\$ -	\$ 62,271.40
2021	543-500385	Adult In Home Care	multiple	\$ 62,271.40	\$ -	\$ 62,271.40
2022	543-500385	Adult In Home Care	multiple	\$ 62,271.40	\$ (11,523.40)	\$ 50,748.00
		Subtotal		\$ 341,007.10	\$ (11,523.40)	\$ 329,483.70
		Grand Total		\$ 378,137.76	\$ (11,523.40)	\$ 366,614.36

The Homemaker Health Services (assigned to Easter Seals New Hampshire - Effective 9/1/18)

(VC 154177)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 32,981.88		\$ 32,981.88
2018	540-500382	SS Contracts	multiple	\$ 69,262.28		\$ 69,262.28
2019	540-500382	SS Contracts	multiple	\$ 69,262.28		\$ 69,262.28
2020	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
2021	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
2022	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
		Subtotal		\$ 171,506.44	\$ -	\$ 171,506.44

Fiscal Details for In-Home Svcs

The Homemaker Health Services (Con'l) (assigned to Easter Seals New Hampshire - Effective 9/1/18) (VC 154177)

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 386,648.80		\$ 386,648.80
2018	543-500385	Adult In Home Care	multiple	\$ 812,033.14		\$ 812,033.14
2019	543-500385	Adult In Home Care	multiple	\$ 812,033.14		\$ 812,033.14
2020	543-500385	Adult In Home Care	multiple	\$ -	\$ -	\$ -
2021	543-500385	Adult In Home Care	multiple	\$ -		\$ -
2022	543-500385	Adult In Home Care	multiple	\$ -		\$ -
		Subtotal		\$ 2,010,715.08	\$ -	\$ 2,010,715.08
		Grand Total		\$ 2,182,221.52	\$ -	\$ 2,182,221.52

Lakes Region Community Services Council

(VC 177251)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 64,681.77		\$ 64,681.77
2018	540-500382	SS Contracts	multiple	\$ 89,061.18		\$ 89,061.18
2019	540-500382	SS Contracts	multiple	\$ 89,061.18		\$ 89,061.18
2020	540-500382	SS Contracts	multiple	\$ 89,061.18	\$ -	\$ 89,061.18
2021	540-500382	SS Contracts	multiple	\$ 89,061.18	\$ -	\$ 89,061.18
2022	540-500382	SS Contracts	multiple	\$ 89,061.18	\$ -	\$ 89,061.18
		Subtotal		\$ 509,987.67	\$ -	\$ 509,987.67

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 445,208.95		\$ 445,208.95
2018	543-500385	Adult In Home Care	multiple	\$ 605,340.38		\$ 605,340.38
2019	543-500385	Adult In Home Care	multiple	\$ 605,340.38		\$ 605,340.38
2020	543-500385	Adult In Home Care	multiple	\$ 605,340.38	\$ -	\$ 605,340.38
2021	543-500385	Adult In Home Care	multiple	\$ 605,340.38	\$ -	\$ 605,340.38
2022	543-500385	Adult In Home Care	multiple	\$ 605,340.38	\$ (112,200.38)	\$ 493,140.00
		Subtotal		\$ 3,471,910.85	\$ (112,200.38)	\$ 3,359,710.47
		Grand Total		\$ 3,981,898.52	\$ (112,200.38)	\$ 3,869,698.14

Fiscal Details for In-Home Svcs

Lake Sunapee Community Health Services

(VC 174248)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 52,532.50	-	\$ 52,532.50
2018	540-500382	SS Contracts	multiple	\$ 73,565.15	-	\$ 73,565.15
2019	540-500382	SS Contracts	multiple	\$ 73,565.15	-	\$ 73,565.15
2020	540-500382	SS Contracts	multiple	\$ 73,565.15	\$ -	\$ 73,565.15
2021	540-500382	SS Contracts	multiple	\$ 73,565.15	\$ -	\$ 73,565.15
2022	540-500382	SS Contracts	multiple	\$ 73,565.15	\$ -	\$ 73,565.15
		Subtotal		\$ 420,358.25	\$ -	\$ 420,358.25

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 176,032.50	-	\$ 176,032.50
2018	543-500385	Adult In Home Care	multiple	\$ 246,470.00	-	\$ 246,470.00
2019	543-500385	Adult In Home Care	multiple	\$ 246,470.00	-	\$ 246,470.00
2020	543-500385	Adult In Home Care	multiple	\$ 246,470.00	\$ -	\$ 246,470.00
2021	543-500385	Adult In Home Care	multiple	\$ 246,470.00	\$ -	\$ 246,470.00
2022	543-500385	Adult In Home Care	multiple	\$ 246,470.00	\$ (45,722.00)	\$ 200,748.00
		Subtotal		\$ 1,408,382.50	\$ (45,722.00)	\$ 1,362,660.50
		Grand Total		\$ 1,828,740.75	\$ (45,722.00)	\$ 1,783,018.75

North Country Home Health & Hospice Agency, Inc. (Littleton)

(VC 154643)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 9,127.68	-	\$ 9,127.68
2018	540-500382	SS Contracts	multiple	\$ 19,154.20	-	\$ 19,154.20
2019	540-500382	SS Contracts	multiple	\$ 19,154.20	-	\$ 19,154.20
2020	540-500382	SS Contracts	multiple	\$ 9,577.10	\$ -	\$ 9,577.10
2021	540-500382	SS Contracts	multiple	\$ 9,577.10	\$ -	\$ 9,577.10
2022	540-500382	SS Contracts	multiple	\$ 9,577.10	\$ -	\$ 9,577.10
		Subtotal		\$ 76,167.38	\$ -	\$ 76,167.38

Fiscal Details for In-Home Svcs

North Country Home Health & Hospice Agency, Inc. (Con't)

(VC 154643)

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 70,221.40		\$ 70,221.40
2018	543-500385	Adult In Home Care	multiple	\$ 147,479.60		\$ 147,479.60
2019	543-500385	Adult In Home Care	multiple	\$ 147,479.60		\$ 147,479.60
2020	543-500385	Adult In Home Care	multiple	\$ 73,739.80	\$ -	\$ 73,739.80
2021	543-500385	Adult In Home Care	multiple	\$ 73,739.80	\$ -	\$ 73,739.80
2022	543-500385	Adult In Home Care	multiple	\$ 73,739.80	\$ (13,679.80)	\$ 60,060.00
		Subtotal		\$ 586,400.00	\$ (13,679.80)	\$ 572,720.20
		Grand Total		\$ 662,567.38	\$ (13,679.80)	\$ 648,887.58

North Country Home Health & Hospice Agency, Inc. (No Longer Providing Services for this Area)

(VC 154643)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 37,828.44		\$ 37,828.44
2018	540-500382	SS Contracts	multiple	\$ 79,458.84		\$ 79,458.84
2019	540-500382	SS Contracts	multiple	\$ 79,458.84		\$ 79,458.84
2020	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
2021	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
2022	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
		Subtotal		\$ 196,746.12	\$ -	\$ 196,746.12

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 117,182.56		\$ 117,182.56
2018	543-500385	Adult In Home Care	multiple	\$ 246,107.84		\$ 246,107.84
2019	543-500385	Adult In Home Care	multiple	\$ 246,107.84		\$ 246,107.84
2020	543-500385	Adult In Home Care	multiple	\$ -	\$ -	\$ -
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ -	\$ -
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ -	\$ -
		Subtotal		\$ 609,398.24	\$ -	\$ 609,398.24
		Grand Total		\$ 806,144.36	\$ -	\$ 806,144.36

Fiscal Details for In-Home Svcs

Visiting Nurse Home Care & Hospice of Carroll County

(VC 225191)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 36,236.20		\$ 36,236.20
2018	540-500382	SS Contracts	multiple	\$ 76,122.80		\$ 76,122.80
2019	540-500382	SS Contracts	multiple	\$ 76,122.80		\$ 76,122.80
2020	540-500382	SS Contracts	multiple	\$ 76,122.80	\$ -	\$ 76,122.80
2021	540-500382	SS Contracts	multiple	\$ 76,122.80	\$ -	\$ 76,122.80
2022	540-500382	SS Contracts	multiple	\$ 76,122.80	\$ -	\$ 76,122.80
		Subtotal		\$ 416,850.20	\$ -	\$ 416,850.20

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL, 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 90,325.03		\$ 90,325.03
2018	543-500385	Adult In Home Care	multiple	\$ 189,701.42		\$ 189,701.42
2019	543-500385	Adult In Home Care	multiple	\$ 189,701.42		\$ 189,701.42
2020	543-500385	Adult In Home Care	multiple	\$ 189,701.42	\$ -	\$ 189,701.42
2021	543-500385	Adult In Home Care	multiple	\$ 189,701.42	\$ -	\$ 189,701.42
2022	543-500385	Adult In Home Care	multiple	\$ 189,701.42	\$ (35,165.42)	\$ 154,536.00
		Subtotal		\$ 1,038,832.13	\$ (35,165.42)	\$ 1,003,666.71
		Grand Total		\$ 1,455,682.33	\$ (35,165.42)	\$ 1,420,516.91

VNA at HCS, Inc.

(VC 177274)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 50% FEDERAL, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 7,213.94		\$ 7,213.94
2018	540-500382	SS Contracts	multiple	\$ 15,127.93		\$ 15,127.93
2019	540-500382	SS Contracts	multiple	\$ 15,127.93		\$ 15,127.93
2020	540-500382	SS Contracts	multiple	\$ 15,127.93	\$ -	\$ 15,127.93
2021	540-500382	SS Contracts	multiple	\$ 15,127.93	\$ -	\$ 15,127.93
2022	540-500382	SS Contracts	multiple	\$ 15,127.93	\$ -	\$ 15,127.93
		Subtotal		\$ 82,853.59	\$ -	\$ 82,853.59

Fiscal Details for In-Home Svcs

VNA at HCS, Inc. (Con't)

(VC 177274)

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 51% FEDERAL; 49% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 429,691.74		\$ 429,691.74
2018	543-500385	Adult In Home Care	multiple	\$ 902,442.36		\$ 902,442.36
2019	543-500385	Adult In Home Care	multiple	\$ 902,442.36		\$ 902,442.36
2020	543-500385	Adult In Home Care	multiple	\$ 902,442.36	\$ -	\$ 902,442.36
2021	543-500385	Adult In Home Care	multiple	\$ 902,442.36	\$ -	\$ 902,442.36
2022	543-500385	Adult In Home Care	multiple	\$ 902,442.36	\$ (167,274.36)	\$ 735,168.00
		Subtotal		\$ 4,941,903.54	\$ (167,274.36)	\$ 4,774,629.18
		Grand Total		\$ 5,024,757.13	\$ (167,274.36)	\$ 4,857,482.77

**State of New Hampshire
Department of Health and Human Services
Amendment #4 to the
In-Home Care, In-Home Health Aide and In-Home Nursing Services Contract**

This Amendment to the In-Home Care, In-Home Health Aide, In-Home Care Nursing contract is by and between the State of New Hampshire, Department of Health and Human Services ("State" or "Department") and Cornerstone VNA ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on December 21, 2016, (Item #16), and as subsequently amended on February 7, 2018 (Item #14), as amended and approved on June 5, 2019 (Item #36), and as amended and approved on June 24, 2020 (Item #46), the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract as amended and in consideration of certain sums specified; and

WHEREAS, pursuant to Form P-37, General Provisions, the Contract may be amended upon written agreement of the parties and approval from the Governor and Executive Council; and

WHEREAS, the parties agree to extend the term of the agreement, increase the price limitation, or modify the scope of services to support continued delivery of these services; and

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree to amend as follows:

1. Form P-37, General Provisions, Block 1.8, Price Limitation, to read:
\$694,624.19.
2. Modify Exhibit A, Amendment #3, Scope of Services, Section 2, Scope of Work by adding Subsection 2.9., to read:
2.9. The Contractor shall participate in quarterly meetings with the Department to ensure compliance with the contractual requirements.
3. Modify Exhibit B, Amendment #2, Method and Conditions Precedent to Payment, Section 3, to read:
3. Payment for services shall be on a cost reimbursement basis only for actual services provided in accordance with the rates identifies in Exhibit B-1 Rate Sheet – Amendment #4.
4. Modify Exhibit B, Amendment #2, Methods and Conditions Precedent to Payment, Section 4, Subsection 4.2., to read:
4.2. Invoices shall specify the item description and rate as indicated in Exhibit B-1 Rate Sheet – Amendment #4.
5. Modify Exhibit B-1, Amendment #3 Rate Sheet by replacing in its entirety with Exhibit B-1 Amendment #4 Rate Sheet, which is attached hereto and incorporated by reference herein.

All terms and conditions of the Contract and prior amendments not modified by this Amendment remain in full force and effect. This Amendment shall be retroactively effective to July 1, 2021 upon the date of Governor and Executive Council approval.

IN WITNESS WHEREOF, the parties have set their hands as of the date written below,

State of New Hampshire
Department of Health and Human Services

9/1/2021

Date

DocuSigned by:

Christine Santaniello

DocuSign Envelope ID: 1C11C874-81CA-44A1-AF49-FDD0A808B221

Name: Christine Santaniello

Title: Associate Commissioner

Cornerstone VNA

9/1/2021

Date

DocuSigned by:

Julie Reynolds

DocuSign Envelope ID: 1C11C874-81CA-44A1-AF49-FDD0A808B221

Name: Julie Reynolds

Title: President/CEO

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

9/3/2021

Date

DocuSigned by:

J. Christopher Marshall

D60048E0004403

Name: J. Christopher Marshall

Title: Assistant Attorney General

I hereby certify that the foregoing Amendment was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: _____ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

Date

Name:

Title:

Exhibit B-1 Rate Sheet, Amendment #4

In-Home Care, In-Home Health Aide, In-Home Care Nursing				
Cornerstone VNA				
01/01/2017 through 06/30/2017 Service Units				
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	8,364	\$9.58	\$ 60,967.12
Title IIIB In Home Services	1/2 Hour	0	\$9.58	\$ -
Title IIIB Home Health Aide	1/2 Hour	120	\$12.50	\$ 1,500.00
Title IIIB Nursing	1/2 Hour	0	\$24.50	\$ -

07/01/2017 through 06/30/2018 Service Units				
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	12,728	\$10.08	\$ 128,043.68
Title IIIB In Home Services	1/2 Hour	0	\$10.08	\$ -
Title IIIB Home Health Aide	1/2 Hour	239	\$13.13	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -

07/01/2018 through 06/30/2019 Service Units				
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	12,728	\$10.08	\$ 128,043.68
Title IIIB In Home Services	1/2 Hour	0	\$10.08	\$ -
Title IIIB Home Health Aide	1/2 Hour	239	\$13.13	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -

07/01/2019 through 06/30/2020 Service Units				
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	10,670	\$12.00	\$ 128,043.68
Title IIIB In Home Services	1/2 Hour	0	\$12.00	\$ -
Title IIIB Home Health Aide	1/2 Hour	196	\$16.00	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -

07/01/2020 through 06/30/2021 Service Units				
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	10,870	\$12.00	\$ 128,043.68
Title IIIB In Home Services	1/2 Hour	0	\$12.00	\$ -
Title IIIB Home Health Aide	1/2 Hour	196	\$16.00	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -

07/01/2021 through 06/30/2022 Service Units				
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	8,691	\$12.00	\$ 104,292.00
Title IIIB In Home Services	1/2 Hour	0	\$12.00	\$ -
Title IIIB Home Health Aide	1/2 Hour	196	\$16.00	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -



Lori A. Shibleyette
Commissioner

Deborah D. Scheetz
Director

46 mae

STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
DIVISION OF LONG TERM SUPPORTS AND SERVICES

105 PLEASANT STREET, CONCORD, NH 03301
603-271-5034 1-800-852-3345 Ext. 5034
Fax: 603-271-5166 TDD Access: 1-800-735-2964
www.dbhs.nh.gov

June 9, 2020

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, NH 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, Division of Long Term Supports and Services, to enter into sole source amendments to existing agreements with the vendors listed below for the continued provision of In-Home Care Services, In-Home Health Aide Services and In-Home Nursing Services; by exercising renewal options and by increasing the total price limitation by \$14,377,492.22 from \$25,244,568.68 to \$39,622,060.90 and by extending the contract completion dates from June 30, 2020 to June 30, 2022 effective upon Governor and Council approval through June 30, 2022. 44.5% Federal Funds, 55.5% General Funds.

The original contracts were approved by Governor and Council and subsequently amended, as indicated in the table below:

Vendor Name	Vendor Code	Area Served	Current Amount	Increase (Decrease)	Revised Amount	G&C Approval
Androscoggin Valley Home Care Services	157347	Berlin	\$1,875,505.84	\$1,661,588.08	\$3,537,093.92	O: 12/21/16 (#16) A1: 2/7/2018 (#14) A2: 6/5/19 (#36)
Area Home Care & Family Services, Inc.	166931	Portsmouth	\$5,542,574.94	\$3,188,919.40	\$8,731,494.34	O: 12/21/16 (#16) A1: 2/7/2018 (#14) A2: 6/5/19 (#36)
Waypoint (fka Child & Family Services)	177166	Manchester	\$4,869,430.28	\$2,801,630.48	\$7,671,060.76	O: 12/21/16 (#16) A1: 2/7/2018 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
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Cornerstone VNA	230881	Rochester	\$456,012.37	\$262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/2018 (#14) A2: 6/5/19 (#36)
Easter Seals New Hampshire, Inc.	177204	Manchester	\$881,295.42	\$1,762,590.84	\$2,643,886.26	O: 12/21/16 (#16) A1:2/7/2018 (#14) A2: 6/5/19 (#36)
Franklin VNA & Hospice	154177	Franklin	\$240,034.08	\$138,103.68	\$378,137.76	O: 12/21/16 (#16) A1:2/7/2018 (#14) A2: 6/5/19 (#36)
The Homemaker Health Services (contract assigned to Easter Seals New Hampshire - Effective 9/1/18)	154177	Rochester	\$2,182,221.52	\$0	\$2,182,221.52	O: 12/21/16 (#16) A1:2/7/2018 (#14) A2: 6/5/19 (#36)
Lakes Region Community Services	177251	Laconia	\$2,593,095.40	\$1,388,803.12	\$3,981,898.52	O: 3/08/17 (#16) A1:2/7/2018 (#14) A2: 6/5/19 (#36)
Lake Sunapee Community Health Services	174248	New London	\$1,188,670.45	\$640,070.30	\$1,828,740.75	O: 3/08/17 (#16) A1:2/7/2018 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$495,933.58	\$166,633.80	\$662,567.38	O: 12/21/16 (#16) A1:2/7/2018 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
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North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36	O: 2/15/17 (#16) A1: 2/7/2018 (#14) A2: 6/5/19 (#36)
Visiting Nurse Home Care & Hospice of Carroll County	225191	North Conway	\$924,033.89	\$531,648.44	\$1,455,682.33	O: 12/21/16 (#16) A1: 2/7/2018 (#14) A2: 6/5/19 (#36)
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,616.55	\$1,835,140.58	\$5,024,757.13	O: 12/21/16 (#16) A1: 2/7/2018 (#14) A2: 6/5/19 (#36)
		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	

Funds are available in the following accounts for State Fiscal Year 2021, and are anticipated to be available in State Fiscal Year 2022, upon the availability and continued appropriation of funds in the future operating budget, with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

See Attached Fiscal Details

EXPLANATION

This request is sole source because the Department is extending contract services beyond the time available for renewals in the original contracts. Additionally, the Department, in the interest of the public's health and safety, identified vendors with capacity to quickly respond to the COVID-19 pandemic. The Contractors have been providing services since 2017.

The purpose of this request is for the Department to continue to provide supports for older, isolated and frail adults living in the community through Home Health Services.

Approximately 4256 individuals will be served from July 1, 2020 to June 30, 2022.

In-Home Care services, through Title III and Title XX programs include, but are not limited to household maintenance and housekeeping; and meal planning and preparation. The Contractors provide services to eligible individuals sixty (60) year of age and older and to individuals eighteen (18) years of age and older with a disability or chronic illness in order to support them to live as independently as possible, safely and with dignity in their homes. Eligible adults are individuals who reside in independent living settings and are not already receiving the same or similar services through one of the Department's Medicaid Waiver Programs, other Medicaid services; or individuals who are receiving the same or similar serves through the Veterans' Administration Home Health Aide Services provide assistance with managing individual personal care needs, including bathing and

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
Page 4 of 4

grooming. In-Home Nursing Services incorporate providing nursing services, conducting medical needs evaluations and developing a nursing care plan to support individuals in their homes. -Nursing services include general licensed practical nurse or registered nurse duties including, but not limited to assistance with preparing and administering medications, providing health evaluations and developing health and wellness plans.

The Department will monitor contracted services using the following performance measures:

- Number of unduplicated clients served
- Average length of time clients are on a waiting list
- Expenses by program for each service provided
- Number of Title III and Title XX clients served with funds not provided by the Department
- Percentage of plans of care that contain elements of person-centered planning for services, in accordance with NH Administrative Rules He-E 502.17 and He-E 501.21

As referenced in in Exhibit C-1, Section 3 Revisions to the General Provisions of the original contracts, the parties have the option to extend the agreements for up to two (2) additional year(s), contingent upon satisfactory delivery of services, available funding, agreement of the parties and approval from the Governor and Council. The Department exercised a renewal option to extend services for nine (9) months (Amendments #1), approved by Governor and Executive Council on February 7, 2018 (item #14), and for one (1) year (Amendments #2). The Department is exercising its option to renew services for the remaining three (3) months available and extending the contract completion date by an additional twenty-one (21) months.

Should the Governor and Executive Council not approve this request, in-home services may not be funded and therefore may not be provided to the State's older and frail population.

Areas served: Statewide.

Source of Funds: 3.97% Catalog of Federal Domestic Assistance (CFDA) #93.044, Federal Award Identification Number (FAIN) #1901NHOASS-01; 40.53% CFDA #93.667, United States Department of Health and Human Services, Administration for Children and Families, Social Services Block Grant; and 55.5% General Funds.

In the event that the Federal Funds become no longer available, additional General Funds will not be requested to support this program.

Respectfully submitted,



Lori A. Shibinette
Commissioner

Fiscal Details

Androscoggin Valley Home Care Services

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 25,107.46		\$ 25,107.46
2018	540-500382	SS Contracts	multiple	\$ 52,738.64		\$ 52,738.64
2019	540-500382	SS Contracts	multiple	\$ 52,738.64		\$ 52,738.64
2020	540-500382	SS Contracts	multiple	\$ 141,774.58		\$ 141,774.58
2021	540-500382	SS Contracts	multiple	\$ -	\$ 141,774.58	\$ 141,774.58
2022	540-500382	SS Contracts	multiple	\$ -	\$ 141,774.58	\$ 141,774.58
		Subtotal		\$ 272,359.32	\$ 283,549.16	\$ 555,908.48
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 175,783.42		\$ 175,783.42
2018	543-500385	Adult In Home Care	multiple	\$ 369,171.82		\$ 369,171.82
2019	543-500385	Adult In Home Care	multiple	\$ 369,171.82		\$ 369,171.82
2020	543-500385	Adult In Home Care	multiple	\$ 689,019.46	\$ -	\$ 689,019.46
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 689,019.46	\$ 689,019.46
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 689,019.46	\$ 689,019.46
		Subtotal		\$ 1,603,146.52	\$ 1,378,038.92	\$ 2,981,185.44
		Grand Total		\$ 1,875,505.84	\$ 1,661,588.08	\$ 3,537,093.92

Area Home Care & Family Services, Inc..

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 32,686.96		\$ 32,686.96
2018	540-500382	SS Contracts	multiple	\$ 68,649.44		\$ 68,649.44
2019	540-500382	SS Contracts	multiple	\$ 68,649.44		\$ 68,649.44
2020	540-500382	SS Contracts	multiple	\$ 68,649.44	\$ -	\$ 68,649.44
2021	540-500382	SS Contracts	multiple	\$ -	\$ 68,649.44	\$ 68,649.44
2022	540-500382	SS Contracts	multiple	\$ -	\$ 68,649.44	\$ 68,649.44
		Subtotal		\$ 238,635.28	\$ 137,298.88	\$ 375,934.16
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 726,508.88		\$ 726,508.88
2018	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26		\$ 1,525,810.26
2019	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26		\$ 1,525,810.26
2020	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 1,525,810.26	\$ 1,525,810.26
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 1,525,810.26	\$ 1,525,810.26
		Subtotal		\$ 5,303,939.66	\$ 3,051,620.52	\$ 8,355,560.18
		Grand Total		\$ 5,542,574.94	\$ 3,188,919.40	\$ 8,731,494.34

Fiscal Details

Waypoint

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 30% FEDERAL, 70% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 76,415.88		\$ 76,415.88
2018	540-500382	SS Contracts	multiple	\$ 160,497.72		\$ 160,497.72
2019	540-500382	SS Contracts	multiple	\$ 160,497.72		\$ 160,497.72
2020	540-500382	SS Contracts	multiple	\$ 160,497.72	\$ -	\$ 160,497.72
2021	540-500382	SS Contracts	multiple	\$ -	\$ 160,497.72	\$ 160,497.72
2022	540-500382	SS Contracts	multiple	\$ -	\$ 160,497.72	\$ 160,497.72
		Subtotal		\$ 557,909.04	\$ 320,995.44	\$ 878,904.48
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 590,568.68		\$ 590,568.68
2018	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52		\$ 1,240,317.52
2019	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52		\$ 1,240,317.52
2020	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52	\$ -	\$ 1,240,317.52
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 1,240,317.52	\$ 1,240,317.52
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 1,240,317.52	\$ 1,240,317.52
		Subtotal		\$ 4,311,521.24	\$ 2,480,635.04	\$ 6,792,156.28
		Grand Total		\$ 4,869,430.28	\$ 2,801,630.48	\$ 7,671,060.76

Cornerstone VNA

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES; DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 1,500.00		\$ 1,500.00
2018	540-500382	SS Contracts	multiple	\$ 3,138.07		\$ 3,138.07
2019	540-500382	SS Contracts	multiple	\$ 3,138.07		\$ 3,138.07
2020	540-500382	SS Contracts	multiple	\$ 3,138.07	\$ -	\$ 3,138.07
2021	540-500382	SS Contracts	multiple	\$ -	\$ 3,138.07	\$ 3,138.07
2022	540-500382	SS Contracts	multiple	\$ -	\$ 3,138.07	\$ 3,138.07
		Subtotal		\$ 10,914.21	\$ 6,276.14	\$ 17,190.35
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 80,967.12		\$ 80,967.12
2018	543-500385	Adult In Home Care	multiple	\$ 128,043.68		\$ 128,043.68
2019	543-500385	Adult In Home Care	multiple	\$ 128,043.68		\$ 128,043.68
2020	543-500385	Adult In Home Care	multiple	\$ 128,043.68	\$ -	\$ 128,043.68
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 128,043.68	\$ 128,043.68
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 128,043.68	\$ 128,043.68
		Subtotal		\$ 445,098.16	\$ 256,087.36	\$ 701,185.52
		Grand Total		\$ 456,012.37	\$ 262,363.50	\$ 718,375.87

Fiscal Details

Easter Seals New Hampshire, Inc.

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple			\$ -
2018	540-500382	SS Contracts	multiple			\$ -
2019	540-500382	SS Contracts	multiple			\$ -
2020	540-500382	SS Contracts	multiple	\$ 69,262.28	\$ -	\$ 69,262.28
2021	540-500382	SS Contracts	multiple	\$ -	\$ 69,262.28	\$ 69,262.28
2022	540-500382	SS Contracts	multiple	\$ -	\$ 69,262.28	\$ 69,262.28
			Subtotal	\$ 69,262.28	\$ 138,524.56	\$ 207,786.84
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple			\$ -
2018	543-500385	Adult In Home Care	multiple			\$ -
2019	543-500385	Adult In Home Care	multiple			\$ -
2020	543-500385	Adult In Home Care	multiple	\$ - 812,033.14	\$ -	\$ 812,033.14
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 812,033.14	\$ 812,033.14
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 812,033.14	\$ 812,033.14
			Subtotal	\$ 812,033.14	\$ 1,624,066.28	\$ 2,436,099.42
			Grand Total	\$ 881,295.42	\$ 1,762,590.84	\$ 2,643,886.26

Franklin VNA & Hospice

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 3,228.48		\$ 3,228.48
2018	540-500382	SS Contracts	multiple	\$ 6,780.44		\$ 6,780.44
2019	540-500382	SS Contracts	multiple	\$ 6,780.44		\$ 6,780.44
2020	540-500382	SS Contracts	multiple	\$ 6,780.44	\$ -	\$ 6,780.44
2021	540-500382	SS Contracts	multiple	\$ -	\$ 6,780.44	\$ 6,780.44
2022	540-500382	SS Contracts	multiple	\$ -	\$ 6,780.44	\$ 6,780.44
			Subtotal	\$ 23,569.78	\$ 13,560.88	\$ 37,130.66
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 29,650.10		\$ 29,650.10
2018	543-500385	Adult In Home Care	multiple	\$ 62,271.40		\$ 62,271.40
2019	543-500385	Adult In Home Care	multiple	\$ 62,271.40		\$ 62,271.40
2020	543-500385	Adult In Home Care	multiple	\$ 62,271.40	\$ -	\$ 62,271.40
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 62,271.40	\$ 62,271.40
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 62,271.40	\$ 62,271.40
			Subtotal	\$ 216,464.30	\$ 124,542.80	\$ 341,007.10
			Grand Total	\$ 240,034.08	\$ 138,103.68	\$ 378,137.76

Fiscal Details

The Homemaker Health Services (contract assigned to Easter Seals New Hampshire - Effective 9/1/18)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 32,981.88		\$ 32,981.88
2018	540-500382	SS Contracts	multiple	\$ 69,262.28		\$ 69,262.28
2019	540-500382	SS Contracts	multiple	\$ 69,262.28		\$ 69,262.28
2020	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
2021	540-500382	SS Contracts	multiple	\$ -		\$ -
2022	540-500382	SS Contracts	multiple	\$ -		\$ -
		Subtotal		\$ 171,506.44	\$ -	\$ 171,506.44
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 386,648.80		\$ 386,648.80
2018	543-500385	Adult In Home Care	multiple	\$ 812,033.14		\$ 812,033.14
2019	543-500385	Adult In Home Care	multiple	\$ 812,033.14		\$ 812,033.14
2020	543-500385	Adult In Home Care	multiple	\$ -	\$ -	\$ -
2021	543-500385	Adult In Home Care	multiple	\$ -		\$ -
2022	543-500385	Adult In Home Care	multiple	\$ -		\$ -
		Subtotal		\$ 2,010,715.08	\$ -	\$ 2,010,715.08
		Grand Total		\$ 2,182,221.52	\$ -	\$ 2,182,221.52

Lakes Region Community Services

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 30% FEDERAL, 70% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 64,681.77		\$ 64,681.77
2018	540-500382	SS Contracts	multiple	\$ 89,061.18		\$ 89,061.18
2019	540-500382	SS Contracts	multiple	\$ 89,061.18		\$ 89,061.18
2020	540-500382	SS Contracts	multiple	\$ 89,061.18	\$ -	\$ 89,061.18
2021	540-500382	SS Contracts	multiple	\$ -	\$ 89,061.18	\$ 89,061.18
2022	540-500382	SS Contracts	multiple	\$ -	\$ 89,061.18	\$ 89,061.18
		Subtotal		\$ 331,865.31	\$ 178,122.36	\$ 509,987.67
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 445,208.95		\$ 445,208.95
2018	543-500385	Adult In Home Care	multiple	\$ 605,340.38		\$ 605,340.38
2019	543-500385	Adult In Home Care	multiple	\$ 605,340.38		\$ 605,340.38
2020	543-500385	Adult In Home Care	multiple	\$ 605,340.38	\$ -	\$ 605,340.38
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 605,340.38	\$ 605,340.38
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 605,340.38	\$ 605,340.38
		Subtotal		\$ 2,261,230.09	\$ 1,210,680.76	\$ 3,471,910.85
		Grand Total		\$ 2,593,095.40	\$ 1,388,803.12	\$ 3,981,898.52

Fiscal Details

Lake Sunapee Community Health Services

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 52,532.50		\$ 52,532.50
2018	540-500382	SS Contracts	multiple	\$ 73,565.15		\$ 73,565.15
2019	540-500382	SS Contracts	multiple	\$ 73,565.15		\$ 73,565.15
2020	540-500382	SS Contracts	multiple	\$ 73,565.15	\$ -	\$ 73,565.15
2021	540-500382	SS Contracts	multiple	\$ -	\$ 73,565.15	\$ 73,565.15
2022	540-500382	SS Contracts	multiple	\$ -	\$ 73,565.15	\$ 73,565.15
		Subtotal		\$ 273,227.95	\$ 147,130.30	\$ 420,358.25
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 176,032.50		\$ 176,032.50
2018	543-500385	Adult In Home Care	multiple	\$ 246,470.00		\$ 246,470.00
2019	543-500385	Adult In Home Care	multiple	\$ 246,470.00		\$ 246,470.00
2020	543-500385	Adult In Home Care	multiple	\$ 246,470.00	\$ -	\$ 246,470.00
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 246,470.00	\$ 246,470.00
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 246,470.00	\$ 246,470.00
		Subtotal		\$ 915,442.60	\$ 492,940.00	\$ 1,408,382.60
		Grand Total		\$ 1,188,670.45	\$ 640,070.30	\$ 1,828,740.75

North Country Home Health & Hospice Agency, Inc.

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 9,127.68		\$ 9,127.68
2018	540-500382	SS Contracts	multiple	\$ 19,154.20		\$ 19,154.20
2019	540-500382	SS Contracts	multiple	\$ 19,154.20		\$ 19,154.20
2020	540-500382	SS Contracts	multiple	\$ 9,577.10	\$ -	\$ 9,577.10
2021	540-500382	SS Contracts	multiple	\$ -	\$ 9,577.10	\$ 9,577.10
2022	540-500382	SS Contracts	multiple	\$ -	\$ 9,577.10	\$ 9,577.10
		Subtotal		\$ 57,013.18	\$ 19,154.20	\$ 76,167.38
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 70,221.40		\$ 70,221.40
2018	543-500385	Adult In Home Care	multiple	\$ 147,479.60		\$ 147,479.60
2019	543-500385	Adult In Home Care	multiple	\$ 147,479.60		\$ 147,479.60
2020	543-500385	Adult In Home Care	multiple	\$ 73,739.80	\$ -	\$ 73,739.80
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 73,739.80	\$ 73,739.80
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 73,739.80	\$ 73,739.80
		Subtotal		\$ 438,920.40	\$ 147,479.60	\$ 586,400.00
		Grand Total		\$ 495,933.58	\$ 166,633.80	\$ 662,567.38

- Fiscal Details

North Country Home Health & Hospice Agency, Inc.

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 37,828.44		\$ 37,828.44
2018	540-500382	SS Contracts	multiple	\$ 79,458.84		\$ 79,458.84
2019	540-500382	SS Contracts	multiple	\$ 79,458.84		\$ 79,458.84
2020	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
2021	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
2022	540-500382	SS Contracts	multiple	\$ -	\$ -	\$ -
		Subtotal		\$ 196,746.12	\$ -	\$ 196,746.12
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 117,182.56		\$ 117,182.56
2018	543-500385	Adult In Home Care	multiple	\$ 246,107.84		\$ 246,107.84
2019	543-500385	Adult In Home Care	multiple	\$ 246,107.84		\$ 246,107.84
2020	543-500385	Adult In Home Care	multiple	\$ -	\$ -	\$ -
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ -	\$ -
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ -	\$ -
		Subtotal		\$ 609,398.24	\$ -	\$ 609,398.24
		Grand Total		\$ 806,144.36	\$ -	\$ 806,144.36

Visiting Nurse Home Care & Hospice of Carroll County

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 36,236.20		\$ 36,236.20
2018	540-500382	SS Contracts	multiple	\$ 76,122.80		\$ 76,122.80
2019	540-500382	SS Contracts	multiple	\$ 76,122.80		\$ 76,122.80
2020	540-500382	SS Contracts	multiple	\$ 76,122.80	\$ -	\$ 76,122.80
2021	540-500382	SS Contracts	multiple	\$ -	\$ 76,122.80	\$ 76,122.80
2022	540-500382	SS Contracts	multiple	\$ -	\$ 76,122.80	\$ 76,122.80
		Subtotal		\$ 264,604.60	\$ 152,245.60	\$ 416,850.20
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 90,325.03		\$ 90,325.03
2018	543-500385	Adult In Home Care	multiple	\$ 189,701.42		\$ 189,701.42
2019	543-500385	Adult In Home Care	multiple	\$ 189,701.42		\$ 189,701.42
2020	543-500385	Adult In Home Care	multiple	\$ 189,701.42	\$ -	\$ 189,701.42
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 189,701.42	\$ 189,701.42
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 189,701.42	\$ 189,701.42
		Subtotal		\$ 659,429.29	\$ 379,402.84	\$ 1,038,832.13
		Grand Total		\$ 924,033.89	\$ 531,648.44	\$ 1,455,682.33

Fiscal Details

VNA at HCS

**05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 7,213.94		\$ 7,213.94
2018	540-500382	SS Contracts	multiple	\$ 15,127.93		\$ 15,127.93
2019	540-500382	SS Contracts	multiple	\$ 15,127.93		\$ 15,127.93
2020	540-500382	SS Contracts	multiple	\$ 15,127.93	\$ -	\$ 15,127.93
2021	540-500382	SS Contracts	multiple	\$ -	\$ 15,127.93	\$ 15,127.93
2022	540-500382	SS Contracts	multiple	\$ -	\$ 15,127.93	\$ 15,127.93
		Subtotal		\$ 52,597.73	\$ 30,255.86	\$ 82,853.59

**05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL, 55% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 429,691.74		\$ 429,691.74
2018	543-500385	Adult In Home Care	multiple	\$ 902,442.36		\$ 902,442.36
2019	543-500385	Adult In Home Care	multiple	\$ 902,442.36		\$ 902,442.36
2020	543-500385	Adult In Home Care	multiple	\$ 902,442.36	\$ -	\$ 902,442.36
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 902,442.36	\$ 902,442.36
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 902,442.36	\$ 902,442.36
		Subtotal		\$ 3,137,018.82	\$ 1,804,884.72	\$ 4,941,903.54
		Grand Total		\$ 3,189,616.55	\$ 1,835,140.58	\$ 5,024,757.13

**05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY -
ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 379,541.17	\$ -	\$ 379,541.17
2018	540-500382	SS Contracts	multiple	\$ 713,556.89	\$ -	\$ 713,556.89
2019	540-500382	SS Contracts	multiple	\$ 713,556.89	\$ -	\$ 713,556.89
2020	540-500382	SS Contracts	multiple	\$ 713,556.89	\$ -	\$ 713,556.89
2021	540-500382	SS Contracts	multiple	\$ -	\$ 713,556.89	\$ 713,556.89
2022	540-500382	SS Contracts	multiple	\$ -	\$ 713,556.89	\$ 713,556.89
		Subtotal		\$ 2,520,211.24	\$ 1,427,113.38	\$ 3,947,324.62

**05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY -
ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL, 55% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 3,298,789.18	\$ -	\$ 3,298,789.18
2018	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2019	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2020	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 6,475,189.42	\$ 6,475,189.42
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 6,475,189.42	\$ 6,475,189.42
		Subtotal		\$ 22,724,357.44	\$ 12,950,378.84	\$ 35,674,736.28
		Grand Total		\$ 25,244,568.68	\$ 14,377,492.22	\$ 39,622,060.90



**New Hampshire Department of Health and Human Services
In-Home Care, In-Home Health Aide and In-Home Nursing Services**

**State of New Hampshire
Department of Health and Human Services
Amendment #3 to the**

In-Home Care, In-Home Health Aide and In-Home Nursing Services Contract

This 3rd Amendment to the In-Home Care, In-Home Health Aide and In-Home Nursing Services contract (hereinafter referred to as "Amendment #3") is by and between the State of New Hampshire, Department of Health and Human Services (hereinafter referred to as the "State" or "Department") and Cornerstone VNA (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 178 Farmington Rd. Rochester, NH 03867.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on December 21, 2016 (Item #16), February 7, 2018, (Item #14) and on June 5, 2019 (Item #36), the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract as amended and in consideration of certain sums specified; and

WHEREAS, pursuant to Form P-37, General Provisions, Paragraph 18 and Exhibit C-1, Paragraph 3, the Contract may be amended upon written agreement of the parties and approval from the Governor and Executive Council; and

WHEREAS, the parties agree to extend the term of the agreement and increase the price limitation to support continued delivery of these services; and

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree to amend as follows:

1. Form P-37 General Provisions, Block 1.7, Completion Date, to read:
June 30, 2022.
2. Form P-37, General Provisions, Block 1.8, Price Limitation, to read:
\$718,375.87.
3. Modify Exhibit A, Scope of Services by replacing in its entirety with Exhibit A Amendment #3, Scope of Services, which is attached hereto and incorporated by reference herein.
4. Exhibit B, Method and Conditions Precedent to Payment, Section 3, to read:
 3. Payment for services shall be on a cost reimbursement basis only for actual services provided in accordance with the rates identified in Exhibit B-1 Rate Sheet - Amendment #3.
5. Exhibit B, Method and Conditions Precedent to Payment, Subsection 4.2, to read:
 - 4.2. Invoices shall specify the item description and rate as indicated in Exhibit B-1 Rate Sheet-Amendment #3.
6. Modify Exhibit B -1 Amendment #2 Rate Sheet by replacing in its entirety with Exhibit B-1 Amendment #3 Rate Sheet, which is attached hereto and incorporated by reference herein.



**New Hampshire Department of Health and Human Services
In-Home Care, In-Home Health Aide and In-Home Nursing Services**

All terms and conditions of the Contract and prior amendments not inconsistent with this Amendment #3 remain in full force and effect. This amendment shall be effective upon the date of Governor and Executive Council approval.

IN WITNESS WHEREOF, the parties have set their hands as of the date written below,

State of New Hampshire
Department of Health and Human Services

Date

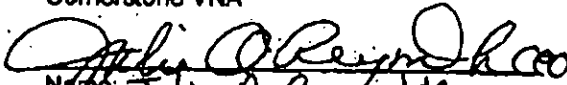
6-2-2020


Name: Deborah D. Scheetz
Title: Director

Cornerstone VNA

Date

5-27-2020


Name: Julie A. Reynolds
Title: CEO



**New Hampshire Department of Health and Human Services
In-Home Care, In-Home Health Aide and In-Home Nursing Services**

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

06/09/20
Date

Catherine Pinos
Name: Catherine Pinos, Attorney
Title:

I hereby certify that the foregoing Amendment was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: _____ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

Date

Name:
Title:

New Hampshire Department of Health and Human Services
In-Home Care, In-Home Health Aide and In-Home Nursing Services



Exhibit A Amendment #3

Scope of Services

1. Provisions Applicable to All Services

- 1.1. The Contractor shall provide services for Strafford County.
- 1.2. The Contractor shall provide services to individuals who are not already receiving the same or similar services funded through other programs. Other programs may include, but are not limited to:
 - 1.2.1. The Medicaid State Plan.
 - 1.2.2. Any of the Home and Community Based Care Waivers administered by the Department.
 - 1.2.3. The Medicaid Program.
 - 1.2.4. Services provided through the Veterans Administration.
- 1.3. The Contractor shall provide and administer the services in this Agreement in accordance with applicable federal and state laws and rules, and policies and regulations adopted by the Department currently in effect, and as they may be adopted or amended during the term of the Agreement, which include, but are not limited to:
 - 1.3.1. Title III of the Older Americans Act of 1965 as amended through P.L. 114-144, Enacted April 19, 2016.
 - 1.3.2. New Hampshire Administrative Rule He-E 502, The Older American Act Services: Title IIIB- Supportive Services, (from herein after referred to as NH Administrative Rule He-E 502).
 - 1.3.3. Title XX of the United States; Social Services Block Grant (SSBG).
 - 1.3.4. New Hampshire Administrative Rule He-E 501, The Social Services Block Grant (Title XX) (herein after referred to as NH Administrative Rule He-E 501).

2. Scope of Work

- 2.1. The Contractor shall provide In Home Care Services through the Title XX programs to eligible individuals, which include, but are not limited to:
 - 2.1.1. Services by individuals employed and supervised by a home health care provider licensed in accordance with RSA 151:2 and NH Administrative Rule He-P 809, Home Health Care Providers or NH Administrative Rule He-P 822, Home Care Service Provider Agencies (HCSPA), as applicable.
 - 2.1.2. Assistance with core household tasks to individuals, or assistance with personal care activities that do not involve hands on care, or a combination of both.

New Hampshire Department of Health and Human Services
In-Home Care, In-Home Health Aide and In-Home Nursing Services



Exhibit A Amendment #3

- 2.1.3. Core household maintenance tasks to support the safety and well-being of individuals in their homes as defined in NH Administrative Rule He-E 501, The Social Services Block Grant (Title XX).
- 2.1.4. Light housekeeping tasks.
- 2.1.5. Evaluating client safety and well-being and making referrals to other services when indicated.
- 2.2. The Contractor shall provide In Home Health Aide Level of Care Services through the Title III to eligible individuals, which include, but are not limited to:
 - 2.2.1. Receiving referrals from an individual's health care provider(s).
 - 2.2.2. Performing evaluations of individuals' medical needs.
 - 2.2.3. Developing service plans and incorporate this information into the individuals' person-centered plans of care.
- 2.3. The Contractor shall administer services as follows:
 - 2.3.1. Access to Services
 - 2.3.1.1. The Contractor shall assist individuals in accessing the services in Section 2.3, above, by accepting applications for services directly from an individual and in accordance with Section 2.4.2, below.
 - 2.3.1.2. The Contractor shall assist individuals in accessing the services in Section 2.3, above, by accepting referrals of individuals from the Department's Adult Protection Program.
 - 2.3.2. Client Request and Application for Services
 - 2.3.2.1. The Contractor shall complete an intake and application for services in accordance with the requirements with NH Administrative Rule He-E 501, The Social Services Block Grant (Title XX) and NH Administrative Rule He-E 502, Older Americans Act Services: Title IIIB – Supportive Services, Title IIIC1 and C2 – Nutrition Program Policies, And Title IIID – Disease Prevention And Health Promotion Services and:
 - 2.3.2.1.1. Complete Form 3000 Application provided by the Department for Title XX In Home Care Services.
 - 2.3.2.1.2. Complete Form 3000 Application provided by the Department or complete a Contractor owned form that includes the same information as the Form 3000 Application for Title III In Home Care Services, In Home Health Aide Level of Care Services, and In Home Nursing Level of Care Services.
 - 2.3.3. Client Eligibility Requirements for Services

**New Hampshire Department of Health and Human Services
In-Home Care, In-Home Health Aide and In-Home Nursing Services**



Exhibit A Amendment #3

- 2.3.3.1. The Contractor shall complete an assessment for eligibility in accordance with the New Hampshire Administrative Rules He-E 501 and He-E 502.
 - 2.3.3.2. The Contractor shall determine whether a client, except for those clients referred by the Department's Adult Protection Program, is eligible for services in this Agreement using the information collected during the assessment and in accordance with the requirements in the laws and rules listed in Section 1.5, above.
 - 2.3.3.3. The Contractor shall provide notice of eligibility or non-eligibility to clients and provide services to clients for the eligibility period in accordance the laws and rules listed in Section 1.5, above.
 - 2.3.3.4. The Contractor shall re-determine whether a client is eligible to receive services in accordance with the requirements in the laws and rules listed in Section 1.5, above.
 - 2.3.3.5. The Contractor shall terminate services to a client when necessary in accordance with the laws and rules listed in Section 1.5, above.
 - 2.3.3.6. The Contractor shall obtain a service authorization for In Home Care Services, In Home Health Aide Level of Care Services only, from the Department once the client has been determined or re-determined eligible to receive services by submitting a completed Form 3502 "Contract Service Authorization - New Authorization" to the Department.
- 2.3.4. Client Assessments and Service Plans
- 2.3.4.1. The Contractor shall develop, with input from each individual and/or his/her authorized representative, a person-centered plan to guide the provision of services in accordance with New Hampshire Administrative Rules He-E 501 and He-E 502.
 - 2.3.4.2. The Contractor shall monitor and adjust service plans to meet the individual's needs in accordance with New Hampshire Administrative Rules He-E 501 and He-E 502.
 - 2.3.4.3. The Contractor shall provide services to clients according to the individuals' adult protective service plan determined by the Department's Adult Protection Program to prevent or ameliorate the circumstances that contribute to the individual's risk of neglect, abuse, and exploitation.
 - 2.3.4.4. The Contractor shall provide the Department, within 30 days of the contract effective date, its protocols and practices to ensure that individuals who exhibit problematic behavior due

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New Hampshire Department of Health and Human Services
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to mental health, or developmental issues or criminal histories receive services.

2.3.5. Person Centered Provision of Services

2.3.5.1. The Contractor shall incorporate into its agency's functions, policies, staff-client interactions and in the provision of all services in this Agreement the following Guiding Principles for Person-Centered Planning Philosophy:

2.3.5.1.1. Individuals and families are invited, welcomed, and supported as full participants in service planning and decision-making.

2.3.5.1.2. Individual's wishes, values, and beliefs are considered and respected.

2.3.5.1.3. Individuals are listened to; needs and concerns are addressed.

2.3.5.1.4. Individuals receive the information they need to make informed decisions.

2.3.5.1.5. Individual's preferences drive the planning process, though the decision making process may need to be accelerated to respond to emergencies.

2.3.5.1.6. Individual's services are designed, scheduled, and delivered to best meet the needs and preferences of said individual.

2.3.5.1.7. Individual's rights are affirmed and protected.

2.3.5.1.8. Individuals are protected from exploitation, abuse, and neglect.

2.3.5.1.9. Individual's services plans are based on person-centered planning and may be incorporated into existing service plans or documents already being used by the Contractor.

2.3.6. Client Fees and Donations

2.3.6.1. The Contractor shall comply with the donation requirements for Title III Services. The Contractor:

2.3.6.1.1. May ask individuals receiving services for a voluntary donation towards the cost of the service, except as stated in Section 2.4.7 Adult Protection Services.

2.3.6.1.2. May suggest an amount for donations in accordance with New Hampshire Administrative Rule He-E 502.12.

New Hampshire Department of Health and Human Services
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Exhibit A Amendment #3

- 2.3.6.1.3. Agrees the donation is to be purely voluntary, and agrees not to refuse services if an individual is unable or unwilling to donate.
- 2.3.6.1.4. Must not to bill or invoice clients and/or their families.
- 2.3.6.1.5. Agrees that all donations support the program for which donations were given.
- 2.3.6.2. The Contractor shall comply with the fee requirements for Title XX Services. The Contractor:
 - 2.3.6.2.1. May charge fees to individuals, (except as stated in Section 2.4.7 Adult Protection Services), receiving Title XX services provided that the Contractor establishes a sliding fee schedule and provides this information to individuals seeking services.
 - 2.3.6.2.2. Shall ensure that the sliding fee schedule complies with the requirements of Administrative Rule He-E 501.
 - 2.3.6.2.3. May not charge fees to clients, referred by the Department's Adult Protection Program, for whom reports of abuse, neglect, self-neglect and/or exploitation are under investigation or have been founded or under investigation.
 - 2.3.6.2.4. Shall ensure that all fees support the program for which donations were given.
- 2.3.7. Adult Protection Services
 - 2.3.7.1. The Contractor shall report suspected abuse, neglect, self-neglect, and/or exploitation of incapacitated adults as required by NH RSA 161-F: 46 of the Adult Protection law.
 - 2.3.7.2. The Contractor shall accept referrals of clients from the Department's Adult Protection Program and provide them with services described in this Agreement.
 - 2.3.7.3. The Contractor shall inform the referring Adult Protection Service staff of any changes in the client's situation or other concerns.
 - 2.3.7.4. The Contractor shall ensure that the payment received from the Department for the services in this Agreement to clients who are active recipients of Adult Protection Services, is payment in full for those services, and must refrain from making any attempt to secure additional reimbursement of any type, from said individual for those services.

2.3.8. Referring Clients to Other Services

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- 2.3.8.1. The Contractor shall identify and refer clients to other services and programs that may assist the client, as applicable.
- 2.3.9. Client Wait Lists
 - 2.3.9.1. The Contractor shall ensure that all services covered by this Agreement are provided to the extent that funds, staff and/or resources for this purpose are available.
 - 2.3.9.2. The Contractor shall maintain a wait list in accordance with New Hampshire Administrative Rules He-E 501 and He-E 502 when funding or resources are not available to provide the requested services.
 - 2.3.9.3. The Contractor shall include at a minimum the following information on its wait list:
 - 2.3.9.3.1. The individual's full name and date of birth.
 - 2.3.9.3.2. The name of the service being requested.
 - 2.3.9.3.3. The date upon which the individual applied for services which shall be the date the application was received by the Contractor.
 - 2.3.9.3.4. The target date of implementing the services based on the communication between the individual and the Contractor.
 - 2.3.9.3.5. The date upon which the individual's name was placed on the wait list shall be the date of the notice of decision in which the individual was determined eligible for Title XX services.
 - 2.3.9.3.6. The individual's assigned priority on the wait list, determined in accordance with Section 2.4.9.4, below.
 - 2.3.9.3.7. A brief description of the individual's circumstances and the services he or she needs.
 - 2.3.9.4. The Contractor shall prioritize each individual's standing on the wait list by determining the individual's urgency of need in the following order:
 - 2.3.9.4.1. Individual is in an institutional setting or is at risk of being admitted to or discharged from an institutional setting.
 - 2.3.9.4.2. Declining mental or physical health of the caregiver.
 - 2.3.9.4.3. Declining mental or physical health of the individual.
 - 2.3.9.4.4. Individual has no respite services while living with a caregiver.

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- 2.3.9.4.5. Length of time on the wait list.
- 2.3.9.4.6. When 2 or more individuals on the wait list have been assigned the same service priority, the individual served first shall be the one with the earliest application date.
- 2.3.9.4.7. Individuals who are being served under the Adult Protection Program, as mandated in NH RSA 161-F: 42-57 shall be exempt from the wait list, in accordance with He-E 501.14 (f) and He-E 502.13.
- 2.3.9.5. The Contractor shall notify the individual in writing when an individual is placed on the wait list.
- 2.3.9.6. The Contractor shall maintain the wait list during the contract period and make it available to the Department upon request.
- 2.3.10: E-Studio Electronic Information System
 - 2.3.10.1. The Contractor shall use the Department's E-Studio electronic information system for uploading reports to the Department and receiving important information from the Department concerning time-sensitive announcements, policy releases, administrative rule adoptions, and other critical information.
 - 2.3.10.2. The Contractor shall identify all of the key personnel who need to have E-Studio accounts to ensure that information from the Department can be shared with the necessary staff.
 - 2.3.10.3. The Contractor shall ensure that their E-Studio account(s) are kept current and that Department is notified when a staff member is no longer working in the program so his/her account can be terminated.
- 2.3.11: Criminal Background Check and BEAS State Registry Checks
 - 2.3.11.1. The Contractor shall complete a criminal background check for each staff member or volunteer who will be interacting with or providing hands-on care to individuals in compliance with the requirements of New Hampshire Administrative Rule He-P 818, Adult Day Programs, Section 809.17, Personnel, and He-P 822, Home Care Service Provider Agencies, Section 822.17, Personnel.
- 2.3.12: Grievance and Appeals Process
 - 2.3.12.1. The Contractor shall maintain a system for tracking, resolving, and reporting client complaints regarding its services, processes, procedures, and staff that includes, but is not limited to:

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Exhibit A Amendment #3

- 2.3.12.1.1. The client's name.
 - 2.3.12.1.2. The type of service received by the client.
 - 2.3.12.1.3. The date of written complaint or concern of the client.
 - 2.3.12.1.4. The nature/subject of the complaint or concern of the client.
 - 2.3.12.1.5. The staff position in the agency who addresses complaints and concerns.
 - 2.3.12.1.6. The methods for informing clients of their rights to file a complaint, concern, or an appeal of the Contractor's decision.
 - 2.3.12.1.7. The Contractor shall make any filed complaints or concerns made by the client available to the Department upon request.
- 2.3.13. Client Feedback
- 2.3.13.1. The Contractor shall obtain client feedback as required in New Hampshire Administrative Rules He-E 501.12 and He-E 502.11.
- 2.4. The Contractor shall provide sufficient staff with the skills to perform all tasks specified in this Agreement.
 - 2.5. The Contractor shall maintain a level of staffing necessary to perform and carry out all of the functions, requirements, roles, and duties in a timely fashion for the number of clients and geographic area as identified in this Agreement.
 - 2.6. The Contractor shall verify and document that all staff and volunteers have appropriate training, education, experience, and orientation to fulfill the responsibilities of their respective positions.
 - 2.7. The Contractor shall ensure that all personnel and training records and documentation of all individuals requiring licenses and/or certifications are current.
 - 2.8. The Contractor shall develop a Staffing Contingency Plan and submit their written Staffing Contingency Plan to Department within thirty (30) days of the contract effective date that includes:
 - 2.8.1. The process for replacement of personnel in the event of loss of key personnel or other personnel during the period of this Agreement.
 - 2.8.2. A description of how additional staff resources will be allocated to support this Agreement in the event of inability to meet any performance standard.
 - 2.8.3. A description of time frames necessary for obtaining staff replacements.

New Hampshire Department of Health and Human Services
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Exhibit A Amendment #3

- 2.8.4. An explanation of the Contractor's capabilities to provide, in a timely manner, staff replacements/additions with comparable experience.
- 2.8.5. A description of the method for training new staff members performing duties under this Agreement.

3. Reporting

- 3.1. The Contractor shall submit quarterly reports on the provision of Home Health services to the Department, on a pre-defined electronic form supplied by the Department. The report must be submitted by the 15th day of the month following the end of each quarter. The report must include, but is not limited to, the information listed below:
 - 3.1.1. Expenses by program service provided.
 - 3.1.2. Revenue, by program service provided, by funding source.
 - 3.1.3. Total amount of donation and/or fees collected from all individuals as defined in Section 2.4.6.2.
 - 3.1.4. Actual Units served, by program service provided, by funding source.
 - 3.1.5. Number of unduplicated clients served, by service provided, by funding source.
 - 3.1.6. Number of Title III and Title XX clients served with funds not provided by the Department.
 - 3.1.7. Unmet need/waiting list.
 - 3.1.8. Lengths of time clients are on a waiting list.
 - 3.1.9. The number of days individuals did not receive planned service(s) due to the service(s) not being available due to inadequate staffing or other related Contractor issue.
 - 3.1.10. Explanation describing the reasons for individuals' not receiving their planned services.
 - 3.1.11. A plan to address how to resolve any identified issues.
- 3.2. Notice of Failure to meet Service Obligations
 - 3.2.1. The Contractor shall provide at least a ninety (90) day prior written notice to the Department in the event that the Contractor, for any reason, is unable to meet any service obligations prior to the completion date, such as but not limited to:
 - 3.2.1.1. Reducing hours of operation.
 - 3.2.1.2. Changing a geographic service area.
 - 3.2.1.3. Closing or opening a site.
 - 3.2.2. The Contractor shall include in the written notification the following:

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- 3.2.2.1. The reasons for the inability to deliver services.
- 3.2.2.2. An explanation of how service recipients and the community shall be impacted if the Contractor is unable to provide services.
- 3.2.2.3. An explanation of how service recipients and the community shall be notified.
- 3.2.2.4. The plan to transition clients into other services or refer the clients to other agencies.
- 3.2.3. The Contractor shall maintain a plan that addresses the present and future needs of clients receiving services in the event that:
 - 3.2.3.1. Service(s) are terminated or planned to be terminated prior to the termination date of the contract.
 - 3.2.3.2. There is an inability to carry out all or a portion of the services terms or conditions outlined in the contract.
- 3.2.4. The Contractor shall provide a corrective action plan to the Department within thirty (30) days from the date the Department notifies the Contractor is not in compliance with the contract.

4. Performance Measures

- 4.1. The Contractor shall ensure one hundred (100) percent of individuals' plans of care contain elements of person-centered planning for services in accordance with He-E 502.17 and He-E 501.21 and as confirmed by the Department during a site review.

Exhibit B-1 Amendment #3 Rate Sheet

Adult In-Home Care - Cornerstone VNA

01/01/2017 through 06/30/2017 Service Units

Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	6,364	\$9.58	\$ 60,967.12
Title III B In Home Services	1/2 Hour	0	\$9.58	\$
Title III B Home Health Aide	1/2 Hour	120	\$12.50	\$ 1,500.00
Title III B Nursing	1/2 Hour	0	\$24.50	\$
				\$ 1,500.00

07/01/2017 through 06/30/2018 Service Units

Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	12,728	\$10.06	\$ 128,043.68
Title III B In Home Services	1/2 Hour	0	\$10.06	\$
Title III B Home Health Aide	1/2 Hour	239	\$13.13	\$ 3,138.07
Title III B Nursing	1/2 Hour	0	\$25.73	\$
				\$ 3,138.07

07/01/2018 through 06/30/2019 Service Units

Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	12,728	\$10.06	\$ 128,043.68
Title III B In Home Services	1/2 Hour	0	\$10.06	\$
Title III B Home Health Aide	1/2 Hour	239	\$13.13	\$ 3,138.07
Title III B Nursing	1/2 Hour	0	\$25.73	\$
				\$ 3,138.07

07/01/2019 through 06/30/2020 Service Units

Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	10,670	\$12.00	\$ 128,043.68
Title III B In Home Services	1/2 Hour	0	\$12.00	\$
Title III B Home Health Aide	1/2 Hour	196	\$16.00	\$ 3,138.07
Title III B Nursing	1/2 Hour	0	\$25.73	\$
				\$ 3,138.07

07/01/2020 through 06/30/2021 Service Units

Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	10,670	\$12.00	\$ 128,043.68
Title III B In Home Services	1/2 Hour	0	\$12.00	\$
Title III B Home Health Aide	1/2 Hour	196	\$16.00	\$ 3,138.07
Title III B Nursing	1/2 Hour	0	\$25.73	\$
				\$ 3,138.07

07/01/2021 through 06/30/2022 Service Units

Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	10,670	\$12.00	\$ 128,043.68
Title III B In Home Services	1/2 Hour	0	\$12.00	\$
Title III B Home Health Aide	1/2 Hour	196	\$16.00	\$ 3,138.07
Title III B Nursing	1/2 Hour	0	\$25.73	\$
				\$ 3,138.07

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Jeffrey A. Meyers
Commissioner

Deborah D. Schetz
Director

STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
DIVISION OF LONG TERM SUPPORTS AND SERVICES

105 PLEASANT STREET, CONCORD, NH 03301
603-271-5034 1-800-852-3345 Ext. 5034
Fax: 603-271-5166 TDD Access: 1-800-735-2964
www.dhhs.nh.gov

May 9, 2019

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, NH 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, Division of Long Term Supports and Services, to exercise renewal options and amend existing contracts with eleven (11) of the twelve (12) vendors listed below for the continued provision of In-Home Care Services, In-Home Health Aide Services and In-Home Nursing Services; and to implement a rate increase for In-Home Care and Home Health Aide Services, by increasing the combined price limitation by \$7,188,746.11 from \$18,055,822.57 to an amount not to exceed \$25,244,568.68 and extend the contract completion dates from June 30, 2019 to June 30, 2020, effective upon Governor and Executive Council approval. 56% Federal Funds, 44% General Funds.

The twelve (12) agreements were originally approved by the Governor and Executive Council on December 21, 2016 (item #16); February 15, 2017 (item #11) and March 8, 2017 (item #8); and subsequently amended on February 7, 2018 (item #14).

Vendor	Vendor Code	Location	Current Modified Budget	Increased/ (Decreased) Amount	Revised Modified Budget
Androscoggin Valley Home Care Services	157347	Berlin	\$1,044,711.80	\$830,794.04	\$1,875,505.84
Area Home Care & Family Services, Inc.	166931	Portsmouth	\$3,948,115.24	\$1,594,459.70	\$5,542,574.94
Waypoint (fka Child & Family Services)	177166	Manchester	\$3,468,615.04	\$1,400,815.24	\$4,869,430.28
Cornerstone VNA	230881	Rochester	\$324,830.62	\$131,181.75	\$456,012.37
Easter Seals New Hampshire, Inc.	177204	Manchester	\$0	\$881,295.42	\$881,295.42
Franklin VNA & Hospice	154177	Franklin	\$170,982.24	\$69,051.84	\$240,034.08
The Homemaker Health Services (contract assigned to Easter Seals New Hampshire - Effective.	154177	Rochester	\$2,182,221.52	\$0	\$2,182,221.52
in Community	177251	Laconia	\$1,898,693.84	\$694,401.56	\$2,593,095.40
See Community Services	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu
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North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$412,616.68	\$83,316.90	\$495,933.58
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36
Visiting Nurse Home Care & Hospice of Carroll County	225191	North Conway	\$658,209.67	\$265,824.22	\$924,033.89
VNA at HCS	177274	Keene, NH	\$2,272,046.26	\$917,570.29	\$3,189,616.55
		TOTALS:	\$18,055,822.57	\$7,188,746.11	\$25,244,568.68

Funds are anticipated to be available in State Fiscal Year 2020, upon the availability and continued appropriation of funds in the future operating budget, with authority to adjust amounts within the price limitation and adjust encumbrances between State Fiscal Years through the Budget Office if needed and justified.

See Fiscal Details Attached

EXPLANATION

The purpose of this request is for the Department to continue to support the needs of older, isolated and frail adults living in the community through Home Health Services and to increase the unit service rates, within level funding.

These services are provided to eligible individuals sixty (60) year of age and older or to individuals eighteen (18) years of age and older with a disability or chronic illness to support them to live as independently as possible, safely and with dignity in their homes. Eligible adults are those who reside in independent living settings and are not already receiving the same or similar services through one of the Department's Medicaid Waiver Programs, other Medicaid services; or individuals who are receiving the same or similar serves through the Veterans' Administration.

The increased rates are a result of the Department addressing significant concerns brought forward by contracted home health agencies relative to workforce challenges and the inability to serve clients located in the agencies' more rural catchment areas.

The Department is increasing the unit rates paid for these services within available funding.

The Department is attempting to address significant and longstanding concerns about workforce challenges and rates paid for these non-Medicaid services. The rate increase is not the result of additional Titles III or XX funding. While the rates are being increased, the total allocated funding remains the same. While the higher rates will equate to fewer units of service, it is the Department's goal that higher rates will better support the agencies' ability to support a clientele with increasing frailty and need, and support agencies' staff recruitment and retention efforts.

The Department conducted an analysis of the contract agencies' utilization of these services, and calculated the new rates based on prior underutilization of units.

The Department met with its contracted home health providers over the course of several meetings to discuss and explore the services and funding structures, and the ramifications of increasing rates at the expense of reducing the total number of units. The providers are in support of this approach and have indicated their belief that this will have an immediate effect on their ability to secure staff to provide these services, particularly in rural areas where staff have to travel greater distances to reach clients' homes.

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The rate increases for the two services are as follows:

- Adult In-Home Care (homemaking) increased from \$10.06 per half hour unit to \$12.00 (19.3% increase) – resulting in 100,000 fewer units.
- Home Health Aide Services increased from \$13.13 per half hour unit to \$16.00 (21.85% increase) – resulting in 3,000 fewer units.

While the unit rates are being increased, the funding amounts remain at level funding. The higher rates will equate to fewer units of service for each Contractor. The rate increases are not a result of additional Titles III or XX funding. It is the Department's goal for the higher rates to better support agencies' staff recruitment and retention efforts.

In Home Care Services, through Title III and Title XX programs include, but are not limited to household maintenance and housekeeping; and meal planning and preparation.

Home Health Aide Services provide assistance in managing individual personal care needs; including bathing and grooming. In-Home Nursing Services incorporate providing nursing services, conducting medical needs evaluations and developing a nursing care plan to support individuals in their homes. Nursing services include general licensed practical nurse or registered nurse duties including, but not limited to assistance with preparing and administering medications, providing health evaluations and developing health and wellness plans.

The Contractors were selected through a competitive bid process. During 2018, The Homemakers Health Services worked out a transition plan, with Easter Seals New Hampshire, for Easter Seals to acquire its programs and services and its service catchment area. This acquisition was completed and Easter Seals assumed the operations and administration of The Homemakers' licensed Home Health Services in Strafford County, effective September 1, 2018.

As referenced in the Request for Applications (RFA) and in Exhibit C-1, Revisions to the General Provisions of the contracts, the Department reserved the right to extend the agreements for up to two (2) additional year(s), contingent upon satisfactory delivery of services, available funding, agreement of the parties and approval from the Governor and Executive Council. The Department exercised a renewal option to extend services by nine (9) months (Amendments #1), approved by Governor and Executive Council on February 7, 2018 (item #14). Through this request, the Department is exercising a second (2nd) renewal option to extend services by twelve (12) months, leaving three (3) months of renewal available.

Should the Governor and Executive Council not approve this request, in-home services may not be funded and therefore may not be provided to the State's older and frail population.

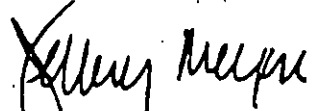
Population and area to be served: Statewide approximately 34,687 individuals will be served from July 1, 2019 through June 30, 2020.

Source of Funds: 56% Federal Funds from the Administration for Community Living, Older Americans Act Title III, Grants for State and Community Programs on Aging – Title IIIB, Catalog of Federal Domestic Assistance #93.044, Federal Award Identification Number 17AANHT3SS; the United States Department of Health and Human Services, Administration for Children and Families, Social Services Block Grant, Title XX, Catalog of Federal Domestic Assistance #93.667; and 44% General Funds.

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In the event the Federal Funds become no longer available, additional General Funds will not be requested to support this program.

Respectfully submitted,



Jeffrey A. Meyers
Commissioner

**New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM**

FISCAL DETAILS

Androscoggin Valley Home Care Services (Vendor Code 157347)

**05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
30% FEDERAL, 70% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 25,107.46		\$25,107.46
2018	540-500382	SS Contracts	multiple	\$ 52,738.64		\$52,738.64
2019	540-500382	SS Contracts	multiple	\$ 52,738.64		\$52,738.64
2020	540-500382	SS Contracts	multiple		\$ 141,774.58	\$141,774.58
		<i>Subtotal</i>		\$130,584.74	\$141,774.58	\$272,359.32

**05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL; 55% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 175,783.42		\$175,783.42
2018	543-500385	Payments to Providers	multiple	\$ 369,171.82		\$369,171.82
2019	543-500385	Payments to Providers	multiple	\$ 369,171.82		\$369,171.82
2020	543-500385	Payments to Providers	multiple		\$ 689,019.46	\$689,019.46
		<i>Subtotal</i>		\$914,127.06	\$689,019.46	\$1,603,146.52
		Total		\$1,044,711.80	\$830,794.04	\$1,875,505.84

Area Home Care & Family Services, Inc. (Vendor Code 166931)

**05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 32,686.96		\$32,686.96
2018	540-500382	SS Contracts	multiple	\$ 68,649.44		\$68,649.44
2019	540-500382	SS Contracts	multiple	\$ 68,649.44		\$68,649.44
2020	540-500382	SS Contracts	multiple		\$ 68,649.44	\$68,649.44
		<i>Subtotal</i>		\$169,985.84	\$68,649.44	\$238,635.28

**05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL; 55% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 726,508.88		\$726,508.88
2018	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26		\$1,525,810.26
2019	543-500385	Adult In Home Care	multiple	\$ 1,525,810.26		\$1,525,810.26
2020	543-500385	Adult In Home Care	multiple		\$ 1,525,810.26	\$1,525,810.26
		<i>Subtotal</i>		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66
		Total		\$3,948,115.24	\$1,594,459.70	\$5,542,674.94

**New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM**

FISCAL DETAILS

Waypoint (Vendor Code 177166)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 30% FEDERAL, 70% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$76,415.88		\$76,415.88
2018	540-500382	SS Contracts	multiple	\$160,497.72		\$160,497.72
2019	540-500382	SS Contracts	multiple	\$160,497.72		\$160,497.72
2020	540-500382	SS Contracts	multiple		\$160,497.72	\$160,497.72
		<i>Subtotal</i>		\$397,411.32	\$160,497.72	\$557,909.04
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL, 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 590,568.68		\$590,568.68
2018	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52		\$1,240,317.52
2019	543-500385	Adult In Home Care	multiple	\$ 1,240,317.52		\$1,240,317.52
2020	543-500385	Adult In Home Care	multiple		\$1,240,317.52	\$1,240,317.52
		<i>Subtotal</i>		\$3,071,203.72	\$1,240,317.52	\$4,311,521.24
		<i>Total</i>		\$3,468,615.04	\$1,400,815.24	\$4,869,430.28

Cornerstone VNA (Vendor Code 230881)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$1,500.00		\$1,500.00
2018	540-500382	SS Contracts	multiple	\$3,138.07		\$3,138.07
2019	540-500382	SS Contracts	multiple	\$3,138.07		\$3,138.07
2020	540-500382	SS Contracts	multiple		\$ 3,138.07	\$3,138.07
		<i>Subtotal</i>		\$7,776.14	\$3,138.07	\$10,914.21
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL, 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$60,967.12		\$60,967.12
2018	543-500385	Adult In Home Care	multiple	\$128,043.68		\$128,043.68
2019	543-500385	Adult In Home Care	multiple	\$128,043.68		\$128,043.68
2020	543-500385	Adult In Home Care	multiple		\$ 128,043.68	\$128,043.68
		<i>Subtotal</i>		\$317,054.48	\$128,043.68	\$445,098.16
		<i>Total</i>		\$324,830.62	\$131,181.75	\$456,012.37

**New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM**

FISCAL DETAILS

Franklin VNA & Hospice (Vendor Code 154177)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$3,228.46		\$3,228.46
2018	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$6,780.44
		<i>Subtotal</i>		\$16,789.34	\$6,780.44	\$23,569.78
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$29,650.10		\$29,650.10
2018	543-500385	Adult In Home Care	multiple	\$62,271.40		\$62,271.40
2019	543-500385	Adult In Home Care	multiple	\$62,271.40		\$62,271.40
2020	543-500385	Adult In Home Care	multiple		\$ 62,271.40	\$62,271.40
		<i>Subtotal</i>		\$154,192.90	\$62,271.40	\$216,464.30
		Total		\$170,982.24	\$69,051.84	\$240,034.08

The Homemakers Health Services (Vendor Code 154177)

(Assigned to Easter Seals New Hampshire - Effective 9/1/18)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$32,981.88		\$32,981.88
2018	540-500382	SS Contracts	multiple	\$69,262.28		\$69,262.28
2019	540-500382	SS Contracts	multiple	\$69,262.28		\$69,262.28
2020	540-500382	SS Contracts	multiple	\$0.00		\$0.00
		<i>Subtotal</i>		\$171,506.44	\$0.00	\$171,506.44
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$386,648.80		\$386,648.80
2018	543-500385	Adult In Home Care	multiple	\$812,033.14		\$812,033.14
2019	543-500385	Adult In Home Care	multiple	\$812,033.14		\$812,033.14
2020	543-500385	Adult In Home Care	multiple	\$0.00		\$0.00
		<i>Subtotal</i>		\$2,010,715.08	\$0.00	\$2,010,715.08
		Total		\$2,182,221.52	\$0.00	\$2,182,221.52

**New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM**

FISCAL DETAILS

Easter Seals New Hampshire, Inc. (Vendor Code 177204)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple			\$0.00
2018	540-500382	SS Contracts	multiple			\$0.00
2019	540-500382	SS Contracts	multiple			\$0.00
2020	540-500382	SS Contracts	multiple	\$0.00	\$ 69,262.28	\$69,262.28
		<i>Subtotal</i>		\$0.00	\$69,262.28	\$69,262.28
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple			\$0.00
2018	543-500385	Adult In Home Care	multiple			\$0.00
2019	543-500385	Adult In Home Care	multiple			\$0.00
2020	543-500385	Adult In Home Care	multiple	\$0.00	\$ 812,033.14	\$812,033.14
		<i>Subtotal</i>		\$0.00	\$812,033.14	\$812,033.14
		<i>Total</i>		\$0.00	\$881,295.42	\$881,295.42

Lakes Region Community Services (Vendor Code 177251)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 30% FEDERAL, 70% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$64,681.77		\$64,681.77
2018	540-500382	SS Contracts	multiple	\$89,061.18		\$89,061.18
2019	540-500382	SS Contracts	multiple	\$89,061.18		\$89,061.18
2020	540-500382	SS Contracts	multiple		\$89,061.18	\$89,061.18
		<i>Subtotal</i>		\$242,804.13	\$89,061.18	\$331,865.31
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$445,208.95		\$445,208.95
2018	543-500385	Adult In Home Care	multiple	\$605,340.38		\$605,340.38
2019	543-500385	Adult In Home Care	multiple	\$605,340.38		\$605,340.38
2020	543-500385	Adult In Home Care	multiple		\$605,340.38	\$605,340.38
		<i>Subtotal</i>		\$1,655,889.71	\$605,340.38	\$2,261,230.09
		<i>Total</i>		\$1,898,693.84	\$694,401.56	\$2,593,095.40

**New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM**

FISCAL DETAILS

Lake Sunapee Community Health Services (Vendor Code 174248)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$52,532.50		\$52,532.50
2018	540-500382	SS Contracts	multiple	\$73,565.15		\$73,565.15
2019	540-500382	SS Contracts	multiple	\$73,565.15		\$73,565.15
2020	540-500382	SS Contracts	multiple		\$ 73,565.15	\$73,565.15
		<i>Subtotal</i>		\$199,662.80	\$ 73,565.15	\$273,227.95

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$176,032.50		\$176,032.50
2018	543-500385	Adult In Home Care	multiple	\$246,470.00		\$246,470.00
2019	543-500385	Adult In Home Care	multiple	\$246,470.00		\$246,470.00
2020	543-500385	Adult In Home Care	multiple		\$ 246,470.00	\$246,470.00
		<i>Subtotal</i>		\$668,972.50	\$246,470.00	\$915,442.50
		Total		\$868,635.30	\$320,035.15	\$1,188,670.45

North Country Home Health & Hospice Agency, Inc. (Vendor Code 154643)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$9,127.68		\$9,127.68
2018	540-500382	SS Contracts	multiple	\$19,154.20		\$19,154.20
2019	540-500382	SS Contracts	multiple	\$19,154.20		\$19,154.20
2020	540-500382	SS Contracts	multiple	\$0.00	\$ 9,577.10	\$9,577.10
		<i>Subtotal</i>		\$47,436.08	\$9,577.10	\$57,013.18

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$70,221.40		\$70,221.40
2018	543-500385	Adult In Home Care	multiple	\$147,479.60		\$147,479.60
2019	543-500385	Adult In Home Care	multiple	\$147,479.60		\$147,479.60
2020	543-500385	Adult In Home Care	multiple	\$0.00	\$ 73,739.80	\$73,739.80
		<i>Subtotal</i>		\$365,180.60	\$73,739.80	\$438,920.40
		Total		\$412,616.68	\$83,316.90	\$495,933.58

**New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM**

FISCAL DETAILS

North Country Home Health & Hospice Agency, Inc. (Vendor Code 154643)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$37,828.44		\$37,828.44
2018	540-500382	SS Contracts	multiple	\$79,458.84		\$79,458.84
2019	540-500382	SS Contracts	multiple	\$79,458.84		\$79,458.84
2020	540-500382	SS Contracts	multiple	\$0.00		\$0.00
		<i>Subtotal</i>		\$196,746.12	\$0.00	\$196,746.12
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$117,182.56		\$117,182.56
2018	543-500385	Adult In Home Care	multiple	\$246,107.84		\$246,107.84
2019	543-500385	Adult In Home Care	multiple	\$246,107.84		\$246,107.84
2020	543-500385	Adult In Home Care	multiple	\$0.00		\$0.00
		<i>Subtotal</i>		\$609,398.24	\$0.00	\$609,398.24
		Total		\$806,144.36	\$0.00	\$806,144.36

Visiting Nurse Home Care & Hospice of Carroll County (Vendor Code 225191)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$36,236.20		\$36,236.20
2018	540-500382	SS Contracts	multiple	\$76,122.80		\$76,122.80
2019	540-500382	SS Contracts	multiple	\$76,122.80		\$76,122.80
2020	540-500382	SS Contracts	multiple		\$76,122.80	\$76,122.80
		<i>Subtotal</i>		\$188,481.80	\$76,122.80	\$264,604.60
05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$90,325.03		\$90,325.03
2018	543-500385	Adult In Home Care	multiple	\$189,701.42		\$189,701.42
2019	543-500385	Adult In Home Care	multiple	\$189,701.42		\$189,701.42
2020	543-500385	Adult In Home Care	multiple		\$189,701.42	\$189,701.42
		<i>Subtotal</i>		\$469,727.87	\$189,701.42	\$659,429.29
		Total		\$658,209.67	\$265,824.22	\$924,033.89

**New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM**

FISCAL DETAILS

VNA at HCS (Vendor Code 177274)

**05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$7,213.94		\$7,213.94
2018	540-500382	SS Contracts	multiple	\$15,127.93		\$15,127.93
2019	540-500382	SS Contracts	multiple	\$15,127.93		\$15,127.93
2020	540-500382	SS Contracts	multiple	\$0.00	\$ 15,127.93	\$15,127.93
		<i>Subtotal</i>		\$37,469.80	\$15,127.93	\$52,597.73

**05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL; 55% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$429,691.74		\$429,691.74
2018	543-500385	Adult In Home Care	multiple	\$902,442.36		\$902,442.36
2019	543-500385	Adult In Home Care	multiple	\$902,442.36		\$902,442.36
2020	543-500385	Adult In Home Care	multiple	\$0.00	\$ 902,442.36	\$902,442.36
		<i>Subtotal</i>		\$2,234,576.46	\$902,442.36	\$3,137,018.82
		Total		\$2,272,046.26	\$917,570.29	\$3,189,616.55

Grand Totals:				\$18,055,822.57	\$7,188,746.11	\$25,244,568.68
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Jeffrey A. Meyers
Commissioner

Christina L. Santaniello
Director

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STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
DIVISION OF LONG TERM SUPPORTS AND SERVICES

BUREAU OF ELDERLY & ADULT SERVICES

129 PLEASANT STREET, CONCORD, NH 03301-3867
603-271-9646 1-800-852-3346 Ext. 9646
Fax: 603-271-4912 TDD Access: 1-800-735-2964
www.dbbs.nh.gov

January 11, 2017

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, NH 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, Division of Long Term Supports and Services, Bureau of Elderly and Adult Services, to exercise renewal options and retroactively amend existing contracts with the vendors listed below, for the provision of In-Home Care Services, In-Home Health Aide Services, and In-Home Nursing Services to issue a legislatively appropriated rate increase for these services by increasing the combined price limitation by \$5,820,312.12 from \$12,235,510.45 to an amount not to exceed \$18,055,822.57 and by extending the contract completion date from September 30, 2018 to June 30, 2019, effective retroactive to July 1, 2017 upon Governor and Executive Council approval. The twelve (12) original agreements were approved by the Governor and Executive Council on December 21, 2016 (item #16); February 15, 2017 (item #11) and March 8, 2017 (item #8). 56% Federal Funds and 44% General Funds.

Vendor	Vendor Code	Location	Amount
Androscoggin Valley Home Care Services	157347	Berlin, NH	\$1,044,711.80
Area Home Care & Family Services, Inc.	166931	Portsmouth, NH	\$3,948,115.24
Child and Family Services	177166	Manchester, NH	\$3,468,615.04
Cornerstone VNA	230881	Rochester, NH	\$324,830.62
Franklin VNA & Hospice	154177	Franklin, NH	\$170,982.24
The Homemakers Health Services	154849	Rochester, NH	\$2,182,221.52
Lakes Region Community Services	177251	Laconia, NH	\$1,898,693.84
Lake Sunapee Community Health Services	174248	New London, NH	\$868,635.30
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$412,616.68
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36
Visiting Nurse Home Care & Hospice of Carroll County	225191	North Conway	\$658,209.67
VNA at HCS	177274	Keene, NH	\$2,272,046.26
		TOTAL:	\$18,055,822.67

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
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Funds to support this request are available in the following accounts in State Fiscal Year 2018 and State Fiscal Year 2019, with the authority to adjust encumbrances between State Fiscal Years through the Budget Office without Governor and Executive Council approval, if needed and justified.

See Attached Fiscal Details

EXPLANATION

This request is retroactive to July 1, 2017 because the New Hampshire Legislature, through HB 144, appropriated in each year of the biennium (State Fiscal Years 2018 and 2019), a one-time increase of up to five percent (5%) for elderly and adult non-Medicaid services.

The purpose of these amendments is to continue to support the needs of older, isolated and frail adults living in the community through Home Health Services by increasing the price limitations and extending the completion dates of the contracts. The vendors will continue providing statewide In-Home Care, In-Home Health Aide, and In-Home Nursing services to eligible individuals ages sixty (60) and older or to individuals ages eighteen (18) and older with a disability or chronic illness to support them to live as independently as possible, safely and with dignity in their homes.

In-Home Care Services, through Title III and Title XX programs, provide assistance that includes, but is not limited to: household maintenance and housekeeping; and meal planning and preparation.

In-Home Health Aide Services provide assistance in managing individual personal care needs, including bathing and grooming. These services incorporate conducting assessments, developing service plans, and accompanying clients to and from their home when they require care by a licensed provider.

In-Home Nursing Services incorporate providing nursing services, conducting medical needs evaluations, and developing a nursing care plan to support the individuals in their homes. Nursing services include general licensed practical nurse or registered nurse duties including, but not limited to, assistance with preparing and administering medications; providing health evaluations; and developing health and wellness plans.

The original contracts were approved on December 21, 2016; February 15, 2017 and March 8, 2017 were competitively bid and include the Department's right to extend the agreements for up to two (2) years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and approval of the Governor and Executive Council.

Should the Governor and Executive Council not approve this request, the Legislature's direction to increase the service unit rate for In-Home Care, In-Home Health Aide, and In-Home Nursing Services and its inclusion of funding in the current biennium to support this increase, will be unfulfilled.

Area served: Statewide

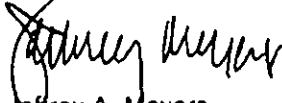
Source of Funds: Amendments are 56% Federal Funds and 44% General Funds. Overall contracts are 61% Federal Funds and 39% General Funds. United States Department of Health and Human Services; Administration for Community Living, Older Americans Act Title III, Grants for State and Community Programs on Aging - Title IIIB, Catalog of Federal Domestic Assistance #93,044 and Federal Award Identification Number 17AANHT3SS; and United States Department of Health and Human Services, Administration for Children and Families, Social Services Block Grant, Title XX, Catalog of Federal Domestic Assistance #93.667.

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
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In the event that the Federal Funds become no longer available, additional General Funds will not be requested to support this program.

Respectfully submitted,


Christine L. Santabiello
Director

Approved by: 
Jeffrey A. Meyers
Commissioner

New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM

FISCAL DETAILS

Androscoggin Valley Home Care Services (Vendor Code 157347)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
30% FEDERAL, 70% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 25,107.46	\$0.00	\$25,107.46
2018	540-500382	SS Contracts	multiple	\$ 50,214.92	\$ 2,523.72	\$52,738.64
2019	540-500382	SS Contracts	multiple	\$ 12,558.52	\$ 40,180.12	\$52,738.64
		<i>Subtotal</i>		\$87,880.90	\$42,703.84	\$130,584.74

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL; 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 175,783.42	\$0.00	\$175,783.42
2018	543-500385	Payments to Providers	multiple	\$ 351,557.26	\$ 17,614.56	\$369,171.82
2019	543-500385	Payments to Providers	multiple	\$ 87,886.92	\$ 281,284.90	\$369,171.82
		<i>Subtotal</i>		\$615,227.60	\$298,899.46	\$914,127.06
		<i>Total</i>		\$703,108.50	\$341,603.30	\$1,044,711.80

Area Home Care & Family Services, Inc. (Vendor Code 166931)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
30% FEDERAL, 70% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 32,686.96	\$0.00	\$32,686.96
2018	540-500382	SS Contracts	multiple	\$ 65,373.82	\$ 3,275.52	\$68,649.44
2019	540-500382	SS Contracts	multiple	\$ 16,343.48	\$ 52,305.96	\$68,649.44
		<i>Subtotal</i>		\$114,404.36	\$55,581.48	\$169,985.84

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL; 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 726,508.88	\$0.00	\$726,508.88
2018	543-500385	Payments to Providers	multiple	\$ 1,453,008.18	\$ 72,802.08	\$1,525,810.26
2019	543-500385	Payments to Providers	multiple	\$ 363,254.44	\$ 1,162,555.82	\$1,525,810.26
		<i>Subtotal</i>		\$2,542,771.50	\$1,235,357.90	\$3,778,129.40
		<i>Total</i>		\$2,657,175.86	\$1,290,939.38	\$3,948,115.24

New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM

FISCAL DETAILS

Child and Family Services (Vendor Code 177166)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
30% FEDERAL, 70% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$76,415.88	\$0.00	\$76,415.88
2018	540-500382	SS Contracts	multiple	\$152,831.76	\$7,665.96	\$160,497.72
2019	540-500382	SS Contracts	multiple	\$38,232.44	\$122,265.28	\$160,497.72
		<i>Subtotal</i>		<i>\$267,480.08</i>	<i>\$129,931.24</i>	<i>\$397,411.32</i>

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL, 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 590,568.68	\$0.00	\$590,568.68
2018	543-500385	Adult In Home Care	multiple	\$ 1,181,137.36	\$59,180.16	\$1,240,317.52
2019	543-500385	Adult In Home Care	multiple	\$ 295,293.92	\$945,023.60	\$1,240,317.52
		<i>Subtotal</i>		<i>\$2,066,999.96</i>	<i>\$1,004,203.76</i>	<i>\$3,071,203.72</i>
		<i>Total</i>		<i>\$2,334,480.04</i>	<i>\$1,134,135.00</i>	<i>\$3,468,615.04</i>

Cornerstone VNA (Vendor Code 230881)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$1,500.00	\$0.00	\$1,500.00
2018	540-500382	SS Contracts	multiple	\$2,987.50	\$150.57	\$3,138.07
2019	540-500382	SS Contracts	multiple	\$750.00	\$2,388.07	\$3,138.07
		<i>Subtotal</i>		<i>\$5,237.50</i>	<i>\$2,538.64</i>	<i>\$7,776.14</i>

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL, 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$60,967.12	\$0.00	\$60,967.12
2018	543-500385	Adult In Home Care	multiple	\$121,934.24	\$6,109.44	\$128,043.68
2019	543-500385	Adult In Home Care	multiple	\$30,483.56	\$97,560.12	\$128,043.68
		<i>Subtotal</i>		<i>\$213,384.92</i>	<i>\$103,669.56</i>	<i>\$317,054.48</i>
		<i>Total</i>		<i>\$218,622.42</i>	<i>\$106,208.20</i>	<i>\$324,830.62</i>

New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM

FISCAL DETAILS

Franklin VNA & Hospice (Vendor Code 154177)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$3,228.46	\$0.00	\$3,228.46
2018	540-500382	SS Contracts	multiple	\$6,456.92	\$323.52	\$6,780.44
2019	540-500382	SS Contracts	multiple	\$1,619.02	\$5,161.42	\$6,780.44
		Subtotal		\$11,304.40	\$5,484.94	\$16,789.34

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL, 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$29,650.10	\$0.00	\$29,650.10
2018	543-500385	Adult In Home Care	multiple	\$59,300.20	\$2,971.20	\$62,271.40
2019	543-500385	Adult In Home Care	multiple	\$14,829.84	\$47,441.56	\$62,271.40
		Subtotal		\$103,780.14	\$50,412.76	\$154,192.90
		Total		\$115,084.54	\$55,897.70	\$170,982.24

The Homemakers Health Services (Vendor Code 154849)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$32,981.88	\$0.00	\$32,981.88
2018	540-500382	SS Contracts	multiple	\$65,954.18	\$3,308.10	\$69,262.28
2019	540-500382	SS Contracts	multiple	\$16,498.40	\$52,763.88	\$69,262.28
		Subtotal		\$115,434.46	\$56,071.98	\$171,506.44

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL, 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$386,648.80	\$0.00	\$386,648.80
2018	543-500385	Adult In Home Care	multiple	\$773,288.02	\$38,745.12	\$812,033.14
2019	543-500385	Adult In Home Care	multiple	\$193,324.40	\$618,708.74	\$812,033.14
		Subtotal		\$1,353,261.22	\$657,453.86	\$2,010,715.08
		Total		\$1,468,695.68	\$713,525.84	\$2,182,221.52

New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM

FISCAL DETAILS

Lakes Region Community Services (Vendor Code 177251)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
30% FEDERAL, 70% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$64,681.77	\$0.00	\$64,681.77
2018	540-500382	SS Contracts	multiple	\$84,811.74	\$4,249.44	\$89,061.18
2019	540-500382	SS Contracts	multiple	\$21,203.44	\$67,857.74	\$89,061.18
		<i>Subtotal</i>		\$170,696.95	\$72,107.18	\$242,804.13

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL, 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$445,208.95	\$0.00	\$445,208.95
2018	543-500385	Adult In Home Care	multiple	\$576,447.78	\$28,892.62	\$605,340.38
2019	543-500385	Adult In Home Care	multiple	\$144,114.34	\$461,226.04	\$605,340.38
		<i>Subtotal</i>		\$1,165,771.05	\$490,118.66	\$1,655,889.71
		<i>Total</i>		\$1,335,468.00	\$562,225.84	\$1,898,693.84

Lake Sunapee Community Health Services (Vendor Code 174248)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$52,532.50	\$0.00	\$52,532.50
2018	540-500382	SS Contracts	multiple	\$70,047.50	\$3,517.65	\$73,565.15
2019	540-500382	SS Contracts	multiple	\$17,515.00	\$56,050.15	\$73,565.15
		<i>Subtotal</i>		\$140,095.00	\$59,567.80	\$199,662.80

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL, 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$176,032.50	\$0.00	\$176,032.50
2018	543-500385	Adult In Home Care	multiple	\$234,710.00	\$11,760.00	\$246,470.00
2019	543-500385	Adult In Home Care	multiple	\$58,677.50	\$187,792.50	\$246,470.00
		<i>Subtotal</i>		\$469,420.00	\$199,552.50	\$668,972.50
		<i>Total</i>		\$609,515.00	\$259,120.30	\$868,635.30

**New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM**

FISCAL DETAILS

North Country Home Health & Hospice Agency, Inc. (Vendor Code 154643)

**05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$9,127.88	\$0.00	\$9,127.88
2018	540-500382	SS Contracts	multiple	\$18,236.20	\$918.00	\$19,154.20
2019	540-500382	SS Contracts	multiple	\$4,563.84	\$14,590.36	\$19,154.20
		<i>Subtotal</i>		\$31,927.72	\$15,508.36	\$47,436.08

**05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL; 55% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$70,221.40	\$0.00	\$70,221.40
2018	543-500385	Adult In Home Care	multiple	\$140,442.80	\$7,036.80	\$147,479.60
2019	543-500385	Adult In Home Care	multiple	\$35,120.28	\$112,359.32	\$147,479.60
		<i>Subtotal</i>		\$245,784.48	\$119,396.12	\$365,180.60
		Total		\$277,712.20	\$134,904.48	\$412,616.68

North Country Home Health & Hospice Agency, Inc. (Vendor Code 154643)
Formerly Northern New Hampshire Healthcare Collaborative, Inc. d/b/a Northwoods Home Health & Hospice

**05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$37,828.44	\$0.00	\$37,828.44
2018	540-500382	SS Contracts	multiple	\$75,656.88	\$3,801.96	\$79,458.84
2019	540-500382	SS Contracts	multiple	\$18,914.22	\$60,544.62	\$79,458.84
		<i>Subtotal</i>		\$132,399.54	\$64,346.58	\$196,746.12

**05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL; 55% GENERAL**

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$117,182.56	\$0.00	\$117,182.56
2018	543-500385	Adult In Home Care	multiple	\$234,365.12	\$11,742.72	\$246,107.84
2019	543-500385	Adult In Home Care	multiple	\$58,591.28	\$187,518.56	\$246,107.84
		<i>Subtotal</i>		\$410,138.96	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$806,144.36

New Hampshire Department of Health & Human Services
RFA-2017-BEAS-01-INHOM

FISCAL DETAILS

Visiting Nurse Home Care & Hospice of Carroll County (Vendor Code 225191)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$36,238.20	\$0.00	\$36,238.20
2018	540-500382	SS Contracts	multiple	\$72,472.40	\$3,650.40	\$76,122.80
2019	540-500382	SS Contracts	multiple	\$18,118.10	\$58,004.70	\$76,122.80
		<i>Subtotal</i>		\$126,826.70	\$61,655.10	\$188,481.80

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL; 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$90,325.03	\$0.00	\$90,325.03
2018	543-500385	Adult In Home Care	multiple	\$180,650.06	\$9,051.36	\$189,701.42
2019	543-500385	Adult In Home Care	multiple	\$45,160.12	\$144,541.30	\$189,701.42
		<i>Subtotal</i>		\$316,135.21	\$153,592.66	\$469,727.87
		<i>Total</i>		\$442,961.91	\$215,247.76	\$658,209.67

VNA at HCS (Vendor Code 177274)

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
40% FEDERAL, 60% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$7,213.94	\$0.00	\$7,213.94
2018	540-500382	SS Contracts	multiple	\$14,405.80	\$722.13	\$15,127.93
2019	540-500382	SS Contracts	multiple	\$3,602.18	\$11,525.75	\$15,127.93
		<i>Subtotal</i>		\$25,221.92	\$12,247.88	\$37,469.80

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,
45% FEDERAL; 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$429,691.74	\$0.00	\$429,691.74
2018	543-500385	Adult In Home Care	multiple	\$859,383.48	\$43,058.88	\$902,442.36
2019	543-500385	Adult In Home Care	multiple	\$214,850.66	\$687,591.70	\$902,442.36
		<i>Subtotal</i>		\$1,503,925.88	\$730,650.58	\$2,234,576.46
		<i>Total</i>		\$1,529,147.80	\$742,898.46	\$2,272,046.26

Grand Total:					\$18,055,822.57
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Jeffrey A. Meyers
Commissioner

Maureen U. Ryan
Director of Human
Services

STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
OFFICE OF HUMAN SERVICES

BUREAU OF ELDERLY & ADULT SERVICES

129 PLEASANT STREET, CONCORD, NH 03301-3857
603-271-9203 1-800-351-1888
Fax: 603-271-4643 TDD Access: 1-800-736-2954 www.dhhs.nh.gov

December 6, 2016

Her Excellency, Governor Margaret Wood Hassan
and the Honorable Council
State House
Concord, NH 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, Office of Human Services, Bureau of Elderly and Adult Services, to enter into contracts with the vendors listed below, for the provision of In Home Care Services, In Home Health Aide Level of Care Services, and In Home Nursing Level of Care Services, in an amount not to exceed \$9,746,988.95, effective upon Governor and Executive Council approval through September 30, 2018. 43% Federal Funds. 57% General Funds.

Vendor	Vendor #	Location	Amount
Androscoggin Valley Home Care Services	157347	Berlin	\$703,108.50
Area Home Care & Family Services, Inc.	166931	Portsmouth	\$2,657,175.86
Child and Family Services	177166	Manchester	\$2,334,480.04
Comerstone VNA	230881	Rochester	\$218,622.42
Franklin VNA & Hospice	154177	Franklin	\$115,084.54
North Country Home Health & Hospice Agency, Inc.	154643	Littleton	\$277,712.20
The Homemakers Health Services	154849	Rochester	\$1,468,695.68
Visiting Nurse Home Care & Hospice of Carroll County	225191	North Conway	\$442,961.91
VNA at HCS	177274	Keene	\$1,529,147.80
TOTAL:			\$9,746,988.95

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max

Her Excellency, Governor Margaret Wood Hassan
and the Honorable Council
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Funds to support this request are anticipated to be available in the following accounts in State Fiscal Year 2017, 2018, and 2019 upon the availability and continued appropriation of funds in the future operating budget, with the ability to adjust encumbrances between State Fiscal Years through the Budget Office, if needed and justified.

See Attached Fiscal Details

EXPLANATION

Notwithstanding any other provision of the Contract to the contrary, no services shall continue after June 30, 2017, and the Department shall not be liable for any payments for services provided after June 30, 2017, unless and until an appropriation for these services has been received from the state legislature and funds encumbered for the SFY 2018-2019 biennium.

The purpose of this request is to provide statewide In Home Care, In Home Health Aide, and In Home Nursing services to eligible individuals ages sixty (60) and older or to individuals with a disability or chronic illness to support them to live as independently as possible, safely, and with dignity in their homes.

In Home Care Services through Title III and Title XX programs incorporate assistance such including, but not limited to: household maintenance and housekeeping; and meal planning and preparation.

In Home Health Aide Level of Care Services provides assistance in managing an individual's personal care needs, including bathing and grooming. In Home Health Aide incorporates assessments, developing service plans, accompanying clients to and from their home when they require care by a licensed provider, and providing hands-on assistance with personal care needs.

In Home Nursing Level of Care Services incorporates nursing services, medical needs evaluations, and developing a nursing care plan to support the individual in his/her home. Nursing services include general licensed practical nurse or registered nurse duties; including but not limited to:

- Assistance with preparing and administering medication;
- Providing a health evaluation; and
- Developing a health and wellness plan.

These contracts were competitively bid. The Department issued a Request for Application on August 10, 2016. Twelve (12) proposals were received.

The proposals were evaluated by a team of Department of Health and Human Services employees with knowledge of the program requirements. The team also included staff with significant business and management expertise.

These agreements include language to renew the contracts for up to two (2) years contingent on vendors meeting performance measures, providing satisfactory services, availability of funding and approval of the Governor and Executive Council.

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Nine (9) of the selected vendors are included in this package. The Department awarded two (2) separate contracts retroactively to two (2) separate vendors. Those contracts will be submitted in a separate request to Governor and Executive Council. The Department anticipates one (1) contract to be received from another vendor during the month of January, which will be presented to the Governor and Executive Council at that time.

Vendors for contracted services will assist individuals in accessing the aforementioned services by accepting applications for services either directly from clients or through referrals received. Additionally, vendors will assist clients with obtaining other services that may be of assistance to them, as appropriate.

Should the Governor and Executive Council not approve this request, funding to community programs, statewide, would be significantly impacted. Limiting funding at the community level will negatively impact home-bound individuals in the state and potentially reduce their ability to stay in their home environment.

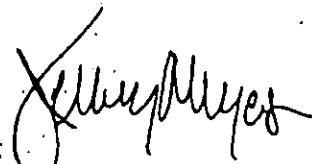
Area served: Statewide

Source of Funds: Federal Funds, Catalogue of Federal and Domestic Assistance (CFDA) #93.044, United States Department of Health and Human Services, Administration for Community Living, Special Programs for the Aging Title III, Part B Grants for Supportive Services and Senior Centers; and CFDA #93.667, United States Department of Health and Human Services, Administration for Children and Families, Social Services Block Grant.

Respectfully submitted,



Maureen U. Ryan
Director of Human Services



Approved by:

Jeffrey A. Meyers
Commissioner

FINANCIAL DETAIL ATTACHMENT SHEET

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVS, HHS: ELDERLY AND ADULT SERVICES, GRANTS TO LOCALS, ADM ON AGING GRANTS (29.86% Federal Funds; 70.14% General Funds)

Androscoggin Valley Home Care (Vendor #157347)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$25,107.46
540-500382	Social Services Contracts	2018	\$50,214.92
540-500382	Social Services Contracts	2019	\$12,558.52
		Subtotal	\$87,880.90

Area Home Care Family Services, Inc (Vendor #166931)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$32,686.96
540-500382	Social Services Contracts	2018	\$65,373.92
540-500382	Social Services Contracts	2019	\$16,343.48
		Subtotal	\$114,404.36

Child and Family Services (Vendor #177166)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$76,415.88
540-500382	Social Services Contracts	2018	\$152,856.26
540-500382	Social Services Contracts	2019	\$38,207.94
		Subtotal	\$267,480.08

Cornerstone VNA (Vendor #230881)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$1,500.00
540-500382	Social Services Contracts	2018	\$2,987.50
540-500382	Social Services Contracts	2019	\$750.00
		Subtotal	\$5,237.50

North Country Home Health & Hospice Agency (Vendor #154643)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$9,127.68
540-500382	Social Services Contracts	2018	\$18,236.20
540-500382	Social Services Contracts	2019	\$4,563.84
		Subtotal	\$31,927.72

The Homemakers Health Services (Vendor #154848)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$32,981.88
540-500382	Social Services Contracts	2018	\$65,954.18
540-500382	Social Services Contracts	2019	\$16,498.40
		Subtotal	\$115,434.46

The Visiting Nurse Assoc of Franklin (Vendor #154177)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$3,228.46
540-500382	Social Services Contracts	2018	\$6,456.92
540-500382	Social Services Contracts	2019	\$1,619.02
		Subtotal	\$11,304.40

Visiting Nurse Home Care Hospice of Carroll Cty (Vendor #225191)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$36,236.20
540-500382	Social Services Contracts	2018	\$72,472.40
540-500382	Social Services Contracts	2019	\$18,118.10
		Subtotal	\$126,826.70

VNA at HCS (Vendor #177274)

540-500382	Social Services Contracts	2017	\$7,213.94
540-500382	Social Services Contracts	2018	\$14,405.80
540-500382	Social Services Contracts	2019	\$3,602.18
		Subtotal	\$25,221.92

05-95-48-481010-7872 Summary for All Vendors

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$224,498.46
540-500382	Social Services Contracts	2018	\$448,958.10
540-500382	Social Services Contracts	2019	\$112,261.48
		Subtotal	\$785,718.04

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVS, HHS: ELDERLY AND ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT (45.686% Federal Funds; 54.314% General Funds)

Androscoggin Valley Home Care (Vendor #157347)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$175,783.42
543-500385	Adult In Home Care	2018	\$351,557.26
543-500385	Adult In Home Care	2019	\$87,886.92
		Subtotal	\$615,227.60

Area Home Care Family Services, Inc (Vendor #166931)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$726,508.88
543-500385	Adult In Home Care	2018	\$1,453,008.18
543-500385	Adult In Home Care	2019	\$363,254.44
		Subtotal	\$2,542,771.50

Child and Family Services (Vendor #177166)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$590,568.68
543-500385	Adult In Home Care	2018	\$1,181,137.36
543-500385	Adult In Home Care	2019	\$295,293.92
		Subtotal	\$2,066,999.96

Cornerstone VNA (Vendor #230881)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$60,967.12
543-500385	Adult In Home Care	2018	\$121,934.24
543-500385	Adult In Home Care	2019	\$30,483.56
		Subtotal	\$213,384.92

North Country Home Health & Hospice Agency (Vendor #154843)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$70,221.40
543-500385	Adult In Home Care	2018	\$140,442.80
543-500385	Adult In Home Care	2019	\$35,120.28
		Subtotal	\$245,784.48

The Homemakers Health Services (Vendor #154849)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$386,648.80
543-500385	Adult In Home Care	2018	\$773,288.02
543-500385	Adult In Home Care	2019	\$193,324.40
		Subtotal	\$1,353,261.22

The Visiting Nurse Assoc of Franklin (Vendor #154177)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$29,650.10
543-500385	Adult In Home Care	2018	\$59,300.20
543-500385	Adult In Home Care	2019	\$14,829.84
		Subtotal	\$103,780.14

Visiting Nurse Home Care Hospice of Carroll Cty (Vendor #225191)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$90,325.03
543-500385	Adult In Home Care	2018	\$180,650.06
543-500385	Adult In Home Care	2019	\$45,160.12
		Subtotal	\$316,135.21

VNA at HCS (Vendor #177274)

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$429,691.74
543-500385	Adult In Home Care	2018	\$859,383.48
543-500385	Adult In Home Care	2019	\$214,850.66
		Subtotal	\$1,503,925.88

05-95-48-481010-9255 Summary for All Vendors

Class / Account	Class Title	State Fiscal Year	Revised Modified Budget
543-500385	Adult In Home Care	2017	\$2,560,365.17
543-500385	Adult In Home Care	2018	\$5,120,701.60
543-500385	Adult In Home Care	2019	\$1,280,204.14
		Subtotal	\$8,961,270.91
		TOTAL	\$9,746,988.95

Summary by Vendor by Year

Androscoggin Valley Home Care (Vendor #157347)

	State Fiscal Year	Revised Modified Budget
	2017	\$200,890.88
	2018	\$401,772.18
	2019	\$100,445.44
	Total Agency	\$703,108.50

Area Home Care Family Services, Inc (Vendor #166931)

Class/Account	Class Title	State Fiscal Year	Revised Modified Budget
		2017	\$759,195.84
		2018	\$1,518,382.10
		2019	\$379,597.92
		Total Agency	\$2,657,175.86

Child and Family Services (Vendor #177166)

Class/Account	Class Title	State Fiscal Year	Revised Modified Budget
		2017	\$666,984.56
		2018	\$1,333,993.62
		2019	\$333,501.86
		Total Agency	\$2,334,480.04

Cornerstone VNA (Vendor #230881)

Class/Account	Class Title	State Fiscal Year	Revised Modified Budget
		2017	\$62,467.12
		2018	\$124,921.74
		2019	\$31,233.56
		Total Agency	\$218,622.42

North Country Home Health & Hospice Agency (Vendor #154643)

Class/Account	Class Title	State Fiscal Year	Revised Modified Budget
		2017	\$79,349.08
		2018	\$158,679.00
		2019	\$39,684.12
		Total Agency	\$277,712.20

The Homemakers Health Services (Vendor #154849)

Class/Account	Class Title	State Fiscal Year	Revised Modified Budget
		2017	\$419,630.68
		2018	\$839,242.20
		2019	\$209,822.80
		Total Agency	\$1,468,695.68

The Visiting Nurse Assoc of Franklin (Vendor #154177)

Class/Account	Class Title	State Fiscal Year	Revised Modified Budget
		2017	\$32,878.56
		2018	\$65,757.12
		2019	\$16,448.86
		Total Agency	\$115,084.54

Visiting Nurse Home Care Hospice of Carroll Cty (Vendor #225191)

Class/Account	Class Title	State Fiscal Year	Revised Modified Budget
		2017	\$126,561.23
		2018	\$253,122.46
		2019	\$63,278.22
		Total Agency	\$442,961.91

VNA at HCS (Vendor #177274)

Class/Account	Class Title	State Fiscal Year	Revised Modified Budget
		2017	\$436,905.68
		2018	\$873,789.28
		2019	\$218,452.84
		Total Agency	\$1,529,147.80

Class/Account	Class Title	State Fiscal Year	Revised Modified Budget
7872-540-500382	Social Services Contracts	2017	\$224,498.46
7872-540-500382	Social Services Contracts	2018	\$448,958.10
7872-540-500382	Social Services Contracts	2019	\$112,261.48
9255-543-500385	Adult In Home Care	2017	\$2,560,365.17
9255-543-500385	Adult In Home Care	2018	\$5,120,701.60
9255-543-500385	Adult In Home Care	2019	\$1,280,204.14
		Total	\$9,746,988.95

7872-540-500382	Social Services Contracts	all	\$785,718.04
9255-543-500385	Adult In Home Care	all	\$8,961,270.91
9255-566-500918	Adult Group Day Care	all	\$0.00
		Total	\$9,746,988.95

Grand Total SFY17	2017	\$1,784,863.63
Grand Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,392,465.62
Total Contract		\$9,746,988.95

Account Name	Account #	Revised Modified Budget
Social Services Contracts	7872-540-500382	\$785,718.04
Adult In Home Care	9255-543-500385	\$8,961,270.91
Adult Group Day Care	9255-566-500918	\$0.00
Summary of Totals		\$9,746,988.95



New Hampshire Department of Health and Human Services
 Office of Business Operations
 Contracts & Procurement Unit
 Summary Scoring Sheet

In Home Care, In Home Health Aide, In Home Nursing Services

RFA-2017-BEAS-01-11110H

RFA Name

RFA Number

Reviewer Names

Bidder Name
1. Androscoquin Valley Home Care
2. Area Home Care Family Services
3. Child & Family Services (Millsborough CO)
4. Child & Family Services (Merrimack CO)
5. CornerStone VNA
6. Franklin VNA & Hospice
7. Lake Sunapee Region VNA & Hospice
8. Lakes Region Community Services (Belknap CO)
9. Lakes Region Community Services (Grafton CO)
10. Lakes Region Community Services (Sullivan CO)
11. North Country Home Health & Hospice Agency (Coos Co)
12. North Country Home Health & Hospice Agency (Grafton CO)
13. Northwoods Home Health & Hospice
14. The Homemakers Health Services
15. Visiting Nurse Home Care & Hospice of Carroll County
16. VNA at MCS, Inc.

Pass/Fail	Maximum Points	Actual Points
	150	134
	150	134
	150	149
	150	140
	150	122
	150	174
	150	95
	150	131
	150	147
	150	147
	150	139
	150	139
	150	80
	150	142
	150	133
	150	149

1. Tracey Tarr, Administrator of Elderly & Adult Services
2. Rachel Litch, Prog Operations Administrator, BEAS Adult Prctcn
3. Angela Rivers, Supervisor V, BEAS Adult Prctcn Intake Unit
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____