



118F *SKW*

STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
DIVISION OF COMMUNITY BASED CARE SERVICES

Nicholas A. Toumpas
Commissioner

BUREAU OF BEHAVIORAL HEALTH

105 PLEASANT STREET, CONCORD, NH 03301
603-271-5000 1-800-852-3345 Ext. 5000
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Nancy L. Rollins
Associate Commissioner

April 15, 2013

*78% General
22% Federal
#2-Retroactive*

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

Requested Action

1) Authorize the Department of Health and Human Services, Division of Community Based Care Services, Bureau of Behavioral Health, to **amend** an agreement (purchase order 1023840) with Community Council of Nashua, NH DBA Greater Nashua Mental Health Center at Community Council, 7 Prospect Street, Nashua, New Hampshire 03060-3990, vendor number 154112, to provide additional federal Medicaid Incentive for Prevention of Chronic Disease funds to improve the cardiac and metabolic health of individuals with serious mental illness by increasing the price limitation by \$12,479 from \$829,061 to an amount not to exceed \$841,540, effective May 15, 2013, or date of Governor and Council approval, whichever is later, through June 30, 2013. The Governor and Council approved the original agreement on June 20, 2012, Item Number 89I.

2) Authorize the Department of Health and Human Services, Division of Community Based Care Services, Bureau of Behavioral Health, to **amend** an agreement (purchase order 1023840) **retroactive** to April 1, 2013, with Community Council of Nashua, NH DBA Greater Nashua Mental Health Center at Community Council, 7 Prospect Street, Nashua, New Hampshire 03060-3990, vendor number 154112, to use federal Balancing Incentive Program funds to fund training for workforce development in the community mental health system by increasing the price limitation by \$35,766 from \$841,540 to an amount not to exceed \$877,306, effective April 1, 2013, through June 30, 2013. The Governor and Council approved the original agreement on June 20, 2012, Item Number 89I.

3) Authorize the Department of Health and Human Services, Division of Community Based Care Services, Bureau of Behavioral Health, to **amend** an agreement (purchase order 1023840) with Community Council of Nashua, NH DBA Greater Nashua Mental Health Center at Community Council, 7 Prospect Street, Nashua, New Hampshire 03060-3990, vendor number 154112, to increase funding for the agency's Assertive Community Treatment team by increasing the price limitation by \$21,063 from \$877,306 to an amount not to exceed \$898,369, effective May 15, 2013, or date of Governor and Council approval, whichever is later, through June 30, 2013. The Governor and Council approved the original agreement on June 20, 2012, Item Number 89I.

Funds to support this request are available in the following accounts in Fiscal Year 2013:

05-95-40-403010-5855 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
CHILDREN AND YOUTH, SERV FOR CHILD AND FAMILIES, CHILD FAMILY SERVICES

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>Current Modified Budget</u>	<u>Increase (Decrease) Amount</u>	<u>Revised Modified Budget</u>
550-0398	Assessment and Counseling	40150001	\$ 1,770	\$ 0	\$ 1,770

05-95-92-920010-5945 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
 BEHAVIORAL HEALTH-DIV OF, DIV OF BEHAVIORAL HEALTH, CMH PROGRAM SUPPORT

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>Current Modified Budget</u>	<u>Increase (Decrease) Amount</u>	<u>Revised Modified Budget</u>
102-0731	Contracts for Program Services	92205945	\$ 607,944	\$ 0	\$ 607,944

05-95-92-920010-7010 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
 BEHAVIORAL HEALTH-DIV OF, DIV OF BEHAVIORAL HEALTH, COMMTY MENTAL HEALTH SVCS

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>Current Modified Budget</u>	<u>Increase (Decrease) Amount</u>	<u>Revised Modified Budget</u>
502-0891	Payments to Providers	92207010	\$ 71,736	\$ 21,063	\$ 92,799

05-95-92-920010-2087 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
 BEHAVIORAL HEALTH-DIV OF, DIV OF BEHAVIORAL HEALTH, MIPCD GRANT

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>Current Modified Budget</u>	<u>Increase (Decrease) Amount</u>	<u>Revised Modified Budget</u>
102-0731	Contracts for Program Svcs	92202087	\$ 101,380	\$ 12,479	\$ 113,859

05-95-95-958010-3316 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
 COMMISSIONER-COMMUNITY BASED CARE SERVICES, BALANCING INCENTIVE PROGRAM

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>Current Modified Budget</u>	<u>Increase (Decrease) Amount</u>	<u>Revised Modified Budget</u>
102-0731	Contracts for Program Svcs	92203316	\$ 0	\$ 35,766	\$ 35,766

05-95-95-928310-7150 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
 COMMISSIONER, DCBCS BHHS, PATH GRANT

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>Current Modified Budget</u>	<u>Increase (Decrease) Amount</u>	<u>Revised Modified Budget</u>
102-07311	Contracts for Program Svcs	92202087	\$ 46,231	\$ 0	\$ 46,231
Total			\$ 829,061	\$ 69,308	\$ 898,369

Explanation

Relative to Requested Action 1, the purpose of this request is to add a 1.0 FTE staff position to the Wellness Incentives Program, also known as the Healthy Choices Healthy Changes Program. This position and the program is federally funded and designed to promote health lifestyles among individuals with mental illness by reducing their risk of cardiovascular and other diseases. Persons with serious mental illness have some of the highest per capita health expenditure costs due to high rates of cardiovascular disease, diabetes, chronic lung disease, and obesity. As a result, their life expectancy is 25 years less than the rest of the U.S. population. This program promotes healthier lifestyles by providing incentives for exercise, improved nutrition, and smoking cessation.

The 1.0 FTE position being funded is a Health Mentor who will serve an estimated 80 persons in the program. Funding for the program began in SFY12, but because of slow start-up, positions could not be filled until SFY13. The unused federal funds from SFY12 were carried forward into SFY13 and will be used to pay the salary and benefits for this position.

Relative to Requested Action 2, the purpose of this request is to use federal Balancing Incentive Program funds to provide training to staff within the community mental health system that treat adults with serious mental illness and children with serious emotional disturbance. The Bureau requests that this amendment be retroactive. The approval to spend these federal funds occurred late in the fiscal year. In order to take advantage of the appropriation of these funds in SFY13, the Bureau authorized the contractor to begin organizing the trainings in April. The contractor is on target to complete the trainings by the end of the fiscal year.

The purpose of the Balancing Incentive Program grant that was awarded to the New Hampshire Department of Health and Human Services was to rebalance Medicaid spending between institutional and non-institutional long-term care and to improve access to and offerings of home and community-based long-term services and supports to allow those needing long-term care through Medicaid to remain in their homes and communities to the greatest extent possible rather than in nursing homes and hospitals.

The training to be provided to community mental health center staff ties into priority initiatives identified in the Bureau of Behavioral Health's 10-Year Olmstead Plan. Examples of training include Cognitive Behavioral Therapy, Dialectical Behavior Therapy, Trauma-informed Psychotherapy, Integrated treatment of co-occurring disorders, and Illness Management and Recovery. A better-trained workforce within the community mental health system will be better able to treat clients and prevent them from needing hospitalization.

Relative to Requested Action 3, the purpose of this request is to provide additional funding for the agency's Assertive Community Treatment team that has seen a doubling of clients served. These general funds will cover non-Medicaid billable costs incurred by the agency. Much of what the team does for clients is not always of a clinical or billable nature, but is purely to provide support and feedback that will help clients to best cope with everyday issues and events which in turn strengthens the therapeutic relationship which is imperative to clients' success at recovery. Assertive Community Treatment team clinicians make frequent phone calls to remind clients of appointments, check in to assess their mood and activity of the day, provide rides to appointments or functions that are important to their mental health and self-esteem, as well as provide support when clients visit the office for impromptu visits for support and needed clinician feedback and reassurance. In addition, many formal and informal team meetings occur when problems arise to discuss possible approaches that will avert emergencies or exacerbation of a client's symptoms and illness. The non-billable hours are extensive and provide the added contact that allows the team to be more aware and 'in-tuned' to possible signs of oncoming illness. This awareness allows the team to address issues before further deterioration occurs and or the need for hospitalization arises.

Should the Governor and Council not approve Requested Action 1, the federal Medicaid Incentive for Prevention of Chronic Disease funds will be returned and potentially up to 80 persons will not benefit from the Wellness Incentives program, and the Bureau will not meet the enrollment goals submitted in the original grant application to the Centers for Medicare and Medicaid Services (CMS). Should the Governor and Council not approve Requested Action 2, the state will be foregoing the opportunity to use federal funds to improve the clinical expertise of the community mental health system workforce with an end toward treating people in their communities and preventing the need for hospitalizations and other forms of institutional care. In addition, this would hamper the Department's progress towards achievement of the Balancing Incentive Program goals of spending at least 50% of all Medicaid long-term care funds on non-institutional long-term supports and services, a requirement by the end of September 2015. Should the Governor and Council not approve Requested Action 3, the state will not be supporting an evidence-based service, Assertive Community Treatment team services, which has demonstrated success in reducing hospital admissions and inpatient bed days, and is a much less costly alternative to hospitalization.

Area served: For the catchment area served, please see the attached list of communities.

Source of funds: 78% General Funds and 22% Federal Funds.

In the event that the Federal Funds become no longer available, General Funds shall not be requested to support these programs.

Respectfully submitted,



Nancy L. Rollins
Associate Commissioner

Approved by:



Nicholas A. Toumpas
Commissioner

NLR/PBR/sl

G&C FY13 Region 6 Amendment #1

Enclosures

Region VI
Community Council of Nashua, NH, Inc.
DBA Greater Nashua Mental Health Center at
Community Council

Communities Served:

Amherst
Brookline
Hollis
Hudson
Litchfield
Mason
Merrimack
Milford
Mont Vernon
Nashua

Amendment to Agreement

This Amendment to Agreement (hereinafter called the "Amendment") is dated this 10th day of **May, 2013**, between the State of New Hampshire, Division of Community Based Care Services, Bureau of Behavioral Health of the Department of Health and Human Services (hereinafter called "BBH") and **Community Council of Nashua, NH DBA Greater Nashua Mental Health Center at Community Council**, a non-profit corporation organized under the laws of the State of New Hampshire with a place of business at 7 Prospect Street, Nashua, New Hampshire 03060-3990 (hereinafter referred to as the "Contractor").

WHEREAS, pursuant to an Agreement dated **June 6, 2012**, the Contractor has agreed to provide certain services upon the terms and conditions specified in the Agreement, in consideration of payment by BBH of certain sums specified therein; and

WHEREAS, pursuant to Paragraph 17. of the Agreement, the Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties thereto and only after approval of such amendment, waiver, or discharge by the Governor and Executive Council of the State of New Hampshire;

WHEREAS, BBH and the Contractor have agreed to amend the Agreement in certain respects;

NOW THEREFORE, in consideration of the foregoing and of the covenants and conditions contained in the Agreement and set forth herein, the parties hereto do hereby agree as follows:

1. Amendment and Modification of Agreement.

1.1. The Agreement is hereby amended as follows:

By deleting, in Subparagraph 1.8. of the General Provisions \$829,061. and substituting therefore the number \$898,369.

2. Amendment and Modification to Exhibit A, Scope of Work

2.1. Add Section **XVII. BALANCING INCENTIVE PROGRAM (BIP)**

XVII. BALANCING INCENTIVE PROGRAM (BIP)

A. The Balancing Incentive Program (BIP) federal funds are available to enhance the capacity of the Community Mental Health Centers through trainings to serve adults with Serious Mental Illness and children with Serious Emotional Disturbance. The trainings supported by this agreement involve unique specialized service models and tools that will improve the core competencies of provider staff to utilize practices that are proven successful in improving outcomes for individuals served and keeping those in need of behavioral health long-term services and supports in their communities and out of institutions.

B. Payment Method: The Contractor shall draw down these funds by submitting monthly invoices ("green sheets") to BBH.

Contractor Initials: ASF

Date: 5/10/13

3. Amendment and Modification to Exhibit B, Methods of Payment.

- 3.1. By changing Paragraph 7. to read, "The following Program funds shall only be expended by the Contractor as directed by BBH. Failure to expend Program funds as directed may, at the discretion of BBH, result in financial penalties not greater than the amount of the directed expenditure:

Assertive Community Treatment Team	\$101,063
Deaf Services	326,500
Homeless and Housing Federal Grant	46,231
Division for Children, Youth and Families Consultation	1,770
Housing	201,444
Emergency Services	71,736
Medicaid Incentive for the Prevention of Chronic Disease	113,859
Balancing Incentive Program	35,766
Total	\$898,369

- 3.2. By deleting Paragraph 13. and replacing it with the following:

13. This Agreement is funded by the New Hampshire General Fund and by federal funds made available under the Catalog of Federal Domestic Assistance (CFDA), as follows:

NH General Fund: \$702,513

Federal Funds:

CFDA #: 93.150
Federal Agency: U.S. Department of Health and Human Services
Program Title: Projects for Assistance in Transition from Homelessness (PATH) P.L.
101-645
Amount: \$ 46,231

CFDA #: 93.536
Federal Agency: U.S. Department of Health and Human Services
Program Title: Medicaid Incentives for Prevention of Chronic Diseases (MIPCD)
Amount: \$113,859

CFDA #: 93.778
Federal Agency: U.S. Department of Health and Human Services
Program Title: Balancing Incentive Program
Amount: \$ 35,766

4. Effective Date of Amendment: The Effective Date of Requested Actions 1 and 3 is May 15, 2013, or date of Governor and Council approval, whichever is later, through June 30, 2013. The Effective Date of Requested Action 2 is retroactive to April 1, 2013, through June 30, 2013.
5. Continuance of Agreement: Except as specifically amended and modified by the terms and conditions of this Agreement, the Agreement and the obligations of the parties there under shall remain in full force and effect in accordance with the terms and conditions set forth therein.

Contractor Initials: VSS
Date: 5/10/13

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the day and year written above.

DHHS – Division of Community Based Care Services
The Bureau of Behavioral Health

Community Council of Nashua, NH
DBA Greater Nashua Mental Health Center
at Community Council

By: Nancy L. Rollins
Nancy L. Rollins
Associate Commissioner

By: [Signature]
Boyer President

STATE OF NEW HAMPSHIRE
COUNTY OF

The forgoing instrument was acknowledged before me this 10th day of May, 2013, by

(Designated Signor)



[Signature]
Notary Public / Justice of the Peace
Commission Expires: 4/1/14

Approved as to form, execution and substance:

OFFICE OF THE ATTORNEY GENERAL

By: [Signature]
Attorney Jeanne P. Herrick
Date: 27 May 2013

Contractor Initials: [Signature]
Date: 5/10/13

CERTIFICATE OF VOTE

I, Marie Tule, CPA, do hereby certify that:

1. I am the duly elected Clerk of Community Council of Nashua, NH
DBA Greater Nashua Mental Health Center at Community Council
2. The following are true copies of two resolutions duly adopted at a meeting of the Board of Directors of the Corporation duly held on April 12, 2013.

RESOLVED: That this Corporation enter into a contract with the State of New Hampshire, acting through its Department of Health and Human Services, Division of Community Based Care Services, Bureau of Behavioral Health, concerning the following matter:

**To Provide: Mental Health Services, and
Projects for Assistance in Transition from Homelessness (PATH) Services**

RESOLVED: That the President hereby is authorized on behalf of this Corporation to enter into the said contract with the State and to execute any and all documents, agreements and other instruments, and any amendments, revisions, or modifications thereto, as (s)he may deem necessary, desirable or appropriate.

3. The foregoing resolutions have not been amended or revoked and remain in full force and effect as of May 10, 2013.

4. H. Scott Flegal, Esq. is duly elected President of the Corporation.

(Seal)
(Corporation)

Marie Tule
(Signature of Board Secretary)

State of New Hampshire

County of Hillsborough

The foregoing instrument was acknowledged before me this 10th day of May 2013

by Marie Tule, CPA, Treasurer

Edie L Poulin
Name: Edie L Poulin
Title: Notary Public/Justice of the Peace

(Seal)
(Notary Public)

Commission Expires: EDIE L. POULIN, Notary Public
~~My Commission Expires February 20, 2018~~

(Seal)
(Notary Public)

INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Community Council of Nashua, NH

We have audited the accompanying statement of financial position of Community Council of Nashua, NH (the Organization) as of June 30, 2012, and the related statements of activities and changes in net assets, cash flows and revenues and functional expenses for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit. The summarized comparative information as of and for the year ended June 30, 2011 has been derived from the Organization's 2011 financial statements, which statements were audited by other auditors whose report, dated October 18, 2011, expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the 2012 financial statements referred to above present fairly, in all material respects, the financial position of Community Council of Nashua, NH as of June 30, 2012, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated October 22, 2012 on our consideration of the Organization's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

To the Board of Directors
Community Council of Nashua, NH

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Organization's financial statements. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis as required by U.S. Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the schedule of expenditures of federal awards is fairly stated in all material respects in relation to the financial statements as a whole.

Baker Newman & Noyes

Limited Liability Company

Manchester, New Hampshire
October 22, 2012

COMMUNITY COUNCIL OF NASHUA, NH

STATEMENT OF FINANCIAL POSITION

June 30, 2012

(With Summarized Financial Information for June 30, 2011)

ASSETS

	<u>2012</u>	<u>2011</u>
Cash and cash equivalents	\$ 525,550	\$ 913,227
Accounts receivable, less allowance for uncollectible accounts of \$1,041,436 in 2012 and \$1,088,308 in 2011	2,038,522	1,436,548
Investments	2,025,859	2,009,298
Prepaid expenses	75,587	182,992
Property and equipment, net	3,033,004	2,803,103
Debt issuance costs, net of accumulated amortization of \$6,908 in 2012 and \$4,116 in 2011	<u>11,049</u>	<u>13,841</u>
Total assets	<u>\$7,709,571</u>	<u>\$7,359,009</u>

LIABILITIES AND NET ASSETS

Liabilities:		
Accounts payable and accrued expenses	\$ 229,276	\$ 138,510
Accrued payroll	143,664	114,461
Accrued vacation	444,645	406,481
Deferred revenue	34,676	8,789
Medicaid payable	48,411	18,721
Notes payable	1,836,821	1,898,445
Capital lease obligation	112,180	-
Contingency reserve	730,449	705,449
Interest rate swap contract	<u>47,458</u>	<u>47,458</u>
Total liabilities	3,627,580	3,338,314
Net assets:		
Unrestricted	2,598,105	2,588,295
Temporarily restricted	1,385,293	1,333,807
Permanently restricted	<u>98,593</u>	<u>98,593</u>
Total net assets	<u>4,081,991</u>	<u>4,020,695</u>
Total liabilities and net assets	<u>\$7,709,571</u>	<u>\$7,359,009</u>

See accompanying notes.

COMMUNITY COUNCIL OF NASHUA, NH

**STATEMENT OF ACTIVITIES
AND CHANGES IN NET ASSETS**

Year Ended June 30, 2012

(With Summarized Financial Information for the Year Ended June 30, 2011)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>2012</u>	<u>2011</u>
Revenues, gains and other support:					
Program service fees, net	\$10,064,209	\$ -	\$ -	\$10,064,209	\$ 8,791,288
State of New Hampshire - BBH	590,648	-	-	590,648	475,104
Federal grants	1,134,175	-	-	1,134,175	926,000
Rental income	101,813	-	-	101,813	102,367
Support, local governments	70,440	-	-	70,440	115,494
Contributions	65,968	13,324	-	79,292	73,062
United Way	15,591	-	-	15,591	6,894
Other	52,963	-	-	52,963	78,861
Net assets released from restriction	<u>9,945</u>	<u>(9,945)</u>	<u>-</u>	<u>-</u>	<u>-</u>
 Total revenues, gains and other support	 12,105,752	 3,379	 -	 12,109,131	 10,569,070
Expenses:					
BBH funded program services:					
Children's services	1,973,840	-	-	1,973,840	2,127,024
Elderly services	475,687	-	-	475,687	490,210
Intake/placement services	64,233	-	-	64,233	132,315
Crisis response	250,294	-	-	250,294	204,346
Brief hospitalization	21,112	-	-	21,112	21,461
Rehabilitation partial hospitalization	-	-	-	-	77,817
Vocational services	191,775	-	-	191,775	184,929
Adult outpatient	1,065,835	-	-	1,065,835	936,290
Multi-service team	3,165,906	-	-	3,165,906	3,853,539
ACT Team	380,766	-	-	380,766	467,858
Independent housing	1,282,702	-	-	1,282,702	302,853
Substance abuse	604,621	-	-	604,621	338,501
Other non-BBH funded program services:					
Child impact	32,852	-	-	32,852	30,374
Service link	1,855	-	-	1,855	68,691
PRC Hopes	19,753	-	-	19,753	4,305
Court division	198,613	-	-	198,613	107,306
SAMHSA	559,981	-	-	559,981	487,755
RAISE	57,054	-	-	57,054	56,641
Supervised visitation	98,758	-	-	98,758	96,266
Research	<u>281,308</u>	<u>-</u>	<u>-</u>	<u>281,308</u>	<u>123,584</u>
Total program services	10,726,945	-	-	10,726,945	10,112,065
Administrative expenses	1,409,819	-	-	1,409,819	1,096,574
Fundraising expenses	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>91,827</u>
 Total expenses	 <u>12,136,764</u>	 <u>-</u>	 <u>-</u>	 <u>12,136,764</u>	 <u>11,300,466</u>
 (Deficiency) excess of revenues, gains and other support over expenses	 (31,012)	 3,379	 -	 (27,633)	 (731,396)

COMMUNITY COUNCIL OF NASHUA, NH

**STATEMENT OF ACTIVITIES
AND CHANGES IN NET ASSETS (CONTINUED)**

Year Ended June 30, 2012

(With Summarized Financial Information for the Year Ended June 30, 2011)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>2012</u>	<u>2011</u>
(Deficiency) excess of revenues, gains and other support over expenses	\$ (31,012)	\$ 3,379	\$ -	\$ (27,633)	\$ (731,396)
Other income:					
Investment income	31,389	30,883	-	62,272	60,118
Realized and unrealized gains on investments	<u>9,433</u>	<u>17,224</u>	<u>-</u>	<u>26,657</u>	<u>269,704</u>
Total nonoperating income	<u>40,822</u>	<u>48,107</u>	<u>-</u>	<u>88,929</u>	<u>329,822</u>
Increase (decrease) in net assets	9,810	51,486	-	61,296	(401,574)
Net assets, beginning of year	<u>2,588,295</u>	<u>1,333,807</u>	<u>98,593</u>	<u>4,020,695</u>	<u>4,422,269</u>
Net assets, end of year	<u>\$ 2,598,105</u>	<u>\$ 1,385,293</u>	<u>\$ 98,593</u>	<u>\$ 4,081,991</u>	<u>\$ 4,020,695</u>

See accompanying notes.

COMMUNITY COUNCIL OF NASHUA, NH

STATEMENT OF CASH FLOWS

Year Ended June 30, 2012

(With Summarized Financial Information for the Year Ended June 30, 2011)

	<u>2012</u>	<u>2011</u>
Cash flows from operating activities:		
Increase (decrease) in net assets	\$ 61,296	\$ (401,574)
Adjustments to reconcile increase (decrease) in net assets to net cash used by operating activities:		
Depreciation and amortization	158,431	124,555
Net realized and unrealized gains on investments	(26,657)	(269,704)
Increase (decrease) in contingency reserve	25,000	(118,700)
Write-down of receivables to net realizable value	1,069,944	1,404,823
Increase in interest rate swap contract	-	7,963
Changes in operating assets and liabilities:		
Accounts receivable, net	(1,671,918)	(1,439,468)
Prepaid expenses	107,405	(47,347)
Accounts payable and accrued expenses	90,766	47,004
Accrued payroll and vacation	67,367	(174,434)
Medicaid payable	29,690	(69,777)
Deferred revenue	<u>25,887</u>	<u>2,894</u>
Net cash used by operating activities	(62,789)	(933,765)
Cash flows from investing activities:		
Purchases of investments	(1,259,935)	(2,115,178)
Proceeds from sale of investments	1,270,031	2,541,486
Purchase of fixed assets	<u>(241,310)</u>	<u>(298,848)</u>
Net cash (used) provided by investing activities	(231,214)	127,460
Cash flows from financing activities:		
Increase in debt issuance costs	-	(7,291)
Proceeds from long-term debt and line of credit	430,000	931,000
Principal payments on long-term debt and line of credit	(491,624)	(979,499)
Payments on capital lease obligation	<u>(32,050)</u>	<u>-</u>
Net cash used by financing activities	<u>(93,674)</u>	<u>(55,790)</u>
Net decrease in cash and cash equivalents	(387,677)	(862,095)
Cash and cash equivalents, beginning of year	<u>913,227</u>	<u>1,775,322</u>
Cash and cash equivalents, end of year	\$ <u>525,550</u>	\$ <u>913,227</u>
Supplemental disclosures of cash flow information:		
Cash paid for:		
Interest	\$ <u>102,991</u>	\$ <u>96,873</u>
Supplemental disclosure of noncash activities:		
Assets acquired under capital lease arrangement	\$ <u>144,230</u>	\$ <u>-</u>

See accompanying notes.

COMMUNITY COUNCIL OF NASHUA, NH

STATEMENT OF REVENUES AND FUNCTIONAL EXPENSES

Year Ended June 30, 2012

	Total Agency	Total Administration	Total Programs	Children and Adolescents	Elderly Services	Intake	Emergency Services Non-DRH	Brief/DRF	Vocational Services	Adult Outpatient	Multi-Service Team	ACT Team
Program service fees												
Net client fees	\$ 307,718	\$ -	\$ 307,718	\$ (22,468)	\$ 8,285	\$ 17,214	\$ 13,244	\$ 1,555	\$ 6,088	\$ 93,955	\$ (161,530)	\$ (1,402)
BC/BS	431,564	-	431,564	110,800	20,900	6,003	2,106	4,672	-	120,526	20,583	1,255
Medicaid	8,191,206	-	8,191,206	2,658,893	655,234	7,589	18,806	6,090	49,974	363,612	3,146,789	321,499
Medicare	471,211	-	471,211	(2,489)	80,806	4,517	3,149	7,913	270	194,457	160,155	7,635
Other insurance	493,653	-	493,653	101,666	14,717	4,889	2,141	6,032	-	107,044	16,541	218
Other program fees	168,857	-	168,857	-	-	-	-	-	-	-	-	-
Total program service fees	10,064,209	-	10,064,209	2,846,402	779,942	40,212	39,446	26,262	56,332	879,594	3,182,538	329,205
State of New Hampshire - BBH	590,648	-	590,648	-	-	-	-	-	20,000	-	322,969	80,000
Federal grants	1,134,175	-	1,134,175	-	-	-	-	-	-	-	46,231	-
Rental income	101,813	-	101,813	-	-	-	-	-	-	57,147	-	-
Support, local governments	70,440	-	70,440	-	-	-	-	-	3,445	66,995	-	-
Contributions	79,292	-	79,292	500	-	-	-	-	-	77,373	288	75
United Way	15,591	-	15,591	6,840	-	-	-	-	-	5,596	-	-
Other revenue	141,892	-	141,892	-	-	-	-	-	15,005	88,929	-	-
Total revenue	12,198,060	-	12,198,060	2,853,742	779,942	40,212	39,446	26,262	94,782	1,175,634	3,552,026	409,280

	Total Agency	Total Administration	Total Programs	Children and Adolescents	Elderly Services	Intake	Emergency Services Non-DRH	Brief/DRF	Vocational Services	Adult Outpatient	Multi-Service Team	ACT Team
Expenses:												
Salaries and wages	\$ 7,424,164	\$ 892,568	\$ 6,531,596	\$ 1,321,148	\$ 323,439	\$ 23,632	\$ 138,280	\$ -	\$ 125,233	\$ 632,416	\$ 2,113,724	\$ 235,653
Employee benefits	1,556,273	144,461	1,413,812	288,400	58,062	29,132	14,547	-	24,753	90,288	495,863	58,112
Payroll taxes	617,684	87,706	529,978	110,516	27,081	2,045	5,943	-	10,392	49,826	169,767	19,502
Substitute staff	17,676	15,068	2,608	2,228	19	3	9	-	3	12	93	9
Client evaluations/services	84,448	-	84,448	-	-	-	63,336	21,112	-	-	-	-
Accounting	49,952	49,630	322	11	3	1	2	-	1	212	16	2
Audit fees	39,246	33,902	5,344	1,181	338	56	169	-	56	225	1,688	169
Legal fees	33,321	4,939	28,382	7,331	1,514	247	742	-	248	990	8,996	1,806
Other prof. fees/consultations	464,633	53,118	411,515	17,678	5,129	775	2,249	-	12,250	4,261	60,193	2,299
Journals and publications	1,622	483	1,139	155	44	7	22	-	7	29	502	22
Conferences and conventions	20,609	581	20,028	2,841	557	6	18	-	806	1,307	1,568	2,308
Other staff development	710	(105)	105	(441)	(126)	(21)	(63)	-	(21)	(84)	(630)	(63)
Rent	95,238	-	95,238	-	-	-	-	-	-	95,238	-	-
Mortgage (interest)	17,934	897	17,037	3,766	1,076	179	538	-	180	717	5,380	538
Heating costs	94,770	4,738	90,032	19,902	5,686	948	2,843	-	948	3,791	28,431	2,843
Other utilities	143,825	7,494	136,331	29,846	8,500	1,417	4,249	-	1,416	5,666	42,769	4,249
Maintenance and repairs	39,333	7,756	31,577	4,492	1,232	205	616	-	1,014	205	616	616
Other occupancy costs	93,532	19,375	74,157	14,227	3,631	605	1,815	-	894	2,476	18,929	1,816
Office	24,645	-	24,645	5,553	1,495	249	748	-	385	997	7,486	756
Building/household	1,453	-	1,453	290	-	-	-	-	-	-	179	-
Education/training	5,292	-	5,292	-	-	-	-	-	5,292	-	-	-
Production and sales	12,240	4,735	7,505	4,202	121	20	61	-	20	81	864	77
Food	265	265	-	-	-	-	-	-	-	-	-	-
Medical	16,953	3,498	13,455	2,793	798	133	399	-	133	532	3,990	399
Advertising	31,648	3,451	28,197	6,125	1,258	143	429	-	385	1,667	8,938	512
Printing	135,437	6,168	129,269	27,242	7,739	1,052	3,163	-	1,752	6,465	39,469	4,807
Telephone/communication	13,740	1,675	12,065	2,675	746	124	373	-	124	498	3,817	373
Postage/shipping	183,406	8,285	175,121	34,808	9,587	465	1,411	-	3,329	11,085	50,452	6,764
Staff	2,464	200	2,264	-	-	-	-	-	-	873	100	-
Clients	436,354	1,081	435,273	4,489	580	31	61	-	205	781	12,048	28,862
Client services	115,303	5,765	109,538	24,214	6,918	1,153	3,459	-	1,153	4,612	34,591	3,459
Malpractice and bonding	48,820	2,441	46,379	10,252	2,929	488	1,465	-	488	1,953	14,646	1,465
Vehicles	56,448	2,822	53,626	11,854	3,387	565	1,693	-	565	2,258	16,934	1,694
Comprehensive property and liability	7,753	-	7,753	-	-	-	-	-	-	7,753	-	-
Interest expense	48,274	27,340	20,934	-	-	-	-	-	-	20,934	-	-
(other than mortgage)	107,365	-	107,365	-	-	-	-	-	-	107,365	-	-
Depreciation, equipment	35,052	6,207	28,845	5,838	1,668	278	834	-	278	1,113	8,340	834
Depreciation, building	19,526	2,594	16,932	3,974	1,042	174	521	-	174	695	5,209	521
Equipment rental	36,160	8,775	27,385	6,250	1,234	121	362	-	121	7,789	5,393	362
Equipment maintenance	1,196	1,196	-	-	-	-	-	-	-	-	-	-
Membership dues	12,136,764	1,409,819	10,726,945	1,973,840	475,687	64,233	250,294	21,112	191,775	1,065,835	3,165,906	380,766
Other expenditures	-	(1,409,819)	1,409,819	259,280	62,460	20,303	24,182	22,113	24,182	110,695	470,841	50,175
Total program expenses	12,136,764	-	12,136,764	2,233,120	538,147	84,536	274,476	43,225	215,957	1,176,530	3,636,747	430,941
Administrative allocation	\$ 61,296	\$ -	\$ 61,296	\$ 620,622	\$ 241,795	\$ (44,324)	\$ (235,030)	\$ (16,963)	\$ (121,175)	\$ (896)	\$ (84,721)	\$ (21,661)
Total expenses	\$ 61,296	\$ -	\$ 61,296	\$ 620,622	\$ 241,795	\$ (44,324)	\$ (235,030)	\$ (16,963)	\$ (121,175)	\$ (896)	\$ (84,721)	\$ (21,661)

COMMUNITY COUNCIL OF NASHUA, NH

STATEMENT OF REVENUES AND FUNCTIONAL EXPENSES (CONTINUED)

Year Ended June 30, 2012

	Independent Housing	Substance Abuse	Supervised Visitation	Child Impact	Disaster Liaison	REAP	PRC Hopes	Court Division	SAMHSA	Research	RAISE
Program service fees											
Net client fees	\$ 133,038	\$ 174,403	\$ 7,613	\$ 37,723	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
BC/BS	-	144,719	-	-	-	-	-	-	-	-	-
Medicaid	952,527	10,193	-	-	-	-	-	-	-	-	-
Medicare	3,082	11,716	-	-	-	-	-	-	-	-	-
Other insurance	-	240,405	-	-	-	-	-	-	-	-	-
Other program fees	25	-	-	-	-	-	-	-	-	168,832	-
Total program service fees	1,088,672	581,436	7,613	37,723	-	-	-	-	-	168,832	-
State of New Hampshire - BBH	166,419	-	1,260	-	-	-	-	-	-	-	-
Federal grants	70,802	-	35,772	-	-	-	-	243,909	-	55,232	57,228
Rental income	44,666	-	-	-	-	-	-	-	625,001	-	-
Support, local governments	-	-	-	-	-	-	-	-	-	-	-
Contributions	-	-	-	-	-	-	-	-	-	1,056	-
United Way	-	-	3,155	-	-	-	-	-	-	-	-
Other revenue	-	-	-	-	-	7,978	19,980	-	10,000	-	-
Total revenue	1,370,559	581,436	47,800	37,723	-	7,978	19,980	243,909	635,001	225,120	57,228

	Independent Housing	Substance Abuse	Supervised Visitation	Child Impact	Disaster Liaison	REAP	PRC Hopas	Court Division	SAMHSA	Research	RAISE
Expenses:											
Salaries and wages	\$ 446,805	\$ 436,345	\$ 51,135	\$ 28,738	\$ 1,731	\$ -	\$ 17,990	\$ 151,077	\$ 219,070	\$ 231,235	\$ 33,945
Employee benefits	198,294	77,749	18,975	-	-	-	-	20,160	28,421	2,575	8,481
Payroll taxes	41,160	35,579	4,272	416	124	-	1,763	10,221	18,130	20,081	3,160
Substitute staff	65	16	-	-	-	-	-	-	151	-	-
Client evaluations/services	-	-	-	-	-	-	-	-	-	-	-
Accounting	11	3	-	-	-	-	-	-	-	60	-
Audit fees	1,181	281	-	-	-	-	-	-	-	-	-
Legal fees	5,196	1,237	-	-	-	-	-	-	-	-	-
Other prof. fees/consultations	15,740	3,748	16,295	-	-	-	-	600	270,085	213	-
Journals and publications	155	37	-	-	-	-	-	-	-	159	-
Conferences and conventions	557	1,125	150	-	-	-	-	7,060	21	1,704	-
Other staff development	(441)	(105)	2,100	-	-	-	-	-	-	-	-
Rent	-	-	-	-	-	-	-	-	-	-	-
Mortgage (interest)	-	-	-	-	-	-	-	-	-	-	-
Heating costs	3,766	897	-	-	-	-	-	-	-	-	-
Other utilities	19,902	4,738	-	-	-	-	-	-	-	-	-
Maintenance and repairs	30,904	7,103	-	-	-	-	-	-	200	12	-
Other occupancy costs	4,378	1,092	-	-	-	-	-	-	11,006	560	-
Office	12,993	7,011	-	2,798	-	-	-	-	5,022	1,940	-
Building/household	5,255	1,248	-	-	-	-	-	-	473	-	-
Educational training	169	815	-	-	-	-	-	-	-	-	-
Production and sales	-	-	-	-	-	-	-	-	-	-	-
Food	561	213	122	-	78	-	-	77	959	49	-
Medical	-	-	-	-	-	-	-	-	-	-	-
Advertising	2,793	665	-	-	-	-	-	-	-	820	-
Printing	3,599	3,574	-	-	-	-	-	-	1,431	136	-
Telephone/communication	27,343	5,098	1,385	-	-	-	-	3,306	448	-	-
Postage/shipping	2,613	622	-	-	-	-	-	-	-	100	-
Staff	42,898	1,144	4,024	-	-	-	-	6,112	1,869	1,173	-
Clients	-	-	-	-	-	-	-	-	1,291	-	-
Client services	357,967	124	-	-	(78)	-	-	-	1,304	17,431	11,468
Malpractice and bonding	24,214	5,765	-	-	-	-	-	-	-	-	-
Vehicles	10,252	2,441	-	-	-	-	-	-	-	-	-
Comprehensive property and liability	11,854	2,822	-	-	-	-	-	-	-	-	-
Interest expense	-	-	-	-	-	-	-	-	-	-	-
(other than mortgage)	-	-	-	-	-	-	-	-	-	-	-
Depreciation, equipment	-	-	-	-	-	-	-	-	-	-	-
Depreciation, building	-	-	-	-	-	-	-	-	-	-	-
Equipment rental	6,338	1,390	-	-	-	-	-	-	-	1,934	-
Equipment maintenance	3,646	976	-	-	-	-	-	-	-	-	-
Membership dues	2,534	868	300	900	-	-	-	-	100	-	-
Other expenditures	-	-	-	-	-	-	-	-	-	-	-
Total program expenses	1,282,702	604,621	98,758	32,852	1,855	-	19,753	198,613	559,981	281,308	57,054
Administrative allocation	58,322	68,150	4,404	7,500	-	7,550	-	45,296	54,075	120,291	-
Total expenses	1,341,024	672,771	103,162	40,352	1,855	7,550	19,753	243,909	614,056	401,599	57,054
Surplus (deficit)	\$ 29,535	\$ (91,335)	\$ (55,362)	\$ (2,629)	\$ (1,855)	\$ 428	\$ 227	\$ -	\$ 20,945	\$ (176,479)	\$ 174

COMMUNITY COUNCIL OF NASHUA, NH
DBA
Greater Nashua Mental Health Center at Community Council

MISSION

**Greater Nashua Mental Health Center
at Community Council works with the community
to meet the mental health needs of its residents by
providing evaluation, treatment, resource
development, education, and research.**

KEY ADMINISTRATIVE PERSONNEL - FY2013

GREATER NASHUA MENTAL HEALTH CENTER at COMMUNITY COUNCIL

Postion	Name	FTEs	Salary	Salary contributed from BBH	% of Salary from BBH
Executive Director	Hisham Hafez	0.26	\$ 32,158.00	\$ 12,552.91	39%
Chief Financial Officer	Catherine Bowler	1.00	\$ 85,000.00	\$ 33,179.85	39%
Medical Director	Hisham Hafez	1.00	\$ 256,884.00	\$ 100,274.97	39%
Chief Operations Officer	Michael Flaherty	1.00	\$ 110,000.00	\$ 42,938.63	39%

Curriculum Vitae

Hisham M. Hafez, MD
Executive Director – Chief Medical Officer
Community Council of Nashua, NH, Inc.
(603) 889-6147

Institution and Location	Degree	Year Conferred	Field of Study
Alexandria University School of Medicine Alexandria, Egypt	M.B.ChB	1974	Medicine
Alexandria University Alexandria, Egypt	Internship	1975-1976	Medicine
New York Medical College Westchester, NY	Residency	1976-1978	Medicine
Yale University New Haven, CT	Residency	1978-1979	Psychiatry
Yale Psych. Institute New Haven, CT	Fellowship	1979-1981	Post-Doctoral Fellow in Clinical Research
Board Certified : Psychiatry and Geriatrics			

Position	Institution/Employer	Dates of Employment
Executive Director/Chief Medical Officer	Community Council of Nashua, NH, Inc. Nashua, NH USA	Oct. 2005-present
Executive Director of Behavioral Health Services	Foundation Medical Partners Southern N.H. Medical Center Nashua, NH	1999-2005
Medical Director	Charter Behavioral Health System of Brookside/N.E., LLC Nashua, NH	1992-1999
Medical Director	Northeast Psychiatric Associates Nashua, NH	1991-2005
Associate Medical Director	Brookside Hospital Nashua, NH	1988-1992
Service Chief	Connecticut Mental Health Center New Haven, CT	1982-1987
Asst. Professor of Psychiatry	Yale University School of Medicine and Connecticut Mental Health Center New Haven, CT	1981-1987

Greater Nashua Mental Health Center

at Community Council

Hisham Hafez, MD, *Executive Director & Chief Medical Officer* • H. Scott Flegal, Esquire, *President*

BOARD OF DIRECTORS 2013

March 13, 2013

PRESIDENT

H. Scott Flegal, Esq.

FIRST VICE PRESIDENT

James Fasoli

SECOND VICE PRESIDENT

Earle Rosse

SECRETARY

Jone Labombard

TREASURER

Marie Tule, CPA

ASSISTANT TREASURER

Edmund Sylvia

EXECUTIVE DIRECTOR/CHIEF MEDICAL OFFICER

Hisham Hafez, M.D.,

E-Mail: hafezh@gnmhc.org

TERM EXPIRES FEBRUARY 2016

SANDERS F BURSTEIN, MD (2013)

JONE LABOMBARD (2010)

TERM EXPIRES FEBRUARY 2015

CATHERINE M. DEVINE, ESQ. (2012)

JAMES S. FASOLI (2009)

TIMOTHY J. McMAHON, JR. (2009)

RICHARD L. SHARKEY (2009)

MARY ANN SOMERVILLE (2012)

RUTH MARIE SWISHER (2012)

TERM EXPIRES FEBRUARY 2014

PAMELA BURNS (2011)

H. SCOTT FLEGAL, ESQ. (2005)

DONALD L. MOUSSEAU, JR. (2005)

KATHIE RICE ORSHAK, MA (2011)

EARLE ROSSE (2011)

EDMUND SYLVIA (2012)

MARIE TULE, CPA (2011)

State of New Hampshire Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that Greater Nashua Mental Health Center at Community Council is a New Hampshire trade name registered on October 21, 2008 and that THE COMMUNITY COUNCIL OF NASHUA, N.H. presently own(s) this trade name. I further certify that it is in good standing as far as this office is concerned, having paid the fees required by law.



In TESTIMONY WHEREOF, I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 11th day of April, A.D. 2013

A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner
Secretary of State

State of New Hampshire
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that THE COMMUNITY COUNCIL OF NASHUA, N.H. is a New Hampshire nonprofit corporation formed December 24, 1923. I further certify that it is in good standing as far as this office is concerned, having filed the return(s) and paid the fees required by law.



In TESTIMONY WHEREOF, I hereto
set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 11th day of April A.D. 2013

William M. Gardner

William M. Gardner
Secretary of State



STATE OF NEW HAMPSHIRE
 DEPARTMENT OF HEALTH AND HUMAN SERVICES
 DIVISION OF COMMUNITY BASED CARE SERVICES

Nicholas A. Toumpas
 Commissioner

 Nancy L. Rollins
 Associate Commissioner

BUREAU OF BEHAVIORAL HEALTH
 105 PLEASANT STREET, CONCORD, NH 03301
 603-271-5000 1-800-852-3345 Ext. 5000
 Fax: 603-271-5058 TDD Access: 1-800-735-2964

June 6, 2012

His Excellency, Governor John H. Lynch
 and the Honorable Executive Council
 State House
 Concord, NH 03301

Approved by G+C
 Date 6-20-12
 Item No. 89I

Requested Action

Authorize the Department of Health and Human Services, Division of Community Based Care Services, Bureau of Behavioral Health, to enter into an agreement with Community Council of Nashua, NH DBA Greater Nashua Mental Health Center at Community Council, 7 Prospect Street, Nashua, New Hampshire 03060-3990, vendor number 154112, to provide mental health services in Region 6 in an amount not to exceed \$829,061.00 effective July 1, 2012, or date of Governor and Executive Council approval, whichever is later, through June 30, 2013. Funds to support this request are available in the following accounts in Fiscal Year 2013:

05-95-40-403010-5855 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: CHILDREN AND YOUTH, SERV FOR CHILD AND FAMILIES, CHILD FAMILY SERVICES

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>FY 2013</u>
550-0398	Assessment and Counseling	40150001	\$ 1,770

05-95-92-920010-5945 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: BEHAVIORAL HEALTH-DIV OF, DIV OF BEHAVIORAL HEALTH, CMH PROGRAM SUPPORT

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>FY 2013</u>
102-0731	Contracts for Program Services	92205945	\$ 607,944

05-95-92-920010-7010 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: BEHAVIORAL HEALTH-DIV OF, DIV OF BEHAVIORAL HEALTH, COMMITY MENTAL HEALTH SVCS

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>FY 2013</u>
502-0731	Payments to Providers	92207010	\$ 71,736

05-95-92-920010-2087 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: BEHAVIORAL HEALTH-DIV OF, DIV OF BEHAVIORAL HEALTH, MIPCD GRANT

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>FY 2013</u>
102-0731	Contracts for Program Services	92202087	\$ 101,380

05-95-95-928310-7150 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
 COMMISSIONER, DCBCS BHHS, PATH GRANT

<u>Class/Object</u>	<u>Class Title</u>	<u>Activity Code</u>	<u>FY 2013</u>
102-0731	Contracts for Program Services	95807150	<u>\$ 46,231</u>
Total			\$ 829,061

Explanation

This agreement is for community mental health services for approximately 5,500 adults, children and families. The services are specified in NH Administrative Rule He-M 426 and include Emergency Services, Individual and Group Psychotherapy, Targeted Case Management, Medication Services, Functional Support Services, and Evidence Based Practices including Illness Management and Recovery, Evidence Based Supported Employment, Trauma Focused Cognitive Behavioral Therapy, and Community Residential Services. Services to be provided are designed to build resiliency, promote recovery within a person-centered approach, promote successful access to competitive employment, reduce inpatient hospital utilization, improve community tenure, and assist individuals and families in managing the symptoms of mental illness. Included in this agreement are estimates on the number of clients to be served and the projected units of service for each program.

The agreement also provides for the transition to Medicaid Care Management for individuals who are eligible to enroll.

The services provided by this vendor are of two types:

- 1.) services provided to Medicaid clients; and
- 2.) non-Medicaid related services, such as, Emergency Services to adults, children and families without insurance.

For the State Fiscal Year ending June 30, 2013, funding for the vendor is anticipated as follows:

	<u>Federal</u>	<u>General</u>	<u>Total</u>
<u>Services provided to Medicaid clients:</u>	\$4,027,393	\$4,027,393	\$8,054,786
<u>Non-Medicaid related services:</u>			
Div for Children, Youth and Families, Mental Health Assessments	\$ 0	\$ 1,770	\$ 1,770
Deaf Services	\$ 0	\$ 326,500	\$ 326,500
Assertive Community Treatment Team	\$ 0	\$ 80,000	\$ 80,000
Housing	\$ 0	\$ 201,444	\$ 201,444
Emergency Services	\$ 0	\$ 71,736	\$ 71,736
Wellness Incentives Program	\$ 101,380	\$ 0	\$ 101,380
Projects for Assistance in Transition from Homelessness Services	\$ 46,231	\$ 0	\$ 46,231
Total Non-Medicaid	\$ 147,611	\$ 681,450	\$ 829,061

- Division for Children, Youth and Families funds are used to provide mental health consultation related to mental health assessments and/or treatment for children served by the Division for Children, Youth and Families through local District Offices.
- Deaf Services funds provide services to the hearing impaired. These funds pay for one deaf services therapist, one deaf services case manager, and one deaf services coordinator. The coordinator is responsible for

coordinating deaf services in the community, at New Hampshire Hospital, and the Secure Psychiatric Unit at the State Prison.

- An Assertive Community Treatment (ACT) Team is a specialized multidisciplinary team designed to provide intensive community-based services for adults with severe mental illness. ACT services are for individuals who have the most serious and intractable symptoms and who consequently have a history of multiple psychiatric hospitalizations, frequent visits to hospital emergency departments and/or incarcerations. ACT is considered an Evidence Based Practice, and when delivered with fidelity to the model, has been shown highly effective in reducing psychiatric hospitalization rates for individuals with severe mental illness and improving other outcomes.
- Housing funds supports the provision of rental subsidies for up to 160 individuals with mental illness in the greater Nashua area.
- Emergency Services funding supports the provision of emergency services to adults, children and families with no insurance.
- The Wellness Incentives Program, also known as, "Healthy Choices Healthy Changes Program", is a federally funded health promotion program to reduce the risk of cardiovascular disease in those individuals with mental illness. Persons with serious mental illness have some of the highest per capita health expenditure costs due to high rates of cardiovascular disease, diabetes, chronic lung disease and obesity. As a result, their life expectancy is 25 years less than the rest of the U.S. population. This program will promote healthier lifestyles by providing incentives for exercise, improved nutrition, and smoking cessation.
- Projects for Assistance in Transition from Homelessness Services (PATH) are federal funds designed to assist homeless persons with serious mental illness or dual-diagnosis. These services include outreach, case management, housing services, treatment and various interventions.

Should Governor and Executive Council determine not to approve this Request, approximately 5,500 adults, children and families in this region will not receive community mental health services, as required by NH RSA 135-C:13. Many of these individuals will experience a relapse of symptoms. They will seek costly services at hospital emergency departments due to the risk of harm to themselves or others and will be at significant risk without treatment or interventions. These individuals will also have increased contact with local law enforcement, county correctional programs and primary care physicians, none of which will have the services or supports available to provide assistance.

This agreement is not subject to the competitive bidding requirement of NH ADM 601.03. The Bureau of Behavioral Health contracts for services through the community mental health center designated by the Bureau to serve the towns and cities within a designated geographic region as outlined in NH RSA 135-C and State regulation NH He-M 403.

In conformance with RSA 135-C:7, performance standards have been included in this contract. Those standards include individual outcome measures and fiscal integrity measures. The effectiveness of services will be measured through the use of the Child and Adolescent Needs and Strengths Assessment and the Adult Needs and Strengths Assessment. The individual level outcomes tools are designed to measure improvement over time, inform the development of the treatment plan, and engage the individual and family in monitoring the effectiveness of services. In addition, follow-up in the community after discharge from New Hampshire Hospital will be measured.

The fiscal integrity measures include generally accepted performance standards to monitor the financial health of non-profit corporations on a monthly basis. The vendor is required to provide a corrective action plan in the event of deviation from a standard. Failure to maintain fiscal integrity, or to make services available, could result in the termination of the contract and the selection of an alternate provider.

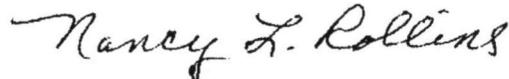
All residential and partial hospital programs are licensed/certified when required by State laws and regulations in order to provide for the life safety of the persons served in these programs. Copies of all applicable licenses/certifications are on file with the Department of Health and Human Services.

Area served: For the catchment area served, please see the attached list of communities.

Source of funds: 82% General Funds and 18% Federal Funds.

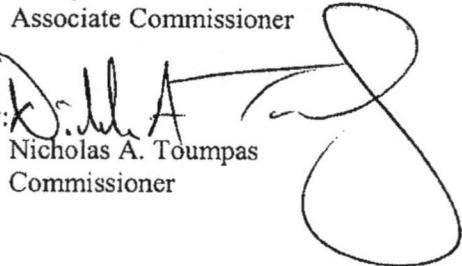
In the event that the Federal Funds become no longer available, General Funds shall not be requested to support these programs.

Respectfully submitted,



Nancy L. Rollins
Associate Commissioner

Approved by:



Nicholas A. Toumpas
Commissioner

NLR/PBR/sl
G&C FY13 Region 6

Enclosures

Budget Form

**New Hampshire Department of Health and Human Services
COMPLETE ONE BUDGET FORM FOR EACH BUDGET PERIOD**

Greater Nashua Mental Health Center at
Bidder/Program Name: Community Council

Budget Request for: DHHS Procurement & Contracts
(Name of RFP)

Budget Period: 07/01/2012 - 06/30/2013

Line Item	Direct Incremental	Indirect Fixed	Total	Allocation Method for Indirect/Fixed Cost
1. Total Salary/Wages	\$ 7,893,548.00	\$ 829,530.00	\$ 8,723,078.00	Direct Service Hours
2. Employee Benefits	\$ 1,536,603.00	\$ 129,017.00	\$ 1,665,620.00	Direct Service Hours
3. Consultants	\$ 204,425.00	\$ 59,611.00	\$ 264,036.00	
4. Equipment:	\$ -	\$ -	\$ -	
Rental	\$ 31,952.00	\$ 7,798.00	\$ 39,750.00	Direct Service Hours
Repair and Maintenance	\$ 170,725.00	\$ 8,142.00	\$ 178,867.00	Direct Service Hours
Purchase/Depreciation	\$ 20,000.00	\$ -	\$ 20,000.00	Direct Service Hours
5. Supplies:	\$ -	\$ -	\$ -	
Educational	\$ -	\$ -	\$ -	
Lab	\$ -	\$ -	\$ -	
Pharmacy	\$ -	\$ -	\$ -	
Medical	\$ 33,298.00	\$ -	\$ 33,298.00	
Office	\$ 76,088.00	\$ 10,292.00	\$ 86,380.00	FTE Allocation by program
6. Travel	\$ 131,566.00	\$ 13,100.00	\$ 144,666.00	
7. Occupancy	\$ 328,714.00	\$ 10,575.00	\$ 339,289.00	FTE Allocation by program
8. Current Expenses	\$ -	\$ -	\$ -	
Telephone	\$ -	\$ -	\$ -	
Postage	\$ -	\$ -	\$ -	
Subscriptions	\$ -	\$ -	\$ -	
Audit and Legal	\$ 31,092.00	\$ 71,908.00	\$ 103,000.00	
Insurance	\$ 227,197.00	\$ 14,233.00	\$ 241,430.00	FTE Allocation by program
Board Expenses	\$ -	\$ -	\$ -	
9. Software	\$ 76,440.00	\$ 14,560.00	\$ 91,000.00	FTE Allocation by program
10. Marketing/Communications	\$ 172,780.00	\$ 22,295.00	\$ 195,075.00	FTE Allocation by program
11. Staff Education and Training	\$ 89,148.00	\$ 22,269.00	\$ 111,417.00	
12. Subcontracts/Agreements	\$ -	\$ -	\$ -	
13. Other (specific details mandatory):	\$ -	\$ -	\$ -	
Client Services - Subsidies	\$ 341,892.00	\$ -	\$ 341,892.00	
Employee Membership Dues	\$ 32,966.00	\$ 7,034.00	\$ 40,000.00	
	\$ -	\$ -	\$ -	
TOTAL	\$ 11,398,434.00	\$ 1,220,364.00	\$ 12,618,798.00	

Indirect As A Percent of Direct

10.7%