

Lori A. Shibinette Commissioner

Nancy L. Rollins Interim Director

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

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 \$39,622,060.90 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	(\$127,683.46)	\$3,409,410.46	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)
Area Homecare Family Servicea, Inc. Portsmouth, NH	166931	Portsmouth	\$8,731,494.34	(\$282,718.26)	\$8,448,776.08	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)
Waypoint (fka Child & Family Services) Manchester, NH	177166	Manchester ,	\$7,671,060.76	(\$229,797.52)	\$7,441,263.24	O: 12/21/16 (#16) 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 Page 2 of 4

		- 	,		·	
Cornerstone VNA Rochester, NH	230881	Rochester	\$718,375.87	(\$23,751.68)	\$694,624.19	O: 12/21/16 (#16) 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 (#16) 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	\$3,981,898.52	(\$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 Sunapee 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 Page 3 of 4

					<u> </u>	
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 (#36) 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 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	\$1,455,682.33	(\$35,165.42)	\$1,420,516.91	O: 12/21/16 (#16) A1: 2/7/18 (#14) A2: 6/5/19 (#36) A03: 6/24/20 (#46)
VNA at HCS, Inc. Keene, NH	177274	Кеепе	\$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 (#36) A03: 6/24/20 (#46)
		Total:	\$39,622,060.90	(\$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.

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	Cı	rrent Modified Budget	Increased (Decreased) Amount	 vised 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	49	713,556.69	\$ -	\$ 713,556.69
2022	540-500382	SS Contracts	multiple	49	713,556.69	\$ -	\$ 713,556.69
		Subtotal		5	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

Androscoggin Valley Home Care Servicés

(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	Cu	rrent Modified Budget	Increased (Decreased) Amount	 rised 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

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	Cı	urrent Modified Budget	Increased (Decreased) Amount	 vised 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	Cu	rrent Modified Budget	increased (Decreased) Amount		rised 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	Cı	rrent Modified Budget	 ncreased ased) Amount	 vised 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

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	Cui	rent Modified Budget	Increased (Decreased) Amount	 ised 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	Cu	rrent Modified Budget	Increased (Decreased) Amount		vised 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	m ultipl e	\$	1,240,317.52	\$ -	\$	1,240,317.52
2021	543-500385	Adult In Home Care	multiple	\$	1,240,317.52	\$ -	69	1,240,317.52
2022	543-500385	Adult In Home Care	multiple	\$	1,240,317.52	\$ (229,797.52)	\$	1,010,520.00
	<u> </u>	Subtotal	·	\$	6,792,156.28	\$ (229,797.52)	\$	6,562,358.76
		Grand Total		\$	7,671,060.76	\$ (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	Cur	rent Modified Budget	Increased (Decreased) Amount		vised 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	\$	69	3,138.07
		Subtotal		\$	17,190.35	\$ -	\$	17,190.35

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	Çu	rrent Modified Budget		ncreased ased) Amount	 rised 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	49	128,043.68	\$	٠ -	\$ 128,043.68
2022	543-500385	Adult In Home Care	multiple	49	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	Cui	rrent Modified Budget	Increased (Decreased) Amount	 sed 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	Cur	rent Modified Budget	ncreased eased) Amount	 vised 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		•		\$, <u> </u>
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

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	Cụ	rrent 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	1 - 1 - 1	\$	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	Cui	Current Modified Budget (ncreased eased) Amount	ised 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	. Cur	rent Modified Budget	Increased (Decreased) Amount	-	sed 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

The Homemaker Health Services (Con't) (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	Cu	rrent Modified Budget	Increased (Decreased) Amount	_	vised 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 Increased Budget (Decreased) Amo		Increased (Decreased) Amount	rised 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	Cı	rrent Modified Budget	Increased (Decreased) Amount	 vised 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

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	Cu	rrent Modified Budget	Increased (Decreased) Amount	 vised 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	Cı	rrent Modified Budget	 ncreased ased) Amount		vised 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	44	246,470.00	-	\$	246,470.00
2020	543-500385	Adult In Home Care	multiple	44	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)	4	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	Cur	rent Modified Budget	Increased (Decreased) Amount	 ised 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

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	\$	٠ -	\$ -	\$	-
		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	Cur	rent 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	\$	<u> </u>	\$ -	- \$	
		· Subtotal		\$	609,398.24	\$ -	\$	609,398.24
		Grand Total		\$	806,144.36	\$ -	\$	806,144.36

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	nber 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
٠.		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			ncreased eased) 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	44	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	Ob 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	

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	· Cı	rrent 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 Androscoggin Valley Home Care Services ("the Contractor").

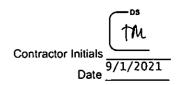
WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on December 21, 2016, (Item #16), and as subsequently amended on February 7, 2018 (Item #14), as amended and approved on June 5, 2019 (Item #36), and as amended and approved on June 24, 2020 (Item #46), 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, 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, 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:

- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$3,409,410.46.
- 2. Modify Exhibit A, Amendment #3, Scope of Services, Section 2, Scope of Work by adding Subsection 2.10., to read:
 - 2.10. 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.

State of New Hampshire

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

Department of Health and Human Services DocuSigned by: 9/1/2021 Christine Santaniello Name: Christine Santaniello Date Title: Associate Commissioner Androscoggin Valley Home Care Services -DocuSigned by: 9/1/2021 Tara Mackillop Name: Tara MacKillop Date Title: Executive Director

execution.	reviewed by this office, is approved as to form, substance, an
	OFFICE OF THE ATTORNEY GENERAL
	— DocuSigned by:
9/3/2021	J. Christopher Marshall
Date	Name: J. Christopher Marshall
	Title: Assistant Attorney General
I hereby certify that the foregoing Amendathe State of New Hampshire at the Meeting	ment was approved by the Governor and Executive Council of ng 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									
Androscoggin Valley Home Care Services									
1/1/2017 through 06/30/2017 Service Units									
-	Total # of Units of Service anticipated to Rate per Total Amount of Funding being Re								
Adult In-Home Care	Unit Type	be delivered.	Service	for each Service					
Title XX In Home Services	1/2 Hour	18,349	\$9.58	\$ 175,783.42					
Title IIIB In Home Services	1/2 Hour	1,137	\$9.58						
Title IIIB Home Health Aide	1/2 Hour	1,000	\$12.50						
Title IIIB Nursing	1/2 Hour	70	\$24.50	\$ 1,715.00					

	7/1/2017 through 06/30/2018 Service Units									
	Total # of Units of Service anticipated to Rate per Total Amount of Funding being Requested									
Adult In-Home Care	Unit Type	be delivered.	Service	for each Service						
Title XX In Home Services	1/2 Hour	36,697	\$10.06	\$ 369,171.82						
Title IIIB In Home Services	1/2 Hour	2,274	\$10.06	\$ 22,876.44						
Title IIIB Home Health Aide	1/2 Hour	2,000	\$13.13	\$ 26,260.00						
Title IIIB Nursing	1/2 Hour	140	\$25.73	\$ 3,602.20						

	7/1/2018 through 06/30/2019 Service Units									
	Total # of Units of Service anticipated to Rate per Total Amount of Funding being Requested									
Adult In-Home Care	Unit Type	be delivered.	Service	for each Service						
Title XX In Home Services	1/2 Hour	36,697	\$10.0	6 \$ 369,171.82						
Title IIIB In Home Services	1/2 Hour	2,274	\$10.0	6 \$ 22,876.44						
Title IIIB Home Health Aide	1/2 Hour	2,000	\$13.1	3 \$ 26,260.00						
Title (IIB Nursing	1/2 Hour	140	\$25.7	3 \$ 3,602.20						

7/1/2019 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 Funding being Requested for each Service				
Title XX In Home Services	1/2 Hour	57,418	\$12.00	\$ 689,019.46				
Title IIIB In Home Services	1/2 Hour	5,370	\$12.00					
Title IIIB Home Health Aide	1/2 Hour	4,609	\$16.00	\$ 73,738.08				
Title IIIB Nursing	1/2 Hour	140	\$25.73					

07/01/2020 through 06/30/2021 Service Units								
Total # of Units of Service anticipated to Rate per Total Amount of Funding being Requested								
Adult In-Home Care	Unit Type	be delivered.	Service	for each Service				
Title XX In Home Services	1/2 Hour	57,418	\$12.00	\$ 689,019,46				
Title IIIB In Home Services	1/2 Hour	5,370	\$12.00	\$ 64,434.30				
Title IIIB Home Health Aide	1/2 Hour	4,609	\$16.00	\$ 73,738.08				
Title IIIB Nursing	1/2 Hour	140	\$25.73	\$ 3,602.20				

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 Funding being Requested for each Service				
Title XX In Home Services	1/2 Hour	46,778	\$12.00	\$ 561,336.00				
Title IIIB In Home Services	1/2 Hour	5,370	\$12.00	\$ 64,434.30				
Title IIIB Home Health Aide	1/2 Hour	4,609	\$16.00	\$ 73,738.08				
Title IIIB Nursing	1/2 Hour	140	\$25.73	\$ 3,602.20				

Androscoggin Valley Home Care Services RFA-2017-BEAS-01-INHOM-01-A04 Exhibit B-1, Amendment #4 Page 1 of 1

Contractor Initials:__

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 ANDROSCOGGIN VALLEY HOME CARE SERVICES is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on June 24, 1982. 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: 62239

Certificate Number: 0005423674



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 18th day of August A.D. 2021.

William M. Gardner Secretary of State

CERTIFICATE OF AUTHORITY

1, Bernadette Hallaren (Name of the elected Officer of the Gorporation/LL)	hereby certify that: C: cannot be contract signatory)
1. I am a duly elected Clerk/Secretary/Officer of And (Corporat	ns coagin Valley Home Care
2. The following is a true copy of a vote taken at a meeting held on August 18, 20 21, at which a quorum (Date)	of the Board of Directors/shareholders, duly called and of the Directors/shareholders were present and voting.
VOTED: That Tava Mackillop (Name and Title of Contract Signature)	(may list more than one person)
VOTED: That Tava Mackillop (Name and Title of Contract Signatory) is duly authorized on behalf of Woroscogin Valley 10 (Name of Corporation) LLC	to enter into contracts or agreements with the State
of New Hampshire and any of its agencies or departments, agreements and other instruments, and any may in his/her judgment be desirable or necessary to effect	amendments, revisions, or modifications thereto, which
3. I hereby certify that said vote has not been amended of date of the contract/contract amendment to which this cethirty (30) days from the date of this Certificate of Authorit New Hampshire will rely on this certificate as evidence position(s) indicated and that they have full authority to limits on the authority of any listed individual to bind the coall such limitations are expressly stated herein.	ertificate is attached. This authority remains valid for ty. I further certify that it is understood that the State of that the person(s) listed above currently occupy the bind the corporation. To the extent that there are any
Dated: 8/18/21	Bengelette Pale
	Signature of Elected Officer Name: Bernadette Hallgren Title: Board Secretary
	Title: Board Secretary

ANDROVAL2

$ACORD_{^{11}}$ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 8/18/2021

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(les) 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 certifi	cate does not confer a	any rights to the certificate holder i	n lieu of such endorsement(s).				
PRODUCER			NAME: Lorraine Michals				
USI Insurance Services LLC 3 Executive Park Drive, Suite 300 Bedford, NH 03110 855 874-0123			PHONE (AC, No, Ext): 603-665-6028				
		300	(A/C, No, Ext): 603-665-6028 (A/C, No): E-MAIL ADDRESS: Iorraine.michals@usl.com				
			INSURER(5) AFFORDING	NAIC #			
			INSURER A : Philadelphia Indemnity Insura	18058			
INSURED			INSURER B : Technology Insurance Compa	42376			
		y Home Care Services	INSURER C:				
•	795 Main Street		INSURER D :				
Berlin, NH	Berlin, NH 03570		INSURER E :				
			INSURER F :				
COVERAGE	S	CERTIFICATE NUMBER:	REVISIO	IN 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.

	CEUSIONS AND CONDITIONS OF SUCH					ING.
INSR LTR	TYPE OF INSURANCE	ADOL SUE	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
Α	X COMMERCIAL GENERAL LIABILITY		PHPK2212259	12/02/2020	12/02/2021	EACH OCCURRENCE \$1,000,000
	CLAIMS-MADE X OCCUR]				PAMAGE TO RENTED \$1,000,000
ļ						MED EXP (Any one person) \$20,000
ì						PERSONAL & ADV INJURY \$1,000,000
ļ	GEN'L AGGREGATE LIMIT APPLIES PER:		-			GENERAL AGGREGATE \$3,000,000
ļ	POLICY PRO- LOC				•	PRODUCTS - COMP/OP AGG \$3,000,000
ll	OTHER:					\$
Α	AUTOMOBILE LIABILITY		PHPK2212259	12/02/2020	12/02/2021	COMBINED SINGLE LIMIT \$1,000,000
	ANY AUTO			·		BODILY INJURY (Per person) \$
	OWNED SCHEDULED AUTOS ONLY		1			BODILY INJURY (Per accident) \$
	X HIRED X NON-OWNED AUTOS ONLY					PROPERTY DAMAGE \$
						\$
Α	X UMBRELLA LIAB X OCCUR		PHUB748289	12/02/2020	12/02/2021	EACH OCCURRENCE \$1,000,000
	EXCESS LIAB CLAIMS-MADE		1			AGGREGATE \$1,000,000
	DED X RETENTION \$10000		İ	1		\$
В	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY		TWC3994327	07/01/2021	07/01/2022	X STATUTE OTH-
	ANY PROPRIETOR/PARTNER/EXECUTIVE	N/A		i		E.L. EACH ACCIDENT \$500,000
	(Mandatory In NH)	~~~				E.L. DISEASE - EA EMPLOYEE \$500,000
	If yes, describe under DESCRIPTION OF OPERATIONS below		1.			E.L. DISEASE - POLICY LIMIT \$500,000
A	Professional Liab		PHPK2212259	12/02/2020	12/02/2021	\$1M Per Incident
	Claims Made Retro					\$3M Aggregate
	Date: 12/02/2012					
DEE	COUNTION OF COEDATIONS (LOCATIONS (VEUIC	ES /ACO	3D 464 Additional Bowards Echadula	man he attended if me		lead\

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Workers Compensation* 3.A NH

CERTI	FICATE	HOI	DER

CANCELLATION

Department of Health & Human Services State of New Hampshire 129 Pleasant St Concord, NH 03301-3857

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

San Hoof

© 1988-2015 ACORD CORPORATION. All rights reserved.

A. V. Home Care Services



Mission Statement

"The mission of Androscoggin Valley Home Care Services is to responsibly provide the best personal care, homemaking and respite possible according to each client's needs."

Vision Statement

A.V. Home Care Services is dedicated to the integrity and well being of the community and its citizens as unique individuals. This includes acknowledging the cultural, religious, educational and ethnic differences among people while maintaining a standard of fairness and equality in rendering care to them.

ANDROSCOGGIN VALLEY HOME CARE SERVICES

Financial Statements
June 30, 2020 and 2019
and
Independent Auditor's Report

ANDROSCOGGIN VALLEY HOME CARE SERVICES

FINANCIAL STATEMENTS June 30, 2020 and 2019

TABLE OF CONTENTS

INDEPENDENT AUDITOR'S REPORT /	<u>Page(s)</u> 1-2
FINANCIAL STATEMENTS	
Statements of Financial Position	3
Statements of Activities	4
Statements of Functional Expenses	5
Statements of Cash Flows	. 6
NOTES TO FINANCIAL STATEMENTS	7-12



CERTIFIED PUBLIC ACCOUNTANTS

608 Chestnut Street • Manchester, New Hampshire 03104 (603) 622-7070 • Fax: (603) 622-1452 • www.vachonclukay.com

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Androscoggin Valley Home Care Services

We have audited the accompanying financial statements of Androscoggin Valley Home Care Services (a non-profit organization), which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Androscoggin Valley Home Care Services as of June 30, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Vachon Cliebay & Company PC
Manchester, New Hampshire

October 20, 2020

ANDROSCOGGIN VALLEY HOME CARE SERVICES STATEMENTS OF FINANCIAL POSITION June 30, 2020 and 2019

	<u>2020</u>	2019
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 399,000	\$ 262,039
Accounts receivable	87,954	59,431
Prepaid expenses	6,508	11,923
TOTAL CURRENT ASSETS	493,462	333,393
NONCURRENT ASSETS:		
Land	15,000	15,000
Building and improvements	229,603	229,603
Equipment	61,000	61,000
Furniture and fixtures	28,894	28,894
	334,497	334,497
Less accumulated depreciation	253,867	240,823
Property and equipment-net	80,630	93,674
Investment in North Country Consortium	128	128
TOTAL NONCURRENT ASSETS	80,758	93,802
TOTAL ASSETS	\$ 574,220	\$ 427,195
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES:	·	
Accounts payable	\$ 931	\$ 1,892
Accrued expenses	50,024	24,353
Rental security deposit	575	575
Current portion of SBA note payable	46,084	
TOTAL CURRENT LIABILITIES	. 97,614	26,820
NONCURRENT LIABILITIES:		
SBA note payable, less current portion	73,916	
TOTAL NONCURRENT LIABILITIES	73,916	
TOTAL LIABILITIES	171,530	26,820
NET ASSETS:		
Without donor restrictions:		
Undesignated	331,782	331,142
Board reserve for building improvements	24,020	23,499
Board reserve for client financial assistance	46,888	45,734
TOTAL NET ASSETS	402,690	400,375
TOTAL LIABILITIES AND NET ASSETS	\$ 574,220	\$ 427,195
		

ANDROSCOGGIN VALLEY HOME CARE SERVICES STATEMENTS OF ACTIVITIES For the Years Ended June 30, 2020 and 2019

CHANGES IN NET ASSETS WITHOUT DONOR RESTRICTIONS		2020		2019
REVENUE AND SUPPORT				
Fees and grants from governmental agencies	\$	827,340	\$	554,497
Charges for services	•	107,712	•	71,070
Contributions		30,043		20,211
Rental income		7,224		7,077
Other		13,398		4,485
Town of Gorham contribution		15,299		18,338
City of Berlin contribution		8,774		8,774
United Way	_	184	<u>-</u>	372
TOTAL REVENUE AND SUPPORT				
WITHOUT DONOR RESTRICTIONS	_1	,009,974	_	684,824
EXPENSES:				
Program Services:				
Homemaker		360,709		243,096
Health Aide		237,571		114,480
Home Community Based Care		129,000		105,951
Total Program Services		727,280		463,527
Supporting Services:				
Management and general		280,379		237,854
Total Support Services	_	280,379	_	237,854
TOTAL EXPENSES	_1	,007,659		701,381
INCREASE (DECREASE) IN NET ASSETS				
WITHOUT DONOR RESTRICTIONS	·	<u> 2,315</u>		(16,557)
CHANGE IN NET ASSETS		2,315		(16,557)
NET ASSETS, July I	<u> </u>	400,375		416,932
NET ASSETS, June 30	\$	402,690	\$	400,375

ANDROSCOGGIN VALLEY HOME CARE SERVICES STATEMENTS OF FUNCTIONAL EXPENSES For the Years Ended June 30, 2020 and 2019

For the Year Ended June 30, 2020

		Program	Services	Supporting Services	
		1 TO ET MI	Home Total	Management	
		Health	Community Program	and	Total
	<u>Homemaker</u>	<u> Aide</u>	Based Care. Services	General	Expenses
Salaries and wages	\$ 290,952	\$ 192,906	\$ 104,475 \$ 588,333	\$ 160,697	\$ 749,030
Payroll taxes	22,931	10,380	7,912 41,223	14,582	55,805
Insurance	12,726	5,393	6,132 24,251		24,251
Dues and memberships	687	276	268 1,231	2,692	3,923
Marketing			•	2,833	2,833
Employee benefits			•	32,852	32,852
Miscellaneous	382		2,079 2,461	2,539	5,000
Office			•	21,985	21,985
Occupancy	630	1,224	242 2,096	10,694	12,790
Professional fees	3,395	1,364	1,326 6,085	5,433	11,518
Supplies	1,182	458	412 2,052	1,442	3,494
Telephone	245	94	84 423	1,906	2,329
Training	2,612		2,612	145	2,757
Travel	22,486	25,010	5,644 53,140		53,140
Employer required expenses	186	78	72 336	1,470	1,806
Postage	1,007	388	354 1,749	2,299	4,048
State unemployment taxes			•	5,766	5,766
Bad debts	1,288		1,288		1,288
Depreciation				13,044	13,044
	\$ 360,709	\$ 237,571	\$ 129,000 \$ 727,280	\$ 280,379	\$ 1,007,659

For the Year Ended June 30, 2019

· · · · · · · · · · · · · · · · · · ·					Supporting	
		Progran	n Services	T . 1 .	Services	
		77 1.1	Home	Total '	Management	
		Health	Community	Program	and	Total
61.	Homemaker	Aide	Based Care	Services	<u>General</u>	Expenses
Salaries and wages	\$ 200,729	\$ 92,520	•	\$ 380,939	\$ 150,933	\$ 531,872
Payroll taxes	14,627	6,413	6,454	27,494	12,396	39,890
Insurance	11,368	4,767	4,219	20,354		20,354
Dues and memberships	1,026	469	381.00	1,876	2,005	3,881
Marketing				•	3,203	3,203
Employee benefits				•	10,893	10,893
Miscellancous	705	399	262	1,366	2,695	4,061
Office				-	11,648	11,648
Occupancy		429		429	19,922	20,351
Professional fees				.•*	9,525	9,525
Supplies	1,060	516	319	1,895		1,895
Telephone	1,377	629	510	2,516		2,516
Training	1,195	175	142	1,512	700	2,212
Travel	7,283	6,481	4,982	18,746		18,746
Employer required expenses	439	201	163	803	640	1,443
Postage	1,363	623	506	2,492		2,492
State unemployment taxes	1,924	858	323	3,105		3,105
Depreciation			<u> </u>		13,294	13,294
	\$ 243,096	\$ 114,480	\$ 105,951	\$ 463,527	\$ 237,854	\$ 701,381

ANDROSCOGGIN VALLEY HOME CARE SERVICES STATEMENTS OF CASH FLOWS For the Years Ended June 30, 2020 and 2019

	2020	<u>2019</u>
Cash Flows From Operating Activities:		
Cash received from clients and third-party reimbursements	\$ 907,254	\$ 633,881
Cash received from contributors	30,043	20,211
Cash received from United Way	184	372
Cash received from local governments	22,060	27,177
Interest income	1,763	1,343
Other receipts	16,159	8,719
Cash paid to employees	(724,963)	(513,228)
Cash paid to suppliers	(235,539)	(159,619)
Net Cash Provided by Operating Activities	16,961	18,856
Cash Flows From Investing Activities:		
Purchase of equipment		(9,310)
Net Cash Used for Investing Activities	<u> </u>	(9,310)
Cash Flows From Financing Activities:		
Proceeds from SBA note payable	120,000	
Net Cash Provided by Financing Activities	120,000	
Net Increase in Cash and Cash Equivalents	136,961	9,546
Cash and cash equivalents, at beginning of year	262,039	252,493
Cash and cash equivalents, at end of year	\$ 399,000	<u>\$ 262,039</u>

NOTE 1—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Purpose

Androscoggin Valley Home Care Services (the "Organization") is organized as a nonprofit organization and was incorporated on May 12, 1992. The Organization provides health aide and homemaker services to clients of Social Service agencies and to the general public in the City of Berlin, New Hampshire and surrounding areas of Coos County, New Hampshire.

Accounting Policies

The accounting policies of the Organization conform to accounting principles generally accepted in the United States of America as applicable to non-profit organizations except as indicated hereafter. The following is a summary of significant accounting policies.

Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting.

Basis of Presentation

The financial statements have been prepared in accordance with the reporting pronouncements pertaining to Not-for-Profit Entities included within the FASB Accounting Standards Codification. The Organization is required to report information regarding its financial position and activities according to the following net asset classifications:

<u>Net Assets Without Donor Restrictions</u> – Net assets available for use in general operations and not subject to donor or certain grantor restrictions. The governing board has designated, from net assets without donor restrictions, certain reserves for building improvements and for providing financial assistance to clients in need.

<u>Net Assets With Donor Restrictions</u> – Net assets subject to donor or certain grantor imposed restrictions. Some donor imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Recognition of Contributions and Donor Restrictions

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. The Organization reports contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions

are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Cash and Cash Equivalents

For the purpose of the statements of cash flows, cash and equivalents consist of demand deposits, cash on hand and all highly liquid investments comprised solely of certificates of deposit with a maturity of 90 days or less.

Investments

Investments, if any, consist of certificates of deposit with original maturities of more than 90 days, but less than one year, and are carried at fair value.

Concentrations of Credit Risk

The Organization maintains its cash in various financial institutions located in New Hampshire. At times, these balances may exceed federal insured limits. The Organization has not experienced any losses in such accounts. The Organization believes it is not exposed to any significant custodial credit risk on these cash and cash equivalents deposits.

Accounts Receivable

Unconditional pledges are recorded as made. These amounts are recorded at the present value of the estimated fair value. Conditional pledges are recognized only when the conditions on which they depend are substantially met and the pledges become unconditional. All accounts receivable are considered collectible and expected to be received within one year.

Property and Equipment

Property and equipment are stated at cost. Donated property and equipment is recorded at fair value determined as of the date of the donation. The Organization's policy is to capitalize expenditures for major improvements and to charge to operations currently for expenses which do not extend the lives of related assets in the period incurred. The provision for depreciation is determined by the straight-line method at rates intended to amortize the cost of related assets over their estimated useful lives as follows:

	<u>Years</u>
Building and improvements	5 - 39
Equipment	3 - 10
Furniture and fixtures	5 - 10

Accrued Vacation

Full-time personnel accrue paid vacation at the rate of 10-15 working days per year. Part-time employees earn vacation time on a pro-rata basis.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function.

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Accordingly, certain indirect costs have been allocated among the programs and supporting services benefited, based primarily on percentage allocations calculated based on hours worked (time and effort). The expenses that are allocated include payroll taxes, employee benefits and employer expenses, insurance, dues and memberships, supplies, telephone services, training, and postage, which are all allocated on the basis of time and effort, as noted previously. During the year ended June 30, 2020, the Organization allocated indirect expenses for Homemaker, Health Aid, and Home Community Based Care at rates of 60%, 22% and 18%, respectively. During the year ended June 30, 2019, the Organization allocated indirect expenses for Homemaker, Health Aid, and Home Community Based Care at rates of 56%, 22% and 22%, respectively.

Bad Debts

The Organization uses the direct write-off method for accounting for bad debts. During the year ended June 30, 2020, the Organization recognized \$1,288 of bad debt expense. No amounts were recognized as bad debt expense for the year ended June 30, 2019.

Income Taxes

The Organization is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code and is also exempt from State of New Hampshire income taxes and, therefore, has made no provision for Federal or State income taxes. In addition, the Organization has been determined by the Internal Revenue Service not to be a "Private Foundation" within the meaning of Section 509(a) of the Code. The Organization is annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS.

FASB Accounting Standards Codification Topic 740 entitled Accounting for Income Taxes requires the Organization to report uncertain tax positions for financial reporting purposes. The Organization had no uncertain tax positions as of June 30, 2020 and, accordingly does not have any unrecognized tax benefits that need to be recognized or disclosed in the financial statements. The Organization is subject to unrelated business income taxes (UBI) on its rental income, net of related expenses.

Fair Value of Financial Instruments

Cash, trade receivables, accounts payable, accrued expenses and other liabilities are carried in the financial statements at amounts which approximate fair value due to the inherently short-term nature of the transactions. The fair values determined for financial instruments are estimates, which for certain accounts may differ significantly from the amounts which could be realized upon immediate liquidation.

Pervasiveness of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures during the reporting period. Actual results could differ from those estimates.

Change in Accounting Principle

The Organization has adopted FASB Accounting Standards Update (ASU) No. 2018-08 Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made, which is meant to assist entities in evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions), or as exchange (reciprocal) transactions, and determining whether a contribution is conditional. Adoption of ASU 2018-08 was required for financial statements issued for fiscal years beginning after December 15, 2018, accordingly the Organization has adopted the new guidance as of July 1, 2019. The amendments in ASU 2018-08 are applicable only to the portions of revenue or expense not previously recognized, and therefore have no impact on prior-period results or on opening balances of net assets.

NOTE 2—LIQUIDITY AND AVAILABILITY

The Organization regularly monitors the availability of resources required to meet its operating needs and other contractual commitments.

For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing programs and activities as well as the conduct of services undertaken to support those activities to be general expenditures.

The following table reflects the Organization's financial assets as of June 30, 2020 and 2019, reduced by amounts that are not available to meet general expenditures within one year of the statement of financial position date because of donor and other restrictions or internal board designations. In the event the need arises to utilize the board designated reserve funds for liquidity purposes, the reserves could be drawn upon through approval by the Board of Directors.

Financial assets available for general expenditure within one year of the statement of financial position date, comprise the following:

	<u>2020</u>	<u> 2019</u>
Cash and cash equivalents	\$ 399,0	00 \$ 262,039
Accounts receivable	87,9 :	59,431
Total Financial Assets	486,9.	321,470
Less:		
Board designated reserves	(70,90	08) (69,233)
Financial Assets Available to Meet Cash Needs		— ,————
for General Expenditures Within One Year	\$ 416,04	\$ 252,237

NOTE 3—ECONOMIC DEPENDENCE

The Organization's primary source of revenues are fees and grants received from the State of New Hampshire and Medaid reimbursements of \$774,960 and \$501,515, for the years ended June 30, 2020 and 2019, respectively. Revenue is recognized as earned under the terms of the contract on a units of service basis. As of June 30, 2020, funding from the State of New Hampshire has been approved through June 30, 2022. Other support originates as allocations from United Way, charges for services for home community-based care programs and private charges for services, contributions and other income.

NOTE 4—ACCRUED EXPENSES

Accrued expenses consist of the following at June 30:

	<u>2020</u>	<u> 2019</u>
Accrued payroll and taxes	\$ 34,380	\$ 12,383
Accrued vacation	15,644	11,970
•	\$ 50,024	\$ 24,353

NOTE 5—SBA NOTE PAYABLE

At June 30, 2020 and 2019, the SBA note payable consists of the following:

	<u> 2020</u>	<u>20</u>	19
\$120,000 unsecured note payable, payable in 18			
monthly installments of \$6,753 including interest			
at 1% beginning December 1, 2020 through			
May 1, 2022. The balance of the note is payable			
in full with all accrued interest on May 1, 2022.	\$ 120,000	\$	

Following are the maturities of the SBA note payable as of June 30, 2020:

Year Ending	
<u>June 30,</u>	<u>Amount</u>
2021	\$ 46,084
2022	73,916
	\$ 120,000

The SBA note payable was obtained under the Payroll Protection Program. The Organization may apply for principal forgiveness in whole or in part by the Small Business Administration under the CARES Act once certain eligibility criteria have been met. Any note balance remaining following forgiveness will be due in minimum monthly payments under the repayment terms detailed above.

NOTE 6-RETIREMENT PLAN

The Organization offers a defined contribution retirement program (SEP Plan) to its employees. The Organization contributes up to 3% of employee wages, for employees with at least three years of service, to the plan. Pension plan expenses for the years ended June 30, 2020 and 2019 were \$9,717 and \$5,052, respectively.

NOTE 7—IN-KIND SERVICES

The Organization received \$2,700 and \$1,500 for in-kind services for professional services for the years ended June 30, 2020 and 2019, respectively.

NOTE 8—SUBSEQUENT EVENTS

Subsequent events have been evaluated through October 20, 2020, which is the date the financial statements were available to be issued.

Androscoggin Valley Home Care 795 Main Street, Berlin NH 03570

Board of Directors

Claudette Moynihan, Board Chair Retired Social Worker

Bernadette Hallgren, RN, Secretary

Laurie Bryant, RN, Vice Chair

Karen Eichler, RN, Treasurer

... Margaret McCLellan
Retired Executive Director

Cindy Morin Community Member

Candice Santy Social Worker

Louise Valliere, RN, BS

TARA MACKILLOP, MS, SHRM-CP

PROFESSIONAL SUMMARY

Professional with over 25 years of experience in Human Services. Extensive experience with at-risk populations. Excel at coaching others and leading teams. Excellent organizational skills and attention to detail. Adjunct Faculty Instructor for Graduate and Undergraduate classes at Springfield College. Recipient of multiple awards for outstanding leadership, performance and professionalism.

Team Orientated Time Management Microsoft Office Suite

Project Development Networking Education / Training / Development

HR/Coaching/Mentoring Organizational Skills Regulatory Compliance

PROFESSIONAL EXPERIENCE

Androscoggin Valley Home Care Services

Executive Director (Aug 2018- Present)

- Oversee staff and day-to-day operations of Home Health Agency (Office Personnel, RN's, LNA's, and Homemakers)
- Stay current and ensure compliance with State and Federal regulations for Home Care Programs
- Development and execution of new opportunities
- Implement policy and evaluation of agency programs
- Active role in the development and expansion of local and state health services
- Represent agency to governmental agencies, professional organizations, community groups, etc.
- Perform all HR functions for the agency

Springfield College

(January 2016- present)

Adjunct Faculty

 Teach both graduate and under graduate courses in Organizational Leadership/Human Services on 1-2 weekend days a month

Human Resources Consulting Inc. (HRCI) Military Contracting Company

(May 2013 - June 2018)

Human Resources Generalist/Trainer

- Develop Training Curriculum and conduct training for employees
- Manage HRIS System to include employee records/training
- Provide guidance to employees in regards to onboarding/the new hire process/leave/benefits
- Conduct Quality reviews of correspondence, documents, policies and processes
- Support HR initiatives to include: E-Verify, compilation of Company Government and Federal Reports, and employee record management. Assist with Workmen's Comp and Benefits for employees

Northeastern Family Institute (NFI North)

(1993 - 2013)

Regional Director Northern Region of NH

(July 2003 to May 2013)

- Provided oversight of multiple treatment programs to include alternative schools, residential, in-home, shelter care and foster care services catering to the needs of at risk youth and families
- Applied regulatory compliance standards for schools and treatment programs
- Staff Management for 75 employees
- Responsible for development and delivery of 5 million dollar budget covering all facilities
- Designed and implemented process improvement policies and procedures for region
- Select Member of state-wide team directed to improve services for youth and families in the state of New Hampshire

Program Director North Country Shelter/Northern NH Youth Services

(May 1998 - July 2003)

- Responsible for all clinical and programmatic operations including intake, discharge, counseling, IEP's and Treatment Plans
- Conducted fiscal management activities and performed HR functions to include hiring, firing, and supervision
- Coordinated and delivered staff training
- Ensure community service opportunities were developed for students

Assistant Program Director North Country Shelter

(Sept. 1996 - May 1998)

- · Coordinate and implement all staff scheduling, participate in hiring/firing, provided employee management
- Provided individual and group counseling to support clients
- Fiscal responsibilities included balancing of petty cash, check book reconciliation and entire payroll

Family Service Worker North Country Shelter

(Oct. 1993 -Sept.1996)

- Provided Case management and support services to at risk youth and their families
- Consult with probation officers/social workers regarding case plans and write court reports
- Complete in-home assessment of the families, provide mediation and family meetings
- · Co-facilitate monthly parent support group

Positive Progression Group Home Golden State Group Homes Butte County Probation Department and Juvenile Hall

(October 1991 - October 1993) (Mar 1991 - Oct 1991) (Aug 1989 - Mar 1991)

EDUCATION

Master of Science in Human Services, Concentration in Organizational Management and Leadership Springfield College, December 2012

Bachelor of Science in Social Work California State University, Chico May 1990

OTHER RELEVANT EXPERIENCE

SHRM-CP Certification
NH Practice Model Implementation (Youth and Family Engagement)
Leadership North Country 2006

TRAINER

Behavior Modification, Crisis Prevention and Intervention, Professional Boundaries, EEO & Ethics, Risk Management, Supervisory and Leadership Skills

Lisa E. Farnum

Professional Objective:

I have many years in the leadership field, ranging from retail to banking. Hardworking and dedicated to a team environment. My passion is to be flexible and organized so as to enhance productivity. Successful track record in motivating others to contribute to the team in a productive professional manner. Excellent customer service skills and extensive knowledge of office procedures.

Highlight of Qualifications:

My years of working with the public and supervising and scheduling people has accelerated my ability to communicate with all types of people. I am passionate about treating everyone as I would like to be treated. Patience and compassion promote effective working relationships.

Superb customer service skills in financial services and the ability to troubleshoot customer concerns. Efficient in opening, closing, and maintaining customer bank accounts. Confident in decision making when underwriting and funding consumer and mortgage loans.

Outstanding skill in dealing with vehicle titling and troubleshooting. Processing of warranty contracts, cancelation and claims. Time management skills in driver dispatch, maintaining time logs and coordinating work activities.

Dependable and trustworthiness to perform delegated opening and closing procedures in a retail capacity as well as Financial Services. Have always been involved in safety procedures. Have been head of the safety committees performing inspections, enforcing policies, reporting and filing with OSHA.

Excellent filing skills exercised while maintaining and ensuring confidentiality of important files. Extensive knowledge of office equipment Understanding and accurately completing deposits, daily cash management and balancing. Effective reporting of Weekly/Monthly/ Yearly budgets and payroll processing.

<u>ClientServicesCoordinator</u>	AV Home Care Services	Berlin NH
Office Manager	Josselyn's Getaway Cabins	Jefferson NH
Assistant Office Manager	Auto north Pre-Owned Superstore	Gorham NH
Assistant Branch Manager	Northway Bank	Berlin NH
Assistant Branch Manager	Woodlands Credit Union	Gorham NH
Assistant Store Manager	Butson's Supermarket	Gorham NH

DocuSign Envelope ID: E98AEBC5-5EB0-4B58-BC16-1A420FCF8E3B

Intensive 60-hour professional development course focusing on soft skills and critical thinking skills. Included coursework in communication, conflict resolution, problem solving, team building and customer service; as well as assessments of critical thinking skills in Applied Mathematics, reading for Information, and Locating Information.

Level: Silver

Issue Date: Jan. 31st-2..0.16.

Certificate # R4O3188HWF2 6

The National Career Readiness Certificate is a portable, evidence-based credential that certifies essential skills needed for workplace success. This credential is registered with ACT in the national Career Readiness Certificate database and may be verified at

htt p://www.act.a rg/certificate/verify.htm I

Cornell University:

Vocational School Certificates in Retail and Management

Barbara Patry

Objective

To secure a challenging and responsible position that will allow me to utilize my accounting experience and supervisory skills.

Summary or Qualifications

Nearly 20 years of experience as a professional manager.

Vast knowledge of Microsoft Excel & Word.

Work on and proficient with ADP Dealer Service system and ADP Inc. payroll system.

Work on and proficient with DealerTrack service system.

Work on and proficient with QuickBooks system.

Function well both independently and as a team player; calm under pressure.

Goal-oriented individual with strong leadership capabilities.

Organized and efficient; productive in fast-paced, high pressure atmosphere.

Self-motivated; able to set effective priorities and meet impractical deadlines.

Experience

FINANCE DIRECTOR | A. V. HOME CARE SERVICES | DECEMBER 2017-PRESENT

Provide professional finance management service for A. V. Home Care Services. Manage finances and bookkeeping for company.

EXECUTIVE ASSISTANT | NORDIC CONSTRUCTION SERVICES | MARCH 2017-DECEMBER 2017

Provide professional management service for Construction Company. Manage all finances and bookkeeping for company. Responsible for all daily accounting and cash reconciliations. Perform all aspects of HR to include payroll processing. Responsible for providing owner with a daily operating cash report.

OFFICE MANAGER | AUTONORTH PREOWNED SUPERSTORE | JULY 2011-MARCH 2017

Provide professional management service for entire auto dealership. Manage all finances and bookkeeping for company as well as supervise office personnel. Responsible for execution of aspects of accounting to include AR/AP, cash reconciliations, processing of deals and sales commissions. Perform all facets of HR to include payroll processing, associated tax preparation and submission and benefit management. Responsible for creation and calculation of daily operating cost reports and preparation of monthly financial statements.

DEPARTMENT SUPERVISOR | DSD MANAGEMENT INC | MARCH 1988-JULY 2017

- □ Provide professional management service for entire Berlin City Dealership auto group. Manage mortgages for complete auto group, record dividend payments monthly from all associated companies to parent company. Responsible for allocating a portion of company-wide expenses incurred, i.e. data processing expenses, legal expenses, etc., to individual locations. Oversee advertising department and IT department both of which provide service for entire company.
- □ Office Accounting -Responsible for all aspects of accounting in fast paced office environment. Duties include, but not limited to daily bank reconciliations, daily online ACH transfers & wire transfers, accounts payable duties including shopping prices, purchasing and payment to all vendors, accounts receivable, Coop advertising reimbursements, demo logs, general journal entries, maintenance of DOC, and creation of white books.
- ☐ Payroll -Accountable for all phases of the payroll process. Duties include inputting weekly payroll, performing all aspects of Human Resource from maintaining insurances, time cards and employee personnel files to generating entire auto group's 401k weekly file transfer.
- ☐ **Warranty Processing -**First Extended Service Contract warranty maintenance. These duties include submission of final document to service department vendor, processing of service contract cancellations when notified by appropriate party, and input of all authorized claims associated with the service contract.

COORDINATOR | NORTH COUNTRY WEEKLY | 1987-1988

Responsible for calculating prices of ads for various sizes & rates.

Coordinated creation of ads with actual layout in the newspaper in a timely manner.

Responsible for servicing customers by telephone or on site.

CREW CHIEF | MCDONALD'S RESTAURANT | 1982-1987

Trained and supervised new employees. Ran shifts-interacted with employees and guests.

BOOKKEEPER | WILFRED'S RESTAURANT | 1987

Accountable for all aspects of record keeping including, but not limited to; payroll calculation, tax payments, checking account reconciliations, placing supply orders, AP and AR.

RIDE OPERATOR | STORYLAND | 1980-1981

Education

US ARMY RESERVE 1986-1988, PFC, MILITARY POLICE

NHCTC, BERLIN NH 1985-1986, INTENDED MAJOR MID-MANAGEMENT

UNIVERSITY OF VERMONT, BURLINGTON VT 1983-1984 INTENDED MAJOR PHYSICAL THERAPY

BERLIN HIGH SCHOOL, BERLIN NH 1983 GRADUATE

References

DONALD NOYES, OWNER DON NOYES CHEVROLET, COLEBROOK NH (603)723-6284

DANIEL DAGESSE, PRESIDENT DCD AUTOMOTIVE HOLDINGS (561)504-1127

ERNIE BLAIS, OWNER CARFLYER LLC, BERLIN NH (603)723-9658

Kim Marie Kilbride, RN

OBJECTIVE:

To maintain my knowledge regarding nursing practices and laws in the state in which I hold a nursing license. Continue to obtain knowledge through in-services and research. I love to have new and exciting challenges. My goal has been to acquire hands-on nursing experience and then go into administration. I look forward to becoming an asset to your organization.

CAPABILITIES:

- *Honest, trustworthy, dependable and a team player.
- *Outgoing and friendly, a real people person.

EMPLOYMENT:

May 2021 to Present RN Supervisor

AV Home Care Services Berlin, NH

Full time position (35 hrs/wk). RN performs nursing visits and redeterminations so clients can continue on the best program for them. Work with different programs through state funding as well as other agencies to coordinate the services needed for each client. Perform intake assessments on new clients and set up a plan of care to meet their needs. Evaluate licensed nursing assistants and home makers every 6 months. Client base is in Coos County.

December 2019 to March 2021 RN Unit Manager/Staff Development Coordinator

St. Vincent de Paul Rehab Ctr Berlin, NH

Full time position that included on call time as required by the facility, including weekends and holidays. Worked on floors as a nurse when required. Duties included working with rounding physicians and nursing staff to obtain best treatment for each resident. Assisted with admissions, using EMR and other tasks. Resolved grievances as they came up and worked with residents and families to make a home like environment. Participated in family meetings. Trained staff in a number of ways as issues came up in building along with mandatory yearly in-services. Educated staff about the coronavirus.

June 2019 to December 2019 Weekend Triage/Auditing Specialist RN

North Country Home Health & Hospice Agency

This is a home based triage position. RN takes calls from patients, hospitals and other referral sources. Constructed charts so that when RN goes out to open the case, they have what is needed. RN follows all CMS guidelines. Assists nursing staff with any issues that may come up over the weekend. RN takes calls from Hospice patients, families and works with them to make the patient as comfortable as possible by educating them on medicat ions, positioning and providing support when needed.

January 2018 to November 2019 RN Case Manager

Crotched Mountain Case Mnt.. Whitefield, NH

Visiting clients in their homes and assisting them to obtain services that will assist them to remain in homes as long as possible. Work with different grants and funding sources to obtain DME supplies to help them remain in their home. Assist clients in obtaining home repairs and modifications to make home more accessible thus keeping them home longer.

Feb 2017 to January 2018 Director of Nursing

Regency Home Health Berlin, NH

I was responsible for the overall direction of home health clinical services. Provided assistance to the professional *staff* with their plan of care, including assessment, planning, implementation and evaluation of clients and their caregivers as it is needed. The director provides training/education to all staff as required by law. Responsible for performing 90-day and annual evaluations on all staff as indicated. Reviews all clinical records and educates clinicians accordingly.

March 2010 to Feb 2017 RN Director of Clinical Services

Personal Touch Home Care Berlin, NH

Oversees and coordinates all direct and indirect patient services provided by clinical personnel. Provides help in assessment, planning, implementation and evaluation of patient and family/caregiver care to all clinical personnel as indicated. Interprets operational indicators to detect census changes and increases or decreases in volume, which impacts staffing levels, revenues or expenses. Hires, evaluates and terminates personnel. Conducts annual evaluations on clinicians. Oversees the maintenance of patient clinical records, statistics, reports and records for purposes of evaluation and reporting of organization activities. Quality improvement of patient records, plans and implements in-service and continuing education programs to meet education and training needs of Personnel.

October 2008 to March 2010 RN Nurse Manager

St. Vincent de Paul Rehab & Nrsg Berlin, NH

Work with staff and families to create a home-like environment for Residents. Assist with admissions, discharges to and from Rehab unit and facility. Weekly Medicare utilization meetings to discuss progress of each Medicare patient and to follow up on concerns. Weekly care plan meetings with families. Follow up with Dietitian and incident reports. Work on chart audits and action plans as needed. Assist with Restorative Nursing Program including review, documentation and follow up communication. Assisted with Alzheimer's training for all staff in the facility. Staff meetings, evaluations and follow up on concerns and or problems. Assist nursing staff with appointment scheduling, orders, Mars, treatments, dealing effectively with difficult situations. Complete all Medicaid eligibility determinations for the facility. Particip ate in 24/7 call time as required by the facility, including weekends and holidays.

EDUCATION:

NEW HAMPSHIRE COMMUNITY TECHNICAL COLLEGE, BERLIN, NH Associate Degree in Nursing, 1997

I currently possess a Registered Nurse License.

Recipient of the 1996 Governor's Success Norma MacDougall Award.

NEW HAMPSHIRE VOCATIONAL TECHNICAL COLLEGE, BERLIN, NH

Associate Degree in Accounting, 1985

Treasurer of the Student Senate

Member of the Yearbook staff

KEY ADMINISTRATIVE PERSONNEL

NH Department of Health and Human Services Bureau of Elderly & Adult Services

Agency Name:	ANDROSCOGGIN VALEY HOME CARE SERVICES
	In Home Care, In Home Health Aide Level of Care, In Home Nursing
Name of Program/Service:	Level of Care

ET PERIOD: 07/01/19 - 06/30/2020			
Name & Title Key Administrative Personnel	Annual Salary of Key Administrative Personnel	Percentage of Salary Paid by Contract	Total Salary Amount Paid by Contract
Tara MacKillop, Executive Director	\$64,682	10.00%	\$6,468.20
Lisa Farnum, Client Services Coordinator	\$34,905	60.00%	\$20,943.00
Barbara Patry, Finance Director	\$53,450	15.00%	\$8,017.50
Kim Kilbride, Nurse Supervisor	\$48,750	60.00%	\$29,250.00
	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
`	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
TOTAL SALARIES (Annual)	\$201,787	1	\$64,678.70

Key Administrative Personnel are top-level agency leadership (Executive Director, CEO, CFO, etc.). These personnel MUST be listed, <u>even if no salary is paid from the contract.</u> Provide their name, title, annual salary and percentage of annual salary paid from the agreement.





Lori A. Shibinette Commissioner

Deborah D. Scheetz 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

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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Waypoint (fka Child & Family Services)	177168	Manchester	\$4,869,430.28	\$2,801,630.48	\$7,671,060.76	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

Cornerstone VNA	230881	Rochester	\$456,012.37	\$ 262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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 (#18) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Franklin VNA & Hospice	154177	Franklin	\$240,034.08	\$ 138,103.68	\$378,137.76	O: 12/21/16 (#18) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#38)
Lakes Region Community Services	- 177251	Laconia	\$2,593,095.40	\$1,388,803.12 ⁻	\$3, 981,898.52	O: 3/08/17 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	·
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,616.55	\$1,835,140.58	\$ 5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton NH	\$806,144.36	\$0	\$806,144.36	O: 2/15/17 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

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

Lohi A. Shibinette Commissioner

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,

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	Increased Decreased) Amount	Revi	ised Modified Budget
2017 ,	540-500382	SS Contracts	multiple_	\$	25,107.46		\$	25,107.48
2018	540-500382	SS Contracts	multiple_	\$	52,738.64		\$	52,738.64
2019	540-500382	SS Contracts	multiple	\$	52,738.64		5	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	S	-	\$ 141,774.58	S	141,774.58
		Subtota		\$	272,359.32	\$ 283,549.16	\$	555,908.4
				-				

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; 65% 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	S 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	•	\$ 389,171.82
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	mutiple	\$.	\$ 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,

Fiscal Year	Class/Object	Class Thie	Job Number	Curr	ent Modified Budget	ncreased) Pecreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	32,686.96		5	32,686.96
2018	540-500382	SS Contracts	multiple	S	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	S	•	\$ 68,649.44	\$.68,649.44
2022	540-500382	SS Contracts	multiple	\$	•	\$ 68,649.44	S	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

		4376 FEU	ERAL, JUN	OLITERAL.		
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		\$ 728,508.88
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	S .	\$ 1,525,810.26	\$ 1,525,810.26
2022	543-500385	Adult In Home Care	mutiple	\$	\$ 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

Waypoint

_	ELDERLY - A	ADULT SERVICES, GRAN 30% FED	TS TO LOC ERAL, 70%			AGIN	IG SVCS GR	AN1	TS,
Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget		Increased Decreased) Amount	Re	rvised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	76,415.88			s	76,415,8
2018	540-500382	SS Contracts	multiple	\$	160,497,72			3	160,497,7
2019	540-500382	SS Contracts	multiple	\$	160,497,72			s	160,497.7
2020	540-500382	SS Contracts	mutiple	\$	160,497,72		-	s	160.497.7
2021	540-500382	SS Contracts	multiple	5	-	5	160,497,72	S	160,497.73
2022	540-500382	SS Contracts	multiple	S		s	160,497,72	_	160,497.7
		Subtotal		\$	557,909,04	S	320,995.44	\$	878,904.4
05-9	5-48-481010-92 ELDERLY • A	55 HEALTH AND SOCIAL DULT SERVICES, GRAN	TS TO LOCA	ALS,	SOCIAL SEI	TH A	ND HUMAN E BLOCK G	SVO	CS, HHS:
05-9	5-48-481010-92 ELDERLY - A	DULT SERVICES, GRAN	SERVICES, TS TO LOCA ERAL; 65%	ALS,	SOCIAL SEI	RVIC	E BLOCK G	SVO	CS, HHS:
05-9 Fiscal Year	5-48-481010-92 ELDERLY - A Class/Object	DULT SERVICES, GRAN	TS TO LOCA	ALS, Gen	SOCIAL SEI	RVIC	IND HUMAN E BLOCK G Increased Decreased) Amount	RAN	CS, HHS: IT, vised Modified Budget
Fiscal Year	ELDERLY - A	DULT SERVICES, GRAN 45% FED	TS TO LOCA ERAL; 65%	ALS, Gen	SOCIAL SEI ERAL eni Modified	RVIC	E BLOCK G	RAN	IT, vised Modified
Fiscal	Class/Object	DULT SERVICES, GRAN 45% FED Class Title	TS TO LOCA ERAL; 65% Job Number	ALS, GEN Curr	SOCIAL SEI ERAL eni Modified Budget	RVIC	E BLOCK G	RAN	vised Modified Budget
Fiscal Year 2017 2018	Class/Object 543-500385	DULT SERVICES, GRAN 45% FED Class Title Adult In Home Care	TS TO LOCA ERAL; 65% Job Number multiple	ALS, GEN Curr \$ \$ 1	SOCIAL SEI ERAL eni Modified Budget 590,568.68	RVIC	E BLOCK G	RAN Res	vsed Modified Budget 590,568.68
Fiscal Year 2017 2018 2019	Class/Object 543-500385 543-500385	DULT SERVICES, GRAN 45% FED Class Title Adult In Home Care Adult In Home Care	TS TO LOCA ERAL; 65% Job Number multiple multiple	Curr S S 1	SOCIAL SEF ERAL ent Modified Budget 590,568.68 1,240,317.52	RVIC	E BLOCK G	RAN Res	vised Modified Budget 590,568.6(1,240,317.5) 1,240,317.5
Fiscal Year 2017	Class/Object 543-500385 543-500385 543-500385	DULT SERVICES, GRAN 45% FED Class Title Adult in Home Care Adult in Home Care Adult in Home Care	TS TO LOC/ ERAL; 65% Job Number multiple multiple multiple	Curr S S 1	SOCIAL SEFERAL ent Modified Budget 590,568.68 ,240,317.52 ,240,317.52	RVIC	E BLOCK G	RAN Res	vised Modified Budget 590,568.6(1,240,317.5) 1,240,317.5
Fiscal Year 2017 2018 2019 2020	Class/Object 543-500385 543-500385 543-500385 543-500385	Class Title Adult In Home Care	TS TO LOCAL ERAL; 65% Job Number multiple multiple multiple multiple multiple	Curr S S 1 S 1	SOCIAL SEFERAL ent Modified Budget 590,568.68 ,240,317.52 ,240,317.52	S S	E BLOCK G Increased Decreased) Amount	RAN Res	vised Modified Budget 590,568.6 1,240,317.5 1,240,317.5 1,240,317.5

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

Grand Total

\$ 4,311,521.24 \$ 2,480,635.04 \$ 6,792,156.28 \$ 4,869,430.28 \$ 2,801,630.48 \$ 7,671,060.76

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Increased (Decreased) Budget Amount		Revised Modifi Budget		
2017	540-500382	SS Contracts	mutiple	\$	1,500.00			S	1,500,00
2018	540-500382	SS Contracts	mutiple	5	3,138.07			S	3,138.07
2019	540-500382	SS Contracts	mutiple	\$	3,138.07			S	3,138.07
2020	540-500382	SS Contracts	multiple	\$	3,138.07	S	-	S	3,138,07
2021	540-500382	. SS Contracts	multiple	\$		5	3,138.07	5	3,138,07
2022	540-500382	SS Contracts	multiple	\$	\neg	\$	3,138.07	\$	3,138,07
-		Subtotal		\$	10,914.21	\$	6,276.14	\$	17,190.35
	<u> </u>		l		i				
			r						·

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	Cur	rent Modified Budget		Increased Decreased) Amount	Rov	ised 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			S	128,043,68
2019	543-500385	Adult In Home Care	multiple	S	128,043,68	_		\$	128,043.68
2020	543-500385	Adult In Home Care	multiple	5	128,043.68	S		Š	128,043.68
2021	543-500385	Adult In Home Care	multiple	\$	-	\$	128,043,68	S	128,043.68
2022	543-500385	Adult In Home Care	multiple	\$	-	\$	128,043.68	S	128,043.68
]	Subtotal		\$	445,098.16	\$	256,087.36		701,185.52
		Grand Total		\$	456,012.37	\$	262,363.50	<u> </u>	718,375.87

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		ent Modified Budget		Increased Decreased) Amount	Ravi	sed Modified Budget
2017	540-500382	SS Contracts	multiple					5	
2018	540-500382	SS Contracts	mutiple					S	
2019	540-500382	SS Contracts	multiple				-	S	
2020	540-500382	SS Contracts	mutiple	S	69,262,28	S		S.	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 Mod Budget			Increased Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult in Home Care	multiple					S	
2018	543-500385	Adult In Home Care	multiple					S	-
2019	543-500385	Adult In Home Care	multiple	_				S	
2020	543-500385	Adult In Home Care	multiple	S · 812,03	3.14	S		S	812,033,14
2021	543-500385	Adult In Home Care	multiple	\$		5	812,033,14	2	812,033,14
2022	543-500385	Adult In Home Care	multiple	\$		S	812,033,14		812,033,14
		Subtotal	1	\$ 812,03	3.14	\$	1,624,066,28		2,436,099,42
	L I	Grand Total		\$ 681,29	5.42	\$	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		ent Modified Budget	(0	ncreased lecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	3,228.46		- "	s	3,228,46
2018	540-500382	SS Contracts	multiple	\$	6,780,44	Ì		Š	6,780.44
2019	540-500382	SS Contracts	multiple	S	6,780,44			Š	6.780.44
2020	540-500382	SS Contracts	mutiple	\$	6,780.44	S		Š	6,780.44
2021	540-500382	SS Contracts	multiple	S		\$	6,780,44	S	6,780.44
2022	540-500382	SS Contracts	multiple	\$		Š	6,780,44	s	6,780,44
		Sublotal		\$	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	ă	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	29,650.10			\$	29,650.10
2018	543-500385	Adult In Home Care	multiplo	s	62,271,40			S	62,271,40
2019	543-500385	Adult In Home Care	multiple	5	62,271,40		•	S	62,271,40
2020	543-500385	Adult In Home Care	multiple	\$	62,271,40	S	-	S	62,271,40
2021	543-500385	Adult In Home Care	multiple	S		S	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	s	138,103.68		378,137,76

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, HMS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMN 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	muttiple	\$ 69,262.28		\$ 69,262.28
2019,	540-500382	SS Contracts	multiple	\$ 69,262.28		\$ 69,262.28
2020	540-500382	SS Contracts	mutiple	\$ -	\$ -	\$.
2021	540-500382	SS Contracts	multiple	\$		\$ -
2022	540-500382	SS Contracts	mutiple	\$ -		\$ -
		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	mutiple	<u>\$</u> 812,033.14		\$ 812,033.14
2020	543-500385	Adult in Home Care	multiple	S -	S	· \$ -
2021	543-500385	Adult In Home Care	mutiple	\$ ·		\$ -
2022	543-500385	Adult in Home Care	mutiple	S -		\$ -
		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,

Class/Object	Class Title	Job Number	Curi	rent Modified Budget		Increased (Decreased) Amount		ised Modified Budget
540-500382	SS Contracts	multiple	S	64,681.77			\$	64,681.77
540-500382	SS Contracts	mutiple	S	89,061.18		-	\$	89,061.18
540-500382	SS Contracts	multiple	\$ ·	89,061.18			\$	89,061.18
540-500382	SS Contracts	multiple	\$	89,061.18	\$		\$	89,061.18
540-500382	SS Contracts	multiple	\$	-	\$	89,061.18	S	89,061.18
540-500382	SS Contracts	multiple	\$		\$	89,061.18	S	89,061.18
	Subtotal		5	331,865.31	\$	178,122,36	\$	509,987.67
	540-500382 540-500382 540-500382 540-500382 540-500382	540-500382 SS Contracts 540-500382 SS Contracts	540-500382 SS Contracts multiple 540-500382 SS Contracts multiple	Class/Object Class Title Job Number 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$	Class Title Job Number Budget	Class/Object Class Title Job Number Current Modified Budget (Corrent Modified Budget) 540-500382 SS Contracts multiple \$ 64,681.77 540-500382 SS Contracts multiple \$ 89,061.18 540-500382 SS Contracts multiple \$ 89,061.18 540-500382 SS Contracts multiple \$ 89,061.18 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382	Class/Object Ctass Title Job Number Current Modified Budget (Decreased) Amount 540-500382 SS Contracts multiple \$ 64,681.77 540-500382 SS Contracts multiple \$ 89,061.18 540-500382 SS Contracts multiple \$ 89,061.18	Class/Object Class Title Job Number Current Modified Budget (Decreased) Amount 540-500382 SS Contracts mutiple \$ 64,681.77 \$ 540-500382 SS Contracts mutiple \$ 89,061.18 \$

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		
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	s .	\$ 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

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,

Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget		ncreased Decreased) Amount	Revi	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	52,532.50]	5	52,532.50
2018	540-500382	SS Contracts	multiple	\$	73,565.15			\$	73,585,15
2019	540-500382	SS Contracts	multiple	\$	73,585.15			<u> </u>	73,565,15
2020	540-500382	SS Contracts	multiple	\$	73,565.15	\$		\$	73,565,15
2021	540-500382	SS Contracts	mutiple	\$	-	\$	73,585.15	5	73,565,15
2022	540-500382	SS Contracts	mutiple	S	-	s	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	mutiple	\$ 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	mutiple	\$ 246,470.00		\$ 246,470.00
2020	543-500385	Adult In Home Care	multiple	\$ 246,470.00	·s	5 246,470.00
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 246,470,00	
2022	543-500385	Adult In Home Care	mutiple	S -	\$ 246,470,00	
		Subtotal		\$ 915,442.50	\$ 492,940.00	
[Grand Total		\$ 1,188,670.45	\$ 640,070.30	

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	 ent Modified Budget	(D	ncreased ecreased) Amount	Rev	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 9,127.68			Ş	9,127,68
2018	540-500382	SS Contracts	mutiple	\$ 19,154.20			5	19,154,20
2019	540-500382	SS Contracts	mutiple	\$ 19,154.20			. S	19,154.20
2020	540-500382	SS Contracts	multiple	\$ 9,577,10	s		s	9.577.10
2021	540-500382	SS Contracts	multiple	\$ •	S.	9,577,10	s	9,577,10
2022	540-500382	SS Contracts	multiple	\$ -	Š	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

		77/7/120	LIVAL, 337	<u> </u>	LIVAL	_			
Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	70,221.40			S	70,221,40
2018	543-500385	Adult In Home Care.	mutiple	\$	147,479.60			S	147,479,60
2019	543-500385	Adult In Home Care	multiple	\$	147,479.60			s	147,479,60
2020	543-500385	Adult In Home Care	multiple	\$	73,739,80	S		s	73,739,80
2021	543-500385	Adult In Home Care	multiple	S	-	S	73,739.80	S	73,739,80
2022	543-500385	Adult In Home Care	multiple	S		5	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

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	ä	ent Modified Budget	Increased (Decreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	5	37,828.44	•	S	37,828.44
2018	540-500382	SS Contracts	multiple	5	79,458.84		S	79,458.84
2019	540-500382	SS Contracts	multiple	S	79,458.84		5	79,458.84
2020	540-500382	SS Contracts	multiple	S	•	S·	. s	
2021	540-500382	SS Contracts	multiple	\$	•	S	. 5	
2022	540-500382	SS Contracts	multiple	S	•	\$	- 5	
		1 Subtotal		\$	196,748.12	\$	- \$	196,746.12
			ļ				-	

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	Curi	ent Modified Budget	increased (Decreased) Amount	Revi	ised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$	117,182.56		\$	117,182.56
2018	543-500385	Adult In Home Care	mutiple	\$	246,107,84		\$	246,107.84
2019	543-500385	Adult In Home Care	mutiple	S	246,107.84		5	246,107.84
2020	543-500385	Adult In Home Care	multiple	S	-[<u> </u>	· \$	
2021	543-500385	Adult In Home Care	multiple	S		\$.	5	•
2022	543-500385	Adult In Home Care	mutiple	\$		\$.	5	-
		Subtotal		\$	609,398.24	\$	\$	609,398.24
		Grand Total		\$	806,144.36	\$.	\$	806,144.36

Visiting Nurse Home Care & Hospice of Carroll County

05-85-48-481010-7872 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	Curi	ent Modified Budget		ncreased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	36,236.20			S	36,236.20
2018	540-500382	SS Contracts	multiple	\$	76,122.80			\$	76,122.80
2019	540-500382	SS Contracts	multiple	S	76,122,80			\$	76,122.80
2020	540-500382	SS Contracts	multiple	S	76,122.80	\$		\$	76,122.80
2021	540-500382	SS Contracts	multiple	. \$	•	S	76,122.80	\$	76,122.80
2022	540-500382	SS Contracts	multiple	S		5	76,122.80	<u> </u>	76,122.80
•		Subtotal		S	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

		43% FEU	CKAL, 33%	CENE	ERAL				
Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget		Increased Decreased) _Amount	Ra	vised Modified Budget
2017	543-500385	Adult In Home Care	muttiple	\$	90,325.03			\$	90,325.03
2018	543-500385	Adult In Home Care	multiple	\$	189,701.42			S	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	5	189,701,42	S		\$	189,701,42
2021	543-500385	Adult In Home Care	multiple	\$	-	5	189,701.42	\$	189,701.42
2022	543-500385	Adult In Home Care	multiple	\$	•	\$	189,701.42	\$	189,701.42
		Subtotal	1	\$	659,429.29	\$	379,402.84	\$	1,038,832.13
		Grand Total		\$	924,033.89	5	531,648.44	\$	1,455,682.33

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,

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(0	ncreased) ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	7,213.94			S	7,213,94
2018	540-500382	SS Contracts	multiple	\$	15,127.93			S	15,127.93
2019	540-500382	SS Contracts	multiple	S	15,127.93			2	15,127,93
2020	540-500382	SS Contracts	multiple	S	15,127.93	8		Š	15,127.93
2021	540-500382	SS Contracts	mutiple	\$	-	\$ ·	15,127,93	S	15,127.93
2022	540-500382	SS Contracts	multiple	٠\$.	-	\$	15,127,93	s	15,127.93
		Subtotat		\$	52,597.73	\$	30,255.86	\$	82,853.69

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,

Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget	Increased (Decreased) Amount	Re	vised 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		S	902,442,36
2019	543-500385	Adult In Home Care	mutiple	5	902,442,36	,	S	902,442.36
2020	543-500385	Adult In Home Care	mufliple 1	\$	902,442,36	\$ -	Š	902,442.36
2021	543-500385	Adult In Home Care	multiple	s		\$ 902,442,36	s	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	Cu	rrent Modified Budget	(Dec	Increased reased) Amount	R∎	vised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	379,541.17	\$		S	379,541,17
2018	540-500382	SS Contracts	multiple	S	713,556.69	Ş		S	713,556.69
2019	540-500382	SS Contracts	multiple	S	713,558.69	S		5	713,556.69
2020	540-500382	SS Contracts	multiple	S	713,556.69	S		\$	713,556.69
2021	540-500382	SS Contracts	multiple	\$		\$	713,556.69	S	713,558.69
2022	540-500382	SS Contracts	multiple	\$		\$	713,558.69	_	713,556,69
		: Subtotal		\$	2,520,211:24	\$	1,427,113.38	S	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	Ci		t Me udge	odiflod SI	(De	Increased creased) Amount		evised Mod Budget	
2017	543-500385	Adult In Home Care	mutiple	\$	3,	298	789.18	s		S	3,298,7	89.18
2018	543-500385	Adult In Home Care	multiple	\$	6.4	475	189.42	S		S	6,475.1	
2019	543-500385	Adult In Home Care	multiple	\$	6.4	175	189.42	s		S	8,475,1	
2020	543-500385	Adult In Home Care	multiple	\$	_		189.42		•	S	6,475,1	
2021	543-500385	Adult In Home Care	multiple	\$			-	s	6,475,189,42	s	8,475,1	
2022	543-500385	Adult In Home Care	multiple	s				S	6,475,189,42	_	6,475.1	
		Subtotal		\$	22.	724.	357.44	-\$	12,950,378,84	-	35.674.7	
		Grand Total		S	25.	244	568.68	1	14,377,492.22	-	39,622,0	

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 Androscoggin Valley Home Care Services (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 795 Main St. Berlin, NH 03570.

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:

- Form P-37 General Provisions, Block 1.7, Completion Date, to read: June 30, 2022
- Form P-37, General Provisions, Block 1.8, Price Limitation, to read:
 \$3,537,093.92
- 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 Amendment #2, Method and Conditions Precedent to Payment, Section 3, to read:
 - 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.

Contractor Initials Im

Date 5/22/20



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.

6-2-20 Date

Name: Deboral D. Scheetz

State of New Hampshire

Title: Director

Androscoggin Valley Home Care Services

Department of Health and Human Services

5/22/20

Name: Tara Mackillop Tille: Executive Directo



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	•	Catherine Pinos
Date	Name: Title:	Catherine Pinos, Attorney
I hereby certify that the foregoing A the State of New Hampshire at the	mendment was a Meeting on:	pproved by the Governor and Executive Council of(date of meeting)
•	OFFICE	OF THE SECRETARY OF STATE
Date	Name: Title:	



Exhibt A Amendment #3

Scope of Services

1. Provisions Applicable to All Services

- 1.1. The Contractor shall provide services for Coos 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 - In Home Care Services

- 2.1. The Contractor shall provide In Home Care Services through the Title III and 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.

Contractor Initials TM.

Date 5/22/20



Exhibt 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) 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
- 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 provide Home Nursing Level of Care Services through Title III to eligible individuals, which include, but are not limited to:
 - 2.3.1. Providing nursing services in an individual's home by a home health care provider licensed in accordance with RSA 151:2 and NH Administrative Rule He-P 809.
 - 2.3.2. Providing the services by individuals who are licensed practical nurse (LPN) or registered nurse (RN) working within the scope of services allowed under the NH Nurse Practice Act, RSA 326-B.
 - Receiving referrals from an individual's health care provider(s).
 - 2.3.4. Performing an evaluation of the individual's medical needs.
 - 2.3.5. Developing a nursing care plan and incorporate this information into the individual's person-centered plan.
 - 2.3.6. Providing nursing services in accordance with the individual's personcentered plan as described in NH Administrative Rule He-E 502 and as ordered by his or her primary care provider.
 - 2.3.7. Coordinating nursing services to ensure that there is no duplicate provision of services.
 - 2.3.8. Ensuring that LPN and registered nursing services are not covered when provided for the purpose of nursing oversight of authorized LNA services.
- 2.4. The Contractor shall administer services as follows:
 - 2.4.1. Access to Services

Contractor Initiats TM

Date 5/22/20

Androscoggin Valley Home Care Services

Exhibit A Amendment #3



Exhibt A Amendment #3

- 2.4.1.1. 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.
 - 2.4.1.2. 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.
- . 2.4.2. Client Request and Application for Services
 - 2.4.2.1. 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:
 - 2.4.2.1.1. Complete Form 3000 Application provided by the Department for Title XX In Home Care Services.
 - 2.4.2.1.2. 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.
- 2.4.3. Client Eligibility Requirements for Services
 - 2.4.3.1. The Contractor shall complete an assessment for eligibility in accordance with the New Hampshire Administrative Rules He-E 501 and He-E 502.
 - 2.4.3.2. 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 1.3. above.
 - 2.4.3.3. 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 1.3, above.
 - 2.4.3.4. 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 1.3, above.

Androscoggin Valley Home Care Services Exhibit A Amendment #3 Contractor Initials TM

RFA-2017-BEAS-01-INHOM-01-A03 Page 3 of 11 Date 5/2/2/2



Exhibt A Amendment #3

- 2.4.3.5. The Contractor shall terminate services to a client when necessary in accordance with the laws and rules listed in Section 1.3, above.
- 2.4.3.6. 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.

2.4.4. Client Assessments and Service Plans

- 2.4.4.1. 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.
- 2.4.4.2. 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.
- The Contractor shall provide services to clients according to 2.4.4.3. 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.
- The Contractor shall provide the Department, within 30 days of 2.4.4.4. the contract effective date, its protocols and practices to ensure that individuals who exhibit problematic behavior due to mental health, or developmental issues or criminal histories receive services.

2.4.5. Person Centered Provision of Services

- 2.4.5.1. 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:
 - 2.4.5.1.1. Individuals and families are invited, welcomed, and supported as full participants in service planning and decision-making.
 - 2.4.5.1.2. Individual's wishes, values, and beliefs are considered and respected.
 - 2.4.5.1.3. Individuals are listened to; needs and concerns are addressed.

Contractor Initials

Androscoggin Valley Home Care Services

Exhibit A Amendment #3



Exhibt A Amendment #3

- 2.4.5.1.4. Individuals receive the information they need to make informed decisions.
- 2.4.5.1.5. Individual's preferences drive the planning process, though the decision making process may need to be accelerated to respond to emergencies.
- 2.4.5.1.6. Individual's services are designed, scheduled, and delivered to best meet the needs and preferences of said individual.
- 2.4.5.1.7. Individual's rights are affirmed and protected.
- 2.4.5.1.8. Individuals are protected from exploitation, abuse, and neglect.
- 2.4.5.1.9. Individual's services plans are based on personcentered planning and may be incorporated into existing service plans or documents already being used by the Contractor.

2.4.6. Client Fees and Donations

- 2.4.6.1. The Contractor shall comply with the donation requirements for Title III Services. The Contractor:
 - 2.4.6.1.1. 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.
 - 2.4.6.1.2. May suggest an amount for donations in accordance with New Hampshire Administrative Rule He-E 502.12.
 - 2.4.6.1.3. Agrees the donation is to be purely voluntary, and agrees not to refuse services if an individual is unable or unwilling to donate.
 - 2.4.6.1.4. Must not to bill or invoice clients and/or their families.
 - 2.4.6.1.5. Agrees that all donations support the program for which donations were given.
- 2.4.6.2. The Contractor shall comply with the fee requirements for Title XX Services. The Contractor:
 - 2.4.6.2.1. 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.
 - 2.4.6.2.2. Shall ensure that the sliding fee schedule complies with the requirements of Administrative Rule He-E 501.

Androscoggin Valley Home.Care Services

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-01-A03

Page 5 of 11



Exhibt A Amendment #3

- 2.4.6.2.3. 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.
- 2.4.6.2.4. Shall ensure that all fees support the program for which donations were given.

2.4.7. Adult Protection Services

- 2.4.7.1. 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.
- 2.4.7.2. The Contractor shall accept referrals of clients from the Department's Adult Protection Program and provide them with services described in this Agreement.
- 2.4.7.3. The Contractor shall inform the referring Adult Protection Service staff of any changes in the client's situation or other concerns.
- 2.4.7.4. 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.

2.4.8. Referring Clients to Other Services

2.4.8.1. The Contractor shall identify and refer clients to other services and programs that may assist the client, as applicable.

2.4.9. Client Wait Lists

- 2.4.9.1. 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.
- 2.4.9.2. 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.
- 2.4.9.3. The Contractor shall include at a minimum the following information on its wait list:
 - 2.4.9.3.1. The individual's full name and date of birth.
 - 2.4.9.3.2. The name of the service being requested.

Androscoggin Valley Home Care Services

Exhibit A Amendment #3

Contractor Initials 110 Date 5/22/20

RFA-2017-BEAS-01-INHOM-01-A03

Page 6 of 11



Exhibt A Amendment #3

- 2.4.9.3.3. The date upon which the individual applied for services which shall be the date the application was received by the Contractor.
- 2.4.9.3.4. The target date of implementing the services based on the communication between the individual and the Contractor.
- 2.4.9.3.5. 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.
- 2.4.9.3.6. The individual's assigned priority on the wait list, determined in accordance with Section 2.4.9.4, below.
- 2.4.9.3.7. A brief description of the individual's circumstances and the services he or she needs.
- 2.4.9.4. The Contractor shall prioritize each individual's standing on the wait list by determining the individual's urgency of need in the following order:
 - 2.4.9.4.1. Individual is in an institutional setting or is at risk of being admitted to or discharged from an institutional setting.
 - 2.4.9.4.2. Declining mental or physical health of the caregiver.
 - 2.4.9.4.3. Declining mental or physical health of the individual.
 - 2.4.9.4.4. Individual has no respite services while living with a caregiver.
 - 2.4.9.4.5. Length of time on the wait list.
 - 2.4.9.4.6. 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.
 - 2.4.9.4.7. 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.
- 2.4.9.5. The Contractor shall notify the individual in writing when an individual is placed on the wait list.
- 2.4.9.6. The Contractor shall maintain the wait list during the contract period and make it available to the Department upon request.
- 2.4.10. E-Studio Electronic Information System

ment #3 Contractor Initials IM

Date 5/22/21

Androscoggin Valley Home Care Services

Exhibil A Amendment #3



Exhibt A Amendment #3

- 2.4.10.1. 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.
- 2.4.10.2. 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.
- 2.4.10.3. 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.
- 2.4.11. Criminal Background Check and BEAS State Registry Checks
 - 2.4.11.1. 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.
- 2.4.12. Grievance and Appeals Process
 - 2.4.12.1. 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:
 - 2.4.12.1.1. The client's name.
 - 2.4.12.1.2. The type of service received by the client.
 - 2.4.12.1.3. The date of written complaint or concern of the client.
 - 2.4.12.1.4. The nature/subject of the complaint or concern of the client.
 - 2.4.12.1.5. The staff position in the agency who addresses complaints and concerns.
 - 2.4.12.1.6. The methods for informing clients of their rights to file a complaint, concern, or an appeal of the Contractor's decision.
 - 2.4.12.1.7. The Contractor shall make any filed complaints or concerns made by the client available to the Department upon request.

2.4.13. Client Feedback

Androscoggin Valley Home Care Services

Exhibit A Amendment #3

Contractor Initials 170 Date 5/22/20



Exhibt A Amendment #3

- 2.4.13.1. The Contractor shall obtain client feedback as required in New Hampshire Administrative Rules He-E 501.12 and He-E 502.11.
- 2.5. The Contractor shall provide sufficient staff with the skills to perform all tasks specified in this Agreement.
- 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.
- 2.7. 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.
- The Contractor shall ensure that all personnel and training records and documentation of all individuals requiring licenses and/or certifications are current:
- 2.9. 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:
 - 2.9.1. The process for replacement of personnel in the event of loss of key personnel or other personnel during the period of this Agreement.
 - 2.9.2. A description of how additional staff resources swill be allocated to support this Agreement in the event of inability to meet any performance standard.
 - 2.9.3. A description of time frames necessary for obtaining staff replacements.
 - 2.9.4. An explanation of the Contractor's capabilities to provide, in a timely manner, staff replacements/additions with comparable experience.
 - 2.9.5. 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.

Androscoggin Valley Home Care Services

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-01-A03

Page 9 of 11



Exhibt A Amendment #3

- 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:
 - 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.

Androscoggin Valley Home Care Services

Exhibit A Amendment #3

Contractor Initials 1700 Date 5/22/20

Page 10 of 11

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



Exhibt A Amendment #3

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.

Contractor Initials / M.

Exhibit B-1 Amendment #3 Rate Sheet

Adult In-Home Care - Androscoggin Valley Home Care Services

<u> </u>	1/1/2017 through 06	/30/2017 Service U	nits		,
Adult In-Home Care	Unit Typo	Total # of Units of Service anticipated to be delivered.	Rate per Servica	Total Amount of Funding being Requested for each, Service	
Title XX In Home Services	1/2 Hour	18.349	\$9.58	S	175,783,42
Title IIIB In Home Services	1/2 Hour	1,137	\$9.58	-	10,892.46
Title IIIB Home Health Aide	1/2 Hour	1,000	\$12.50	-	
Title IIIB Nursing	1/2 Hour	70	\$24.50	\$	12,500.00 1,715.00

	7/1/2017 through 06	Total # of Units of Service		Total Amount of Funding being	
Adult In-Homo Care	Unit Type	anticipated to be delivered.	Rate per Service	Requested for each Service	
Title XX In Home Services	1/2 Hour	36,697	\$10,06	\$ 369,171,82	
Title IIIB In Home Services	1/2 Hour	2,274	\$10.06	S 22.876.44	
Title IIIB Home Health Aide	1/2 Hour	2,000	\$13.13	S 26,260.00	
Title IIIB Nursing	1/2 Hour	140	\$25.73		

	7/1/2018 through 06/	30/2019 Service U	nits	
. Adult in-Home Care	· Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service
Title XX In Home Services	, 1/2 Hour	36,697	\$10,06	S 369,171,82
Title IIIB In Home Services	.1/2 Hour	2,274	\$10.06	500,11102
Title IIIB Homo Health Aide	1/2 Hour	-2,000	\$13,13	
Title IIIB Nursing	1/2 Hour	140	\$25.73	40,400.00

	7/1/2019 through 06	/30/2020 Service U	nits	
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	57,418	\$12.00	\$ 689,019,46
Title IIIB In Home Services	1/2 Hour	5,370	\$12.00	\$ 64,434,30
Title IIIB Home Health Aide	1/2 Hour	4,609	\$16.00	
Title ItlB Nursing	1/2 Hour	140	\$25.73	

<u> </u>	07/01/2020 through 0	6/30/2021 Service	Units	,
Adult,In-Home Care	Unil Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service
Tille XX In Home Services	1/2 Hour	57,418	512.00	\$ 689,019,46
Title IIIB In Home Services	1/2 Hour	5,370		S 64,434,30
Title IIIB Home Health Aide	1/2 Hour	4,609	\$16.00	\$ 73,738.08
Title IIIB Nursing	1/2 Hour	140	\$25.73	

	07/01/2021 through 0	6/30/2022 Service (Units	
Adult in-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	57,418	\$12.00	
Title IIIB In Home Services	1/2 Hour	5,370	\$12.00	
Title IIIB Home Health Aide	1/2 Hour	4.609	\$15.00	0 1, 10 1,00
Title IttB Nursing	. 1/2 Hour	140	.\$25.73	

Androscoggin Valley Home Care Services

Exhibit B-1 Amendment #3

Contractor Initials: //N





Jeffrey A. Meyers Commissioner

Deborah D. Scheetz 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
pee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

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.

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

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. Neyers Commissioner

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	
	·	Subtotal	T	\$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	Î	\$ 689,019.46	\$689,019,46
		Subtotal		\$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 Tale	Job Number	Cu	rrent Modified Budget	. (Increased Decreased) Amount	Revised Modified Budget		
2017	2017 540-500382 SS Contracts	540-500382 SS Contracts	540-500382 SS Contracts	540-500382	multiple	\$	32,686.96			\$32,686,96
2018	540-500382	SS Contracts	multiple	S	68,649,44			\$68,649,44		
2019	540-500382	SS Contracts	multiple	\$	68,649.44			\$68,649,44		
2020	540-500382	SS Contracts	mutiple			\$	68,649.44	\$68,649.44		
	•	Subtotal	1		\$169 985.84		\$68 649 44	\$238 635 28		

Fiscal Year	Class/Object	Class Titlo	Job Number	Current Modified Budget	(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	mutiple	\$ 1,525,810.26		\$1,525,810.26
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.26
2020	543-500385	Adult in Home Care	mutiple	•	\$ 1,525,810.26	\$1,525,810.26
		Subtotal		\$3,778,129.40	\$1,525,810.26	
		Total		\$3,948,115.24	\$1,594,459.70	

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	
		Subtotal		\$397,411.32	\$160,497.72	

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	muttiple	\$ 590,568.68	-	\$590,568.68
2018	543-500385	Adutt 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	
		Subtotal		\$3,071,203.72	\$1,240,317.52	
		Total		\$3,468,615.04	\$1,400,815.24	

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
1 2017	540-500382	5S 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	mutiple	\$3,138.07		\$3,138.07
2020	540-500382	SS Contracts	multiple		\$ 3,138.07	
	<u> </u>	Subtotel		\$7,776.14	\$3,138.07	

Fiscal Yoar	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	muttiple	\$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	
		Subtotal		\$317,054.48	\$128,043.68	
		· Total		\$324,830.62	\$131,181.75	

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		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$6,780.44
		Subtotal		\$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	mutiple	\$29,650.10		\$29,650.10
2018	543-500385	Adult In Home Care	mutiple	\$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
		Subtotal		\$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 (Docressed) 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
		Subtotal		\$171,506.44	\$0.00	\$171,506.44

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
		Subtotal		\$2,010,715.08	\$0.00	\$2,010,715.08
		Total		\$2,182,221.52	\$0.00	\$2,182,221.52

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					
	Ĭ	Current Modified			
. Class Title	Job Number	COLEM WOODS			

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	muttiple				\$0.00
2020	540-500382	SS Contracts	multiple	\$0.00	\$	69,262.28	\$69,262.28
		Subtotal		. \$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	mutiple			\$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
		Sublotal		\$0.00	\$812,033.14	\$812,033.14
		Total		\$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
		Subtotal		\$242,804.13	\$89,061.18	\$331,865.31

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
		Subtotal		\$1,655,889.71	\$605,340.38	\$2,261,230.09
		Total		\$1,898,693.84	\$694,401.56	\$2,593,095.40

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
		Subtotal		\$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: 65% 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	muttiple	\$246,470.00		\$246,470.00
2020	543-500385	Adult In Home Care	multiple		\$ 245,470.00	\$246,470.00
		Subtotal		\$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

Fiscel Year	Ctass/Object	Class Titlo	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	mutiple	\$0.00	\$ 9,577.10	. \$9,577.10
		Subtotal		\$47,436.08	\$9,577.10	\$57,013.18

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
		Subtotal	_	\$365,180.60	\$73,739.80	\$438,920.40
		. Total		\$412,616.68	\$83,316.90	\$495,933.58

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 Tille	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
		Subtotal		\$196,745.12	\$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	mutiple	\$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
		- Subtotal		\$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 Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$36,236.20		\$36,238.20
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
		Subtotal		\$188,481.80	\$76,122.80	

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
		Subtotal		\$469,727.87	\$189,701.42	
		Total		\$658,209.67	\$265,824.22	\$924,033.89

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 Yest	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
		Subtotal	I	\$ 37,469.80	\$15,127,93	\$52,597.73

		43% FEU0	INAL; 33 % C	JENGTONL		
Fiscal Year	Class/Object	Class Title	Job Mumber	Current Modified Budget	Increased (Occreased) 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	\$902,442.38	·	\$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
		Subtotal		\$2,234,576.46	\$902,442.36	\$3,137,018.82
		Total		\$2,272,046.26	\$917,570.29	\$3,189,616.55
		G	irand Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,568.68





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

BUREAU OF ELDERLY & ADULT SERVICES

Commissioner
Christiae L. Sastasiello
Director

Jeffrey A. Meyers

129 PLEASANT STREET, CONCORD, NH 03301-3867 603-271-9546 1-800-852-3345 Ext. 9546 Fax: 603-271-4912 TDD Access: 1-800-736-2964 www.dbbs.nb.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:	\$18,055,822.57

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

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 tiving 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 Page 3 of 3

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

Respectfully submitted,

Approved by:

Commissioner

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,

,		JUNIFEDE	KAL, 10% G	CNE	KAL		•	
Fiscal Year	Class/Object	Class Title	Job Number	Cur	reni Modified Budget	(0	ncreased ecreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	5	25,107,46		50.00	\$25,107.46
2018	540-500382	SS Contracts	multiple	\$	50,214,92	S	2,523,72	
2019	540-500382	SS Contracts	multiple	\$	12,558.52		40,180.12	
<u>L</u>	<u> </u>	Sublolal			\$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

	The state of the s							
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	S 175,783.42	\$0.00	\$175,783,42		
2018	543-500385	Payments to Providers	multiple	\$ 351,557,26	S 17,614,56			
2019	543-500385	Payments to Providers	multiple	S 87,886.92				
	'	Subtotal		\$615,227.60	\$298,899.46			
		Total		\$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	Cur	rent Modified Budget	(Increased Decreased) . Amount '	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	S	32,686.96		\$0.00	\$32,688,96
2018	540-500382	SS Contracts.	mutiple	\$	65,373.92	5	3.275.52	
2019	540-500382	SS Contracts	multiple	\$	15,343,48	_	52,305.96	
		Sublotal			\$114,404.36		\$55,581.48	\$169,985.84

	Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	(Decreased) Amount	Revised Modified Budget
L	2017	543-500385	Adult In Home Care	multiple	\$ 726,508.88	\$0.00	\$726,508,88
Ĺ	2018	543-500385	Payments to Providers	multiple	\$ 1,453,008,18	\$ 72,802,08	
Ĺ	2019	543-500385	Payments to Providers	muniple	5 363,254.44	\$ 1,162,555.82	
L		<u> </u>	Sublotal		\$2,542,771.50	\$1,235,357.90	
L			Total		\$2,657,175.86	\$1,290,939.38	\$3,948,115.24

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% FEDE	KAL, 70% C	SENERAL	•	
Fiscal Year	Class/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	576:415.88	\$0,00	\$76,415,88
2018	540-500382	SS Contracts	multiple	\$152,831,76	57,665.96	37.51.75.55
2019	540-500382	SS Contracts	multiple	538.232.44		
					\$122,265.28	\$160,497.72
	<u> </u>	Subtotat		\$267,480.08	\$129,931,24	\$397,411,32

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 Tille	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		****
2019	543-500385	Adult In Home Care	multiple	\$ 295,293.92		
		Sublolal		\$2,066,999.96	\$1,004,203,76	\$3,071,203.72
	<u> </u>	Total		\$2,334,480.04	\$1,134,135.00	

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,

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	(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	<u> </u>
2019	540-500382	SS Contracts	mutiple :	\$750.00	\$2,388,07	
	<u> </u>	Subiolal		\$ 5,237,50	\$2,538.64	

Fiscal Year	Class/Object	Class Tále	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	muliple	\$60,967,12	\$0.00	\$60,967.12
2018	543-500385	Adult In Home Care	muhiple	\$121,934.24	56,109,44	300,00111
2019	543-500385	Adut In Home Care	mutiple	\$30,483,56	\$97,560.12	- 10,0
		Subtolal		\$213,384.92	\$103,669.56	
	<u> </u>	Total		\$218,622.42	\$106,208.20	

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 Mumber	Current Modifies Budger	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	
2019	540-500382	SS Contracts	multiple	\$1,619.02	\$5,161.42	. \$5,780.44
•		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	Closs Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
	2017	543-500385	Adult In Home Care	mutiple	\$29,650.10	\$0.00	\$29,650.10
١[2018	543-500385	Adult In Home Care	mutiple	\$59,300.20	. \$2,971.20	562,271,40
Į	2019	543-500385	Adult In Home Care	mutiple ·	\$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	Crass/Opject	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	\$69,282.28
	<u> </u>	- Subtotal		\$115,434.46	\$56,071.98	\$171,506.44

	49771 6067046, 5577 621761076									
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budgel				
2017	543-500385	Adult In Home Care	multiple	\$385,648.80	\$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					
		Subtolal		\$1,353,261.22	\$657,453.86	\$2,010,715.08				
		Total		\$1,468,695.68	\$713,525.84	\$2,182,221.52				

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/Objec:	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	54,249,44	
2019	540-500382	SS Contracts	multiple	\$21,203.44	\$67,857.74	
		Subtotal		\$170,696.95	\$72,107.18	

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 Increased Fiscal Current Modified Revised Modified Class/Object Class Title Job Number (Decreased) Year Budget Budget Amount 2017 543-500385 Adult in Home Care multiple \$445,208.95 \$0.00 \$445,208.95 2018 543-500385 Adult In Home Care multiple \$576,447,76 \$28.892.62 \$605,340.38 2019 543-500385 Adult in Home Care multiple 5144,114,34 \$461,226.04 \$605,340,38 Subtotal \$1,165,771.05 \$490,118.66 \$1,655,889.71 \$1,336,468.00 \$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 Tale	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	
2019	540-500382	SS Contracts	multiple	\$17,515.00	\$56,050,15	
		Subtotal		\$140,095.00	\$59,567.80	

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified
2017	543-500385	Adult In Home Care	_mutilpte	\$176,032.50	\$0.00	\$176,032,50
2018	543-500385	Adult In Home Care	multiple	\$234,710.00	\$11,760,00	
2019	543-500385	Adult In Home Care	multiple	\$58,677,50	\$187,792,50	
		Subtotal		\$469,420.00	\$199,552.50	
		Tobl		\$609,515.00	\$259,120.30	\$868,635,30

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,

		40767250	- NAC, 00 A C	JENERAL		
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	\$0.00	\$9,127,68
2018	540-500382	SS Contracts	multiple	\$18,235.20	5918.00	\$19,154.20
2019	540-500382	SS Contracts	mutiple	\$4,563.84	\$14,590.36	\$19,154.20
	L	Subtotal		\$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
		Subtotal		\$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
		Subtolal		\$132,399.54	\$64,346.58	\$196,746.12

Fiscol Year	Class/Object	Class Title	Job Number	Current Modified Budget	(Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	muhiple	\$117,182.56	\$0.00	\$117,182.56
2018	543-500385	Adult In Home Care	mutiple	\$234,365.12	\$11,742.72	5246,107.84
2019	543-500385	Adult In Home Care	multiple	\$58,591.28	\$187,518.56	5246,107.84
		Subtotal		\$410,138.95	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$805,144.36

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	mutiple	\$36,236.20	\$0.00	536,236,20			
2018	540-500382	, SS Contracts	multiple	572,472.40	\$3,650,40				
2019	540-500382	SS Contracts	multiple	518,118.10	\$58,004.70				
<u> </u>		Subtotal		. \$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 Increased Fiscal **Current Modified** Class/Object Revised Modified Class Title Job Number (Decreased) Yoar Budget Budget **Amount** 2017 543-500385 Adult In Home Care mulliple \$90,325.03 \$0.00 \$90,325.03 2018 543-500385 Adult In Home Care \$180,650.06 multiple \$9,051.36 \$189,701.42 2019 543-500385 Adult In Home Care mutiple 545,160.12 \$144,541,30 \$189,701.42 Subtotal \$316,135.21 \$153,592.66 \$469,727,87 Total \$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,

Fiscal Your	Class/Object	Class Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	_mutiple	\$7,213.94	\$0.00	\$7,213,94
2018	540-500382	SS Contracts	multiple	\$14,405.80	\$722.13	
2019	540-500382	SS Contracts	multiple	\$3,602.18	\$11,525.75	
		Subtotal		\$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	\$429,591.74	\$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	
	•	Subtotal		\$1,503,925.88	\$730,650.58	
		Total		\$1,529,147.80	\$742,898.46	\$2,272,046.26

Grand Total: \$18,055,822.57





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 TOD Access: 1-800-738-2964 www.dhhs.nh.gov

December 6, 2018

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
δ.		TOTAL:	\$9,746,988.95

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 2 of 3

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.

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 3 of 3

Nine (9) of the selected vendors are included in this package. The Department awarded two (2) separate contracts represent 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: ELOERLY AND ADULT SERVICES, GRANTS TO LOCALS, ADM ON AGING GRANTS (29.86% Federal Funds; 70.14% General Funds)

. Androscoggin Valley Home Care (Vendor #157347)

A CONTRACTOR			1
Class / Account	Class Title	State Fisical 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

Chlid and Family Services (Vendor #177166)

Class / Account	Ctass 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 Aegncy (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 #154849)

Class / Account \	Class Thie	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 · Yoar	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	\$35,236.20
540-500382	Social Services Contracts	2018	\$72,472.40
540-500382	Social Services Contracts	2019	\$18,118.10
		Subtotal	\$125,826.70

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 Thio	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
1		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 #177186)

Units and Family Services (Vendor #177766)					
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)

Contractions vita (values account)				
. 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 Aegncy (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
Γ	543-500385	Adult In Home Care	2017	\$90,325.03
۲	543-500385	Adult In Home Care	2018	\$180,650.06
r	543-500385	Adult In Home Care	2019	\$45,160.12
r			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	\$62,467.17
		2018	\$124,921.74
•		2019	\$31,233.56
•	•	Total Agency	\$218,622,42

North Country Home Health & Hospice Aegncy (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
1		2018	\$253,122.46
		2019	\$63,278.22
		Total Agency	\$442,961.9}

VNA at HCS (Vendor #177274)

	 •••••	<u>-</u>
·	 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	5224,498.46
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	e)}	\$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	59,746,988.95

Grand Total SFY17	2017	52,784,863.63
Grand Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,392,465.62
Total Contract		59,746,988.95

Account Name	Account#	Revised Modified Budget
	7872-540-	
Social Services Contracts	500382	\$785,718.04
•	9255-543-	•
Adult In Home Care	500385	\$8,961,270.91
	9255-566-	
Adult Group Day Care	500918	\$0.00
Summary of Totals		59,746,988.95



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

In Home Care, In Home Health Alde, In
Home Nursing Services
RFA Name

RFA-2017-BEAS-01-INION

RFA Number

Bidder Name		MacImum Points	Actual Points
Androscoggin Valley Home Core		150	134
Area Home Care Family Services		150	עו
Child & Family Services (Hillsborough CO)		150	140
Child & Family Services (Marrimack CO)		150	140
CornerStone VNA	•	150	122
Franklin VNA & Hospice		150	174
Late Sunapse Region VNA & Hospics		. 150	15
Lakes Region Community Services (Belknap CO)	.	150	131
Lakes Region Community Services (Grahon CO)	ļ	150	147
Lakes Region Community Services (Sutilivan CO)		150	147
North Country Hame Health & Hospice Agency (Coos Co)		110	
Horth Country Home Health & Hospice Agency (Grafton CO)		150	119
Northwoods Home Hosith & Hospice		153	æ
The Homemakers Health Services	. `	150	142
Visiting Nurse Home Care & Hospice of Carroll County		150	133
VNA at HCS, Inc.		110	141

	Reviewer Names
١.	Tracey Tair, Administrator & Elderly & Adult Services
2.	Rachel Latin, Prog Operations Administrator, BEAS Adult Protein
3.	Angele Rivers, Supervisor V, BSAS Adult Pricts Intake Unit
۹.	
5.	
6.	
7.	
8.	
9.	
	. ,
	•
	`

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 Area Homecare Family Services, Inc. ("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, 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, 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:

- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$8.448.776.08.
- 2. Modify Exhibit A, Amendment #3, Scope of Services, Section 2, Scope of Work by adding Subsection 2.8., to read:
 - 2.8. 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.

Contractor Initials 9
Date

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.

State of New Hampshire

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

	Department of Health and Human Services
	Occusigned by:
9/7/2021	Christine Santaniello
3,.,2022	BD8054FFECED4B4
Date	Name: Christine Santaniello
· ·	Title: Associate Commissioner
•	Area Homecare Family Services, Inc.
9/7/2021	Cocusigned by: Karyn Culled of
3///2021	545B11C7597B47F
Date	Name: Karyn Cumberland
	Title·

The preceding Amendment, having been rexecution.	reviewed by this office, is approved as to form, substance, and
	OFFICE OF THE ATTORNEY GENERAL
	DocuSigned by:
9/8/2021	J. Christopher Marshall
Date	Name: J. Christopher Marshall
•	Title: Assistant Attorney General
	nent was approved by the Governor and Executive Council of g on: (date of meeting)
	OFFICE OF THE SECRETARY OF STATE
Date	Name:
	Title:

Exhibit B-1 Rate Sheet, Amendment #4

In-He	ome Care, In-Ho	me Health Aide, In-Hom	e Care Nursing	
	Area Hon	necare Family Services	, Inc.	
-	1/1/2017 t/	rough 06/30/2017 Service	Units	
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rata per Service	Total Amount of Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	75,836	\$9.58	\$ 726,508.88
Title IIIB In Home Services	1/2 Hour	3,412	\$9.58	\$ 32,686.96
Title (IIB Home Health Aide	1/2 Hour	0	\$12.50	\$ -
Title IIIB Nursing	1/2 Hour	0	\$24.50	-

7/1/2017 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 Funding being Requested for each Service				
Title XX In Home Services	1/2 Hour	151,671	\$10.06	\$ 1,525,810.26				
Title IIIB In Home Services	1/2 Hour	6,824	\$10.06	\$ 68,649.44				
Title IIIB Home Health Aide	1/2 Hour	0	\$13.13	s -				
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -				

7/1/2018 through 06/30/2019 Service Units								
		Total # of Units of	T T	Total Amount of				
•		Service		Funding being				
-		anticipated to be	Rate per	Requested for each				
Adult In-Home Care Unit Type		it Type delivered.		Service				
Title XX In Home Services	1/2 Hour	151,671	\$10.06	\$ 1,525,810.26				
Title IIIB in Home Services	1/2 Hour	6,824	\$10.06	\$ 68,649.44				
Title IIIB Home Health Aide	1/2 Hour	0)	\$13.13	-				
Title IIIB Nursing	1/2 Hour	0	\$25.73	-				

	7/1/2019 th	nrough 06/30/2020 Service	Units			
Adult In-Home Care Unit Ty		Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service		
Title XX In Home Services	1/2 Hour	127,151	\$12.00	\$ 1,525,810.26		
Title IIIB In Home Services	1/2 Hour	5,721	\$12.00	\$ 68,649.44		
Title IIIB Home Health Aide	1/2 Hour	0	\$16.00	\$ <u>-</u> _		
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$		

	07/01/2020	through 06/30/2021 Service	e Units	
•		Total # of Units of		Total Amount of
	ļ	Service		Funding being
		anticipated to be	Rate per	Requested for each
Adult In-Home Care	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	127,151	\$12.00	\$ 1,525,810.26
Title IIIB In Home Services	1/2 Hour	5,721	\$12.00	\$ 68,649.44
Title IIIB Home Health Aide	1/2 Hour	Ö	\$16.00	\$
Title IIIB Nursing	1/2 Hour	0	\$25.73	-

		Total # of Units of Service		Total Amount of Funding being
Adult In-Home Care	Unit Type	anticipated to be delivered.	Rate per Service	Requested for each Service
Title XX In Home Services	1/2 Hour	103,591	\$12.00	\$ 1,243,092.00
Title IIIB in Home Services	1/2 Hour	5,721	\$12.00	\$ 68,649.44
Title IIIB Home Health Aide	1/2 Hour	0	\$16.00	-
Title IIIB Nursing	1/2 Hour	0	\$25.73	5 -

Contractor Initials:

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 AREA HOMECARE FAMILY SERVICES, INC. is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on January 27, 1972. 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: 61207

Certificate Number: 0005418049



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 5th day of August A.D. 2021.

William M. Gardner

Secretary of State

CERTIFICATE OF AUTHORITY

1, <u>Karen' Kinnaly Secretary</u> (Name of the elected Officer of the Corporation/LLC: ca	, hereby certify that: annot be contract signatory)
1. I am a duly elected Clerk/Secretary/Officer of Area' Hard (Corporation/L	•
2. The following is a true copy of a vote taken at a meeting of the held on	ne Board of Directors/shareholders, duly called and ne Directors/shareholders were present and voting.
VOTED: That Karyo Cumberland, Treausurer (Name and Title of Contract Signatory)	(may list more than one person)
is duly authorized on behalf of <u>Arra HemeGre + Family Services To</u> (Name of Corporation/ LLC)	to enter into contracts or agreements with the State
of New Hampshire and any of its agencies or departments documents, agreements and other instruments, and any amount in his/her judgment be desirable or necessary to effect the	endments, revisions, or modifications thereto, which
3. I hereby certify that said vote has not been amended or rep date of the contract/contract amendment to which this certificate of thirty (30) days from the date of this Certificate of Authority. I New Hampshire will rely on this certificate as evidence that position(s) indicated and that they have full authority to bind limits on the authority of any listed individual to bind the corporall such limitations are expressly stated herein. Dated: 08/23/2021	cate is attached. This authority remains valid for further certify that it is understood that the State of the person(s) listed above currently occupy the the corporation. To the extent that there are any



CERTIFICATE OF LIABILITY INSURANCE

DATE (NEW/DD/YYYY) 08/18/2021

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).

th	is certificate does not confer rights to	the c	ortific	cate holder in lieu of such							
PRO	DUCER				CONTAC NAME:	DOI WIG CIT	oteau, AAI, Pre	and the second second			
Mas	iello Insurance Agency, Inc.				PHONE AAC NO EMAIL	<u>. E∞0:</u> (603) 28	33-1834	(A/C, No):	(603) 352-	8367	
An (Optisure Risk Partner				ADDRES	is: donna.cro	tezu@optisure	.com			
69A	Island Street, Suite 1				INSURER(S) AFFORDING COVERAGE NAIC (
Kee	ne <u> </u>			NH 03431	MAURER A: Hanover Insurance Company 22292						
INSU	RED		•		INSURER B : Wesco Insurance Co						
	Area HomeCare & Family Service	æs, In	C.		INSURE	RC:					
	The Ballard Building				INSURE	RD:					
	1320 Woodbury Avenue				INSURE	RE:					
	Portsmouth			NH 03801	NSURE	RF;					
CO	VERAGES CER	TIFIC	ATE I	NUMBER: State of NH D	HHS			REVISION NUMBER:			
th C	IIS IS TO CERTIFY THAT THE POLICIES OF I DICATED. NOTWITHSTANDING ANY REQUI ERTIFICATE MAY BE ISSUED OR MAY PERTA KCLUSIONS AND CONDITIONS OF SUCH PO	REME	NT, TE	ERM OR CONDITION OF ANY SURANCE AFFORDED BY THI	CONTRA E POLICI	NCT OR OTHER ES DESCRIBEI ED BY PAID CL	l DOCUMENT V D HEREIN IS SI .AIMS.	VITH RESPECT TO WHICH T	HIS		
INSR LTR	TYPE OF INSURANCE		SUBRI	POLICY NUMBER		POLICY EFF (MM/DD/YYYY)	POLICY EXP	LIMIT	3		
LIK	COMMERCIAL GENERAL LIABILITY	1030						EACH OCCURRENCE	1,000,0	00	
İ	CLAIMS-MADE X OCCUR							DAMAGE TO RENTED PREMISES (Ea occurrence)	100,000)	
								MED EXP (Any one person)	5,000		
A	<u> </u>			ZHV926516410		08/09/2021	08/09/2022	PERSONAL & ADV INJURY	1,000,0	00	
	GENL AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE	\$ 3,000,0	00	
	POLICY PRO LOC			•				PRODUCTS - COMP/OP AGG	Include	1	
	OTHER:								1		
	AUTOMOBILE LIABILITY							COMBINED SINGLE LIMIT (En accident)	\$ 1,000,0	00	
	ANY AUTO .							BOOILY INJURY (Per person)	\$	_	
A	OWNED SCHEDULED		i	ABV926528110		08/09/2021	08/09/2022	BODILY INJURY (Per accident)	3		
	HIRED NON-OWNED							PROPERTY DAMAGE	3		
	AUTOS ONLY AUTOS ONLY	ļ	:				\ <u>,</u>	(Per accident)	3		
	WINDRELLA LIAB OCCUP	┈	-	<u> </u>			'	EACH OCCURRENCE	1,000,0	ōō	
_ A	H		1	UHV926587610		08/09/2021	08/09/2022	AGGREGATE	1,000,0	00	
^	- ISA	┨						HOOKEOKIE			
_	DED RETENTION S U	├				 	<u> </u>	→ PER STATUTE ER	•		
	AND EMPLOYERS' LIABILITY Y/N	ļ	ļ '	1					500,000		
В	B ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?		1	WWC3524699	C3524699		05/01/2022	E.L. EACH ACCIDENT	500,00		
	(Mandatory In NH)							G.L. DISEASE - EA EMPLOYEE	500.000)	
_	If yes, describe under DESCRIPTION OF OPERATIONS below	 	├—			 	 	E.L. OISEASE - POLICY LIMIT Each Occurrence	1,000,0		
١.	Professional Liability		ļ	ZHV926518410		08/09/2021	08/09/2022	Aggregate	3,000,0	•	
^	Occurrence Form]		ZHV820310410		0000002021	00,02,2022	, Aggregate	(((()))		
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)											
CF	RTIFICATE HOLDER				CAN	ELLATION			-		
CERTIFICATE HOLDER Stäte of New Hampshire DHHS Bureau of Elderly & Adult Services 129 Pleasant Street					SHC THE ACC	OULD ANY OF T	DATE THEREO TH THE POLIC	ESCRIBED POLICIES BE CAL F, NOTICE WILL BE DELIVED Y PROVISIONS.		EFORE	
1	Concord NH 03301-3857					Donma Croteau					

© 1988-2015 ACORD CORPORATION. All rights reserved.

Area HomeCare & Family Services, Inc.

Mission Statement Bylaws - Article III Section 3.1 Powers and Purposes

The purpose of the corporation shall be to;

Our mission is to provide non-medical in-home care services to low-income elderly and adults with disabilities or chronic illnesses, so they may remain in their homes for as long as possible.

AREA HOMECARE & FAMILY SERVICES, INC. FINANCIAL STATEMENTS AND OTHER INFORMATION

Year Ended June 30, 2020 with Summarized Financial Information for the Year Ended June 30, 2019

TABLE OF CONTENTS

	Page Number
INDEPENDENT AUDITOR'S REPORT	1
FINANCIAL STATEMENTS	
Statement of Financial Position	3
Statement of Activities	4
Statement of Functional Expenses	5
Statement of Cash Flows	6
Notes to Financial Statements	7
OTHER INFORMATION	
Schedules of Expenditures of Federal Awards	14
INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS	
PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS	15
INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE	
REQUIRED BY THE UNIFORM GUIDANCE	17
SCHEDNIE OF FINDINCS AND OUTSTONED COSTS	1.0

Sanders & Karcher Certified Public Accountants

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors

Area HomeCare & Family Services, Inc.

Portsmouth, New Hampshire

Report on the Financial Statements

We have audited the accompanying financial statements of Area HomeCare & Family Services, Inc. (a nonprofit organization) as of June 30, 2020 which comprise the statement of financial position and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. 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 from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Area Homecare & Family Services. Inc. as of June 30, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Board of Directors Area HomeCare & Family Services, Inc. Page 2

Report on Summarized Comparative Information

We have previously audited Area Homecare & Family Services, Inc.'s financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 15, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Other Matters

Other information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of findings and questioned costs is presented for purposes of additional analysis and is not a required part of these financial statements. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis as required by Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, and is also not a required part of the 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 procedures in accordance with accounting principles generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial. statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated November 6, 2020, on our consideration of Area HomeCare & Family Services, Inc.'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 solely 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 effectiveness of Area HomeCare & Family Services, Inc.'s internal control over financial reporting on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering whether Area HomeCare & Family Services, Inc.'s internal control over financial reporting and compliance.

Sanders & Karcher Portsmouth, New Hampshire November 6, 2020

AREA HOMECARE & FAMILY SERVICES, INC. STATEMENT OF FINANCIAL POSITION June 30,

	2020						2019	
		thout Donor		h Donor	•			
	R	estrictions	Rest	rictions	_	Total _		Total
ASSETS								
CURRENT ASSETS			-					
Cash and cash equivalents	\$	996,712	\$	1,024	\$	997,736	\$	646,865
Accounts receivable, net of allowance of \$1,000						110 053		145 640
for both years		110,953		-		110,953		145,648
Unconditional promises to give				26,693		26,693		23,592
Investments at fair value		706,850		-		706,850		666,158
Prepaid expenses		1,005				1,005		1,005
Total current assets		1,815,520		27,717		1,843,237		1,483,268
DDODEDWY C FOULDWENT not of accumulated								
PROPERTY & EQUIPMENT, net of accumulated		214 670				214 670		334 000.
depreciation of \$210,620 & \$200,411, respectively	1	214,670		<u> </u>		214,670		224,880
TOTAL ASSETS	\$	2,030,190	\$	<u>27,717</u>	\$	2,057,907	\$	<u>1,708,148</u>
LIABILITIES AND NET ASSETS								
CURRENT LIABILITIES								
Accounts payable	\$	40	\$	_	\$	40	\$	5,016
Accrued expenses		98,238		_		98,238		66,003
PPP Loan		223,822		_		223,822		· -
Total current liabilities		322,100				322,100		71,019
NET ASSETS								
Without donor restrictions								
Board designated		425,000		_		425,000		425,000
Undesignated		1,283,090		_		1,283,090		1,185,906
With donor restrictions		1,203,030		27,717		27,717		26,223
HIGH GOHOL LESCITECTORS				21111				20,223
Total net assets		1,708,090		<u>27,717</u>		1,735,807		1,637,129
TOTAL LIABILITIES AND NET ASSETS	\$	2,030,190	\$	27,717	\$	2,057,907	\$	1,708,148

AREA HOMECARE & FAMILY SERVICES, INC. STATEMENT OF ACTIVITIES Years Ended June 30,

		2020		2019
	Without Donor Restrictions	With Donor Restrictions	Total	Total
PUBLIC SUPPORT AND REVENUES				
PUBLIC SUPPORT Government contracts and grants Local municipalities Contributions	\$ 81,017 - 683	\$ 1,544,952 41,068 4,900	\$ 1,625,969 41,068 5,583	\$ 1,512,036 41,368 1,999
Total public support REVENUES	81,700	1,590,920	1,672,620	1,555,403
Private services Investment return Total revenues Public support and revenues	16,751 41,946 58,697 140,397	1,590,920	$ \begin{array}{r} 16,751 \\ 41,946 \\ \hline 58,697 \\ 1,731,317 \end{array} $	$ \begin{array}{r} 16,766 \\ \underline{46,022} \\ 62,788 \\ 1,618,191 \end{array} $
NET ASSETS RELEASED FROM RESTRICTIONS Satisfaction of usage restrictions Satisfaction of time restrictions Total net assets released from restrictions Total public support, revenues and net assets released from restrictions	$ \begin{array}{r} 1,563,203 \\ \underline{26,223} \\ \overline{1,589,426} \\ 1,729,823 \end{array} $	(1,563,203) (<u>26,223)</u> (<u>1,589,426</u>) 1,494	1,731,317	1,618,191
EXPENSES				
Program services Management and general Total expenses	$ \begin{array}{r} 1,465,608 \\ \underline{167,031} \\ \underline{1,632,639} \end{array} $	- - -	$\frac{1,465,608}{167,031}$ $\frac{1,632,639}{1,632,639}$	1,343,015 188,328 1,531,343
CHANGE IN NET ASSETS	97,184	1,494	98,678	86,848
NET ASSETS, Beginning of year	1,610,906	26,223	1,637,129	1,550,281
NET ASSETS, End of year	\$ <u>1,708,090</u>	\$ <u>27,717</u>	\$ <u>1,735,807</u>	\$ <u>1,637,129</u>

AREA HOMECARE & FAMILY SERVICES, INC. STATEMENT OF FUNCTIONAL EXPENSES Years Ended June 30,

		2020		2019
	In-Home Care and	Management and		
	Homemakers	General	Total	Total
Salaries and wages	\$ 1,106,517	\$ 113,902	\$ 1,220,419	\$ 1,120,394
Payroll taxes	83,171	8,665	91,836	85,608
Employee benefits	64,963	18,338	83,301	82,727
Travel	40,380	2,329	42,709	47,472
Payroll service fees	6,590	675	7,265	6,249
Consulting	1,470	406	1,876	1,455
Insurance	55,858	4,869	60,727	66,524
Maintenance	2,754	625	3,379	18,159
Bank service charges	, _	383	383	294
Conference and meetings	2,768	203	2,971	9,674
Licenses	200	132	332	377
Community assistance	11,436	1,023	12,459	4,496
Miscellaneous	1,294	. 99	1,393	2,732
Office	18,544	3,865	22,409	24,935
Accounting fees	13,631	3,477	17,108	16,001
Telephone	6,547	2,068	8,615	7,439
Uniforms	2,163	15	2,178	734
Utilities	5,045	1,262	6,307	6,500
Advertising	2,648	307	2,955	3,341
Printing	1,490	372	1,862	1,920
Supplies	4,365	916	5,281	3,563
Postage	5,044	1,058	6,102	6,274
Depreciation	8,167	2,042	10,209	10,209
Bad debt	20,563		20,563	4,266
COTAL EXPENSES	\$ <u>1,465,608</u>	\$ <u>167,031</u>	\$ <u>1,632,639</u>	\$ 1,531,343

AREA HOMECARE & FAMILY SERVICES, INC. STATEMENTS OF CASH FLOWS Years Ended June 30,

		2020		2019
CASH FLOWS FROM OPERATING ACTIVITIES Cash received from public support Cash received from private services Cash received from investments	\$	1,704,214 16,751 34,759	\$ 1	,567,586 16,766 27,259
Cash paid for expenses Net cash provided by operating activities	(<u> </u>	1,595,171) 160,553	(<u>1</u>	,519,620) 91,991
CASH FLOWS FROM INVESTING ACTIVITIES Cash paid for investments	(33,504)	(25,720)
CASH FLOWS FROM FINANCING ACTIVITIES Cash received from loan	-	223,822	_	
NET INCREASE IN CASH		350,871		66,271
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	-	646,865	-	580,594
CASH AND CASH EQUIVALENTS, END OF YEAR	\$.	997,736	\$ _	646,865
ADJUSTMENTS TO RECONCILE CHANGES IN NET ASSETS TO NET CASH PROVIDED BY OPERATING ACTIVITIES				
Increase in net assets	\$	98,678	\$	86,848
Adjustments to reconcile changes in net assets to net cash provided by operating activities				
Depreciation		10,209		10,209
Unrealized gain on investments (Increase) decrease in:	(7,187)	. (18,763)
Accounts receivable		34,695		14,182
Unconditional promises to give Increase (decrease) in:	(3,101)	(1,999)
Accounts payable	. (4,976)		3,476
Accrued expenses	_	32,235	(_	1,962)
Total adjustments		61,875	-	5,143
NET CASH PROVIDED BY OPERATING ACTIVITIES	\$	160,553	\$ =	91,991

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Area HomeCare & Family Services, Inc. was incorporated as a non-profit organization under Section 501(c)(3) of the Internal Revenue Code in 1979. The Organization provides non-medical in-home care services in Rockingham County, New Hampshire. These services are provided to the elderly and adults with disabilities and/or chronic illnesses so that they may remain in their homes for as long as possible.

The major program of Area HomeCare & Family Services, Inc. is In-Home Care Services which provide companionship, emotional support and services such as food shopping, errands, assistance with meals and other related services.

Basis of Accounting

Income and expenses are reported on the accrual basis, which means that income is recognized as it is earned or when promises are made and expenses are recognized as they are incurred whether or not cash is received or paid out at that time.

Financial Statement Presentation

Area HomeCare and Family Services, Inc. presents its financial statements in accordance with recommendations of the Accounting Standards Codification No. 958-210, "Financial Statements of Not-for-Profit Organizations". Under ASC No. 958-210, Area HomeCare and Family Services, Inc. is required to report information regarding its financial position and activities according to two classes of net assets: net assets without restrictions and net assets with restrictions.

Investment Valuation and Income Recognition

The Organization's investments as of June 30, 2020 are stated at fair value. Shares of the separate investment accounts are valued at quoted market prices, which represent the net value of shares held by the Organization at year-end. Purchases and sales of securities are recorded on a trade-date basis. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date. As of June 30, 2020, investments have a market value of \$706,850, cost basis of \$614,059 and unrealized gains of \$92,791.

Cash and Cash Equivalents

For purposes of the statement of cash flows, Area HomeCare & Family Services, Inc. considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

Allowance for Doubtful Accounts

An allowance for doubtful accounts is established based on historical experience and management's evaluation of outstanding accounts receivable at the end of each year. The allowance for doubtful accounts was \$1,000 for years ended June 30, 2020 and 2019.

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Unconditional Promises to Give

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in net assets without restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with restrictions. When a restriction expires, net assets with restrictions are reclassified to net assets without restrictions. An allowance for uncollectible unconditional pledges is established based on historical experience and management's evaluation of outstanding unconditional pledges at the end of each year. As of June 30, 2020 and 2019 management considers all pledges to be collectable.

Unconditional promises to give consisted of the following as of June 30,

	2020	2019
Town warrants	\$ <u>26,693</u>	\$ <u>23,592</u>

All amounts are due in less than one year.

Property and Equipment

Building and equipment have been recorded at cost and depreciated over the following estimated useful lives of the assets using the straight-line method of depreciation.

Building and improvements	40	years
Equipment	5-10	years
Furniture and fixtures	5-10	years

Maintenance and repairs are charged to expense as incurred, major renewals and betterments are capitalized. Depreciation expense was \$10,209 and \$10,209 for the years ended June 30, 2020 and 2019, respectively.

Accrued Earned Time

Area HomeCare & Family Services, Inc. have accrued a liability for future compensated leave time that is vested with the employees.

Contributions

Contributions received are recorded as unrestricted or restricted support depending on the existence or nature of any donor restrictions.

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Functional Allocation of Expenses

The costs of the various programs and other activities have been summarized on a functional basis. Accordingly, costs have been allocated among the programs and supporting services benefited.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Income Taxes

Area HomeCare & Family Services, Inc. is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code and, therefore, has made no provision for Federal income taxes in the accompanying financial statements. In addition, the Organization has been determined by the Internal Revenue Service not to be a private foundation within the meaning of Section 509(a) of the Internal Revenue Code.

Subsequent Events

Subsequent events have been evaluated through November 6, 2020, the date the financial statements were available to be issued.

NOTE B - ACCOUNTS RECEIVABLE

Area HomeCare & Family Services, Inc. utilizes the allowance method for bad debts on client receivables. Client receivables were due from the following sources as of June 30,

2020	Receivable	Allowance	Total, net_
Medicaid - HC/BC Medicaid - Title XIX Clients Grants and contracts Employees TOTALS	\$ (24,271) 4,087 6,396 124,236 1,505 \$ 111,953	\$ - 1,000 - \$ <u>1,000</u>	\$ (24,271) 4,087 5,396 124,236 1,505 \$ 110,953
2019	Receivable	Allowance_	Total, net
Medicaid - HC/BC Medicaid - Title XIX Clients Grants and contracts Employees TOTALS	\$ (27,623) 4,087 7,366 161,063 1,755 \$ 146,648	\$ - 1,000 - \$ <u>1,000</u>	\$ (27,623) · 4,087 6,366 161,063 1,755 \$ 145,648

NOTE C - INVESTMENTS AT FAIR VALUE

Investments can consist of mutual funds, money market funds and corporate bonds. Area HomeCare and Family Services, Inc. records its investments at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets and are reported as an investment return.

The following is a description of the valuation methodologies used for assets measured at fair value. Common stocks, corporate bonds and U.S. government securities: Valued at the closing price reported on the active market on which the individual securities are traded. Mutual and money market funds: Valued at the net asset value of shares held by the plan at year end.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The Organization reports under the Fair Value Measurements, which established a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs of valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices inactive markets for identical assets or liabilities (level 1 measurement) and the lowest priority to unobservable inputs (level 3 measurements).

Level 1. - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Plan has the ability to access.

Investments, all at Level 1, consist of the following as of June 30, 2020:

		Fair	Unrealized
	Cost	Value	Gain
Mutual Funds	\$ 614,059	\$ 706,850	\$ 92,791

Investments, all at Level 1, consist of the following as of June 30, 2019:

		Fair	Unrealized
	Cost	Value	Gain
Mutual Funds	 \$ 583,007	\$ 666,158	\$ 83,151

NOTE D - LINE OF CREDIT

Area HomeCare & Family Services, Inc. has a \$170,000 revolving line of credit established to provide working capital support. The agreement requires monthly interest only payments of prime plus 1% and is secured by all business assets and real property. As of June 30, 2020, the interest rate was 4.25% and the outstanding balance was \$0. The line of credit is due in full upon lender's demand.

Area HomeCare & Family Services, Inc. also has a line of credit, borrowed against securities held at Edward Jones. The approved credit amount as of June 30, 2020 was \$353,425 based on the value of the investments which could change daily. Should the value of this collateral significantly decline, the Organization may be required to deposit cash or additional securities or sell securities in the account. The interest rate will vary depending on the borrowed amount. As of June 30, 2020, the interest rate was 4.75% and the outstanding balance was \$0.

NOTE E - ACCRUED EXPENSES

Accrued expenses consist of the following at June 30,

•	2020	2019
Accrued earned time	\$ 42,667	\$ 41,406
Accrued salaries	49,967	21,691
Accrued payroll taxes	3,662	1,651
Accrued travel	1,512	814
Accrued postage	56	33
Other withholdings	374	408
TOTALS	\$ <u>98,238</u>	\$ <u>66,003</u>

NOTE F - LEASING ARRANGEMENTS

Area HomeCare & Family Services, Inc. entered into a non-cancellable operating lease for a HP Laserjet Copier with Leaf Funding, Inc. which began in July 2015. The lease requires monthly payments of \$148, including taxes, for 60 months. This lease was paid in full as of June 30, 2020. Area Homecare & Family Services Inc., entered into a new non-cancellable operating lease for a HP Laserjet Copier with Leaf Funding, Inc. which began in July 2020. The lease requires monthly payments of \$148, including taxes, for 60 months.

Future minimum lease payments are as follows for the years ended June 30,

2021	\$ 1,777
2022	1,777
2023	1,777
2024	1,777
2025	1,777

NOTE G - RISK CONCENTRATION AND ECONOMIC DEPENDENCE

Area HomeCare & Family Services, Inc. derives significant revenue from grants and contracts with other nonprofit organizations and government agencies. Continuation of certain programs is dependent upon such revenues.

Grants receivable, accounts receivable and unconditional promises to give were primarily due from governmental agencies.

NOTE H - RESTRICTIONS ON NET ASSETS

Net assets with donor restrictions consist of the following as of June 30,

	2020	2019
Town warrants	\$ <u>27,717</u>	\$ <u>26,223</u>

NOTE I - CONTRACTS, FEES AND GRANTS FROM GOVERNMENT AGENCIES

Contracts, fees and grants from government agencies consist of the following for the years ended June 30,

	2020	2019
New Hampshire Division of Elderly and Adult Services Title XX	\$ 1,476,312	\$ 1,327,598
Title III Medicaid - HC/BC Other	68,640 72,767 8,250	68,609 35,829 80,000
TOTALS	\$ <u>1,625,969</u>	\$ <u>1,512,036</u>

. NOTE J - CONTINGENT LIABILITIES

Area Homecare and Family Services, Inc. received money under various state and federal grants. Under the terms of these grants, the Organization is required to use the money within the grant period for purposes specified in the grant proposal. If expenditures of the grant were found not to have been made in compliance with the proposal, the organization might be required to repay the grantors' funds. Because specific amounts, if any, have not been determined by grantor agency audits or assessed as of June 30, 2020, no provision has been made for this contingency.

NOTE K - CONCENTRATION OF CREDIT RISK

As of June 30, 2020, the organization has a cash balance held by a bank that was in excess of the amount insured by the Federal Deposit Insurance Corporation. The uninsured amount was \$746,309.

NOTE L - SUMMARIZED FINANCIAL INFORMATION

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the organization's financial statements for the year ended June 30, 2020, from which the information was derived.

NOTE M - LIQUIDITY AND AVAILABILITY OF RESOURCES

As part of the organizations liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due. In addition, the organization invests cash in excess of daily requirements in short-term investments. To help manage unanticipated liquidity needs, the organization has two committed lines of credit in the amount of \$523,425, which it could draw upon. The organization also has a Board designated reserve of \$425,000. Although, the organization does not intend to spend from its reserve, other than amounts appropriated for general expenditures; as part of its annual budget approval and appropriation process, amounts from its reserve could be made available, if necessary.

NOTE N - PAYCHECK PROTECTION PROGRAM

Area Homecare and Family Services, Inc. received money from the Paycheck Protection Program (PPP). The PPP is a funding program administered by the Small Business Administration (SBA). The program helped businesses keep their workforce employed during the Coronavirus crisis. The amount the organization received was \$223,822. The SBA will forgive the amounts received, through an application process, if all the employee retention criteria is met and the funds are used for eligible expenses.

As of June 30, 2020, the organization had not applied for loan forgiveness. If, after the application process, any portion of the funds received are not forgiven the amount is to be paid back in the form of a loan at 1% interest with a term of 2 years.

OTHER INFORMATION

AREA HOMECARE & FAMILY SERVICES, INC. SCHEDULES OF EXPENDITURES OF FEDERAL AWARDS Years ended June 30,

	<u> </u>	2019			
Federal Grantor/ Pass-Through Grantor/ Program Title U.S. Department of Health and Human Services	Federal CFDA Number	Agency or Pass-Through Number(s)	Program or Award Amount	Federal Disburse- ments	Federal Disburse- ments
Passed through State of New Hampshire Department of Health and Human Services:					
Administration for Children and Families Social Services Block Grant	93.667	9255-543 -500385	\$ 885,787	\$ 885,787 \$	796,559
Older Americans Act Title III Administration on Aging Services Grant	93.044	7872-540 -500382	35,006	35,006	34,991
TOTALS		_	\$ <u>920,793</u>	\$ 920,793	831,550

NOTE A - BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards includes the federal grant activity of Area HomeCare & Family Services, Inc. and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of Uniform Guidance. Therefore, some amounts presented in this schedule may differ from amounts presented or used in preparation of the financial statements.

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

To the Board of Directors
Area HomeCare & Family Services, Inc.

We have audited, 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, the financial statements of Area HomeCare & Family Services, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2020 and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements and have issued our report thereon dated November 6, 2020.

Internal Control over Financial Reporting

In planning and performing our audit, we considered Area HomeCare & Family Services, Inc.'s internal control over financial reporting (internal control) in order to determine our audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing our opinion on the effectiveness of Area HomeCare & Family Services, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of Area HomeCare & Family Services, Inc.'s internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Area HomeCare & Family Services, Inc.'s financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under Government Auditing Standards.

Board of Directors Area HomeCare & Family Services, Inc. Page 2

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with Government Auditing Standards in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Sanders & Karcher Portsmouth, New Hampshire November 6, 2020 INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

To the Board of Directors
Area HomeCare & Family Services, Inc.

Report on Compliance for Each Major Federal Program

We have audited Area HomeCare & Family Services, Inc.'s compliance with the types of compliance requirements described in the OMB Compliance Supplement that could have a direct and material effect on each of Area HomeCare & Family Services, Inc.'s major federal programs for the year ended June 30, 2020. Area HomeCare & Family Services, Inc.'s major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of 'Area HomeCare & Family Services, Inc.'s major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Area HomeCare & Family Services, Inc.'s compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Area HomeCare & Family Services, Inc.'s compliance.

Opinion on Each Major Federal Program

In our opinion, Area HomeCare & Family Services, Inc. complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2020.

Report on Internal Control Over Compliance

Management of Area HomeCare & Family Services, Inc. is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Area HomeCare & Family Services, Inc.'s internal control over compliance with

Board of Directors Area HomeCare & Family Services, Inc. Page 2

the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Area HomeCare & Family Services, Inc.'s internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Sanders & Karcher Portsmouth, New Hampshire November 6, 2020

AREA HOMECARE & FAMILY SERVICES, INC. SCHEDULE OF FINDINGS AND QUESTIONED COSTS Year ended June 30, 2020

Section 1 - Summary of Auditor's Results

Financial Statements					
Type of auditor's report issued: Unqualified					
Internal control over financial reporting:					
Material weakness(es) identified: yesX no					
• Reportable condition(s) identified that are not considered to be material weaknesses? yes _X_ none reported					
Noncompliance material to financial statements noted? yesX no					
Federal Awards					
Internal control over major programs:					
Material weakness(es) identified: yesX no					
• Reportable condition(s) identified that are not considered to be material weaknesses? yes _X _ none reported					
Type of auditor's report issued on compliance for major programs:					
Unqualified					
Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)?yes X no					

AREA HOMECARE & FAMILY SERVICES, INC. SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED) Year ended June 30, 2020

CFDA Number(s) 93.667	Name of Federal Program or Cluster Social Services Block Grant administered by the Administration For Children and Families
Dollar threshold used to distinguish	between type A and type B programs:
\$ 750,000	
Auditee qualified as low-risk audite	e? <u>X</u> yesno
Section II - Financial Statement Fin	dings
NONE.	
Section III - Federal Award Findings	and Questioned Costs
NONE.	

AREA HOMECARE & FAMILY SERVICES, INC.

Ballard Building 1320 WOODBURY AVENUE, PORTSMOUTH, NH 03801 (603) 436-9059

FY2022 BOARD OF DIRECTORS

NAME	ORGANIZATION, MAILING ADDRESS AND PHONE NUMBER	PROFESSION	OFFICE COMMITTEE	DATE TERM BEGAN & EXP. DATE	TELEPHONE NUMBER EMAIL
Ben Woodhouse	North Hampton, NH	Finance	Vice-Chair	2017-2023	
Chris Eaton	Portsmouth, NH	Retired Elder Services BEAS – State of NH	All	2017-2023	
Karyn Cumberland	Stratham, NH	Attorney	Treasurer	2019-2025	
Karen Kinnaly	New Castle, NH	RN	Secretary	2015-2021	
Phillip Saltmarsh	Portsmouth, NH	Architect	Ali	2015-2021	
Edna Mosher	Newington, NH	Retired - Business	All	2021-2027	·
Kathy Latchaw	Newington, NH	Retired – Education	All	2021-2027	•

AREA HOMECARE & FAMILY SERVICES, INC.

ADVISORY BOARD

John Bosen, Esquire

Portsmouth, NH

Attorney

Gordon McCollester

Rye, NH

Retired/CEO Nonprofit

Jamie DeStefano

Newmarket, NH

Business

PERSONNEL

Judy Taylor

Seabrook, NH

Executive Director

Judy Taylor

Employment

2013 - Present

Area HomeCare & Family Services, Inc. Portsmouth, NH 03801 603-436-9059

History

Executive Director

1998 - 2013

Area HomeCare & Family Services, Inc. Portsmouth, NH 03801 603-436-9059

Senior Vice-President & CFO

- . Maintain accounting records, generate monthly financial statements, and work directly with accounting firm to complete year end audit.
- Perform and/or oversee all office functions
- Human Resource Manager

1989 - 1995

TimberMart, Inc.

Seabrook, NH

Bookkeeper

- Accounts Payable
- Accounts Receivable
- Dealt with vendors, processed special orders
- Inventory control
- Customer service

Education

2003 - 2004

Antioch New England

Keene, NH

Certificate in Community Health Care Management Program

2002

Antioch New England

Keene, NH

Nine-month seminar - Nonprofit Management

1995 - 1997

McIntosh College

Dover, NH

- **Accounting Degree**
- **GPA 3.89**
- Courses in various computerized accounting software
- MS Office
- D-base programming

Related Instruction

Numerous certificates in associated topics - ADP payroll, Access, Quickbooks Pro, Human Resources, etc.

MaryJane Walsh

Employment History:

January 2003-Area HomeCare & Family Services, Inc., Portsmouth, NH

Program Director for In HomeCare Services

June 2000-Area Homecare & Family Services, Portsmouth, NH

January 2003 Assistant Director of Homemaker Services:

> Assists in the daily supervision of thirty-five staff who provide homecare services to six hundred elderly and people with disabilities. Duties include managing funds and scheduling for ADRD program, responsible for scheduling, intake, income

eligibility assessment and re-certification of clients.

August 1999-Area Homecare & Family Services, Portsmouth, NH June 2000

Parent Aide / Scheduler: Duties include, supervised

visits between foster children and their non-custodial parents, assisting non-custodial parents on appropriate ways to interact

with their children.

September 1998-Great Bay Kids Company, Exeter, NH

Assistant Teacher: Duties included planning classroom

activities, assisting the site director, and parent/teacher

conferences.

June 26, 1997-Wentworth By the Sea Country Club, Rye, NH

August 1999 Assistant Camp Director / Counselor

June 24, 1996-Portsmouth Recreation Department, Portsmouth, NH

August 19, 1996 Camp Counselor

October 1, 1995-Great Bay Athletic Club, Newmarket, NH

July 1999 Receptionist

Education:

June 1999

1995-1999 University of New Hampshire, Durham, NH

Major: Sociology

1994-1995 Sacred Heart University, Fairfield, CT.

Alena Stanley, C. Ht. DSP

Summary

I am a responsible candidate with twenty years of diverse international work experience in human services. I am skilled at communicating, organizing, and problem solving, and speak English and Czech. I am compassionate, caring, professional and loyal.

Skills

- Strong interpersonal and communication skill
- Management and customer service
- Administrative support including billing
- Public speaking, teaching
- Planning and development, problem solving
- Quality improvement competency
- Independent judgment and decision making
- Promotes positive behavior and healthy work environment

Work experience

2019 – Present Area HomeCare & Family Services, Inc., Portsmouth, NH *Client Representative*

Intake and coordination of Agency services/programs for clients including eligibility screening and re-certifications.

2016 - 2019 Exeter Hospital

Exeter, NH

Medical office coordinator

In charge of master schedule for Center for Occupation and Employee Health, supports Staff Health services, HR department and provides administrative support to clinic director.

- Coordinates schedules of all medical and administrative staff in the clinic and on-site staff.
- Coordinates special projects, meetings and conference calls.
- Effectively communicates to existing and potential customers.
- Coordinates pre-placement health screens with Staff health services and HR department.
- Processes paperwork for new hires and enters information into OHM and Systoc.
- · Ensures all required exams are scheduled.
- · Writes authorizations for services.
- Covers billing, including end of month reports and front desk services when needed.
- Assists director with administrative tasks.

2016 – 2016 Genesis Rehab Services Nashua and Manchester, NH Rehab office coordinator

Assists the Director of rehab in the administrative management of the rehabilitation department.

- Coordinates schedules of all therapists and assistants with inpatients and outpatients.
- Coordinates scheduling of all per diem under the direction of Director of rehab.
- Assists therapy staff in achieving targeted patient care hours assigned by Director of rehab.
- Tracks physician orders and signatures.
- Completes technical audits of charts ensuring all documentation is present. Mails and tracks return of initial evaluations and certifications.

- Submits insurance authorizations.
- Orders PT equipment for patients.
- Ensures any mechanical checks or calibrations are completed according to schedule.

2014 - Present

Center for Self Healing Arts, LLC

Exeter, NH

Certified Hypnotherapist, Owner

Provides hypnotherapy services to children and adults. Works under medical referrals for all health related issues.

- Works in the office as well as offsite such as supports clients during MRI, prior medical procedures etc. Provides sessions at hospitals or rehabilitation centers if needed.
- Runs full operation of business.
- Visit <u>www.selfhealingarts.net</u> for client's reviews and for more information

Special certifications:

- Emergency hypnosis
- · Hypnosis for pain management
- Dental hypnosis
- Trauma recovery hypnosis
- Hypnosis for immune disorders
- Hypnosis and ADD-ADHD
- Therapeutic Imagery facilitator
- Pre and Post surgery hypnosis

2015 - Present

Exeter Hospital

Exeter, NH

Volunteer - Patient support

- Interpersonal communication with patients meets and speaks with patients and/or family members regarding care.
- Reports observations to Patients relations coordinator

2009 - 2016

The Country Club for Kids

Fremont, NH

Infant Teacher/Lead teacher 2010/2011

Position in charge of the infant group within a large center for children aged 0 through kindergarten.

- Initiate and recommend appropriate activities to support development
- Prepare and evaluate infants for transition into toddler group
- Communicate information between parents and caregivers

Lead teacher during school year 2010/2011, stepped down to part time position when my 3rd child was born in fall 2011.

2012 - 2013

Starry Brook Natural Medicine

Exeter, NH.

Certified Hypnotherapist

Offered hypnotherapy services to children and adults. Works under medical referrals for all health related issues.

Scheduling and follow up with patients of SBNM.

Assisting with paperwork to practicing doctors.

2005 - 2009

Crotched Mountain Foundation

Greenfield, NH

Program Manager

Position in charge of daily operations of several residential programs, within an organization known for providing the highest level of direct care.

- Maintained documentation to strict state regulations in MA, NH and ME
- First contact for emergency situations
- Ensuring health and safety of clients, working in concert with Nurse Trainer, Behaviorist and other clinicians, state representatives, guardians, parents etc.
- Prepared programs for state licensing, certifications, and audits
- Prepared clients' personal growth plans, assisting the client to achieve goals and meeting their needs.
- Running and scheduling trainings for staff
- Teaching strategies, principles of reinforcement, relationships, task analysis and prompting, positive feedback and natural times to teach

Assistant Manager

Position in residential program ensuring that medical, and behavioral protocol are implemented, protecting the health and safety of clients participating in the program.

- Direct care Assist client with finding opportunities to meet social, spiritual and vocational goals.
- Maintained program documentation such as client books, financial records, certification books, Dr. appointments, inventory of medications, and staff records
- Coordinate medical appointments
- Communicate with Case managers, guardians, parents, doctors, pharmacists etc.

Training:

- First Aide CPR, AHS
- Medication Administration (Including G-tube care and diabetes training)
- Mandt (behavioral management) and Gentle Teaching method
- OSHA

2004 – 2005 Educare Daycare & Learning Center Goffstown, NH

Lead Teacher

Position in charge of the infant group within a large center for children aged through kindergarten. Substitute regularly for age groups up to 4 years.

Training:

- Pediatric First Aid and CPR (AAOS)
- Early Intervention and Special Education

2002 - 2004 North Shore ARC Danvers, MA
(Association for Retarded Citizens)

House Coordinator

Rewarding experience as the lead in a supported residential housing facility for adults with varied developmental disabilities.

- Create and implement individual support plans
- Initiate one-on-one education in areas such as speech therapy
- Order and administer all medications (MA Certified)
- Assist clients with daily life routines such as money management, cooking/diets, and activities planning.
- Run staff meetings and train new personnel
- Maintain records for state compliance

Training:

- Volunteer: Music Therapy for ARC children.
- Medication Administration (MA Certified)
- Adult First Aid and CPR (MA Certified, Red Cross)

1999 - 2002

Institution of Social Care

Rychnov, Czech Rep.

For Mentally Challenged Children

Lead Caregiver/Teacher

Demanding position in a large State Institution. Illnesses included severe retardation, autism, schizophrenia, and epilepsy, often combined with abuse or neglect.

- Daily care and special needs teaching
- Frequent communication with 24-hr medical staff
- Plan and escort residents on field trips and vacations
- Medication administration for facility
- Close contact with available client family

Training:

Living with Autism

1998 - 1999

Restaurant "U Sv. Václava"

Č. Třebová, Czech Rep.

Assistant of the Owner

1997 - 1998

Hotel Havel s.r.o.

Rychnov n. Kn. Czech Rep.

Administrative Assistant of the Director

Education

2020 - Present

Southern New Hampshire University

Manchester, NH

Pursuing bachelor's degree in Psychology – Mental Health

2019/2021

Institute for Integrative Nutrition

New York, NY

Health and Nutrition Coach

Diploma in Health and Nutrition

2010/2012

Hypnosis Motivation Institute

Tarzana, CA

Hypnotherapy Course Work

- Diploma in Hypnotherapy
- Diploma in Handwriting Analysis

2010/2011

Manchester Community College

Manchester, NH

ECE Course Work

- Foundation in ECE
- Safety and Nutrition

2008 US Department of Labor, under sponsorship of CMF Direct Support Professional, Apprenticeship

2007 Moore Center College of Direct Support Manchester, NH Direct Support Professional, Certification

2004 College for Lifelong Learning Manchester, NH ECE Course Work

Infant and Toddler Development

1999 - 2002 University of Palacký Olomouc, Czech Rep. Educational Counseling and School Management

 Curriculum strongly focused on educational psychology (Transcript available upon request)

1992 - 1997 Hotel School SCMSD Hronov, Czech Rep. Hotel and Restaurant Management

Two diplomas for licensed management of tourist industries

Janice LeBlanc

Employment History:

June 2005-

Area HomeCare & Family Services, Portsmouth NH Senior Scheduler: Responsible for scheduling employees and clients, intakes, re-certifications, direct communication with case managers and social workers, family of clients, and approved contacts, other office duties as needed.

March 2004-August 2004 Rockingham County Courthouse, Brentwood, NH 03833 Court Assistant II: Duties included receptionist duties, coordinate Grand and Petit Jury Duty, selection process for potential jurors, presenting juror requests for excusals to appropriate judge, check in jurors on orientation day, and mailing no show juror notices to absent jurors.

June 2001-January 2003 Medtronic Neurological Technologies, Hampstead, NH 03841 Office Sales Manager: Duties included providing administrative support to the District Manager and Sales Representatives working in the Northeast Region, processing orders for medical supplies, maintaining clinical records and reports, processing Sale Representative expenses and files as requested.

August 1987-May 2001

Rockingham VNA & Hospice, Exeter, NH 03833 Clinical Program Assistant: Duties included assisting Acute Care staff, clerical duties, ordering medical supplies, scheduling, maintaining clinical staff schedules.

December 1982-October 1987 Exeter Hospital, Exeter Health Resources, Exeter, NH 03833 Patient Services Representative

Education:

1974 - 1977

Lynn Classical High School, Lynn, Massachusetts Business Course

Barbara Boisvert

Employment History

November 2012 – present

Area HomeCare & Family Services, Inc., Portsmouth, NH

Payroll/Billing: Duties include preparing documentation for the State, data entry, and clerical duties. Processing weekly payroll including verification of weekly client hours. Duties also include

billing the State for Title XX and Title 111B clients.

September 2004 -2012

Area HomeCare & Family Services, Inc., Portsmouth, NH

HomeCare Provider: Provided non-medical homemaker services to elderly and adults with chronic illnesses and/or disabilities.

June 1989 - 2004

Chauvin Arnoux, Dover, NH

Production/Quality Assurance: Duties included assembly and soldering, calibrating and testing, data entry, inspection of parts

and finished products. Processed inventory orders

Education

1975 - 1979

Portsmouth High School, Portsmouth, NH

CONTRACTOR NAME

Key Personnel

Name	Job Title	Salary	% Paid from	Amount Paid from
			this Contract	this Contract
Judy Taylor	Executive Director	82,075	.89	73,047
MaryJane Walsh	Program Director	64,396	.89	57,312
Alena Stanley	Client Representative	36,608	.89	32,581
Janice LeBlanc	Senior Scheduler	41,434	.89	36.876
Barbara Boisvert	Payroll/Billing	40,414	.89	35,968



Lori A. Shibinette Commissioner

Deborah D. Scheetz 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

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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Area Home Care & Family Services, Inc.	166931	Portsmouth	\$ 5,542,574. 9 4	\$3 ,188,919.40	\$8,731,494.34	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Waypoint (fke Child & Family Services)	177166	Manchester	\$4,869,430.28	\$ 2,801,630.48	\$7,671,060.76	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

					•	
Cornerstone VNA	230881	Rochester	\$ 456,012.37	\$262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Franklin VNA & Hospice	154177	Franklin	\$240,034.08	\$138,103.68	\$378,137.76	O:
The Homemaker Health Services (contract essigned to Easter Seels New Hampshire - Effective 9/1/18)	154177	Rochester	\$2,182,221.52	\$0	\$2,182,221.52	O: 12/21/18 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#38)
Lakes Region Community Services	177251	Laconia	\$2,593,095.40	\$1,388,803.12	\$3,981,898.52	O: 3/08/17 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Lake Sunapee Community Health Services	174248	New London	\$1,188,670.45	\$840,070.30	\$1,828,740.75	O: 3/08/17 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,616.55	\$1,835,140.58	\$5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36	O: 2/15/17 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

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

Loti A. Shibinette Commissioner

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	٧,	FE	DE	RAL	60%	GENERAL	L

Fiscal Year	Class/Object	Class Title	Job Number	Curr	ent Modified Budget		Increased Decreased) Amount	Revi	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	25,107.46			š	25,107.48
2018	540-500382	SS Contracts	multiple	\$	52,738.64			\$	52,738.64
2019	540-500382	SS Contracts	multiple	S	52,738.64			5	52,738.64
2020	540-500382	SS Contracts	multiple	\$	141,774.58		_	\$	141,774.58
2021	540-500382	SS Contracts	muttiple	\$	-	\$	141,774,58	\$	141,774.58
2022	540-500382	SS Contracts	multiple	\$	-]	5	141,774.58	\$	141,774.58
		Subtotal		\$	272,359.32	\$	283,549.16	\$	555,908.48
]							Ĺ.,	
	1 1		1	-	l		b-	ĺ	

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	Closs Title	Job Number	Curi	ent Modified Budget	i	Increased Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care	multiple	S	175,783.42			\$	175,783. <u>4</u> 2
2018	543-500385	Adult in Home Care	muttiple	S	369,171.82			5	369,171.82
2019	543-500385	Adult In Home Care	muttiple	\$_	369,171.82			\$	369,171.82
2020	543-500385	Adult In Home Care	mutiple	s	689,019.46	\$	-	\$	689,019.46
2021	543-500385	Adult in Home Care	multiple	S		\$	689,019.46	5	689,019.46
2022	543-500385	, Adult In Home Care	multiple	\$		5	689,019.46	\$	689,019.46
	, ,	Subtotal		ij	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 Thie	Job Number	Curr	ent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	32,688.96			\$	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	S	-	\$	68,649.44	S	.68,649.44
2022	540-500382	SS Contracts	multiple	\$	-	\$	68,649.44	S	68,649.44
•		Subtota	ı .	\$	238,635.28	\$	137,298.88	\$	375,934.16
<u> </u>	<u> </u>	Sublous	1		238,033,20	_	137,280.00	<u> </u>	

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

			LIVIE, OUR			
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		\$ 728,508.88
2018	543-500385	Adult In Home Care	mutuple	\$ 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	mutiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26
2021	543-500385	Adult In Home Care	muruple	\$	\$ 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	1	\$ 5,542,574.94	\$ 3,1B8,919.40	\$ 8,731,494.34

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 Tale	Job Number	Curi	rent Modified Budget	Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$	76,415.88		\$	76,415.88
2018	540-500382	SS Contracts	mutiple	\$	160,497.72		\$	160,497.72
2019	540-500382	SS Contracts	mutiple	\$	160,497.72		\$	160,497,72
2020	540-500382	SS Contracts	mutiple	\$	160,497.72	\$ •	\$	160,497.72
2021	540-500382	SS Contracts	mutiple	\$	-	\$ 160,497.72	S	160,497.72
2022	540-500382	SS Contracts	mutiple	S	-	\$ 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; 65% GENERAL

Fiscel Year	Class/Object	Class Thie	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	muliple	\$ 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	mutiple	\$ 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	mutiple	\$.	\$ 1,240,317.52	\$ 1,240,317.52
2022	543-500385	Adut In Home Care	mutiple	\$	\$ 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		ent Modified Budget	(D	rcreased ecreased) Amount		sed Modified Budget
2017	540-500382	SS Contracts	multiple	S	1,500.00			S	1,500.00
2018	540-500382	SS Contracts	mutiple	\$	3,138.07			S	3,138.07
2019	540-500382	SS Contracts	multiple	5	3,138.07			\$	3,138.07
2020	540-500382	SS Contracts	mutiple	\$	3,138.07	\$		\$	3,138.07
2021	540-500382	SS Contracts	mutiple	\$	-	\$	3,138.07	55	3,138.07
2022	540-500382	SS Contracts	multiple	\$	•	S	3,138.07	5	3,138.07
		Sublotat	•	5	10,914.21	\$	6,276.14	*	17,190.35
			ļ. <u></u> _						

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	Cur	rent Modified Budget		Incressed Decreased) Amount	Ravi	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	80,987.12			\$	60,967.12
2018	543-500385	Adult In Home Care	mutiple	\$	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	S		\$ ·	128,043.68
2021	543-500385	Adult In Home Care	multiple	S		\$	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	1	\$	456,012.37	\$	262,363.50	\$	718,375.87

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

	500382 500382	SS Contracts	mutiple						
2018 540-	500382							S	
	30030E [SS Contracts	mutiple					S	
2019 540-	500382	SS Contracts	multiple					S	
2020 540-	500382	SS Contracts	multiple	S	69,262,28	\$,	S -	69,262.28
2021 540-	500382	SS Contracts	multiple	Ş	•	\$	69,262.28	\$	69,262.28
2022 540-	500382	SS Contracts	multiple	\$		S	69,262.28	\$	69,262.28
		Subtotat		\$	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		ert Modified Budget		Increased Decreased) Amount	Ra	vised 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	S	812,033.14	5		\$	812,033.14
2021	543-500385	Adult In Home Care	multiple	\$	•	5	812,033.14	S	812,033.14
2022	543-500385	Adult In Home Care	multiple	S	-	5	812,033.14	5	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		ent Modified Budget	(0	ncressed lecressed) Amount		sed Modified Budget
2017 ⁻	540-500382	SS Contracts	mutiple	\$	3,228.46			\$	3,228.48
2018	540-500382	SS Contracts	multiple	\$	6,780.44			S	6,780.44
2019	540-500382	SS Contracts	multiple	S	6,780.44	-	·	Š .	6,780.44
2020	540-500382	SS Contracts	multiple	\$	6,780.44	\$	-	S	5,780.44
2021	540-500382	SS Contracts	multiple	S	-	\$	6,780.44	S	6,780.44
2022	540-500382	SS Contracts	multiple	S	-	S	6,780.44	S	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			S	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.	S	62,271.40	S	_	\$.	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	S	·	\$	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

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,

Revi	Increased (Decreased) Amount	ert Modified . Budger	Current Modified Budget		Class Title	Class/Object	Fiscal Year	
\$		32,981.88	S	multiple	SS Contracts	540-500382	2017	
\$		69,262.28	\$	multiple	SS Contracts	540-500382	2018	
\$		69,262.28	\$	multiple	SS Contracts	540-500382	2019	
S	\$.	•	\$	muttiple_	SS Contracts	540-500382	2020	
5		-[S	multiple	SS Contracts	540-500382	2021	
\$		-	S	mutiple	SS Contracts	540-500382	2022	
\$	\$.	171,506.44	\$	<u> </u>	Subtote			
<u> </u>	\$	171,506.44	<u>\$</u>	· · · · ·	Subtote	<u> </u>		
\$		(Decreased) Amount	### Modified (Decreased) Famount	Current Modified Budger Cocreased Famount	Job Number Current Modified Budget Manager Feb.	Class Title Job Number Current Modified Budget (Decreased) Amount SS Contracts multiple \$ 32,981.88 SS Contracts multiple \$ 69,262.28 SS Contracts multiple \$ 69,262.28 SS Contracts multiple \$ 69,262.28 SS Contracts multiple \$ - \$ - SS Contracts multiple \$ - SS Contracts multip	Class Title	

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	S -	\$ -	\$ -
2021	543-500385	Adult In Home Care	multiple	\$.		\$ -
2022	543-500385	Adult In Home Care	multiple	s ·		\$ -
		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	Curi	rent Modified Budget		ncreased (ecreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	64,681.77		(\$	64,681,77
2018	540-500382	SS Contracts	multiple '	\$	89,061.18			S	89,061.18
2019	540-500382	SS Contracts	multiple	\$	89,061.18			\$	89,061.18
2020	540-500382	SS Contracts	multiple	S	89,061.18	S		\$	89,061.18
2021	540-500382	SS Contracts	multiple	\$	٠	S	89,061.18	\$	89,061.18
2022	540-500382	SS Contracts	multiple	S	•	\$	89,061.18	\$	89,061.18
		Subtotal		\$	331,865.31	\$	178,122.36	\$	509,987.67
				<u> </u>					
	1		1	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

		4376 FED	ERCAL; 337	OE A	CRAL				
Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget	Increa (Decrea Amou	sed)	Re	vised 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			S	605,340.38
2019	543-500385	Adult In Home Care	multiple	\$	605,340.38			S	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	S		\$ 605,	340.38	\$	605,340.38
2022	543-500385	Adult In Home Care	multiple	S	•	\$ 605	340.38	S	605,340.38
		Subtotal	,	\$	2,261,230.09	\$ 1,210,	680.76	5	3,471,910.85
		Grand Total		\$	2,593,095.40	\$ 1,388,	803.12	\$	3,981,898.52

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,

Fiscal Year	Class/Object	Class Title	Job Number	Çun	ent Modified Budget		ncreased (ecreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	52,532.50			\$	52,532.50
2018	540-500382	SS Contracts	multiple	\$	73,565.15			S	73,565.15
2019	540-500382	SS Contracts	multiple	\$	73,585.15			S	73,585.19
2020	540-500382	SS Contracts	multiple	\$	73,565,15	S	•	\$	73,565.15
2021	540-500382	SS Contracts	mutiple	\$	-	\$	73,585.15	\$	73,565.15
2022	540-500382	SS Contracts	multiple	S	-	S	73,565.15	\$	73,565.15
		Subtotal		\$	273,227.95	\$	147,130.30	\$.	420,358.25
	1		<u>. </u>						

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	mutiple	\$ 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	_mutiple_	\$ 246,470.00) · \$ -	5 246,470.00
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	\$ 1,408,382.50
		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 - ADULY SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(D	ncreased ecreased) Amount		sed Modified Budget
2017	540-500382	SS Contracts	multiple	S	9,127.68			\$	9,127.68
2018	540-500382	SS Contracts	mutiple	\$	19,154.20			S	19,154.20
2019	540-500382	SS Contracts	multiple	\$	19,154.20			S	19,154.20
2020	540-500382	SS Contracts	multiple	\$	9,577.10	\$	•	\$	9,577.10
2021	540-500382	SS Contracts	multiple	\$	- ·	Ş.	9,577.10	S	9,577.10
2022	540-500382	SS Contracts	multiple	\$	-	<u> </u>	9,577.10	\$	9,577.10
	1	Subtota		\$	57,013.18	\$	19,154.20	\$	76,167.38
				_ <i></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	Cun	ent Modified Budget		ncreased Decreased) Amount	Rev	ised Modified Budget (
2017	543-500385	Adult In Home Care	muttiple	\$	70,221.40			S	70,221.40
2018	543-500385	Adult In Home Care	multiple	\$	147,479.60			S	147,479.60
2019	543-500385	Adult In Home Care	multiple	S	147,479.60			\$	147,479.60
2020	543-500385	Adult In Home Care	multiple	\$	73,739.80	\$	-	S	73,739.80
2021	543-500385	Adult In Home Care	multiple	\$	-	S	73,739.80	S	73,739.80
2022	543-500385	Adult In Home Care	multiple	\$		\$	73,739.80	S	73,739.80
		Subtotal		\$	438,920.40	\$	147,479.60	\$	586,400.00
		Grand Total		\$	495,933.58	\$	166,633.80	\$	662,567.38

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	Curi	ent Modified Budget	Increased (Decreased) Amount	Revi	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	37,828.44		5	37,828.44
2018	540-500382	SS Contracts	multiple	\$	79,458.84		S	79,458.84
2019	540-500382	SS Contracts	multiple	S	79,458.84		5	79,458.84
2020	540-500382	SS Contracts	mutiple	\$		S	. 5	
2021	540-500382	SS Contracts	mutiple	\$	-	\$. 5	
2022	540-500382	SS Contracts	multiple	S		S	- \$	
		i Sublotat		\$	196,746.12	\$	- \$	198,746.12

05-85-48-481010-9255 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	Cur	rent Modified Budget	Increased (Decreased) Amount	Rev	Ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	5	117,182.56		· s -	117,182.56
2018	543-500385	Adult In Home Care	multiple	5	246,107,84		S	246,107.84
2019	543-500385	Adult In Home Care	multiple	S	246,107.84		S	246,107.84
2020	543-500385	Adult In Home Care	mutiple	S		S	- \$	
2021	543-500385	Adult In Home Care	mutiple	S		\$	- 5	
2022	543-500385	Adult In Home Care	mutiple	\$	-	\$	· \$	
		Subtotal		\$	609,398.24	\$.	- \$	609,398.24
		Grand Total		\$	806,144.36	\$	- \$	808,144.36

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		ent Modified Budget	ncreased lecreased) Amount	Rev	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	36,236.20		S	36,236.20
2018	540-500382	SS Contracts	multiple	\$	76,122.80		5	78,122.80
2019	540-500382	SS Contracts	multiple	S	76,122.80	-	\$	76,122.80
2020	540-500382	SS Contracts	multiple	\$	76,122.80	\$ -	5	76,122.80
2021	540-500382	SS Contracts	multiple	\$	-	\$ 76,122.B0	\$	76,122.80
2022	540-500382	SS Contracts	multiple	\$	-	\$ 76,122.80	5	76,122.80
$\overline{}$		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

		43/61.00	CRAL, JJA	<u> </u>	LIVIL				
Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget		Increased Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care	muttiple	\$	90,325.03			\$	90,325.03
2018	543-500385	Adult In Home Care	multiple	\$	189,701.42			S	189,701.42
2019	543-500385	Adult In Home Care	multiple	\$	189,701.42			\$	189,701.42
2020	543-500385	Adult In Home Care	multiplo	\$	189,701.42	\$		5	189,701.42
2021	543-500385	Adult In Home Care	multiple	\$		\$	189,701.42	S	189,701.42
2022	543-500385	Adult in Home Care	multiple	\$		5	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

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% FE	<u>:DERAL, 60%</u>	GEN	RAL				
Fiscal Year	Class/Object	. Class Title	Job Number		ent Modified Budget	(D	ncreased ecreased) Amount	Revi	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	7,213.94			\$	7,213,94
2018	540-500382	SS Contracts	mutiple	\$	15,127.93			\$	15,127,93
2019	540-500382	SS Contracts	multiple	S	15,127.93		•	S	15,127.93
2020	540-500382	SS Contracts	mutiple	\$	15,127.93	\$		\$	15,127.93
2021	540-500382	SS Contracts	mutiple	S	-	\$.	15,127.93	\$	15,127.93
2022	540-500382	SS Contracts	multiple	.\$	-	Ş	15,127.93	\$	15,127.93

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	mutiple	\$ 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	

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

40% FEDERAL, 60% GENERAL

Fiscel Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget		Increased reased) Amount	R	vised Modified Budget
2017	540-500382	SS Contracts	multiple	S	379,541.17	S	٠ .	S	.379.541.17
2018	540-500382	SS Contracts	· multiple	S	713,556,69	S		ş	713,556,69
2019	540-500382	SS Contracts	- multiple	S	713,556.69	s		\$	713.558.69
2020	540-500382	SS Contracts	multiple	S	713,556.69	s	-	\$	713,558.69
2021	540-500382	SS Contracts	multiple	\$	-	\$	713,556.69	\$	713,556.69
2022	540-500382	SS Contracts	multiple	S		S	. 713,558.69	٠\$	713,556.69
	•	- Sublotat		_\$	2,520,211:24	S	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	5 -	\$ 3,298,789.18
2018	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	S -	\$ 6,475,189.42
2019	543-500385	Adult in Home Care	multipla	\$ 6,475,189.42	\$ -	\$ 6,475,189,42
2020	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	S -	\$ 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
		Sublotal		\$ 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



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 Area Homecare & Family Services, Inc. (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 1320 Woodbury Ave. Portsmouth, NH 03801.

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:

- 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: \$8,731,494.34.
- 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 8, 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. Involces 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.

Contractor Initials

Date 5/20/20



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

Title: Director

Area Homecare & Family Services, Inc

Title: Chir 1850

6-2-2020



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	,	Catherine Pinos
Date	Name: Title:	Catherine Pinos, Attorney
		pproved by the Governor and Executive Council of (date of meeting)
	OFFICE	OF THE SECRETARY OF STATE
Date	Name: Title:	· · · · · · · · · · · · · · · · · · ·



Exhibt A Amendment #3

Scope of Services

1. Provisions Applicable to All Services

- 1.1. The Contractor shall provide services for Rockingham 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 Walvers 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 III and 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.

Area Homecare Family Services, Inc.

Exhibit A Amendment #3

Date 5/20/20

Contractor Initials

RFA-2017-BEAS-01-INHOM-02-A03

Page 1 of 10



Exhibt 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) and NH Administrative Rule He-E 502, Older Americans Act Services: Title IIIB Supportive Services, Title IIIC1 and C2 Nutrition Program Policles, And Title IIID Disease Prevention And Health Promotion Services
- 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 administer services as follows:
 - -2.2.1. Access to Services
 - 2.2.1.1. The Contractor shall assist individuals in accessing the services in Section 2.1, above, by accepting applications for services directly from an individual and in accordance with Section 2.2.2, below.
 - 2.2.1.2. The Contractor shall assist individuals in accessing the services in Section 2.1, above, by accepting referrals of individuals from the Department's Adult Protection Program.
 - 2.2.2. Client Request and Application for Services
 - 2.2.2.1. 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 Policles, And Title IIID Disease Prevention And Health Promotion Services and:
 - 2.2.2.1.1. Complete Form 3000 Application provided by the Department for Title XX In Home Care Services.
 - 2.2.2.1.2. 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.
 - 2.2.3. Client Eligibility Requirements for Services
 - 2.2.3.1. The Contractor shall complete an assessment for eligibility in accordance with the New Hampshire Administrative Rules He-E 501 and He-E 502.

Area Homecare Family Services, Inc.

Exhibit A Amendment #3

Date 5/20/20

Contractor Initials

RFA-2017-BEAS-01-INHOM-02-A03

Page 2 of 10



Exhibt A Amendment #3

- 2.2.3.2. 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 1.3, above.
- 2.2.3.3. 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 1.3, above.
- 2.2.3.4. 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 1.3, above.
- 2.2.3.5. The Contractor shall terminate services to a client when necessary in accordance with the laws and rules listed in Section 1.3, above.
- 2.2.3.6. The Contractor shall obtain a service authorization for In Home Care Services, In Home Health Alde 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.

2.2.4. Client Assessments and Service Plans

- 2.2.4.1. 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.
- 2.2.4.2. 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.
- 2.2.4.3. 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.
- 2.2.4.4 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 to mental health, or developmental issues or criminal histories receive services.

2.2.5. Person Centered Provision of Services

Area Homecare Family Services, Inc.

Exhibit A Amendment #3

Date 5 pape

Contractor Initials

Page 3 of 10



Exhibt A Amendment #3

- 2.2.5.1. 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:
 - 2.2.5.1.1. Individuals and families are invited, welcomed, and supported as full participants in service planning and decision-making.
 - 2.2.5.1.2. Individual's wishes, values, and beliefs are considered and respected.
 - 2.2.5.1.3. Individuals are listened to; needs and concerns are addressed.
 - 2.2.5.1.4. Individuals receive the information they need to make informed decisions.
 - 2.2.5.1.5. Individual's preferences drive the planning process, though the decision making process may need to be accelerated to respond to emergencies.
 - 2.2.5.1.6. Individual's services are designed, scheduled, and delivered to best meet the needs and preferences of said individual.
 - 2.2.5.1.7. Individual's rights are affirmed and protected.
 - 2.2.5.1.8. Individuals are protected from exploitation, abuse, and neglect.
 - 2.2.5.1.9. Individual's services plans are based on personcentered planning and may be incorporated into existing service plans or documents already being used by the Contractor.

2.2.6. Client Fees and Donations

- 2.2.6.1. The Contractor shall comply with the donation requirements for Title III Services. The Contractor:
 - 2.2.6.1.1. May ask individuals receiving services for a voluntary donation towards the cost of the service, except as stated in Section 2.2.7 Adult Protection Services.
 - 2.2.6.1.2. May suggest an amount for donations in accordance with New Hampshire Administrative Rule He-E 502.12.
 - 2.2.6.1.3. Agrees the donation is to be purely voluntary, and agrees not to refuse services if an Individual Is unable or unwilling to donate.
 - 2.2.6.1.4. Must not to bill or invoice clients and/or their families.

Area Homecare Family Services, Inc.

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-02-A03

Page 4 of 10

Date 5/2/20



Exhibt A Amendment #3

- 2.2.6.1.5. Agrees that all donations support the program for which donations were given.
- 2.2.6.2. The Contractor shall comply with the fee requirements for Title XX Services. The Contractor:
 - 2.2.6.2.1. May charge fees to individuals, (except as stated in Section 2.2.7 Adult Protection Services), receiving Title XX services provided that the Contractor establishes a sliding fee schedule and provides this information to individuals seeking services.
 - 2.2.6.2.2. Shall ensure that the sliding fee schedule complies with the requirements of Administrative Rule He-E 501.
 - 2.2.6.2.3. 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.
 - 2.2.6.2.4. Shall ensure that all fees support the program for which donations were given.

2.2.7. Adult Protection Services

- 2.2.7.1. The Contractor shall report suspected abuse, neglect, selfneglect, and/or exploitation of incapacitated adults as required by NH RSA 161-F: 46 of the Adult Protection law.
- 2.2.7.2. The Contractor shall accept referrals of clients from the Department's Adult Protection Program and provide them with services described in this Agreement.
- 2.2.7.3. The Contractor shall inform the referring Adult Protection Service staff of any changes in the client's situation or other concerns.
- 2.2.7.4. 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.
- 2.2.8. Referring Clients to Other Services
 - 2.2.8.1. The Contractor shall identify and refer clients to other services and programs that may assist the client, as applicable.

2.2.9. Client Wait Lists

Area Homecare Family Services, Inc.

Exhibit A Amondment #3

Date 5/20/20

Contractor Initials

-INHOM-02-A03 Page 5 of 10



Exhibt A Amendment #3

- 2.2.9.1. 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.
- 2.2.9.2 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.
- 2.2.9.3. The Contractor shall include at a minimum the following information on its wait list:
 - 2.2.9.3.1. The individual's full name and date of birth.
 - 2.2.9.3.2. The name of the service being requested.
 - 2.2.9.3.3. The date upon which the individual applied for services which shall be the date the application was received by the Contractor.
 - 2.2.9.3.4. The target date of implementing the services based on the communication between the individual and the Contractor.
 - 2.2.9.3.5. 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.
 - 2.2.9.3.6. The individual's assigned priority on the wait list, determined in accordance with Section 2.2.9.4, below.
 - 2.2.9.3.7. A brief description of the individual's circumstances and the services he or she needs.
- 2.2.9.4. The Contractor shall prioritize each individual's standing on the wait list by determining the individual's urgency of need in the following order:
 - 2.2.9.4.1. Individual is in an institutional setting or is at risk of being admitted to or discharged from an institutional setting.
 - 2.2.9.4.2. Declining mental or physical health of the caregiver.
 - 2.2.9.4.3. Declining mental or physical health of the individual.
 - 2.2.9.4.4. Individual has no respite services while living with a caregiver.
 - 2.2.9.4.5. Length of time on the wait list.
 - 2.2.9.4.6. When 2 or more individuals on the wait list have been assigned the same service priority, the individual

Area Homecere Family Services, Inc.

Exhibit A Amendment #3

Contractor Initials

Page 6 of 10

Date 5/20/20



Exhibt A Amendment #3

served first shall be the one with the earliest application date.

- 2.2.9.4.7. 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.
- 2.2.9.5. The Contractor shall notify the individual in writing when an individual is placed on the wait list.
- 2.2.9.6. The Contractor shall maintain the wait list during the contract period and make it available to the Department upon request.
- 2.2.10. E-Studio Electronic Information System
 - 2.2.10.1. 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.
 - 2.2.10.2. 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.
 - 2.2.10.3. 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.
- 2.2.11, Criminal Background Check and BEAS State Registry Checks
 - 2.2.11.1. 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.
 - 2.2.12. Grievance and Appeals Process
 - 2.2.12.1. 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:
 - 2.2.12.1.1. The client's name.
 - 2.2.12.1.2. The type of service received by the client.
 - 2.2.12.1.3. The date of written complaint or concern of the client.

Area Homacare Family Services, Inc.

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-02-A03 Page

Page 7 of 10

Date 5/20/20



Exhibt A Amendment #3

- 2.2.12.1.4. The nature/subject of the complaint or concern of the client.
- 2.2.12.1.5. The staff position in the agency who addresses complaints and concerns.
- 2.2.12.1.6. The methods for informing clients of their rights to file a complaint, concern, or an appeal of the Contractor's decision.
- 2.2.12.1.7. The Contractor shall make any filed complaints or concerns made by the client available to the Department upon request.

2.2.13. Client Feedback

- 2.2.13.1. The Contractor shall obtain client feedback as required in New Hampshire Administrative Rules He-E 501.12 and He-E 502.11.
- 2.3. The Contractor shall provide sufficient staff with the skills to perform all tasks specified in this Agreement.
- 2.4. 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.
- 2.5. 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.
- 2.6. The Contractor shall ensure that all personnel and training records and documentation of all individuals requiring licenses and/or certifications are current.
- 2.7. 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:
 - 2.7.1. The process for replacement of personnel in the event of loss of key personnel or other personnel during the period of this Agreement.
 - 2.7.2. A description of how additional staff resources swill be allocated to support this Agreement in the event of inability to meet any performance standard.
 - 2.7.3. A description of time frames necessary for obtaining staff replacements.
 - 2.7.4. An explanation of the Contractor's capabilities to provide, in a timely manner, staff replacements/additions with comparable experience.
 - 2.7.5. A description of the method for training new staff members performing duties under this Agreement.

Area Homecare Family Services, Inc.

Exhibit A Amendment #3

Date 5/20/2

Contractor Initials

RFA-2017-BEAS-01-INHOM-02-A03

Page 8 of 10



Exhibt A Amendment #3

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 2.2.6, above.
 - ...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/walting 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:
 - 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.

Area Homecare Family Services, Inc.

Exhibit A Amendment #3

Dale Shuho

Contractor Initials



Exhibt A Amendment #3

- 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.

Contractor Initials

Date Shoke

Exhibit 8-1 amendment #3 Rate Sheet

Adult In-Home Care Area Homecare & Family Services, Inc

· · · · · · · · · · · · · · · · · · ·	1/1/2017 through 0	6/30/2017 Service U	nits ,	
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	75,838	\$9.58	\$ 726,508.88
Title fil8 in Home Services	1/2 Hour	3,412	\$9.58	\$ 32,656.96
Title IIIB Home Health Aide	1/2 Hour	0	\$12.50	s ·
Title IIIB Nursing	1/2 Hour	· 0	\$24.50	\$.

7/1/2017 through 06/30/2018 Service Units										
Adult In-Home Caro	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each . Service						
Title XX in Home Services	1/2 Hour	151,871	\$10.06	\$ 1,525,810.26						
Title tilB-in Home Services	. 1/2 Hour	6,824	\$10.06	\$ 68,649.44						
Title III8 Home Health Aide	1/2 Hour	0	\$13.13	\$						
Title IIIS Nursing	1/2 Hour	0	\$25.73	\$.						

7/1/2018 through 06/30/2019 Service Units									
Adult In-Home Cere	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service					
Title XX In Home Service's	1/2 Hour	151,671	\$10.06	\$ 1,525,810.28					
Title IIIB In Home Services	1/2 Hour	6,824	\$10.06	\$ 68,649,44					
Title III8 Home Health Alde	1/2 Hour	0	\$13.13	\$					
Title III8 Nursing	1/2 Hour	. 0	\$25.73	\$ -					

	7/1/2019 through 06	/30/2020 Sorvice U	nita		
Adult In-Home Care	. Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service	
Title XX In Home Services	1/2 Hour	127,151	\$12.00	\$ 1,525,810.26	
Tille IIIB in Home Services	1/2 Hour	5,721	\$12.00	\$ 68,649.44	
Title IIIB Home Health Aide	1/2 Hour	0	\$16.00	\$	
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$	

	07/01/2020 through 0	8/30/2021 Service l	Units	
Adult In-Home Care	Unii Typo	Total # of Units of Service anticipated to be delivered.	Rato per Service	Total Amount of Funding being Requested for each Service
Title XX In Homo Services	1/2 Hour	127,151	\$12.00	\$ 1,525,810.26
Title IIIB to Home Services	1/2 Hour	5,721	\$12.00	\$ 68,649.44
Title IIIB Home Health Aide	1/2 Hour	0	\$16.00	
Title IIIB Nursing	1/2 Hour	0	\$ 25.73	\$.

07/0	1/2021 through 0	6/30/2022 Service (Units	
Adult In-Home Care	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Service	Total Amount of Funding being Requested for each Service
Title XX in Home Services	1/2 Hour	127,151	\$12.00	\$ 1,525,810.26
Title ItiB in Home Services	1/2 Hour	5,721	\$12.00	
Title IIIB Home Health Aide	1/2 Hour	0	\$18.00	\$
Title ItiB Nursing	1/2 Hour	. 0	\$25.73	\$ -

Area Homecare Family Services, Inc.

Erbibit 8-1 Amendment #3

Contractor Initials: B



Jeffrey A. Meyers Commissioner

Deborah D. Scheetz 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
bee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

Hospice of Carroll County VNA at HCS	177274	Conway Keene, NH	\$2,272,046.26	\$917,570.29	\$3,189,616.55
Visiting Nurse Home Care &	225191	North	\$658,209.67	\$265,824.22	\$924,033.89
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$412,616.68	\$83,316.90	\$495,933.58

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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

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.

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

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

Respectfully submitted,

effrey A. Meyers

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 Tale	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
		Sublotal		\$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
		Subtotal		\$914,127.06	\$689,019.46	
		Total		\$1,044,711.60	\$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	Cur	rent 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	mutiple	\$	68,649,44			\$68,649,44
2020	540-500382	SS Contracts	multiple			\$	68,649.44	\$68,649.44
		Subtotet	[\$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	mutiple	\$ 726,508.88		\$726,508.88
2018	543-500385	Adult In Home Care	muliple	\$ 1,525,810.26		\$1,525,810.26
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26	-	\$1,525,810.26
2020	543-500385	Adult In Home Care	muliple	•	\$ 1,525,810.26	\$1,525,810,26
		Subtotal		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66
		Total		\$3,948,115.24	\$1,594,459.70	\$5,542,574.94

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	(Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$76,415.88	(\$78,415.88
2018	540-500382	SS Contracts	mutiple	~ \$180,497.72		\$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
[Subtotal	}	\$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
	·	Subtotal		\$3,071,203.72	\$1,240,317.52	\$4,311,521.24
	1	Total		\$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
1 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
		Subtotal		\$7,776.14	\$3,138.07	\$10,914.21

Fiscal Yoar	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
		Subtotal		\$317,054.48	\$128,043.68	\$445,098.15
	_	Total		\$324,830.62	\$131,181.75	\$456,012.37

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	muttiple	\$3,228.46		+ \$3,228.46
2018	540-500382	SS Contracts	mutiple	\$8,780.44		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$6,780.44
-		Subtolal		\$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	mutiple	\$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
	Ì	Subtotal		\$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
		Subtotal		\$171,506.44	\$0.00	\$171,506.44

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
		Subtotal		\$2,010,715.08	\$0.00	\$2,010,715.08
	-	Total		\$2,182,221.52	\$0.00	\$2,182,221.52

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	r.		\$0.00
2018	540-500382	SS Contracts	multiple			\$0.00
2019	540-500382	SS Contracts	multiple			\$0.00
2020	540-500382	SS Contracts	muttiple	\$0.00	\$ 69,262.28	\$89,262.28
		Subtolei		\$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
	<u> </u>	Sublotal		\$0.00	\$812,033.14	\$812,033.14
		Total		\$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	Jóp Wimber	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
	1	Subtotal		\$242,804,13	\$89,061.18	\$331,865.31

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	muttiple	\$445,208.95		\$445,208.95
2018	543-500385	Adult In Home Care	mutiple	\$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
		Subtotal		\$1,655,889.71	\$605,340.38	\$2,261,230.09
	 	Total		\$1,898,693.84	\$694,401.56	\$2,593,095.40

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
		Subtotal		\$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: 65% 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	mutiple	\$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		\$ 245,470.00	\$246,470.00
		. Sublotal		\$658,972.50	\$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	Ctass/Object	Class Titlo	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
		. Subtotel		\$47,436.08	\$9,577.10	\$57,013.18

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
		Subtotal		\$365,180.60	\$73,739.80	\$438,920.40
<u> </u>	1	. Total		\$412,616.68	\$83,316.90	\$495,933.58

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,

		4976 FCD1	LICAL, GO / C	SCHEVAL		
Fiscal Your	Class/Object	Class Title	Job Number	Current Modified Budget	(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
		: Subtotel		\$106.746.12	\$0.00	\$106.746.12

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 Your	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
		Subtolal		\$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 Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$36,236.20		\$36,236.20
2018	540-500382	SS Contracts	multiple	\$76,122.80	<u></u>	\$76,122.80
2019	540-500382	SS Contracts	multiple	\$76,122.80		\$76,122.80
2020	540-500382	SS Cointracts	multiple		\$76,122.80	\$76,122.80
		. Subtotal	{	\$188,481.80	\$76,122.80	\$264,604.60

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
		Sublotal		\$469,727.87	\$189,701.42	\$659,429.29
		Total		\$658,209.67	\$265,824.22	\$924,033.89

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

ss Title .	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Mod Budget
onfracts	mutiple	\$7,213.94		\$7,213
			· · · · · ·	0.000

Fiscal Year	Class/Object .	Class Title .	Job Number	Budget	(1	Decreased) Amount	Budget
2017	540-500382	SS Contracts	mutiple	\$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
		Sublotal	<u> </u>	\$37,469.80		\$15,127.93	\$52,597.73

		73/11/6/01		,		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Occreased) 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	mutiple	\$902,442.36	•	\$902,442.36
2020	543-500385	Adult In Home Care	multiple	\$0.00	\$ 902,442,36	\$902,442.36
		Subtotal		\$2,234,576.46	\$902,442.36	\$3,137,018.82
		Total		\$2,272,046.26	\$917,570.29	\$3,189,616.65
	•	-6	irand Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,568.68



Jeffrey A. Meyers Commissioner

Christiae L. Santaniello Director

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: 1-800-736-2964 www.dbbs.nb.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	Code		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:	\$18,055,822.57

His Excellency, Governor Christopher T. Sununuand the Honorable Council
Page 2 of 3

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 Legistature'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 Page 3 of 3

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.

Director

Approved by:

Jeffrey A. Meyers Commissioner

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	Cur	reni Modified Budgel	(0	ncreased ecreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	5	25,107,46		\$0.00	\$25,107.46
2018	540-500382	SS Contracts	multiple	S	50.214.92	s	2,523.72	\$52,738.64
2019	540-500382	SS Contracts	multiple	S	12,558.52	5	40,180.12	\$52,738.64
<u> </u>	′ _	Sublotai			\$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% FEOERAL; 55% GENERAL Increased Fiscal **Current Modified** Revised Modified Class/Object Class Title Job Number (Decreased) Year Budget Budget **Amount** 2017 543-500385 Adult In Home Care nutiple 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 Subtotal \$615,227.60 \$298,899.46 \$914,127.06 Total \$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

		JUNITEDI	ENAL, 10% (354	ERAL			
Fiscal Year	Class/Object	Class Title	Job Number	Cu	rent Modified Budget	(Increased Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$	32,686.96		\$0.00	532,686,96
2018	540-500382	SS Contracts.	multiple	5	65,373,92	5	3,275.52	
2019	540-500382	SS Contracts	multiple	\$	15,343,48	s	52,305,96	
		Sublotal			\$114,404.36		\$55,581.48	

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	(Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	5 726,508.88	\$0.00	\$726,508.88
2018	543-500385	Paymonts to Providers	multiple	\$ 1,453,008.18		
2019	543-500385	Payments to Providers	munipte	5 363,254.44		
		Subtotal		\$2,542,771.50	\$1,235,357.90	\$3,778,129.40
<u></u>	<u></u>	Total		\$2,657,175.86	\$1,290,939.38	\$3,948,115.24

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,

Fiscal Year	Class/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contraciis	multiple	576:415.88	\$0.00	576,415,88
2018	540-500382	SS Contracts	multiple	5152,831,76	\$7,665.96	<u> </u>
2019	540-500382	SS Contracts	multiple	538,232,44		
	<u> </u>	Subtotal		\$267,480.08	\$129,931,24	

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,

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 .	5 1,181,137.36		
2019	543-500385	Adult In Home Care	multiple	\$ 295,293.92		
	 	Subtotal		\$2,066,999.96	\$1,004,203,76	
	<u> </u>	Total		\$2,334,480.04	\$1,134,135.00	

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,

	7.		ERAL, 60% (PENERAL		
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		·
2018	540-500382		- HONIDE	31,300.00	\$0.00	\$1,500.00
	340-300382	SS Contracts	_mutiple	\$2,987,50	\$150.57	\$3,138.07
2019	540-500382	SS Contracts			. 0.50.07	30,:00:01
		OD COMIZES	multiple :	\$ 750.00	\$2,388,07	\$3,138.07
	L	Subtotal		\$5,237.50		

Fiscal Year	Class/Object	Class Téle	Job Number	Current Modified Budget	(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	333,331,12
2019	543-500385	Adut in Home Care	multiple	\$30,483,56	\$97,560.12	
<u> </u>	<u> </u>	Subtotal		\$213,384.92	\$103,669.56	
L	<u> </u>	Total		\$218,622.42	\$106,208.20	

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% PEDERAL, 60% GENERAL									
Fiscal Year	Class/Object	Class Title	Job Mumber	Current Modifies Budger	Increased (Decreased) Amount	Revised Modified Budget				
2017	540-500382	SS Contracts	multiple	53,228.46	\$0.00	C2 222 46				
2018	540-500382	SS Contracts	muliple.			00,020,00				
2019	540-500382			\$6,456,92	\$323.52	<u>\$6,780.44</u>				
2019	240-300395	SS Contracts	multiple	<u>\$1,</u> 619.02	\$5,161.42	. \$5,780,44				
· .	<u> </u>	Subtotal		\$11,304,40	55,484,94					

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% FEU	<u>ERAL; 55% (</u>	BENERAL		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Ravised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$29,650,10	\$0.00	\$29,650,10
2018	543-500385	Adult In Home Care	mutiple	\$59,300,20	. \$2,971,20	0.00,000.70
2019	543-500385	Adult In Home Care	mutiple ·	514,829,84	\$47,441,56	**********
		Subtotal		\$103,780,14	\$50,412.76	
	<u> </u>	Total		\$115,084,54	\$55,897.70	

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

Fiscol Year	Class/Object	Class Title	Job Number	Current Modified - Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$32,981.88	\$0.00	\$32,981,88
2018	540-500382	SS Contracts	multiple	\$65,954.18	\$3,308.10	*********
2019	540-500382	SS Contracts	multiple	\$16,498,40	\$52,763.88	
	<u> </u>	· Subtotal		\$115,434.46	\$56,071,98	\$171,506.44

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	
2019	543-500385	Adult In Home Care	multiple	\$193,324.40	\$618,708,74	
·		Subtotal		\$1,353,261.22	\$657,453.86	
	LL	Total		\$1,468,695.68	\$713,525,84	

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	589,061,18
2019	540-500382	SS Contracts	multiple	521,203,44	567.857.74	589,061.18
	·	Subtotal		\$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)	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$445,208.95	Amouni \$0.00	
2018	543-500385	Adult In Home Care	mutiple	\$576,447.76	\$28,892.62	\$605,340.38
2019	543-500385	Adult In Home Care	multiple	5144,114.34	\$461,226,04	\$605,340.38
	1	Subiolal		\$1,165,771.05	\$490,118.66	\$1,655,889.71
		Total		\$1,336,488.00	\$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	
		Subtotal		\$140,095.00	\$59,567.80	\$199,662.80	

	45% FEDERAL; 55% GENERAL							
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified		
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		
	T	Subtotal		\$459,420.00	\$199,552.50	\$668,972.50		
	1	Total		\$609,515.00	\$259,120.30	\$868,635.30		

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 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified	(Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutible:	\$9,127,58	\$0.00	\$9,127.68
2018	540-500382	SS Contracts	muticle	\$18,236.20	\$918.00	
2019	540-500382	SS Contracts	mutiple	\$4,583.84	\$14,590.36	
		Subtotal		\$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	5140,442.80	\$7,036,80	
2019	543-500385	Adult In Home Care	multiple	\$35,120.28	\$112,359.32	\$147,479,60
		Subtotel		\$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% PEDERAL, 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	\$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	
		Subtotal		\$132,399.54	\$64,346.58		

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	\$117,182.58
2018	543-500385	Adult In Home Care	mutiple	\$234,365.12	\$11,742.72	\$245,107,84
20194	543-500385	Adult In Home Care	multiple	\$58,591.28	\$187,516.56	5246,107,84
		Subtotal		\$410,138.95	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,505.86	\$805,144.36

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 N L DENNE, OUN GENERAL						
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$36,236.20	\$0.00	538,236,20
2018	540-500382	SS Contracts	multiple	\$72,472.40	\$3,650,40	
2019	540-500382	SS Contracts	multiple	\$18,118.10	\$58,004.70	
		Subtotal		.\$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 Increased Fiscal Current Modified Revised Modified Class/Object Class Title Job Number (Decreased) Yoar Budget Budget Amount 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 Subtotal \$316,135.21 \$153,592.66 · \$469,727,87 Tobi \$442,951.91 \$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% PEDERAL, 80% GENERAL							
Fiscal Year	Class/Object	Class Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget		
2017	540-500382	SS Contracts	multiple	\$7,213.94	\$0.00	57,213,94		
2018	540-500382	SS Contracts	multiple	\$14,405.60	\$722.13	\$15,127,93		
2019	540-500382	SS Contracts	multiple	\$3,602.18	\$11,525.75	\$15,127.93		
		Subtotal		\$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	
2019	543-500385	Adult In Home Care	multiple	\$214,850.66	\$687,591.70	V
		Subtotal		\$1,503,925.88	\$730,650.58	\$2,234,576.46
		Total		\$1,529,147.80	\$742,898.46	\$2,272,046,26

Grand Total: \$18,055,822.57



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

BUREAU OF ELDERLY & ADULT SERVICES

Maureen U. Ryen Director of Human Services

Jeffrey A. Meyers

Commissioner

129 PLEASANT STREET, CONCORD, NH 03301-3857 603-271-9203 1-800-351-1888 F82: 603-271-4643 TDD Access: 1-800-736-2964 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
p. ·		TOTAL:	\$9,746,988.95

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 2 of 3

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.

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 3 of 3

Nine (9) of the selected vendors are included in this package. The Department awarded two (2) separate contracts tetroactively 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)

	secondary raised Liquing Cale	(VENCON MIST	<u> </u>
Class / Account	Class Title	State Fisical 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	\$16,3 43.48
·		Subtotal	\$114,404.36

Child and Family Services (Vendor #177166)

<u></u>	Contract Contracts (4)	1	
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

Corneratone 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 Aegncy (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 #154849)

	1 (1011001 #134		
. Class / Account \	Class Thie	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	Siste Fiscal • Yoar	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

Vialting 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	\$125,826.70

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

	1	1	
Class / Account	Class Thie	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)

	AACAES IN TERIO TROPICO OF	10 (001001 01010	
Cless / Account	Clase 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
1		Subtotal	\$615,227.60

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

Class / Account	Class Titte	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	Stato 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

Comerstone 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 Aegncy (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	\$386,548.80
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

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 Aegncy (Vendor #154643)

Class/Account	Class Title	State Fiscal Venr	Revised ModifiedBudget
		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/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 BLHCS (Vendor #177274)

7(1X M HCS (VENDO) M177274)		·
	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
7872-540-500182	Cocial Seguinas Contracts	11	\$795 719 04

7872-540-500382	Social Services Contracts	aji	\$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

:

ţ

Grand Total SFY 17	2017	52,784,863.63
Grand Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,392,465.62
Total Contract		59,746,988.95

Account Name	Arcount#	Revised Modified Budget
,	7872-540-	
Social Services Contracts	500382	\$785,718.04
· · · · · · · · · · · · · · · · · · ·	9255-543-	·
Adult In Home Care	500385	\$8,961,270.91
	9255-566-	
Adult Group Day Care	500918	\$0.00
Summary of Totals		59,746,988.95



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

In Home Care, in Home Health Alde, to	n
Home Nursing Services '	
RFA Name	

RFA-2017-BEAS-01-INHON

RFA Number

. Bidder Name	PaserFall	Nasimuni Points	Actual Points	
Androscoppin Valley Home Care		150	134	
Area Home Care Family Services		150	ועו	
Child & Family Services (Hillsborough CO)		150	140	
Child & Family Sorvices (Marrimack CO)		150	140	
CornerStone VNA	.[150	122	
Franklin VNA & Hospica		150	124	
Lake Sunapee Region VNA & Hospice		150	95	
Lakes Region Community Services (Belknap CO)		150	131	
Lakes Region Community Services (Gration CO)		150	147	
Lakes Rogion Community Services (Sullivan CO)	<u> </u>	150	147	
North Country Home Health & Hospice Agency (Coos Co)		150	139	
North Country Home Health & Hospice Agency (Oration CO)		150	139	
Northwoods Home Health & Hospice		150	6 0	
The Homemakers Health Services		150	142	
Visiting Nurse Home Care & Hospice of Carroll County		150	123	•
VNA at HCS, Inc.		150	129	•

Reviewer Names
Tracey Tax, Administrator B Ederly
& Adult Services
Recent Ladn, Prog Operations
Administrator BEAS Adult Protein
Angele Rivers, Supervisor V, BEAS
Adult Protein Intake Unit

5.

6.

7.

8.

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 Waypoint ("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, 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, 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:

- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$7,441,263.24.
- 2. Modify Exhibit A, Amendment #3, Scope of Services, Section 2, Scope of Work by adding Subsection 2.10., to read:
 - 2.10. 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.

Contractor Initials

Date

Date

Dos

But

9/1/2021

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	Christine Santaniello BD0054FEGED4B4
Date	Name: Christine Santaniello Title: Associate Commissioner
9/1/2021	Waypoint Bona Alvanz de Tolede
Date	Name: Borja Alvarez de Toledo Title: President and CEO

execution.	been reviewed by this office, is approved as to form, substance, and
	OFFICE OF THE ATTORNEY GENERAL
9/3/2021 Date	J. Christopher Marshall OSBD458E8004403 Name: J. Christopher Marshall Title: Assistant Attorney General
I hereby certify that the foregoing At the State of New Hampshire at the	mendment was approved by the Governor and Executive Council of Meeting on: (date of meeting)
	OFFICE OF THE SECRETARY OF STATE
Date	Name: Title:

Exhibit B-1 Rate Sheet, Amendment #4

ln-Hor	ne Care, In-Home I	lealth Aide, In-Home Ca	are Nursing	·					
		Waypoint							
	01/01/2017 throu	igh 06/30/2017 Service Unit	ts						
Total # of Units of Total Amoun									
		Service		Monthly Funding being					
		anticipated to be	Rate per	Requested for each					
In Home Services	Unit Type	delivered.	Service	Service					
Title XX In Home Services	1/2 Hour	61,646	\$9.58	\$ 590,568.68					
Title IIIB in Home Services	1/2 Hour	6.236	\$9.58						
Title IIIB Home Health Aide	1/2 Hour	1,040	\$12.50						
Title IIIB Nursing	1/2 Hour	150	\$24.50						

07/01/2017 through 06/30/2018 Service Units								
		Total # of Units of		Total Amount of				
	j	Service		Monthly Funding being				
		anticipated to be	Rate per	Requested for each				
In Home Services	Unit Type	delivered.	Service	Service				
Title XX In Home Services	1/2 Hour	123,292	\$10.06	\$ 1,240,317,52				
Title IIIB In Home Services	1/2 Hour	12,472	\$10.06					
Title IIIB Home Health Aide	1/2 Hour	2,080	\$13.13					
Title IIIB Nursing	1/2 Hour	300	\$25.73					

	07/01/2018 throu	igh 06/30/2019 Service Unit	is	
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	123,292	\$10.06	\$ 1,240,317.52
Title IIIB In Home Services	1/2 Hour	12,472	\$10.06	
Title IIIB Home Health Aide	1/2 Hour	2,080	\$13.13	
Title IIIB Nursing	1/2 Hour	300	\$25.73	

	07/01/2019 throu	igh 06/30/2020 Service Unit	ts	
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	103,360	\$12.00	\$ 1,240,317.52
Title IIIB In Home Services	1/2 Hour	10,456	\$12.00	
Title IIIB Home Health Aide	1/2 Hour	1,707	\$16.00	
Title IIIB Nursing	1/2 Hour	300	\$25.73	

	07/01/2020 throu	igh 06/30/2021 Service Uni	ts	
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	103,360	\$12.00	\$ 1,240,317,52
Title IIIB In Home Services	1/2 Hour	10,456	\$12.00	
Title III8 Home Health Aide	1/2 Hour	1,707	\$16.00	
Title IIIB Nursing	1/2 Hour	300	\$25.73	

	07/01/2021 throu	gh 06/30/2022 Service Unit		
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	84,210	\$12.00	\$ 1,010,520,00
Title IIIB In Home Services	1/2 Hour	10,456	\$12.00	
Title IIIB Home Health Aide	1/2 Hour	1,707	\$16.00	
Title IIIB Nursing	1/2 Hour	300	\$25.73	

Waypoint

RFA-2017-BEAS-01-INHOM-03-A04 Exhibit B-1, Amendment #4

Page 1 of 1



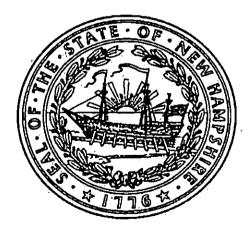
State of New Hampshire Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that WAYPOINT is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on September 25, 1914. 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: 62585

Certificate Number: 0005361581



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 May A.D. 2021.

William M. Gardner Secretary of State

CERTIFICATE OF VOTE

i,KENNETH SHELDON, Board Chair_ (Name of the elected Officer of the Agency; ca	, do hereby certify that
I am a duly elected Officer ofWAYPOINT_	ncy Name)
2. The following are true copies of two resolutions duly	adopted at a meeting of the Board of Directors of
the Agency duly held on12/4/18(Date)	
RESOLVED: That this corporation enters into a contra Department of Health and Human Services.	act with the State of New Hampshire, acting through its
RESOLVED: That thePRESIDENT AND CEO (Title of Control	ract Signatory)
is hereby authorized on behalf of this Agency to enter execute any and all documents, agreements and other or modifications thereto, as he/she may deem necessary	r instruments, and any amendments, revisions, ary, desirable or appropriate.
BORJA ALVAREZ DE TOLEDO is the duly (Name of Contract Signatory)	electedPRESIDENT/CEO (Title of Contract Signatory)
of the Agency.	
date of the contract/contract amendment to which the thirty (30) days from the date of this Certificate of Aut New Hampshire will rely on this certificate as evide position(s) indicated and that they have full authority	ed or repealed and remains in full force and effect as of the is certificate is attached. This authority remains valid for thority. I further certify that it is understood that the State of since that the person(s) listed above currently occupy the to bind the corporation. To the extent that there are any e corporation in contracts with the State of New Hampshire,
.August 20, 2021	Kunneth R. Shelda
Date	(Signature of the Elected Officer) Kenneth R. Sheldon



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 06/29/2021

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.

lf	APORTANT: If the certificate holder is SUBROGATION IS WAIVED, subject to his certificate does not confer rights to	the	terms	and conditions of the pol	licy, ce	rtain policies						
_	DUCER	u16 (, erun	cate notaer in lieu of such	CONTA		lcklin					
					NAME: PHONE	Alimica IA	 _	·т	PAU			
	I/Cross Insurance 0 Elm Street				(A/C, No E-MAIL ADDRE	manch ce	69-3218 rts@crossage		FAX (A/C, No):	(603) 6	45-4331	
	•						SURERIS) AFFOR	RDING COVERAGE			NAIC #	
Ma	nchester			, NH 03101	INSURE	Dhiladala	phia Indemnity				18058	
INSU	RED				INSURE	Consider 6	State Health C	are and Human Ser	rvices Self-	-		
	Waypoint Po Box 448				INSURE	RC: Traveler	s Cas. & Suret	y Co of America			31194	
	FO BOX 440				INSURE							
	Manchester			NH 03105	INSURE							
СО	VERAGES CER	TIFIC	ATE	NUMBER: 21-22 AIV21-24				REVISION NUME	BER:			
1A C E	HIS IS TO CERTIFY THAT THE POLICIES OF IDICATED. NOTWITHSTANDING ANY REQUI ERTIFICATE MAY BE ISSUED OR MAY PERTA XCLUSIONS AND CONDITIONS OF SUCH PO	REME AIN, TI DLICIE	NT, TE HE INS S. LIM	ERM OR CONDITION OF ANY (SURANCE AFFORDED BY THE	CONTRA	ACT OR OTHER	R DOCUMENT I D HEREIN IS S	WITH RESPECT TO	WHICH TH			
INSR LTR		INSD	SUBR WVD	POLICY NUMBER		(MM/DDATTY)	(MM/DD/YYYY)		LIMITS			
	CLAIMS-MADE OCCUR							EACH OCCURRENCE DAMAGE TO RENTER	6	s 1,000		
	CEAIMS-MADE [24] OCCUR							MED EXP (Any one pe	T-	s 5,000		
Α			1	PHPK2294409		07/01/2021	07/01/2022	PERSONAL & ADV IN		1,000	0,000	
	GEN'L AGGREGATE LIMIT APPLIES PER:						,	GENERAL AGGREGA	TE :	s 2,000,000		
	POLICY PRO- LOC							PRODUCTS - COMPA	OPAGG :	s 2,000,000		
	OTHER: Professional liability	<u>L.</u>						Aggregate - Prof I		\$ 1,000	0,000	
	AUTOMOBILE LIABILITY							COMBINED SINGLE L (Ea accident)	IMIT :	\$ 1,000	0,000	
А	X ANY AUTO			PHPK2294417				BODILY INJURY (Per)	person) :	\$		
	OWNED SCHEDULED AUTOS					07/01/2021	07/01/2022	BODILY INJURY (Per I		i) \$		
	HIRED NON-OWNED AUTOS ONLY							PROPERTY DAMAGE (Per accident)		\$	-	
									:	\$		
	UMBRELLA LIAB X OCCUR							EACH OCCURRENCE	: :	4,000	0,000	
Α	EXCESS LIAB CLAIMS-MADE	-		PHUB774835		07/01/2021	07/01/2022	AGGREGATE	!	\$ 4,000	0,000	
	WORKERS COMPENSATION	├	Н					PER	OTH-	<u> </u>		
	AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE 7/N						X PER STATUTE		1,000	1000		
В	OFFICER/MEMBER EXCLUDED?	N/A		HCHS20210000429 (3a.) N	H	02/01/2021	02/01/2022	E.L. EACH ACCIDENT		1.000		
	If yes, describe under DESCRIPTION OF OPERATIONS below							E.L. DISEASE - EA EM		1,000		
		 						E.L. DISEASE - POLIC	Y LIMIT 3	\$500		
С	Fidelity & Forgery			105912196		04/01/2021	04/01/2024	Deductible		\$500		
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) DHHS: State of NH, Division for Children, Youth & Families are listed as additional insureds with respects to the CGL as per written contract.												
CEF	RTIFICATE HOLDER		_		CANC	ELLATION						
~ 	DHHS: State of NH Director Division for Children, Youth 129 Pleasant Street Concord NH 03301					ULD ANY OF TI EXPIRATION D ORDANCE WIT	ATE THEREOF H THE POLICY	SCRIBED POLICIES, NOTICE WILL BE PROVISIONS.	DELIVERE	O IN	BEFORE	
				00001		ببر		2 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	-y~Y	,—		

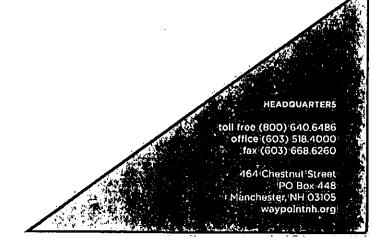


Formerly
CHILD AND FAMILY SERVICES

MISSION STATEMENT:

Empowering people of all ages through an array of human services and advocacy







WAYPOINT

Help Along the Way

WAYPOINT

Consolidated Financial Statements and Supplementary Information For the Year Ended December 31, 2020

(With Independent Auditors' Report Thereon)

CONTENTS

	Page
INDEPENDENT AUDITORS' REPORT	1
BASIC FINANCIAL STATEMENTS:	
Consolidated Statement of Financial Position	4
Consolidated Statement of Activities	5
Consolidated Statement of Functional Expenses	6
Consolidated Statement of Cash Flows	7
Notes to Consolidated Financial Statements	8
SUPPLEMENTARY INFORMATION:	
Consolidated Schedule of Operating Expenses - 2020	29
Consolidated Schedule of Operating Expenses - 2019	30



INDEPENDENT AUDITORS' REPORT

To the Board of Trustees Waypoint

Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Waypoint, which comprise the consolidated statement of financial position as of December 31, 2020, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud, or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness

Merrimack, New Hampshire Andover, Massachusetts Greenfield, Massachusetts Ellsworth, Maine

800.282.2440 | melansoncpas.com



of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Waypoint as of December 31, 2020, and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited Waypoint's 2019 consolidated financial statements, and we expressed an unmodified opinion on those audited consolidated financial statements in our report dated May 26, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2019 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The Consolidated Schedules of Operating Expenses for 2020 and 2019 are presented for purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Other Reporting Required by Government Auditing Standards

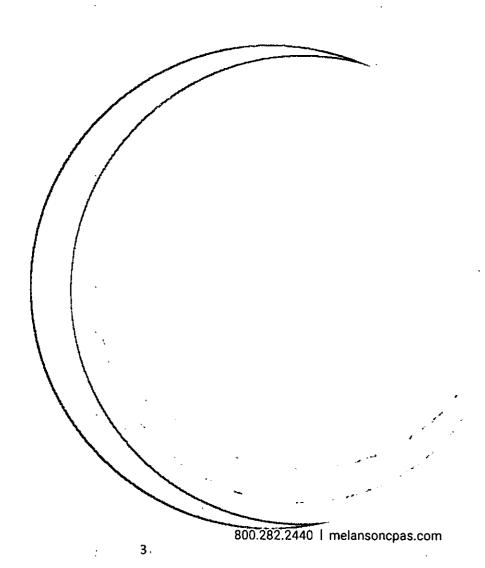
In accordance with Government Auditing Standards, we have also issued our report dated April 21, 2021 on our consideration of Waypoint's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely 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 effectiveness of Waypoint's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Waypoint's internal control over financial reporting and compliance.

Merrimack, New Hampshire

April 21, 2021



WAYPOINT

Consolidated Statement of Financial Position

December 31, 2020 (with comparative totals as of December 31, 2019)

				2020				
		Without Donor		With Donor		2020		2019
		Restrictions		Restrictions		Total		Total
ASSETS								
Current Assets:								
Cash and cash equivalents	\$	2,127,044	\$	626,270	\$	2,753,314	\$	107,732
Restricted cash		72,111		-		72,111		69,747
Accounts receivable, net		355,608		•		355,608		582,428
Grants receivable		845,159		-		845,159		678,502
Contributions receivable				•				79,161
Prepaid expenses		177,418	· -	-	-	177,418	-	145,979
Total Current Assets		3,577,340		626,270		4,203,610		1,663,549
Noncurrent Assets:								
Investments		18,602,732		2,729,290		21,332,022		18,887,020
Beneficial interest held in trusts		-		1,987,871		1,987,871		1,837,101
Property and equipment, net	-	6,437,580	-		-	6,437,580	_	6,460,382
Total Noncurrent Assets	-	25,040,312	-	4,717,161	-	29,757,473	_	27,184,503
TOTAL ASSETS	\$.	28,617,652	\$_	5,343,431	\$_	33,961,083	\$_	28,848,052
LIABILITIES AND NET ASSETS								
Current Liabilities:								
Accounts payable	\$	238,348	\$	-	\$	238,348	\$	139,382
Accrued payroll and related liabilities		621,258		-		621,258		646,070
Other liabilities		64,899		-		64,899		66,628
Bonds payable		160,000		-		160,000		150,000
Refundable advance	-	2,088,559	_	•	_	2,088,559	_	<u> </u>
Total Current Liabilities		3,173,064		-		3,173,064		1,002,080
Noncurrent Liabilities:		•						
Bonds payable, net of current portion		3,755,000		_		3,755,000		3,915,000
Deferred loans - NHHFA		1,250,000				1,250,000		1,250,000
Interest rate swap agreements		1,282,753		-		1,282,753		1,072,580
Refundable advance	_	440,750	_	-	_	440,750	_	-,,
Total Noncurrent Liabilities	_	6,728,503	_	<u> </u>		6,728,503	_	6,237,580
Total Liabilities		9,901,567		-		9,901,567		7,239,660
Net Assets:								
Without donor restrictions		18,716,085		-		18,716,085		16,779,112
With donor restrictions	_		_	5,343,431	_	5,343,431		4,829,280
Total Net Assets	_	18,716,085	_	5,343,431	_	24,059,516	_	21,608,392
TOTAL LIABILITIES AND NET ASSETS	\$	28,617,652	\$	5,343,431	\$	33,961,083	\$	28,848,052

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

WAYPOINT

Consolidated Statement of Activities

For the Year Ended December 31, 2020 (with comparative totals for the year ended December 31, 2019)

	2020							
		ithout Donor		With Donor		2020		2019
		Restrictions		Restrictions		Total		Total
SUPPORT AND REVENUE:								
Support:								
Government grants	\$	8,253,575	\$	•	\$	8,253,575	\$	5,502,499
Contributions		534,284		1,272,131		1,806,415		1,296,284
In-kind contributions		48,079		•		48,079		87,864
Income from special events, net		421,706		•		421,706		487,018
Revenue:								
Service fees		4,892,693		•		4,892,693		5,524,270
Other (loss)		30,607		•		30,607		65,971
Net assets released from restriction:								
Program releases		1,184,550		(1,184,550)				-
Endowment releases		30,058		(30,058)		-		-
Endowment transfer to support operations	_	172,162	_	<u> </u>	_	172,162	_	627,685
Total Support and Revenue		15,567,714		57,523		15,625,237		13,591,591
OPERATING EXPENSES:								
Program services		13,335,147		-		13,335,147		12,086,191
Management and general		1,615,774		-		1,615,774		1,308,438
Fundraising		637,485	_	-	_	637,485	_	517,402
Total Operating Expenses	_	15,588,406	_	-	_	15,588,406	_	13,912,031
Change in net assets before								
non-operating items		(20,692)		57,523		36,831		(320,440)
NON-OPERATING ITEMS:								
Investment income (loss)		2,327,782		305,858		2,633,640		3,380,301
Unrealized gain (loss) on interest rate swap		(210,173)	•	-		(210,173)		(187,054)
Gain on the sale of asset		11,132		•		11,132		•
Change in beneficial interest		•		150,770		150,770		157,510
Interest income		1,086		•		1,086		1,851
Endowment transfer to support operations	_	(172,162)	_		_	(172,162)	_	(627,685)
Total Non-Operating Items		1,957,665	_	456,628	_	2,414,293	_	2,724,923
CHANGE IN NET ASSETS		1,936,973		514,151		2,451,124		2,404,483
NET ASSETS, BEGINNING OF YEAR	···	16,779,112	_	4,829,280	_	21,608,392	_	19,203,909
NET ASSETS, END OF YEAR	\$	18,716,085	\$_	5,343,431	\$_	24,059,516	\$_	21,608,392

WAYPOINT -

Consolidated Statement of Functional Expenses

For the Year Ended December 31, 2020 (with comparative totals for the year ended December 31, 2019)

	Program	Management		2020	2019
	<u>Services</u>	and General	<u>Fundraising</u>	<u>Total</u>	<u>Total</u>
Personnel expense:					_
Salaries and wages	\$ 7,594,485	\$ 953,404	\$ 387,778	\$ 8,935,667	\$ 8,056,704
Employee benefits	1,076,199	140,540	22,756	1,239,495	994,576
Retirement plan	51,179	35,001	7,131	93,311	334,370
Payroll related costs	853,429	84,386	31,656	969,471	961,026
Mileage reimbursement	192,609	505	65	193,179	427,124
Contracted services	524,432	113,605	79,701	717,738	655,732
Subtotal personnel expense	10,292,333	1,327,441	529,087	12,148,861	11,095,162
Accounting	-	34,620	_	34,620	31,699
Assistance to individuals	717, 571	7,675	-	725,246	716,800
Communications	155,169	14,488	8,829	178,486	152,354
Conferences, conventions, meetings	95,019	33,592	821	129,432	58,038
Depreciation	409,308	53,008	•	462,316	366,851
In-kind contributions	48,079	-	-	48,079	88,014
Insurance	78,300	12,082	2,623	93,005	77,872
Interest	236,318	37,781	2,779	276,878	319,406
Legal	-	14,795	•	14,795	20,671
Membership dues	25,360	2,908	1,660	29,928	27,857
Miscellaneous	51,364	20,620	940	72,924	47,049
Occupancy	609,498	4,217	41,054	654,769	585,687
Printing and publications	75,041	4,808	32,446	112,295	61,853
Rental and equipment maintenance	273,202	28,880	13,887	315,969	120,517
Supplies	241,427	15,420	3,349	260,196	89,429
Travel .	27,158	3,439	10	30,607	52,772
Total	\$ 13,335,147	\$ 1,615,774	\$ 637,485	\$15,588,406_	\$ <u>13,912,031</u>

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

WAYPOINT

Consolidated Statement of Cash Flows

For the Year Ended December 31, 2020 (with comparative totals for the year ended December 31, 2019)

		<u>2020</u>		<u> 2019</u>
Cash Flows From Operating Activities:				
Change in net assets	\$	2,451,124	\$	2,404,483
Adjustments to reconcile change in net assets				
to net cash from operating activities:				
Depreciation		462,316		366,851
Disposals of fixed assets		13,432		(400 555)
Realized (gain) loss on investments		(27,715)		(129,565)
Unrealized (gain) loss on investments		(2,053,523)		(2,805,664)
Change in beneficial interest in trusts		(150,770)		(157,510)
Change in interest rate swap		210,173		187,055
Inclusion of new entity in consolidated financial statements		-		20,085
Changes in operating assets and liabilities:		226 020		(247.670)
Accounts receivable		226,820		(247,678)
Grants receivable		(166,657)		(299,140)
Contributions receivable		79,161		(19,161)
Prepaid expenses		(31,439)		46,765
Accounts payable		98,966		(78,303) 81,334
Accrued payroll and related liabilities Refundable advance		(24,812) 2,529,309		61,334
Other liabilities		2,329,309 (1,729)		- (671)
Other Habilities	_		_	
Net Cash Provided (Used) By Operating Activities		3,614,656		(631,119)
Cash Flows From Investing Activities:				
Purchases of investments		(562,926)		(511,347)
Proceeds from sale of investments		199,162		699,950
Purchase of fixed assets	_	(452,946)	_	(318,582)
Net Cash Used By Investing Activities		(816,710)		(129,979)
Cash Flows From Financing Activities:				
Payment of long-term debt	_	(150,000)		(140,000)
Net Cash Used By Financing Activities		(150,000)	_	(140,000)
Net Change in Cash and Cash Equivalents		2,647,946		(901,098)
Cash and Cash Equivalents and Restricted Cash, Beginning		177,479		1,078,577
Cash and Cash Equivalents and Restricted Cash, Ending	\$_	2,825,425	\$	177,479
SUPPLEMENTAL INFORMATION:				
Interest paid	\$_	276,878	\$	319,406

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

WAYPOINT

Notes to Consolidated Financial Statements

For the Year Ended December 31, 2020

1. Organization

Waypoint (the Organization) is a nonprofit organization, founded in 1850, that currently aids more than 20,000 individuals, statewide, through an array of social services.

These services span the life cycle from prenatal to seniors, and can be grouped into the following categories:

Early Childhood - Family Support & Education Services

Over 4,500 parents received education and support to improve parenting, strengthen families, prevent child abuse and neglect, and ensure healthy development of children. Over 500 young children starting life at a disadvantage received critical services to ensure a good beginning and to optimize their chance for life-long success. Some of the programs focused on early childhood include:

Early Support and Services

Early Support and Services provides family-centered support and therapies to infants and toddlers who have developmental disabilities, delays or are at risk of developmental delays. Services work to optimize babies' cognitive, physical, emotional and social development, and chance for success. Services are provided in the child's natural environment (home, day care, playground, etc.).

Home Visiting Services

A number of different prevention programs are offered in the home during those critical early years of a child's life. A spectrum of services includes support to new mothers and those struggling to parent; services for children with chronic health conditions; prenatal services for babies being born at a disadvantage into low-income families; and programs to encourage positive early parent/child relationships and promote optimal early childhood development. Services are provided by nurses, social workers, developmental specialists, occupational therapists, health educators, and home visitors.

Adoption

A licensed child-placing agency, the Organization has been forming families through adoption since 1914. The Organization's adoption professionals provide home studies and adoption services for families looking to adopt and provide counselling and support to birthparents who are considering the adoption option.

Children, Youth, and Family - Intervention and Treatment Programs

The Organization contracts with the State of New Hampshire, the federal government, and insurance companies, to provide a continuum of services for children, adolescents and young adults. Programs are delivered in the home, schools, or community, and include mental health counseling and substance abuse treatment, as well as a complex system of family stabilization and preservation programs, child protection services, and services for at-risk youth. Some of the programs include:

Foster care

The Organization works with the State of New Hampshire in placing children who have been rescued from dangerous home environments, into safe, stable, loving homes. The Organization recruits and supports foster families and works to facilitate permanency for each child.

Home Based Services

The Organization has a number of programs provided in the family home that are designed to help families who are struggling through daily life - where children are at risk. Services work to thwart domestic violence, rebuild families, and to improve family functioning. The Organization empowers families with the skills and resources they need to provide for their children and become self-sufficient.

Runaway and Homeless Youth Services

The Organization is the sole provider of services for runaway and homeless youth in Manchester and the Seacoast. A full spectrum of services features outreach to at-risk youth that includes survival aid on the streets and basic needs fulfillment at the drop-in center, as well as crisis intervention, educational and vocational advocacy, housing, and case management. The Organization also provides behavioral health and substance use counseling where needed. The Organization works with school systems, police, and other agencies in addressing the needs of New Hampshire's homeless youth.

Senior Care and Independent Living

The Organization helps seniors and individuals with chronic illness or disability to live at home safely and with dignity, and to maintain quality of life. Under the title of Home Care, services are delivered by homemakers, companions, personal care service providers, and LNAs. The Organization's caregivers go to client homes to help with everything from cooking and cleaning to personal hygiene, medication reminders, mobility, travel to appointments, paying bills, help with daily tasks, and communication with family members.

Other Programs

Camp Spaulding

Since 1921, Camp Spaulding has helped campers from all types of backgrounds enjoy the benefits of a traditional, resident camp experience.

The New Hampshire Children's Lobby

Established in 1971, the New Hampshire Children's Lobby is the advocacy wing of Child and Family Services. The program's mission is to improve the lives of children and families through legislative, judicial, and public policy initiatives. This combination of advocacy and direct service practice uniquely positions the Organization to serve the best interest of New Hampshire children.

The Children's Place and Parent Education Center

The Children's Place and Parent Education Center (TCP) in Concord, NH provides both educational and social programs and services to strengthen and enrich the lives of families with children, two months through six years old.

2. Significant Accounting Policies

Principles of Consolidation

The consolidated financial statements include Waypoint, Child and Family Realty Corporation, and The Children's Place and Parent Education Center, commonly controlled organizations. All inter-organization transactions have been eliminated.

Comparative Financial Information

The accompanying consolidated financial statements include certain prior-year summarized comparative information in total, but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the audited consolidated financial statements for the year ended December 31, 2019, from which the summarized information was derived.

Cash and Cash Equivalents

All cash and highly liquid financial instruments with original maturities of three months or less, and which are neither held for nor restricted by donors for long-term purposes, are considered to be cash and cash equivalents. Cash and highly liquid financial instruments invested for long-term purposes, including endowments that are perpetual in nature, are excluded from this definition.

Accounts Receivable

Accounts receivable consists primarily of noninterest-bearing amounts due for services and programs. The allowance for uncollectable accounts receivable is based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Accounts receivable are written off when deemed uncollectable.

Grants Receivable

Grants receivable, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have

been substantially met. Amounts recorded as grants receivable represent costreimbursable federal and state contracts and grants, which the incurrence of allowable qualifying expenses and/or the performance of certain requirements have been met or performed. The allowance for uncollectible grants receivable is based on historical experience and a review of subsequent collections. Management has determined that no allowance is necessary.

Contributions Receivable

Unconditional contributions that are expected to be collected within one year are recorded at net realizable value. Unconditional contributions that are expected to be collected in future years are initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the asset. In subsequent years, amortization of the discounts is included in contribution revenue in the Consolidated Statement of Activities. The allowance for uncollectable contributions is based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Contributions receivable are written off when deemed uncollectable. Management has determined that no allowance is necessary.

Investments

Investment purchases are recorded at cost, or if donated, at fair value on the date of donation. Thereafter, investments are reported at their fair values in the Consolidated Statement of Financial Position. Net investment return/(loss) is reported in the Consolidated Statement of Activities and consists of interest and dividend income, realized and unrealized gains and losses, less external investment expenses.

The Organization maintains pooled investment accounts for its restricted endowment. Realized and unrealized gains and losses are allocated to the individual endowments based on the relationship of the market value of each endowment to the total market value of the pooled investment accounts, as adjusted for additions to or deductions from those accounts.

Beneficial Interest Held in Trusts

The Organization is the beneficiary of perpetual charitable trusts. The beneficial interest in trusts is reported at its fair value, which is estimated as the fair value of the underlying trust assets. Distributions of income from trust assets are restricted as to use and are reported as increases in net assets with donor restrictions until expended in accordance with restrictions. The value of the beneficial interest in the trusts is adjusted annually for the change in its estimated fair value. Those changes in value are reported as increases in net assets with donor restrictions. The assets in the trusts will never be distributed to the Organization.

Property and Equipment

Property and equipment additions over \$5,000 are recorded at cost, if purchased, and at fair value at the date of donation, if donated. Depreciation is computed using the

straight-line method over the estimated useful lives of the assets ranging from 5 to 50 years, or in the case of capitalized leased assets or leasehold improvements, the lesser of the useful life of the asset or the lease term. When assets are sold or otherwise disposed of, the cost and related depreciation is removed, and any resulting gain or loss is included in the Consolidated Statement of Activities. Costs of maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed. Assets not in service are not depreciated.

The carrying values of property and equipment are reviewed for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable from the estimated future cash flows expected to result from its use and eventual disposition. When considered impaired, an impairment loss is recognized to the extent carrying value exceeds the fair value of the asset. There were no indicators of asset impairment in 2020 or 2019.

Interest-Rate Swap

An interest-rate swap is utilized to mitigate interest-rate risk on bonds payable. The related liability is reported at fair value in the Consolidated Statement of Financial Position, and unrealized gains or losses are included in the Consolidated Statement of Activities.

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions

Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The Board has designated, from net assets without donor restrictions, net assets for a board-designated endowment.

Net Assets With Donor Restrictions

Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity while permitting the Organization to expend the income generated by the assets in accordance with the provisions of additional donor-imposed stipulations or a Board approved spending policy. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Revenue and Revenue Recognition

The Organization recognizes contributions when cash, securities or other assets; an unconditional promise to give; or a notification of a beneficial interest is received. Conditional promises to give - that is, those with a measurable performance or other barrier and a right of return - are not recognized until the conditions on which they depend have been met. The Organization records special events revenue equal to the fair value of direct benefits to donors, and contribution income for the excess received when the event takes place.

A portion of the Organization's revenue is derived from cost-reimbursable contracts and grants, which are conditioned upon certain performance requirements and/ or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when the Organization has incurred expenditures in compliance with specific contract or grant provisions. Amounts received prior to incurring qualifying expenditures are reported as refundable advances in the Statement of Financial Position.

Revenues derived from providing program services are recognized as the services are provided. Program services fees paid in advance are deferred to the period to which they relate. All other amounts paid in advance are deferred to the period in which the underlying event or rental takes place. Due to the nature and timing of the performance and/or transfer of services, certain contract liabilities at December 31 of each year are recognized in the following year.

Donated Services and In-Kind Contributions

Volunteers contribute significant amounts of time to program services, administration, and fundraising and development activities; however, the consolidated financial statements do not reflect the value of these contributed services because they do not meet recognition criteria prescribed by Generally Accepted Accounting Principles. Contributed goods are recorded at fair value at the date of donation. Donated professional services are recorded at the respective fair values of the services received. No significant contributions of such goods or services were received in 2020 or 2019.

Advertising Costs

Advertising costs are expensed as incurred and are reported in the Consolidated Statement of Activities and Consolidated Statement of Functional Expenses.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the Consolidated Statement of Activities. The Consolidated Statement of Functional Expenses presents the natural classification detail of expenses by function.

The consolidated financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses

require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include clerical, IT, and administration, which are allocated to program and supporting services based primarily on a percentage of personnel costs related to programs and supporting services.

Measure of Operations

The Consolidated Statement of Activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to the Organization's ongoing programs and services and include the Organization's annual endowment transfer to support operations. Non-operating activities are limited to resources outside of those programs and services and are comprised of non-recurring gains and losses on sales and dispositions, investment income, changes in the value of beneficial interests and interest rate swaps.

Income Taxes

Waypoint and the Children's Place and Parent Education Center have been recognized by the Internal Revenue Service (IRS) as exempt from federal income taxes under Internal Revenue Code (IRC) Section 501(a) as organizations described in IRC Section 501(c)(3), qualify for charitable contribution deductions, and have been determined not to be private foundations. Child and Family Realty Corporation is exempt from federal income tax under Section 501(a) of the Internal Revenue Code as an organization described in Section 501(c)(25).

Each entity is annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS. In addition, each is subject to income tax on net income that is derived from business activities that are unrelated to their exempt purpose. In 2020 and 2019, the Organizations were not subject to unrelated business income tax and did not file an Exempt Organization Business Income Tax Return (Form 990-T) with the IRS.

Estimates

The preparation of consolidated financial statements in conformity with Generally Accepted Accounting Principles requires estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from those estimates, and those differences could be material.

Financial Instruments and Credit Risk

Deposit concentration risk is managed by placing cash accounts with financial institutions believed to be creditworthy. At times, amounts on deposit may exceed insured limits. To date, no losses have been experienced in any of these accounts. Credit risk associated with receivables is considered to be limited due to high historical collection rates. Investments are exposed to various risks such as interest rate,

market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such change could materially affect the amounts reported in the Consolidated Statement of Financial Position. Although the fair values of investments are subject to fluctuation on a year-to-year basis, the Investment Committee believes that the investment policies and guidelines are prudent for the long-term welfare of the Organization.

Fair Value Measurements and Disclosures

Certain assets and liabilities are reported at fair value in the consolidated financial statements. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal, or most advantageous, market at the measurement date under current market conditions regardless of whether that price is directly observable or estimated using another valuation technique. Inputs used to determine fair value refer broadly to the assumptions that market participants would use in pricing the asset or liability, including assumptions about risk. Inputs may be observable or unobservable. Observable inputs are inputs that reflect the assumptions market participants would use in pricing the asset or liability based on market data obtained from sources independent of the reporting entity. Unobservable inputs are inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset or liability based on the best information available. A three-tier hierarchy categorizes the inputs as follows:

Level 1 – Quoted prices (unadjusted) in active markets for identical assets or liabilities that are accessible at the measurement date.

Level 2 — Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, and market-corroborated inputs.

Level 3 – Unobservable inputs for the asset or liability. In these situations, inputs are developed using the best information available in the circumstances.

In some cases, the inputs used to measure the fair value of an asset or a liability might be categorized within different levels of the fair value hierarchy. In those cases, the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. Assessing the significance of a particular input to entire measurement requires judgment, taking into account factors specific to the asset or liability. The categorization of an asset within the hierarchy is based upon the pricing transparency

of the asset and does not necessarily correspond to the assessment of the quality, risk, or liquidity profile of the asset or liability.

New Accounting Standards to be Adopted in the Future

Contributed Nonfinancial Assets

In September 2020, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2020-07, Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets, intended to improve transparency in the reporting of contributed nonfinancial assets, also known as gifts-in-kind, for not-for-profit organizations. Examples of contributed nonfinancial assets include fixed assets such as land, buildings, and equipment; the use of fixed assets or utilities; material and supplies, such as food, clothing, or pharmaceuticals; intangible assets; and recognized contributed services. The ASU requires a not-for-profit organization to present contributed nonfinancial assets as a separate line item in the Statement of Activities, apart from contributions of cash or other financial assets. It also requires certain disclosures for each category of contributed nonfinancial assets recognized. The amendments in this ASU should be applied on a retrospective basis and will be effective for the Organization for the year ending December 31, 2022. Early adoption is permitted. The Organization is currently in the process of evaluating the impact of adoption of this ASU on the financial statements

Leases

In February 2016, the FASB issued ASU 2016-02, Leases. The ASU requires all leases with lease terms more than 12 months to be capitalized as a right of use asset and lease liability on the Statement of Financial Position at the date of lease commencement. Leases will be classified as either finance leases or operating leases. This distinction will be relevant for the pattern of expense recognition in the Statement of Activities. This ASU will be effective for the Organization for the year ending December 31, 2022. The Organization is currently in the process of evaluating the impact of adoption of this ASU on the financial statements.

Credit Losses

In June 2016, the FASB issued ASU 2016-13, Measurement of Credit Losses on Financial Instruments. The ASU requires a financial asset (including trade receivables) measured at amortized cost basis to be presented at the net amount expected to be collected. Thus, the income statement will reflect the measurement of credit losses for newly-recognized financial assets as well as the expected increases or decreases of expected credit losses that have taken place during the period. This ASU will be effective for the Organization for the year ending December 31, 2023. The Organization is currently in the process of evaluating the impact of adoption of this ASU on the financial statements.

3. Liquidity and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the date of the Consolidated Statement of Financial Position, are comprised of the following at December 31, 2020 and 2019:

	2020	2019
Financial assets at year end:		
Cash and cash equivalents	\$ 2,753,314	\$ 107,732
Accounts receivable, net	355,608	582,428
Grants receivable	845,159	678,502
Contributions receivable	-	79,161
Investments	21,332,022	18,887,020
Beneficial interest held in trusts	1,987,871	1,837,101
Total financial assets	27,273,974	22,171,944
Less amounts not available to be used within one year:		
Net assets with donor restrictions	5,343,431	4,829,280
Less:		
Net assets with purpose restrictions to be met in less than a year	(626,270)	(538,689)
Donor-restricted endowment subject to spending policy rate		
(4.00% in 2020 and 2019) and appropriation	(109,172)	(98,140)
Board-designated endowment	18,611,817	15,894,841
Less:		
Board-designated endowment annual spending		
policy rate (4.00%)	(552,828)	(563,860)
Total amounts not available to be used within one year	22,666,978	19,523,432
Financial assets available to meet general expenditures		
over the next year	\$ 4,606,996	\$ 2,648,512

Endowment funds consist of donor-restricted endowments and funds designated by the Board to function as endowments. Income from donor-restricted endowments is restricted for specific purposes. The portion of endowment funds that are perpetual in nature are not available for general expenditure.

Board-designated endowment is subject to an annual spending rate as determined by the Board. Although there is no intention to spend from board-designated endowment (other than amounts appropriated for general expenditure as part of the Board's annual budget approval and appropriation), these amounts could be made available if necessary.

As part of its liquidity management plan, the Organization also has a \$1,500,000 revolving line of credit available to meet cash flow needs.

4. Accounts Receivable

Accounts receivable consist of the following at December 31, 2020 and 2019:

		2020		2019							
	Receivable A	llowance	<u>Net</u>	<u>Receivable</u>	Allowance	Net					
Fees for service	\$357,308	(1,700)	355,608	\$ 584,728	\$(2,300) \$_	582,428					
Total	\$ <u>357,308</u> \$	(1,700) \$	355,608	\$ 584,728	\$ <u>(2,300)</u> \$_	582,428					

5. Prepaid Expenses

Prepaid expenses at year end relate primarily to prepaid insurance and contracts.

6. Investments

Investments measured at fair value on a recurring basis consist of mutual funds totaling \$21,332,022 and \$18,887,020 at December 31, 2020 and 2019, respectively. During 2020 and 2019, the Organization recognized \$2,269,978 and \$2,935,229, respectively, of net gains and losses on investments. Of those amounts, \$2,269,978 and \$2,935,229 was recognized on investments of equity securities held at December 31, 2020 and 2019, respectively.

Under the terms of the Organization's line of credit agreement (Note 9), the Organization has agreed not to pledge these investments as security on any other debt.

The Organization's policy is to avail itself of a Board-approved percentage of investment income for operations with any remaining interest, dividends, or appreciation reinvested. The spending policy approved by the Board of Trustees was 4.00% of the average fair market value of all investments over the previous twelve quarters for 2020 and 2019.

As discussed in Note 2 to these consolidated financial statements, the Organization is required to report its fair value measurements in one of three levels, which are based on the ability to observe in the marketplace the inputs to the Organization's valuation techniques. Level 1, the most observable level of inputs, is for investments measured at quoted prices in active markets for identical investments. Level 2 is for investments measured using inputs such as quoted prices for similar assets, quoted prices for the identical asset in inactive markets, and for investments measured at net asset value that can be redeemed in the near term. Level 3 is for investments measured using inputs that are unobservable, and is used in situations for which there is little, if any, market activity for the investment.

The Organization uses the following ways to determine the fair value of its investments:

Mutual funds: Determined by the published value per unit at the end of the last trading day of the year, which is the basis for transactions at that date.

7. Beneficial Interest Held in Trusts

The Organization is the sole beneficiary of three funds that are administered by the New Hampshire Charitable Foundation (NHCF). Income from the funds is to provide assistance to children attending Camp Spaulding and for capital improvements to the camp. The fund resolution provides that distributions from the funds can be made at the discretion of the NHCF Board of Directors.

At December 31, 2020 and 2019, the fair market value of the funds, which approximates the present value of future benefits expected to be received, was \$965,181 and \$858,994, respectively.

In addition, the Organization has a split-interest in three charitable remainder trusts. The assets are held in trust by banks as permanent trustees of the trusts. The fair value of these beneficial interests is determined by applying the Organization's percentage interest to the fair value of the trust assets as reported by the trustee.

	Percentage			
<u>Trust</u>	<u>Interest</u>		<u>2020</u>	<u>2019</u>
Greenleaf	100%	\$	395,121	\$ 384,004
Spaulding	100%		350,378	332,956
Cogswell	50%	_	277,191	 261,147
Total	•	\$_	1,022,690	\$ 978,107

Beneficial interest held in trusts is reported at fair value, which is estimated as the present value of expected future cash inflows on a recurring basis. As discussed in Note 2, the valuation technique used by the Organization is a Level 3 measure because there are no observable market transactions.

8. Property and Equipment

Property and equipment is comprised of the following at December 31, 2020 and 2019:

		<u> 2020</u>		<u>2019</u>
Land and land improvements	\$	1,114,949	\$	1,114,949
Buildings and improvements		9,003,702		8,862,063
Furniture, fixtures, and equipment		908,672		843,251
Vehicles		86,019		107,581
Software		503,924		377,333
Construction in progress	_	•	_	5,415
Subtotal		11,617,266		11,310,592
Less accumulated depreciation	_	(5,179,686)	_	(4,850,210)
Total	\$_	6,437,580	\$_	6,460,382

9. Line of Credit

The Organization has a \$1,500,000 revolving line of credit agreement with a bank. The line of credit expired on June 30, 2020 and is payable on demand. The line is secured by a first lien on accounts receivable, double negative pledge on all investments of the borrower, and carries a variable rate of interest at the Wall Street Journal prime rate (3.25% at December 31, 2020), adjusted daily. At December 31, 2020 and 2019, the balance on this line of credit was \$0 and \$529, respectively.

10. Bonds Payable

During 2007, the New Hampshire Health and Education Facilities Authority (the "Authority") sold \$5,540,000 of its Revenue Bonds, Child and Family Services Issue, Series 2007, and loaned the proceeds of the bonds to the Organization to refund its Series 1999 Series Bonds and to finance certain improvements to the Organization's facilities. The Series 2007 Bonds were issued with a variable interest rate determined on a weekly basis. Prior to issuing the Bonds, the Organization entered into an interest rate swap agreement (the "Swap Agreement") with Citizens Bank of NH (the "Counterparty") for the life of the bond issue to hedge the interest rate risk associated with the Series 2007 Bonds. The interest rate swap agreement requires the Organization to pay the Counterparty a fixed rate of 3.915%; in exchange, the Counterparty will pay the Organization a variable rate on the notional amount based on the 67% of one month LIBOR. Counterparty payments to the Organization were intended to offset Organization payments of variable rate interest to bond holders. Counterparty credit worthiness and market variability can impact the variable rates received and paid by the Organization, with the potential of increasing Organization interest payments. As

a result, the cost of the interest rate swap for 2020 and 2019 is added to interest expense in the Consolidated Statement of Functional Expenses. The bonds mature in 2038 and can be repaid at any time.

The Organization is required to include the fair value of the swap in the Consolidated Statement of Financial Position, and annual changes, if any, in the fair value of the swap in the Consolidated Statement of Activities. For example, during the bond's 30year holding period, the annually calculated value of the swap will be reported as an asset if interest rates increase above those in effect on the date of the swap was entered into (and as an unrealized gain in the Consolidated Statement of Activities), which will generally be indicative that the net fixed rate the Organization is paying on the swap is below market expectations of rates during the remaining term of the swap. The swap will be reported as a liability (and as an unrealized loss in the Consolidated Statement of Activities) if interest rates decrease below those in effect on the date the swap was entered into, which will generally be indicative that the net fixed rate the Organization is paying on the swap is above market expectations of rates during the remaining term of the swap. The annual accounting adjustments of value changes in the swap transaction are non-cash recognition requirements, the net effect of which will be zero at the end of the bond's 30-year term. At December 31, 2020 and 2019, the Organization recorded the swap liability position of \$1,282,753 and \$1,072,580, respectively. During 2009, there occurred a downgrading of the credit rating of the Counterparty to the letter of credit reimbursement agreement, which triggered a mandatory tender of the Series 2007 Bonds in whole and a temporary conversion of one-hundred percent of the principal amount to a bank purchase mode under the terms of said letter of credit reimbursement agreement. Since it became evident that the credit markets would not soon return to normalcy, the Organization elected to convert the Series 2007 Bonds from a weekly rate mode to a bank purchase mode. This new bank purchase mode created a rate period in which the Series 2007 Bonds bear interest at the tax adjusted bank purchase rate of 68% of the sum of the adjusted period LIBOR (30 day) rate and 325 basis points. The bank purchase mode commenced on July 31, 2009 and expired on July 31, 2014; however, the expiration date was extended by the Counterparty and the Organization had the option to convert back to the weekly rate mode. The Series 2007 Bond documents require the Organization to comply with certain financial covenants. As of December 31, 2020, the Organization was in compliance with these covenants.

The following is a summary of future payments on the previously mentioned bonds payable:

<u>Year</u>		<u>Amount</u>					
2021	\$	160,000					
2022		165,000					
2023		175,000					
2024		180,000					
2025		195,000					
Thereafter	_	3,040,000					
Total	\$_	3,915,000					

11. Deferred Loans - NHHFA

Note payable to the New Hampshire Housing and Finance Authority dated June 7, 2005. The face amount of the note is \$550,000, does not require the payment of interest, and is due in 30 years. The note is secured by real estate located in Dover, New Hampshire.

Note payable to the New Hampshire Housing and Finance Authority dated May 22, 2007. The face amount of the note is \$700,000, does not require the payment of interest, and is due in 30 years. The note is secured by real estate located in Manchester, New Hampshire.

12. Refundable Advance

Refundable advances totaling \$2,529,309 at December 31, 2020 are included primarily of start-up funds and flex funds received in advance from the New Hampshire Department of Health and Human Services for community-based voluntary services. Revenues will be recognized as services are performed.

13. Endowment Funds

The Organization's endowment consists of various individual funds established for a variety of purposes. Endowment includes both donor-restricted funds and funds designated by the Board of Trustees to function as endowments. As required by Generally Accepted Accounting Principles, net assets associated with endowment funds, including funds designated by the Board of Trustees to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Board-designated Endowment

As of December 31, 2020, the Board of Trustees had designated \$18,611,817 of net assets without donor restrictions as a general endowment fund to support the mission of the Organization.

Donor-designated Endowments

The Board of Trustees of the Organization has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date for donor-restricted perpetual endowment funds, absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as perpetually restricted net assets (a) the original value of gifts donated to the endowment, (b) the original value of subsequent gifts to the endowment, and (c) accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added. The remaining portion of the donor-restricted endowment fund that is not classified as perpetually restricted is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the various funds, (2) the purposes of the donorrestricted endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the Organization, and (7) the Organization's investment policies.

Funds with Deficiencies

The Organization considers a fund to be underwater if the fair value of the fund is less than the sum of (a) the original value of initial and subsequent gift amounts donated to the fund and (b) any accumulations to the fund that are required to be maintained in perpetuity in accordance with the direction of the applicable donor gift instrument. The Organization complies with UPMIFA and has interpreted UPMIFA to permit spending from underwater funds in accordance with prudent measures required under the law. The Organization had no underwater endowment funds at December 31, 2020 or 2019.

Investment Policy

The Organization has adopted an investment and spending policy to ensure a total return (income plus capital change) necessary to preserve and enhance the principal of the fund and, at the same time, provide a dependable source of support for current operations and programs. The withdrawal from the fund in support of current operations is expected to remain a constant percentage of the total fund, adjusted for new gifts to the fund.

In recognition of the prudence required of fiduciaries, reasonable diversification is sought where possible. Experience has shown financial markets and inflation rates are cyclical and, therefore, control of volatility will be achieved through investment styles. Asset allocation parameters have been developed for various funds within the structure, based on investment objectives, liquidity needs, and time horizon for intended use.

Measurement of investment performance against policy objectives will be computed on a total return basis, net of management fees and transaction costs. Total return is defined as dividend or interest income plus realized and unrealized capital appreciation or depreciation at fair market value.

Spending Policy

The Organization's spending policy rate in 2020 and 2019 was 4.00%, of the average total endowment value over the trailing 12 quarters with a 1% contingency margin. This includes interest and dividends paid out to the Organization.

The net asset composition of endowment net assets as of December 31, 2020 and changes in endowment net assets for the year ended December 31, 2020 are as follows:

			With Donor Restrictions								Total Net
	Without Donor Restrictions		Purpose Restricted		Cumulative Appreciation		Perpetually Restricted		Total		Endowment <u>Assets</u>
Endowment net assets, beginning of year \$	15,894,841	\$	538,689	5	774,084	\$	1,679,406	\$	2,992,179	\$	18,887,020
Contributions	19,609		-		•				-		19,609
Appropriations from endowment	(169,104)				(30,058)		•		(30,058)		(199,162)
Temporary appropriation for											
purpose-restricted net assets	538,689		(538,689)		•		•		(538,689)		•
Investment Income, net	2,327,782	_		_	306,663		(805)	_	305,858	_	2,633,640
Endowment net assets, end of year \$	18,611,817	\$_	<u> </u>	\$_	1,050,689	\$	1,678,601	\$_	2,729,290	\$_	21,341,107

The net asset composition of endowment net assets as of December 31, 2019 and changes in endowment net assets for the year ended December 31, 2019 are as follows:

		_			With Donor	Res	trictions				Total Net
	Without Donor	Without Donor			Cumulative		Perpetually				Endowment
	Restrictions		Restricted	É	Appreclation		Restricted		<u>Total</u>		<u>Assets</u>
Endowment net assets, beginning of year \$	14,007,444	\$		\$	453,544	\$	1,679,406	\$	2,132,950	\$	16,140,394
Contributions	66,325		-		-		-		•		66,325
Appropriations from endowment	(625,249)		-		(74,751)		•		(74,751)		(700,000)
Temporary appropriation for											
purpose-restricted net assets	(538,689)		538,689		-		-		538,689		•
Investment income, net	2,985,010	_	· ·	_	395,291	_		_	395,291	_	3,380,301
Endowment net assets, end of year \$	15,894,841	\$_	538,689	\$_	774,084	\$_	1,679,406	5	2,992,179	\$_	18,887,020

14. Net Assets

Net assets without donor restriction are comprised of the following at December 31, 2020 and 2019:

	_	2020	_	2019
Undesignated net assets	\$	104,268	\$	884,271
Board designated endowment		18,611,817	_	15,894,841
Total	\$_:	18,716,085	\$_	16,779,112

Net assets with donor restrictions are comprised of the following at December 31, 2020 and 2019:

	2	2020	_	2019
Subject to expenditure for specified purpose:				
Camp	\$	67,747	\$	71,265
Child abuse prevention		67,750		98,265
Family counseling		-		9,398
Family resource center	1	48,763		34,569
Homecare		93,616		111,587
Human trafficking		-		10,000
IT and other projects		88,552		108,522
Teen and youth		99,787		95,083
The Children's Place		60,055		
	6	26,270		538,689
Endowment:				
Accumulated earnings restricted by donors for:				
General operations	2	19,094		176,893
Camp operations	3	07,937		198,902
Other purposes	5	23,658	_	398,289
	1,0	50,689		774,084
Original gift restricted by donors for:				
General operations	1	33,407		133,407
Camp operations	5	48,183		548,988
Other purposes	9	97,011	_	997,011
	1,6	78,601		1,679,406
Total restricted endowment	2,7	29,290		2,453,490
Not subject to spending policy or appropriation:				
Beneficial interest in trusts	1,9	87,871		1,837,101
Total	\$ 5,3	43,431	\$_	4,829,280

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donors as follows for the year ended December 31, 2020 and 2019:

	<u> 2020</u>	<u> 2019</u>
Satisfaction of purpose restrictions:		
Camp	\$ -	\$ 119,417
Child abuse prevention	123,125	150,071
Family counseling	16,954	41,834
Family resource center	30,691	2,211
Homecare	391,706	295,499
Human trafficking	35,000	50,000
IT and other projects	308,910	312,866
Teen and youth	218,467	222,349
The Children's Place	<u>59,6</u> 97	-
	1,184,550	1,194,247
Restricted-purpose spending-rate		
distributions and appropriations:		
General operations	-	11,268
Camp operations	-	27,789
Other purposes	30,058	35,694
	30,058	74,751
Total	\$ _1,214,608	\$ 1,268,998

15. Grants

Amounts received or receivable from grantor agencies are subject to audit and adjustment by grantor agencies, principally the federal government. Any disallowed claims, including amounts already collected, may constitute a liability of the applicable funds. The amount of expenditures which may be disallowed by the grantor cannot be determined at this time, although the Organization expects such amounts, if any, to be immaterial.

16. Paycheck Protection Program (PPP)

In April 2020, the Organization received proceeds in the amount of \$1,741,500 under the Small Business Administration (SBA) Paycheck Protection Program (PPP). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act), which was enacted March 27, 2020, provides for loans to qualifying organizations for amounts up to 2.5 times the average monthly payroll expenses. The loan and accrued interest may be forgiven after eight or twenty-four weeks providing

the Organization uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains certain payroll levels. The amount of loan forgiveness will be reduced if the Organization terminates employees or reduces salaries during the eight or twenty-four week period. Any unforgiven portion of the PPP loan is payable over two or five years at an interest rate of 1%, with deferral of payments for the first ten months. The Organization used the proceeds for purposes consistent with the PPP requirements. As of December 31, 2020, the Organization has recognized the entire amount of the PPP funds as contribution income and subsequent to year end the entire amount was forgiven.

17. Assistance to Individuals

Assistance to individuals is comprised of the following for the years ended December 31, 2020 and 2019 (rounded to the nearest thousand):

	<u>2020</u>	<u> 2019</u>
Payment to parents of foster children	\$ 173	\$ 302
Housing assistance to youth at risk of homelessness	376	144
Gift cards provided to families during holiday season	50	59
Food for at risk youth	13	25
Other assistance such as medical, childcare,		
transportation, and family activities	113	186
Total	\$ <u>725</u>	\$ 716

18. Defined Contribution Plan

The Organization maintains a 403(b) Thrift Plan (the Plan). The Plan is a defined contribution plan that all eligible employees may immediately make elective participant contributions to upon hire. A pretax voluntary contribution is permitted by employees up to limits imposed by the Internal Revenue Code and other limitations specified in the Plan. Contributions made to the plan by the Organization for the years ended December 31, 2020 and 2019 totaled \$93,311 and \$0, respectively.

19. Operating Leases

The Organization leases office space under the terms of non-cancellable lease agreements. The Organization also rents additional facilities on a month to month basis. Rent expense under these agreements totaled \$199,910 and \$182,763 for the years ended December 31, 2020 and 2019, respectively.

20. Related Party Transactions

The Organization procures a portion of their legal services from a local law firm that employs an attorney who also serves on the Organization's Board of Directors. The attorney board member does not personally perform the legal services. For the years ended December 31, 2020 and 2019, the total legal expense from related parties was \$4,505 and \$15,680, respectively.

21. Commitments and Contingencies

COVID-19

The COVID-19 outbreak in the United States (and across the globe) has resulted in economic uncertainties. The disruption is expected to be temporary, but there is considerable uncertainty around the duration and scope. The extent of the impact of COVID-19 on the Organization's operational and financial performance will depend on certain developments, including the duration and spread of the outbreak, impact on the individuals served, employees, and vendors, all of which are uncertain and cannot be predicted. At this point, the extent to which COVID-19 may impact the Organization's financial condition or results of operations is uncertain.

22. Concentration of Risk

The majority of the Organization's grants are received from agencies of the State of New Hampshire. As such, the Organization's ability to generate resources via grants is dependent upon the economic health of that area and of the State of New Hampshire. An economic downturn could cause a decrease in grants that coincides with an increase in demand for the Organization's services.

23. Subsequent Events

Subsequent events have been evaluated through April 21, 2021, the date the consolidated financial statements were available to be issued.

WAYPOINT

Consolidated Schedule of Operating Expenses For the Year Ended December 31, 2020

				_				Child Abuse								Adoptions												
				Teen				Treatment		Child						and								Management				
		Family		and		Child Care		& Family		Abuse		Early				Pregnancy		Child		Summer		Total		and				2020
		Counseling		<u>Youth</u>		<u>Services</u>		Strengthening		<u>Prevention</u>		Intervention		<u>Homecare</u>		Couns eling		Advocacy		Camp		<u>Program</u>		<u>General</u>	j	undraising		<u>Total</u>
Salaries and wages	\$	225,559	\$	877,712	\$	98,942	\$	1,781,210	\$	2,030,560	S	384,448	s	1,972,400	\$	89,840	s	133,705	s	109	s	7,594,485	5	953,404	s	387,778	4	8,935,667
Employee benefits		22,577		167,089		1,417		261,949		335,582		39,558		234,327		10,559		3,113		28	-	1,076,199	•	140,540	•	22,756	•	1,239,495
Retirement plan		1,313		8,268				12,833		17,170		3,179		5,270		826		2,320				51,179		35,001		7,131		93,311
Payroll related costs		29,057		96,050		7,011		202,468		231,330		45,300		222,488		8.704		11.014		7		853,429		84,386		31.656		969,471
Mileage reimbursement		1,243		26,162		19		84,697		26,123		7,486		46,544		266		69				192,609		505		65		193,179
Contracted services		4,767		54,403		26,422		73,707		269,598		55,957		25,255		11,230		3.078		15		524,432		113,605		79,701		717,738
Accounting		-		-		-		•		•		-						•				,		34,620		,,,,,,,		34,620
Assistance to individuals		309		314,895		307		199,643		179,327		9,209		2,152		11,112		617		_		717.571		7,675				725,246
Communications		2,712		33,035		3,849		40,739		45,386		5,358		19,809		2,068		2,116		77		155,169		14,488		8,829		178,486
Conferences, conventions,																						133,103		1-1,-00		0,023		170,400
meetings		3,171		12,323		2,765		19,038		32,639		8,557		13,770		1,099		1,639		18		95.019		33,592		821		129,432
Depreciation		634		112,946		56,706		59,473		60,322		19,196		19,119		7,924		3,386		69,602		409,308		53,008		-		462,316
In-kind contributions		-		31,458						16,621		-								,		48.079		33,500				48,079
Insurance		1,925		11,834		-		26,461		22,544		4,379		9,367		881		903		6		78,300		12,082		2,623		93,005
Interest		1,865		34,373		1,593		65,002		68,960		40,624		14,662		5,685		3,554				236,318		37,781		2,779		276,878
Legal		-				•						-		· <u>-</u>				•		_				14,795		2,773		14,795
Membership dues		694		1,647		115		4,147		10,062		948		7,295		202		248		2		25,360		2,908		1,660		29,928
Miscellaneous		4,343		18,544		1,627		5,939		9,748		1,061		9,776				318				51,364		20,620		940		72,924
Occupancy		17,806		168,986		21,080		169,277		120,447		20,386		70.817		7.358		10,279		3,062		609,498		4,217		41,054		654,769
Printing and publications		256		4,493		1,101		5,297		56,028		2,797		3,340		1,551		176		2		75,041		4,808		32,446		112,295
Rental and equipment																-,				•				4,000		32,440		112,295
maintenance		1,181		27,534		27,119		49,443		120,582		32,374		8,425		4,339		2,204		,		273,202		28,880		13,887		315,969
Supplies		5,050		52,001		8,896		41,149		108,064		6,302		17,261		1,542		907		255		241,427		15,420		3,349		260,196
Travel	_	262	_	15,262		160		3,541		4,775		519		2,389		113		136		1		27,158		3,439		10		
Total	s	324,724	s	2,069,015	ς	259,129	s	3,106,013	ζ-	3,765,868		687,638	ζ.	2,704,466	٠,	165,319			<i>,</i> –	22.02	,-						.—	30,607
	`-		-		` —	,	-	5,100,015	٠-	51. 03,000	٠.	W7,030	٠.	2,704,400	³-	103,319	۶.	1/3,/82	' —	73,193	³-	13,335,147	³_	1,615,774	٠,	637,485	۶	15,588,406

WAYPOINT

Consolidated Schedule of Operating Expenses For the Year Ended December 31, 2019

	Family <u>Counseling</u>	Teen and <u>Youth</u>	Child Abuse Treatment & Family Strengthening	Child Abuse <u>Prevention</u>	Early Intervention	<u> Homeçare</u>	Adoptions and Pregnancy <u>Counseling</u>	Child Advocacy	Summer <u>Camp</u>	Total <u>Program</u>	Management and <u>General</u>	<u>Fundraising</u>	2019 <u>Total</u>
Salaries and wages	\$ 392,683	\$ 811,578	\$ 1,797,236	\$ 1,565,113	\$ 359,348	\$ 1,758,488	\$ 88,632	\$ 121,616	\$ 7,144	\$ 6,901,838	5 814,197	\$ 340,669	\$ 8,056,704
Employee benefits	36,382	123,479	255,330	224,471	31,739	198,672	11,097	3,730	1.221	886,121	84.083	24,372	994,576
Payroll related costs	55,625	95,590	231,536	195,954	42,973	220,779	9.016	9.631	629	861,733	72,205	27,088	961,026
Mileage reimbursement	4,517	37,961	230,948	66,254	21,254	63,078	1,726	203	53	425,994	931	199	427,124
Contracted services	10,066	53,084	86,374	138,533	25,490	26,769	6.713	5,386	174,591	527,006	74,153	54,573	655,732
Accounting					-			-,	•		31,699	•	31,699
Assistance to individuals	57	231,226	355,852	115,078	8		7,614		6,965	716,800	,		716,800
Communications	4,283	37,260	37,355	35,008	5,136	16,498	1,949	1,313	453	139,255	8,358	4,741	152,354
Conferences, conventions,				•			-,			,	-,,,,,	.,	152,55
meetings	1,480	5,540	4,918	8,887	868	9,187	350	16,987	272	48,489	5,949	3,600	58,038
Depreciation	8,408	130,051	49,246	44,442	8,408	8,408	4,804	2,402	70,762	326,931	39,920	-	366,851
In-kind contributions	-	45,647	42,367	_	•			•		88,014		_	88,014
Insurance	4,078	11,053	21,357	17,108	3,377	7,044	703	760	210	65,690	9,585	2,597	77,872
Interest	13,973	39,926	81,848	73,863	13,974	13,974	7,985	3,993	1,996	251,532	67,874		319,406
Legal	(7,826)	-	•	•	-	7,826	•	· <u>-</u>	•	•	20,671	•	20,671
Membership dues	5,699	1,530	2,425	8,235	385	3,466	170	767	112	22,789	1,916	3.152	27,857
Miscellaneous	(28,712)	3,212	3,536	8,736	2,618	33,253	6,686	234	658	30,221	14,869	1.959	47,049
Occupancy	58,958	191,947	163,147	101,733	11,823	6,880	3,105	3,915	1,628	\$43,136	29,481	13,070	585,687
Printing and publications	1,565	4,042	3,924	10,568	1,356	5,734	1,020	951	158	29,318	2.803	29,732	61,853
Rental and equipment						•					-,		54,020
maintenance	(692)	14,221	28,684	26,300	4,936	11,373	2.754	1,414	756	89,746	24,229	6.542	120,517
Supplies	10,530	32,348	19,132	13,321	1,185	3,297	502	574	75	80,964	3,366	5,099	89,429
Travel	3,779	22,015	8,192	14,803	851	-	112	438	424	50,614	2,149	9	52,772
Total	\$ 574,853	\$ 1,891,710	\$ 3,423,407	\$ 2,668,407	\$ 535,729	\$ 2,394,726	\$ 154,938	\$ 174,314	\$ 268,107	\$ 12,086,191	\$ 1,308,438	\$ 517,402	\$ 13,912,031

Waypoint Trustees 2021

Melissa Biron

Nina Chang

William Conrad

Tiffany Diamond, Vice Chair

Jane E. Gile

John Greene

Sudi Lett

Marc Lubelczyk

Marilyn T. Mahoney

Holly P. Mintz

Zach Palmer

Lyndsee D. Paskalis, Secretary

Shaylen E. Roberts

Mark C. Rouvalis

Jeffrey P. Seifert, *Treasurer*

Ken R. Sheldon, Chair

Jennifer Stebbins

Borja Alvarez de Toledo, M.Ed.

Professional Profile

- A seasoned leader with more than 18 years of senior level non-profit management experience.
- Strong business acumen with emphasis on developing processes to ensure the alignment of strategy, operations, and outcomes with a strength based approach to leadership development.
- Collaborative leader using systemic and strategic framework in program development, supervision and conflict resolution.

Professional Experience

Waypoint, formerly Child and Family Services of New Hampshire Manchester. NH

December 2013- Present

- ~ President and CEO
- Responsible for program planning and development, insuring that Waypoint meets the community needs
- Advance the public profile of Waypoint by developing innovative approaches and building productive relationships with government, regional and national constituencies.
- Acts as advisor to the Board of Directors and maintains relationships with the regional Boards
- Responsible for all aspects of financial planning, sustainability and oversight of Waypoint's assets
- Work with Development staff and Board of Directors to design and implement all fundralsing activities, including cultivation and solicitation of key individuals, foundations and corporations

Riverside Community Care

Dedham, MA

2009-2013

- ~ Division Director, Child and Family Services
- Responsible for strategic vision, planning and implementation of the programmatic, operational and financial sustainability of a \$17M division with more than 300 employees.
- In partnership with The Guidance Center, Inc.'s board of directors, played leadership role in successfully merging with Riverside Community Care, through a process that involved strategic planning, analysis and selection of a viable partner.
- Provide supervision to managers using a strength based approach and a collaborative coaching model to leadership development.

The Guidance Center, Inc.

Cambridge, MA

1998 - 2009

~ Chief Operating Officer

2007 - 2009

- Hired initially as Director of an intensive home-based family program and through successive promotions became responsible for all operations in the organization.
- Responsible for supervision of Division Directors, strategic planning and development of new initiatives.
- Developed strategic relationships with state and local funders, and partnered with community
 agencies to support the healthy growth of children and families.

Private Practice in Psychotherapy and Clinical Consultation Madrid, Spain

1992 - 1998

Universidad Pontificia de Comillas Madrid, Spain

1991 - 1998

~Adjunct Faculty

· Taught graduate level courses in Family and Couples Therapy program

 Practicum program supervisor: Supervised first year Master's Degree students through live supervision in the treatment of multi-problem families.

Centro Médico-Psicopedagógico

Madrid, Spain

1994 - 1997

.~Clinical Coordinator/Director of Training.

 Member of a multi-disciplinary team that provided assessment and treatment to families victims of terrorism and had developed. Post Traumatic Stress Disorder.

ITAD (Institute for Alcohol and Drug Treatment), Madrid, Spain

1991-1994

- ~ Senior Drug and Alcohol Counselor, Drug and Alcohol Program
- · Provided evaluation and treatment for chemically dependent adults and their families.
- ~ Senior Family Therapist, Couples and Family Therapy Program
- · Worked as a family therapist in the evaluation and treatment of adolescents and families.

Charles River Health Management

Boston, MA

1989 - 1991

~ Senior Family Therapist, Home Based Family Treatment Program.

Education

Graduate Certificate of Business
University of Massachusetts, Lowell, 2000.
Master's Degree In Education
Counseling Psychology Program. Boston University, 1989.
B.A. In Clinical Psychology
Universidad Pontificia de Comillas, Madrid, Spain. 1988

Publications

- 2009 Ayers,S & Alvarez de Toledo, B. Community Based Mental Health with Children and Families. In A. R. Roberts (Ed.) , Social Worker's Desk Reference (2nd ed.), New York: Oxford University Press, 2009
- 2006 Topical Discussion: Advancing Community-Based Clinical Practice and Research: Learning In the Field. Presented at the 19th Annual Research Conference: A System of Care for Children's Mental Health: Expanding the Research Base, February 2006, Tampa, FL.
- Lyman, D.R.; Siegel, R.; Alvarez de Toledo, B.; Ayers, S.; Mikula, J. How to be little and still think big: Creating a grass roots, evidence based system of care. Symposium presented at the 14th Annual Research Conference in Children's Mental Health, Research and Training Center for Children's Mental Health, February 2001, Tampa, FL.
- 2006 Lyman, D.R., B. Alvarez de Toledo, The Ecology of Intensive community based intervention. In Lightburn, A., P. Sessions. Handbook of Community Based Clinical Practice. Oxford University Press, 2006, England.
- 2001 Lyman, D.R., B. Alvarez de Toledo (2001) Risk factors and treetment outcomes in a strategic intensive family program. In Newman, .C, C. Liberton, K. Kutash and R. Friedman, (Eds.) A System of Care for Children's Mental Health: Expanding the Research Base (2002), pp. 55-58. Research and Training Center for Children's Mental Health, University of South Florida, Tampa, FL.

1994-98 Research papers and professional presentations in peer reviewed journals in Spain

Languages

Fluent in Spanish, French and Italian.

COLLEEN M. IVES

CHIEF OPERATING OFFICER

Proactive executive with a formidable record of driving systemic change and business expansion. Nimble administrator with strategic planning, business process improvement, cost controls and performance management experience. Collaborative leader with inspirational and decisive management style who achieves exceptional, rather than expected, results. Catalyst for open communications towards a climate of learning to benefit company and individuals.

PROFESSIONAL EXPERIENCE

Statewide private nonprofit that works to advance the well-being of children and families through an array of community-based services.

Oversees all aspects of program delivery including; fiscal and personnel management, quality assurance and **Chief Operating Officer** program development

ROCKPORT MORTGAGE CORPORATION, Gloucester, MA • 2008-2017

Leading national lender of US Housing & Urban Development insured commercial loans in healthcare, multifamily and affordable housing sectors.

Vice President, Operations & Quality Control

- Report to principals with overall responsibility for achieving strategic objectives through oversight of the day-today operations of five multi-disciplinary underwriting teams by providing support at the transactional level as well as in the development of procedures and operating practices to match RMC's continued growth.
- Ensure RMC'S compliance with their federally mandated Quality Control Plan through employee development initiatives, monitoring of RMC'S operational practices while integrating new HUD directives into RMC'S existing best practices.

IVES DEVELOPMENT ASSOCIATES, Manchester, NH • 2005-2016 Consultancy providing strategic planning and leadership development to public, private and nonprofit companies throughout New England.

Design and facilitate customized corporate retreats, including strategic planning sessions, executive and Board of Directors' training and development, creation or re-affirmation of vision, mission and values and efforts to re-align leadership around key priorities and future direction of the organization. Integrate opportunities to shift organizational culture to more open and candid communications.

- Led an 18-month comprehensive change initiative that:
- o Resulted in the development of a transition plan for the assimilation of an Interim Executive Director including an operations plan that aimed to recalibrate the culture;
- Transformed climate of accountability for a \$55M client by implementing Balanced Scorecard strategic measurement system. Designed, coordinated and facilitated on-site internal and external analysis of 11 retail locations in 9 states, analyzing threats and weaknesses in business to build a platform for growth.

CAREER NOTE: Concurrent with consulting enterprise (2006 – 2010), designed and taught introductory and upper level psychology and sociology courses at Granite State College in Concord, Manchester and Portsmouth, New Hampshire. COLLEEN M. IVES • Page 2 • cives2605@gmail.com

GRANITE STATE INDEPENDENT LIVING, Concord, NH • 2001-2005

Statewide nonprofit offering long-term care, employment, transportation, advocacy, and other community-based services.

Acting Executive Director & Chief Operating Officer

Led internal operations, including service and program delivery, finance, human resources, fundraising and marketing. Transformed organization's culture by promoting a climate of excellence, systemic solutions and learning that benefited the organization and individual employees. Evaluated operational results and facilitated business processes and controls that promoted efficiency and internal information flow. Developed short- and long-range operating plans. Supported up to 14 management-level employees, staff of 90, and \$13M annual operating budget. Held complete performance management authority as well as autonomy to engage in private and state/federal contracts.

- Increased revenue by 78% with more effective grant administration, successful applications for new competitive grants, initiating a comprehensive development / fundraising plan, and increasing the fee-forservice lines of business.
- Increased consumers served from 400 to 3,000+ individuals within three-year period by restructuring existing programs, developing new programs and increasing program accountability with monthly management reports.
- Established foundation for 36-month capacity building plan to enhance infrastructure and overall operations by conducting full organizational audit and successfully presenting to Board of Directors.
- Expanded services and leveraged long-term grant opportunity through company acquisition. Successfully integrated organizational cultures and business practices, including human resource policies, management teams and compensation/benefits.
- Recommended, designed and implemented internal controls and operating procedures for all departments (Human Resources, Finance, Public Relations/ Development, Long-Term Care, Community Living and Employment Services).
- Increased efficiency, raised credibility of financial reporting and reduced headcount by implementing state of the art technology with expertise of retained IT consultant.

NEW HAMPSHIRE DEPARTMENT OF EDUCATION, VOCATIONAL REHABILITATION, SERVICES FOR BLIND AND VISUALLY IMPAIRED, Concord, NH • 1992-2000

Statewide organization providing Registry of Legal Blindness, Sight Services for Independent Living, Vocational Rehabilitation and a Business Enterprise program.

Statewide Director

Managed professional staff of 8 to deliver services that included 15 statewide rehabilitative support groups, career counseling and vending machine/food service enterprises in State and Federal buildings.

- Awarded \$1.2M 3-year federal grant to provide peer support services in 15 locations across the state
- Led Department to highest rank in standards and benchmarks among 7 other regional offices.
- Enhanced team atmosphere by integrating 4 distinct statewide programs into a cohesive unit.
- Cultivated relationships and formal partnerships with various stakeholders in the statewide network of social and human services and employment arenas.

EDUCATION

Doctorate in Human and Organizational Systems Master of Arts in Human Development Fielding Graduate University, Santa Barbara, California

Master of Arts/CAGS in Rehabilitation Counseling Bachelor of Arts in Psychology and Philosophy Assumption College, Worcester, Massachusetts

MONIQUE MILLER

Aligning Finance, IT and HR Strategies for Increased Performance and Profitability

- Entrepreneurial Minded Professional adept at evaluating business priorities and delivering solutions for optimal efficiency, accuracy and compliance by developing or overhauling internal processes, systems and controls.
- Accomplished Leader in driving multiple projects and cross-functional teams by demonstrating a high level of integrity and decision making with ownership and initiative to achieve goals cost-effectively and ahead of schedule.
- > Strategic Visionary who translates business vision into effective value-added initiatives to improve performance, profitability, and growth.

Signature Qualifications

Financial Analysis & Reporting Internal & External Auditing Medicaid Program Integrity QuickBooks/Sage/Excel GAAP Principles Policie's, Processes & System Design Complex Problem Solving System Implementations System Conversions Strategic Planning Multi State Payroll & Taxes
Federal & State Regulations
Compensation & Benefits
Healthcare Compliance
Human Resource

PROFESSIONAL EXPERIENCE

DIRECTOR OF HOME CARE | Waypoint, Manchester, NH

June 2020 - Current

Responsible for the overall development, compliance, and quality of care for all direct and indirect service-related activities of the program which serves seniors and adults with disabilities.

- Developing and maintaining relationships, partnerships, and collaborations that further the program goals guided by Waypoint's mission.
- Providing leadership and personnel management to all direct and indirect reports to ensure that all staff are
 appropriately trained and supervised, services are of high quality, program outcomes are achieved, and clients
 report high program satisfaction.
- Develop and manage the Department's budget in conjunction with the COO and CFO.
- Actively advocate and represent the agency in public to further the Department's mission and defend funding requests.
- Identify and seek opportunities that result in new and sustained program funding to include developing program proposals, writing grants, and developing relationships with funders.
- Manage all regulatory and fiscal matters utilizing Waypoint's continuous quality improvement tools to continuously improve program quality and to maximize the achievement of positive outcomes for Home Care clients.
- Overall responsibility for the evaluation of clients and their homes and the development of person-centered plans of care.

 Participate in various agency and community committees and meetings to uphold current knowledge of field developments and trends and to remain prepared for change or expansion of treatment models as service needs change.

DIRECTOR OF FINANCE & HUMAN RESOURCES | Oasis Health & Sports, Manchester, NH Dec 2018-June 2020

Partnering with the President in assuming all day-to-day operational needs for a collection of active lifestyle companies with multiple tenants, programs, revenue, and expense streams. Completing all onboarding, benefits and bi-weekly payroll for all companies with over 250 employees using ADP Workforce. Managing Admin Team of four responsible for operations, collections, safe access, bank deposits and membership maintenance and experience.

- Supporting and providing 15+ managers with financial data and tools for decision making and specific growth plans.
- Reconciling all banking, credit card and GL accounts, AP/AR, inventory, month end and year end closings.
- Reviewed and redesigned employee onboarding, payroll procedures, policies and documents incorporating company mission, vision and values and improving the new hire and team member experience.
- Completely overhauled ADP by implementing new modules and streamlined with current software which decreased managers payroll input by more than 80% with 100% accuracy to date.
- Archived over 25 years' worth of paper records and executed automated processes and electronic storage options decreasing supplies cost by 50% companywide.
- Improved accuracy and efficiency in accounting transactions by inactivating/merging thousands of vendors and GL codes in Mas90 and QuickBooks, built customized reports and filters and performed year end closings from 1998 to current.

CORPORATE CONTROLLER | MAS Medical Staffing, Londonderry, NH

Nov 2006 - Oct 2018

Directly Managed the Corporate Finance team of five responsible for numerous revenue and expense streams in behavioral health, homecare, and nursing services throughout NH, MA, RI and ME. Responsible for all multi state payroll, medical billing, collections, AR/AP, benefits, workman's compensation, and various other day to day activities. Indirectly managed and trained all Clinical Program Managers and Internal Admins across all offices ensuring Medicaid and payroll compliance and adherence to company processes.

- Developed, implemented, and maintained all systems, controls, processes and policies for operations, payroll, medical records, accounting, and billing systems for 12 offices with over 3500 employees generating \$70M in annual revenue.
- Independently performed and represented the company in all internal and external audits and reporting requirements.
- Successfully appealed Medicaid Integrity Audit saving the company over 350k.
- Commended by Federal Dept of Labor for organization, compliance, and expertise during 9-month audit.
- Expanded community service programs by writing multi-state applications, negotiating contracts, obtaining licensing and meeting policy and system requirements. Eliminated expenses in credentialing, consulting, IT and legal fees maximizing profits and contributing to growth from \$5M to \$70M over 12 years.
- Completed all upgrades, training and large system conversions with no downtime or interruptions.
- Hired and Cultivated numerous entry-level employees into proficient, long-term, loyal, and dependable midlevel professionals delivering consistent accuracy, reducing turnover, costly errors and achieving monthover-month profit increases for multiple revenues and expense streams.
- Recognized by the Company President as a complex problem solver with consistent success in providing maximum efficiency, compliance, and ability to scale with growth by streamlining front-to-back operations in all offices resulting in a 75% decrease in errors, redundancies, and staffing costs.

TECHNICAL EXPERTISE

General: Advanced Excel, Microsoft BI, PowerPoint, Adobe, Word, Outlook, Office 365, Various EHR Systems

Accounting: QuickBooks Enterprise, Sage (MAS90, MAS100, MAS200)

Payroll/HR: ADP Workforce, Paychex, Harpers (Millennium), QuickBooks

Medical Billing: Continulink, Home Trak, Saddleback, CMS1500, UB04, Pimsy EHR/EMR, Multi State EVV and EDI

EDUCATION

MASTER OF BUSINESS ADMINISTRATION, Leadership

September 2022

Southern New Hampshire University, Manchester, NH

BACHELOR OF SCIENCE, Accounting with concentration in Non-Profit Management *Southern New Hampshire University, Manchester, NH*

ASSOCIATE OF SCIENCE, Accounting
Southern New Hampshire University, Manchester, NH

VOLUNTEER EXPERIENCE & RECOGNITIONS

ADVISORY BOARD MEMBER | NFI North (National Family Institute), Concord, NH

2016 - Present

NFI North provides mental health, child welfare, juvenile justice, educational, and rehabilitative programs

PUBLIC SPEAKER & ADVOCATE | NAMI NH, Concord, NH

2004 - Present

NAMI works to improve the quality of life for people affected by mental illness.

Received "Outstanding Family Member Award" at the 2017 NAFI/NFI annual conference for mental health advocacy. Received Commendation from NH Governor Chris Sununu in 2017 for mental health advocacy.

Waypoint Key Personnel

		%	charged
			to this
Name	Title	Salary	Grant
Borja Alvarez de Toledo	CEO	185,411	0
Colleen Ives	coo	120,744	0
Monique Miller	Director	85,009	50%





Lori A. Shibinette Commissioner

Deborah D. Scheetz 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

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 (#18) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Area Home Care & Family Services, Inc.	166931	Portsmouth	\$ 5,542,574.94	\$3,188,9 19 .40	\$8,731,494.34	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Waypoint (fka Child & Family Services)	-177166	Manchester	\$4,869,430.28	\$2,801,630.48	\$7,671,060.7 6	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

					•	
Cornerstone VNA	230881	Rochester	\$456,012.37	\$262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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 (#18) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
The Homemaker Health Services (contract essigned to Easter Seals New Hampshire - Effective 9/1/18)	154177	Rochester	\$2,182,221.52	\$0	\$2,182,221.52	O: 12/21/18 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36	O: 2/15/17 (#16) A1:2/7/201 B (#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: 12/21/18 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,618.55	\$1,835,140.58	\$5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#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

Lohi A. Shibinette Commissioner

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	Curi	rent Modified Budget		Increased Decreased) Amount	Rev	ised 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			5	52,738.64
2020	540-500382	SS Contracts	multiple	\$	141,774.58			\$	141,774.58
2021	540-500382	SS Contracts	multiple	\$	•	\$	141,774.58	5	141,774.58
2022	540-500382	SS Contracts	multiple	\$	•	5	141,774.58	S	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	muttiple	\$ 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	S -	\$ 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,

382 S	S Contracts S Contracts S Contracts	mutiple mutiple mutiple	5 5	32,686.96 68,649.44 68,649.44			\$	32,686.96 68,649.44
			S				\$	
382 S	S Contracts	multiple	S	20 040 44		. ,	_	
				00,049.44]			\$	68,649.44
382 S	S Contracts	multiple	\$	68,649.44	\$	_ •	\$	68,649,44
382 S	S Contracts	multiple	\$	-	S	68,649.44	\$.68,649.44
382 S	S Contracts	multiple	5	-	S	68,649.44	S	68,649.44
	Subtotal	4	\$	238,635.28	\$	137,298.88	\$	375,934.16
		382 SS Contracts		382 SS Contracts multiple \$	382 SS Contracts multiple \$ -	382 SS Contracts multiple \$ - \$	382 SS Contracts multiple \$ - \$ 68,649.44	382 SS Contracts multiple \$ - \$ 68,649.44 \$

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

		70/71 20	LIVAL, SOM	OCITEIONE				
Fiscal Year	I CISSA/ONACT I CUSS IIIA I		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	mutiple	\$ 1,525,810.26		\$ 1,525,810.26		
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$ 1,525,810.26		
2020	543-500385	Adult In Home Care	mutiple	\$ 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	mutiple	\$ -	\$ 1,525,810.26	\$ 1,525,810.26		
		Subtotal		\$ 5,303,939.66	\$ 3,051,620.52	\$ 8,355,560.18		
	· I	Grand Total		\$ 5,542,574.94	\$ 3,188,919.40	\$ 8,731,494.34		

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,
ANY FEDERAL TON CENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Ċ	rent Modifled Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	76,415.88			\$	76,415.88
2018	540-500382	SS Contracts	multiple	5	160,497.72			\$	160,497,72
2019	540-500382	SS Contracts	multiple	\$	160,497.72			\$	160,497.72
2020	540-500382	SS Contracts	muttiple	\$	160,497.72	S	•	\$	160,497.72
2021	540-500382	SS Contracts	mutiple	5	-	\$	160,497.72	\$	160,497,72
2022	540-500382	SS Contracts	multiple	S	-	\$	160,497.72	\$	160,497.72
		Subtotal		5	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

Fiscel 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	mutiple	\$ 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	mutiple	\$ 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	Aduit 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; OEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS, 40% FEDERAL 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(D	creased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple :	S	1,500.00			S	1,500.00
2018	540-500382	SS Contracts	mutiple	\$	3,138.07			S	3,138.07
2019	540-500382	SS Contracts	mutiple	5	3,138.07			S	3,138.07
2020	540-500382	SS Contracts	multiple	\$	3,138.07	\$	•	S	3,138.07
2021	540-500382	SS Contracts ·	multiple	S		S	3,138.07	\$	3,138.07
2022	540-500382	SS Contracts	multiple	\$	-(S	3,138.07	\$	3,138.07
		Sublotat	·	\$	10,914.21	S	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	Cur	rent Modified Budget		ncreased becreased) Amount	Revi	sed Modified Budget
2017	543-500385	Adult In Home Care	multiple	S	60,987.12			S	60,967.12
2018	543-500385	Adult In Home Care	mutiple	S	128,043.68			5	128,043.68
2019	543-500385	Adut In Home Care	multiple	\$	128,043.68			S	128,043.68
2020	543-500385	Adult In Home Care	multiple	\$	128,043.68	\$		Ş.	128,043.68
2021	543-500385	Adult In Home Care	multiple	\$	-	\$	128,043.68	S	128,043.68
2022	543-500385	Adult In Home Care	multiple	\$		\$	128,043.68	S	128,043.68
		Subtolat		\$	445,098.15	S	256,087.36	\$	701,185.52
		Grand Total		\$	456,012.37	\$	262,363.50	\$	718,375.87

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		ent Modified Budget		Increased Decreased) _Amount	Ravi	sed Modified Budget
2017	540-500382	SS Contracts	multiple					Š	
2018	540-500382	SS Contracts	mutiple					\$	
2019	540-500382	SS Contracts	multiple					S	
2020	540-500382	SS Contracts	multiple	S	69,262.28	\$		S .	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
	j j	Subtotal		\$	69,262.28	S	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			S
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	S -	\$ 812,033,14
2021	543-500385	Adult In Home Care	multiple	S -	\$ 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, ADMN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(0	ncreased locreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	S	3,228.48			\$	3,228,46
2018	540-500382	SS Contracts	multiple	\$	6,780.44			S	6,780.44
2019	540-500382	SS Contracts	multiple	\$	6,780.44			S	6,780.44
2020	540-500382	SS Contracts	multiple	\$	6,780.44	\$	-	S	6,780.44
2021	540-500382	SS Contracts	multiple	S	-	S	6,780,44	S	6,780,44
2022	540-500382	SS Contracts	multiple	S	-	S	6,780.44	S	6,780.44
	1	Subtotal		\$	23,569.78	-\$	13,560.88	\$	37,130.66
							_		
				ļ -					

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	Cur	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	Ş	29,650.10		-	S	29,650.10
2018	543-500385	Adult In Home Care	multiple	Ş	62,271.40			S	62,271.40
2019	543-500385	Adult In Home Care	multiple	\$	62,271.40		•	S	62,271.40
2020	543-500385	Adult In Home Care	multiple	\$	62,271.40	5	-	S .	62,271.40
2021	543-500385	Adult In Home Care	mutiple	S	•	\$	62,271.40	\$	62,271.40
2022	543-500385	Adult In Home Care	multiple	\$	•	\$	62,271.40	S	62,271.40
		Subtotal		\$	216,464.30	\$	124,542.80	\$	341,007.10
		Grand Total		\$	240,034.08	\$	138,103.68	\$	378,137.76

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, ADMN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL

00382	SS Contracts SS Contracts	multiple multiple	\$	32,981.88		\$	32,981.88
	SS Contracts	multiple	•	· ·			
10000		_ ····	•	69,262.28		\$	69,262.28
00382	SS Contracts	multiple	\$	69,262.28		\$	69,262.28
00382	SS Contracts	multiple	S		\$.	. \$	
00382	SS Contracts	multiple	\$	-		5	
0382	SS Contracts	mutiple	\$	-1		\$	
	Subtotal		\$	171,506.44	\$.	- 5	171,506.44
			<u> </u>				
	00382 00382	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	20382 SS Contracts multiple 20382 SS Contracts multiple	20382 SS Contracts multiple \$ 20382 SS Contracts multiple \$ 20382 SS Contracts multiple \$ 20382 SS Contracts multiple \$	00382 SS Contracts multiple \$ - 00382 SS Contracts multiple \$ - 00382 SS Contracts multiple \$ -	DO382 SS Contracts multiple \$ - \$	20382 SS Contracts multiple \$ - \$ 20382 SS Contracts multiple \$ - \$ 20382 SS Contracts multiple \$ - \$

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	mutiple	\$ 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	mutiple	\$ -	S -	\$.
2021	543-500385	Adult In Home Care	multiple	\$ -	•	\$ -
2022	543-500385	Adult in Home Care	multiple	S -	_	\$.
		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

Class	tracts tracts tracts	Job Number multiple multiple multiple	Curr S S	rent Modified Budget 64,681.77 89,061.18 89,061.18	(0	ncreased lecreased) Amount	S S	64,681.77 89,061.18
82 SS Con 82 SS Con	tracts tracts	multiple	\$	89,061.18			\$ \$	89,061.18
82 SS Con	tracts		\$				S	
		multiple	5	89.061.18				00 004 40
00.0							J	89,061.18
182 SS Cont	tracts	multiple	S	89,061.18	\$		\$	89,061.18
82 SS Cont	tracts	multiple	5	-	\$	89,061.18	S	89,061.18
82 SS Cont	tracts	multiple	S		\$	89,061.18	\$	89,061.18
1_	Subtota	e!	5	331,865.31	\$	178,122.36	\$	509,987.67
		382 SS Contracts		382 SS Contracts multiple \$	382 SS Contracts multiple \$	382 SS Contracts multiple \$ - \$	382 SS Contracts multiple \$ - \$ 89,061,18	382 SS Contracts multiple S - \$ 89,061.18 \$

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	Ravised 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	<u>.</u>	\$ 605,340.38
2019	543-500385	Adult In Home Care	muttiple	\$ 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	S -	\$ 605,340.38	\$ 605,340.38
2022	543-500385	Adult In Home Care	multiple	S -	\$ 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

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	Cur	rent Modified Budget		Increased Decreased) Amount	Rev	rised Modified Budget
2017	540-500382	SS Contracts	muttiple	\$	52,532.50			\$	52,532,50
2018	540-500382	SS Contracts	multiple	\$	73,565.15			s	73.565.15
2019	540-500382	SS Contracts	multiple	\$	73,565.15			s	73.585.15
2020	540-500382	SS Contracts ·	mutiple	\$	73,565,15	S		Š	73,565,15
2021	540-500382	SS Contracts	mutiple	5		s	73,585,15	s	73,565,15
2022	540-500382	SS Contracts	muttiple	S		Š	73,585.15		73,565,15
		Subtotal		\$	273,227.95	\$	147,130.30	\$	420,358.25
			<u> </u>	1			•		

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	Cur	rent Modified Budget		Increased Decreased) Amount	Re	vised 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			S	246,470.00
2019	543-500385	Adult In Home Care	multiple	\$	246,470.00			Š	246,470.00
2020	543-500385	Adult in Home Care	multiple	5	246,470.00	·s		Š	246,470,00
2021	543-500385	Adult In Home Care	multiple	S		s	246,470.00	5	246,470.00
2022	543-500385	Adult In Home Care	mutiple	5	-	Š	246,470.00	_	246,470.00
		Subtotal	· · · · ·	\$	915,442.50	\$	492,940.00	_	1,408,382,50
		Grand Total		\$	1,188,670.45	\$	640,070.30	Š	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		ent Modified Budget	(0	ncreased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	9,127.68			S	9,127.68
2018	540-500382	SS Contracts	mutiple	\$	19,154.20			S	19,154,20
2019	540-500382	SS Contracts	mutiple	\$	19,154,20			. S	19,154.20
2020	540-500382	SS Contracts	multiple	S	9,577,10	s		Š	9,577,10
2021	540-500382	SS Contracts	multiple	S		<u>.</u>	9,577,10	Š	9,577.10
2022	540-500382	SS Contracts	multiple	\$		Š	9,577,10		9,577.10
	,	Subtotal		\$	57,013,18	\$	19,154.20	<u> </u>	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	Cun	reni Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	muttiple	\$	70,221.40			S	70,221,40
2018	543-500385	Adult In Home Care	multiple	\$	147,479.60			S	147,479,60
2019	543-500385	Adult in Home Care	multiple	S	147,479.60		_	S	147,479,60
2020	543-500385	Adult In Home Care	multiple	S	73,739,80	S	-	S	73,739,80
2021	543-500385	Adult In Home Care	multiple	\$		S	73,739,80	S	73,739,80
2022	543-500385	Adult In Home Care	multiplo	\$		S	73,739.80		73,739,80
_		Subtotal		\$	438,920.40	\$	147,479.60		588,400.00
,		Grand Total	<u> </u>	\$	495,933.58		166,633.80		662,567.38

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	Curr	ent Modified Budget	Increased (Decreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	S	37,828.44		5	37,828.44
2018	540-500382	SS Contracts	multiple	\$	79,458.84		\$	79,458.84
2019	540-500382	SS Contracts	multiple	S	79,458.84		5	79,458.84
2020	540-500382	SS Contracts	multiple	\$	-	\$ ·	. 5	
2021	540-500382	SS Contracts	mutiple	S		\$. 5	
2022	540-500382	SS Contracts	mutiple	\$	-	S	- \$	
		, Sublotal		\$	196,748.12	\$	- \$	198,748.12
			ļ —					

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	ä	rent Modified Budget	Increased (Decreased) Amount	Rev	ised 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		5	246,107.84
2019	543-500385	Adult In Home Care	multiple	\$	246,107.84		S	246,107.84
2020	543-500385	Adult In Home Care	multiple	S	-	\$	• \$	
2021	543-500385	Adult In Home Care	multiple	S	-	S	• \$	-
2022	543-500385	Adult In Home Care	multiple	\$	•	\$	· \$	
_		Subtotal		\$	609,398.24	\$.	- 5	609,398.24
		Grand Total		\$	806,144.36	\$	- \$	808,144.36

Visiting Nurse Home Care & Hospice of Carroll County

05-85-48-481010-7872 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	Curi	rent Modified Budgjet	Increased Decreased) Amount	Rev	Ased Modified Budget
2017	540-500382	SS Contracts ·	multiple	\$	36,236,20		S	38,238.20
2018	540-500382	SS Contracts	multiple	\$	76,122,80		5	78,122.80
2019	540-500382	SS Contracts	multiple	S	76,122.80		\$	78,122.80
2020	540-500382	SS Contracts	multiple	\$	76,122.80	\$ -	5	78,122.80
2021	540-500382	SS Contracts	multiple	\$		\$ 76,122.80	5	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
				Ī		 		
			1		ļ	·	1	

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% FEU	ERAL; 557	GEN	EKAL				
Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget		Increased Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care	muttiple	\$	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	mutiple	\$	189,701.42			_\$	189,701.42
2020	543-500385	Adult In Home Care	multiple	S	189,701.42	Ş	-	\$	189,701.42
2021	543-500385	Adult in Home Care	multiple	\$	•	\$	189,701.42	S	- 189,701.42
2022	543-500385	Adult In Home Care	multiple	\$	•	5	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

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,

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(D	ncreased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	7,213.94			\$	7,213.94
2018	540-500382	SS Contracts	multiple	\$	15,127.93			S	15,127,93
2019	540-500382	SS Contracts	multiple	\$	15,127,93			s	15,127,93
2020	540-500382	SS Contracts	multiple	\$	15,127,93	\$		Š	15.127.93
2021	540-500382	SS Contracts	multiple	S		\$ ·	15,127,93	S	15,127.93
2022	540-500382	SS Contracts	multiple	·S		5	15,127.93	s	15,127,93
		Subtot	al	\$	52,597,73	5	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		\$ 902,442.38
2019	543-500385	Adult In Home Care	multiple	\$ 902,442.36		\$ 902,442,36
2020	543-500385	Adult In Home Care	multiple 1	\$ 902,442.36	\$ -	\$ 902,442.38
2021	543-500385	Adult In Home Care	multiple	\$.	\$ 902,442,36	
2022	543-500385	Adult In Home Care	multiple	\$.	\$ 902,442,36	
		Subtotal		\$ 3,137,018.82	\$ 1,804,884.72	
		Grand Total		\$ 3,189,616.55	\$ 1,835,140.58	

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	Cu	rrent Modified Budget	(Oec	Increased reased) Amount	-	vised Modified Budget
2017	540-500382	SS Contracts	multiple	S	379,541.17	\$		5	379,541.17
2018	540-500382	SS Contracts	_ multiple	\$	713,556.69	\$	-	\$	713,556.69
2019	540-500382	SS Contracts	mutliple	5	713,556.69	S		5	713,558,69
2020	540-500382	SS Contracts	multiple	S	713,556.69	S		\$	713,556.69
2021	540-500382	SS Contracts	mutiple	\$	•	S	713,558,69	\$	713,558.69
2022	540-500382	SS Contracts	mutiple	S	•	\$	713,556.69	.\$	713,556,69
	•	Sublotat		\$	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	s .	\$ 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	\$.	\$ 8,475,189.42
2020	543-500385	Adult In Home Care	multiple	\$ 6,475,189.42	\$.	\$ 6,475,189,42
2021	543-500385	Adult In Home Care	multiple	S -	\$ 6,475,189,42	\$ 6,475,189,42
2022	543-500385	Adult In Home Care	mutiple	\$ -	\$ 6,475,189.42	\$ 6,475,189,42
		Subtotal		\$ 22,724,357.44	\$ 12,950,378.84	
		Grand Total		\$25,244,568.68	\$14,377,492.22	\$39,622,060.90



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 Waypoint (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 464 Chestnut Street P.O. Box 448, Manchester, NH, 03105.

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:

- 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: \$7.671,060.76.
- 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:
 - 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.

Contractor Initials 25/19/20



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

5/19/20

Waypoin!

Name: SORA ALVANAL AT TOLEAN

Title: Inproduct/ W



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		Catherine Pinos
Date	Name: Title:	Catherine Pinos, Attorney
I hereby certify that the foregoing the State of New Hampshire at the	Amendment was a ne Meeting on:	oproved by the Governor and Executive Council of (date of meeting)
• .	OFFICE	OF THE SECRETARY OF STATE
Date	Name: Title:	· · · · · · · · · · · · · · · · · · ·



Exhibt A Amendment #3

Scope of Services

1. Provisions Applicable to All Services

- 1.1. The Contractor shall provide services for Hillsborough County and Merrimack 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 - In Home Care Services

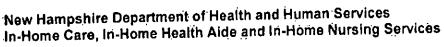
- 2.1. The Contractor shall provide In Home Care Services through the Title III and Title XX programs to eligible individuals, which include, but are not limited to:
 - 2.1.1. Services by individuals employed and supervised by a home health care. provider licensed in accordance with RSA 151.2 and NH 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.

Waypoint

Exhibit A Amendment #3.

Date 5/19/7N

Contractor initials





Exhibt 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) 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
- 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 provide Home Nursing Level of Care Services through Title III to eligible individuals, which include, but are not limited to:
 - 2.3.1. Providing nursing services in an individual's home by a home health care provider licensed in accordance with RSA 151:2 and NH Administrative Rule He-P 809.
 - 2.3:2. Providing the services by individuals who are licensed practical nurse (LPN) or registered nurse (RN) working within the scope of services allowed under the NH Nurse Practice Act, RSA 326-B.
 - 2.3.3. Receiving referrals from an individual's health care provider(\$).
 - 2.3.4. Performing an evaluation of the individual's medical needs;
 - 2.3.5. Developing a nursing care plan and incorporate this information into the individual's person-centered plan.
 - 2.3.6. Providing nursing services in accordance with the individual's personcentered plan as described in NH Administrative Rule He-E 502 and as ordered by his or her primary care provider.
 - 2.3.7. Coordinating nursing services to ensure that there is no duplicate provision of services.
 - 2:3.8 Ensuring that LPN and registered nursing services are not covered when provided for the purpose of nursing oversight of authorized LNA services.
- 2.4. The Contractor shall administer services as follows:
 - 2.4.1. Access to Services

Waypolnt.

Exhibit A Amendment #3

Date \$/19/7/

Contractor Initials



Exhibt A Amendment #3

- 2.4.1.1. 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.
- 2.4.1.2. 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.
- 2.4.2. Client Request and Application for Services
 - 2.4.2.1. 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:
 - 2.4.2.1.1. Complete Form 3000 Application provided by the Department for Title XX In Home Care Services.
 - 2.4.2.1.2. Complete Form 3000 Application provided by the Department of 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.
- 2.4.3. Client Eligibility Requirements for Services
 - 2.4.3.1. The Contractor shall complete an assessment for eligibility in accordance with the New Hampshire Administrative Rules He-E 501 and He-E 502.
 - 2.4.3.2. 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.
 - 2.4.3.3. 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.
 - 2.4.3.4. 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.

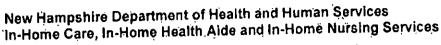
Exhibit A Amendment #3.

Contractor initials 1/17

Waypoint

RFA-2017-BEAS-01-INHOM-03-A03

Page 3 of 11





Exhibt A Amendment #3

- The Contractor shall terminate services to a client when 2.4.3.5. necessary in accordance with the laws and rules listed in Section 1.5, above.
- The Contractor shall obtain a service authorization for In Home 2.4.3.6. 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.

2.4.4. Client Assessments and Service Plans

- The Contractor shall develop, with input from each individual 2.4.4.1. 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.
- The Contractor shall monitor and adjust service plans to meet 2.4.4.2. the individual's needs in accordance with New Hampshire Administrative Rules He-E 501 and He-E 502.
- The Contractor shall provide services to clients according to 2.4.4.3. 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.
- The Contractor shall provide the Department, within 30 days of 2.4.4.4. the contract effective date, its protocols and practices to ensure that individuals who exhibit problematic behavior due to mental health, or developmental issues or criminal histories receive services.

2.4.5. Person Centered Provision of Services

- The Contractor shall incorporate into its agency's functions, 2.4.5.1. policies, staff-client interactions and in the provision of all services in this Agreement the following Guiding Principles for Person-Centered Planning Philosophy:
 - 2.4.5.1.1. Individuals and families are invited, welcomed, and supported as full participants in service planning and decision-making.
 - 2,4.5.1.2. Individual's wishes, values, and beliefs are considered and respected.
 - 2.4.5.1.3. Individuals are listened to; needs and concerns are addressed.

Waypoint,

Exhibit A Amendment #3

Contractor Initials



Exhibt A Amendment #3

- 2.4.5.1.4. Individuals receive the information they need to make informed decisions.
- 2.4.5.1.5. Individual's preferences drive the planning process, though the decision making process may need to be accelerated to respond to emergencies.
- 2.4.5.1.6. Individual's services are designed, scheduled, and delivered to best meet the needs and preferences of said individual.
- 2.4.5.1.7. Individual's rights are affirmed and protected.
- 2.4.5.1.8. Individuals are protected from exploitation, abuse, and neglect.
- 2.4.5.1.9. Individual's services plans are based on personcentered planning and may be incorporated into existing service plans or documents already being used by the Contractor.

2.4.6. Client Fees and Donalions

- 2.4.6.1. The Contractor shall comply with the donation requirements for Title III Services. The Contractor:
 - 2.4.6.1.1. 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.
 - 2.4.6.1.2. May suggest an amount for donations in accordance with New Hampshire Administrative Rule He-E 502.12.
 - 2.4.6.1.3. Agrees the donation is to be purely voluntary, and agrees not to refuse services if an individual is unable or unwilling to donate.
 - 2.4.6.1.4. Must not to bill or invoice clients and/or their families.
 - 2.4.6.1.5. Agrees that all donations support the program for which donations were given.
- 2.4.6.2. The Contractor shall comply with the fee requirements for Title XX Services. The Contractor:
 - 2.4.6.2.1. 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.
 - 2.4.6.2.2. Shall ensure that the sliding fee schedule complies with the requirements of Administrative Rule He-E 501.

.Waypoint

Exhibit A Amendment #3

Dale \$/19/20

Contractor Initials:

RFA-2017-BEAS-01-INHOM-03-A03 Page 5

Page 5 of 11



Exhibt A Amendment #3

- 2.4.6.2.3. 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.
- 2.4.6.2.4. Shall ensure that all fees support the program for which donations were given.

2.4.7. Adult Protection Services

- The Contractor shall report suspected abuse, neglect, self-2.4.7.1. neglect, and/or exploitation of incapacitated adults as required by NH RSA 161-F: 46 of the Adult Protection law.
- The Contractor shall accept referrals of clients from the 2.4.7.2. Department's Adult Protection Program and provide them with services described in this Agreement.
- The Contractor shall inform the referring Adult Protection 2.4.7.3 Service staff of any changes in the client's situation or other concerns.
- The Contractor shall ensure that the payment received from 2.4.7.4. 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.

2.4.8. Referring Clients to Other Services

The Contractor shall identify and refer clients to other services 2.4.8.1. and programs that may assist the client, as applicable.

2.4.9. Client Wait Lists

- The Contractor shall ensure that all services covered by this 2.4.9.1. Agreement are provided to the extent that funds, staff and/or resources for this purpose are available.
- The Contractor shall maintain a wait list in accordance with 2.4.9.2. New Hampshire Administrative Rules He-E 501 and He-E 502 when funding or resources are not available to provide the requested services.
- The Contractor shall include at a minimum the following 2.4.9.3. information on its wait list:
 - 2.4.9.3.1. The individual's full name and date of birth.
 - 2.4.9.3.2. The name of the service being requested.

Waypoini

Exhibit A Amendment #3

Page 6 of 11



Exhibt A Amendment #3

- 2.4.9.3.3. The date upon which the individual applied for services which shall be the date the application was received by the Contractor.
- 2,4.9.3.4. The target date of implementing the services based on the communication between the individual and the Contractor.
- 2.4.9.3.5. 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.
- 2.4.9.3.6. The individual's assigned priority on the wait list, determined in accordance with Section 2.4.9.4, below.
- 2.4.9.3.7. A brief description of the individual's circumstances and the services he or she needs.
- The Contractor shall prioritize each individual's standing on the 2.4.9.4. wait list by determining the individual's urgency of need in the following order:
 - 2.4.9.4.1. Individual is in an institutional setting or is at risk of being admitted to or discharged from an institutional setting.
 - 2.4.9.4.2. Declining mental or physical health of the caregiver.
 - 2.4.9.4.3. Declining mental or physical health of the individual.
 - 2.4.9.4.4. Individual has no respite services while living with a caregiver.
 - 2.4.9.4.5. Length of time on the wait list.
 - 2.4.9.4.6. 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
 - 2.4.9.4.7. 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.
 - The Contractor shall notify the individual in writing when an 2.4.9.5. individual is placed on the wait list.
- The Contractor shall maintain the wait list during the contract 2.4.9.6. period and make it available to the Department upon request.

2.4.10. E-Studio Electronic Information System

Waypoint

Exhibit A Amendment #3.

Contractor Initials SAT

Date 5/19/20

Page 7 of 11



Exhibt A Amendment #3

- 2.4.10.1. 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.
- 2.4.10.2. 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.
- 2.4.10.3. 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.
- 2.4.11. Criminal Background Check and BEAS State Registry Checks
 - 2.4.11.1. 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.
- 2.4.12. Grievance and Appeals Process
 - 2:4.12.1. 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:
 - 2:4:12.1:1. The client's name.
 - 2.4.12.1.2. The type of service received by the client.
 - 2.4.12.1.3. The date of written complaint or concern of the client.
 - 2.4.12.1.4. The nature/subject of the complaint or concern of the client.
 - 2.4.12.1.5. The staff position in the agency who addresses complaints and concerns.
 - 2.4.12.1.6. The methods for informing clients of their rights to file a complaint, concern, or an appeal of the Contractor's decision.
 - 2.4.12.1.7 The Contractor shall make any filed complaints or concerns made by the client available to the Department upon request.

2,4,13. Client Feedback

Waypoint

Exhibit A Amendment #3

Page 8 of 11

Contractor Initials 145

RFA-2017-BEAS-01-INHOM-03-A03



Exhibt A Amendment #3

- 2,4.13.1. The Contractor shall obtain client feedback as required in New Hampshire Administrative Rules He-E 501.12 and He-E 502.11.
- 2.5. The Contractor shall provide sufficient staff with the skills to perform all tasks specified in this Agreement.
- 2.6. 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.
- 2.7. 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.
- 2.8. The Contractor shall ensure that all personnel and training records and documentation of all individuals requiring licenses and/or certifications are current.
- 2.9. 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:
 - 2.9.1. The process for replacement of personnel in the event of loss of key personnel or other personnel during the period of this Agreement.
 - 2.9.2. A description of how additional staff resources swill be allocated to support this Agreement in the event of inability to meet any performance standard.
 - 2.9.3. A description of time frames necessary for obtaining staff replacements.
 - 2.9.4. An explanation of the Contractor's capabilities to provide, in a timely manner, staff replacements/additions with comparable experience.
 - 2.9.5. 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.

Waypoint

Exhibit A Amendment #3

Contractor Initials

Page 9 of 11

Date 2/

RFA-2017-BEAS-01-INHOM-03-A03



Exhibt A Amendment #3

- 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:
 - 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.

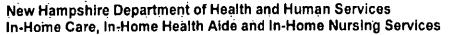
Waypoint

Exhibit A Amendment #3

Page 10 of 11

Contractor Initials S/19/2

RFA-2017-BEAS-01-INHOM-03-A03





Exhibt A Amendment #3

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.

Contractor Initials M

Waypoint

Exhibit A Amendment #3

RFA-2017-BEAS-01-INHOM-03-A03

Page 11 of 11

Exhibit B-1: Amendment #3 Rate Sheet

In Home Care, In Home Health Alde, In Home Nursing Services

	01/01/2017 through 0	6/30/2017 Service	Units		·-
in Home Services	Unit Type,	Total # of Units of Service anticipated to be delivered.	Rate per Service	Month	al Amount of ly Funding boing rested for each Service.
Title XX in Home Services	1/2 Hour	61,646	\$9.58	\$	590,568.68
Title IIIB in Home Services	1/2 Hour	6,236	\$9.58	5	59,740.88
Title IIIB:Home Health Alde	1/2 Hour	1,040	\$12.50	.\$	13,000.00
Title IIIB Nursing	1/2 Hour,	150	\$24.50	\$	3,675.00

07	/01/2017 through 0	5/30/2018 Service	Units	
In Home Services	Unit Type	Total # of Units of Sorvico anticipated to be Unit Type delivered.		Total Amount of Monthly Funding being Requested for each Service
Title XX in Home Services	1/2 Hour	123,292	\$10.06	\$ 1,240,317.52
Title IIIB in Home Services	1/2 Hour	12,472	\$10.06	\$ 125,468.32
Title IIIB Home Health Aide	1/2 Hour	2,080	\$13.13	\$ 27,310.40
Title III8 Nursing	1/2 Hour	300	\$25.73	\$ 7,719.00

07/01/2018 through 06/30/2019 Service Units									
lı Home:Services	Unii 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	123,292	\$10.06	·\$ 1,240,317.52					
Title IIIB In Home Services	1/2 Hour	12,472	\$10.06	'\$ 125,458.32					
Title IIIB Home Health Alde	1/2 Hour	2,080	. \$13.13	\$ 27,310.40					
Title IIB Nursing	1/2 Hour	300	\$25.73	\$ 7,719.00					

07/01/2019 through 06/30/2020 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 Sorvice					
Title XX In Home Services	1/2 Hour	-103,360	\$12.00	\$ 1,240,317.52					
Title IIIB in Home Services	1/2 Hour	10,456	\$12.00	\$ 125,468.32					
Title III8 Home Health Aido	1/2 Hour	1,707	\$16.00	\$ 27,310.40					
Title IIIB Nursing	1/2 Hour	.300	, \$25.73	\$ 7,719.00					

•	07/01/2020 through:0	6/30/2021 Service	Units	•
in Home Services	Unit Typo	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 Hama Services	. 1/2 Hour	103,360	\$12.00	\$ 1,240,317.52
Title IIIB In Home Services	1/2 Hour	10,456	\$12.00	\$ 125,468:32
Titio IIIB Home Health Alde	1/2 Hour	1,707	\$15.00	\$ 27,310.40
Tillo IIIB Nursing	1/2 Hour	300	\$25.73 ⁻	\$ 7,719.00

	7/01/2021 through 0	6/30/2022 Service	Units		
In Homo Sarvicos	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Service	Total Amount of Monthly Funding being Requested for each Service	
Title XX In Home Services	1/2 Hour	103,360	\$12.00	\$ 1,240,317.52	
Title IIIB in Home Services	1/2 Hour	10,456	\$12,00	\$ 125,468.32	
Tills IIIB Home Health Aide	1/2 Hour	1,707	\$16.00	\$,27,310.40	
Title IIIB, Nursing	1/2 Hour	300	\$25.73·	\$ 7,719.00	

Contractor Initials:





Jeffrey A. Meyers Commissioner

Deborah D. Scheetz 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	one VNA 230881		\$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
pee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

& Hospice Agency, Inc. Visiting Nurse Home Care & Hospice of Carroll County	225191	NH 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	\$7,188,745.11	\$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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

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.

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

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
	•	Sublotal	T	\$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	-	\$389,171.82
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
		Subtotal		\$914,127.06	\$589,019.46	\$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	Cur	rent 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	mutiple	\$	68,649.44		\$68,649.44
2020	540-500382	SS Contracts	mutiple		_	\$ 68,649.44	\$68,649.44
•		Sublotal			\$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 Titlo	Job Number	Current Modified Budget	increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$ 726,508.88		\$726,508.88
2018	543-500385	Adult In Home Care	mužiple	\$ 1,525,810.26		\$1,525,810.26
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26	••	\$1,525,810.26
2020	543-500385	Adult In Home Care	mutiple	•	\$ 1,525,810.26	\$1,525,810.26
		Subtotal		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66
		Total		\$3,948,115.24	\$1,594,459.70	\$5,542,574.94

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	
		Subtotal		\$397,411.32		

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 Talo	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	
		Subtotal		\$3,071,203.72		
		Total		\$3,468,615.04		

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	
		Sublotal		\$7,776.14	\$3,138.07	

Fiscal Your	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	
		Subtotal		\$317,054.48	\$128,043.68	
		Total		\$324,830.62	\$131,181.75	

FISCAL DETAILS

Frankliń 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	mutiple	\$8,780.44		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	mutiple		\$ 6,780.44	\$6,780.44
_	<u> </u>	Subtotal		\$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	mutiple	\$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
		Subtotal		\$154,192.90	\$62,271.40	\$216,464.30
<u> </u>	•	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

Fisçal 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
•		Subtotal	1	\$171,506.44	\$0.00	\$171,506.44

Fiscal Year	Class/Object	Class Trile	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
	1	Subtotal		\$2,010,715.08	\$0.00	\$2,010,715.08
		Total		\$2,182,221.52	\$0.00	\$2,182,221.52

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	Ι.	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
		Subtolal		. \$0.00		\$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	
		Subtotal		\$0.00	\$812,033.14	\$812,033,14
		Total		\$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		\$89,081,18
2020	540-500382	SS Contracts	multiple.	-	\$89,061.18	
		Subtotal		\$242,804.13	\$89,061.18	\$331,865.31

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
· -		Sublotal	1	\$1,655,889.71	\$605,340.38	\$2,261,230.09
		Total	1	\$1,898,693.84	\$694,401.56	\$2,593,095.40

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

Fiscel 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	mutiple	\$73,565.15		\$73,565.15	
2020	540-500382	SS Contracts_	mutiple		\$ 73,565.15	\$73,565.15	
		Subtotal		\$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: 65% GENERAL Increased Fiscal **Current Modified** Revised Medified Class/Object Job Number Class Title (Decreased) Your Budget Budget Amount 2017 543-500385 Adult In Home Care multiple \$178,032.50 \$176,032.50 2018 543-500385 Adult In Home Care mutiple \$246,470,00 \$246,470.00 2019 543-500385 Adult In Home Care multiple \$246,470.00 \$248,470.00 Adult In Home Care 2020 543-500385 multiple 245,470.00 \$246,470.00 Subtotal \$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	Rovisod 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
		Subtolal		\$47,436.08	\$9,577.10	\$57,013.18

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
		Sublotal		\$365,180.60	\$73,739.80	\$438,920.40
		Total		\$412,616.68	\$83,316.90	\$495,933.58

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	\$S 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
		Subtolat		\$196,745.12	\$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: 65% 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	mutliple	\$0.00		\$0,00
		Subtotal		\$609,398.24	\$0.00	\$609,398.24
		Total	T	\$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 Trile Job		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	mutiple	\$76,122.80		\$76,122.80	
2019	540-500382	SS Contracts	multiple	\$76,122.80		·\$78,122.80	
2020	540-500382	SS Contracts	mutiple		\$76,122.80	\$76,122.80	
		Subtotal		\$188,481.80	\$76,122.80	\$264,604.60	

Fiscal Year	Class/Object	Class Title	ss Title Job Number Current Mo Budge		Increased (Decreased) Amount	Rovised 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
		Subiolal		\$469,727.87	\$189,701.42	\$659,429.29
		Total		\$658,209.67	\$265,824.22	. \$924,033.89

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/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	muttiple	\$0.00	\$ 15,127.93	\$15,127.93
		Sublotal		\$37,469.80	\$15,127.93	\$52,597.73

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Occreased) 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
		Subtolal		\$2,234,576.46	\$902,442.36	\$3,137,018.82
	Total			\$2,272,046.26	\$917,570.29	
	•	G	rand Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,668.68





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 603-371-9546 1-800-852-3346 Ext. 8646 Fax: 603-271-4912 TDD Access: 1-800-738-2964 www.dbbs.nb.gov

January 11, 2017

Commissioner

Christiae L. Santaniello Director

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:	\$18,055,822.57

His Excellency, Governor Christopher T, Sununu and the Honorable Council Page 2 of 3

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 Page 3 of 3

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. Santa

Director

Approved by: Juffrey A. Meyers

Commissioner

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

Part Collins, 104 Octobries									
Fiscal Year	Class/Object	Class Title	Job Number	Curi	eni Modified Budget		Increased Decreased) Amount	Revised Modified Budget	
2017	540-500382	SS Contracts	multiple	5	25,107.46		\$0.00	525,107,46	
2018	540-500382	SS Contracts	multiple	\$	50,214.92	-5	2,523,72		
2019	540-500382	SS Contracts	multiple	_\$	12,558.52	5	40,180,12		
		Sublotat			\$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,

,		<u> </u>	43% PEUE	<u>KAL; 55% G</u>	ENERAL		•
	Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
L	2017	543-500385	Adult in Home Care	multiple	S 175,783.42	\$0.00	\$175,783,42
٠L	2018	543-500385	Payments to Providers	multiple	\$ 351,557.26	S 17,614.56	5369,171,82
L	2019	543-500385	Payments to Providers	multiple	\$ 87,886.92	\$ 281,284,90	\$369,171,82
			Subtotal		\$615,227.60	\$298,899,46	\$914,127,06
			Total		\$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,

	· · · · · · · · · · · · · · · · · · ·		ENAL, 10% (
Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget		Increased Decreased) . Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	S	32,686,96		. \$0.00	\$32,686,96
2018	540-500382	SS Contracts.	multiple	S	65,373,92	S	3,275.52	
2019	540-500382	SS Contracts	multiple	\$	16,343,48	s	52,305.96	
•		Sublotal		;	5114,404,36		\$55,581.48	

	Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	(Decreased) Amount	Revised Modified Budget
l	2017	543-500385	Adult In Home Care	multiple	\$ 726,508.88	\$0.00	\$726,508,88
٠(2018	543-500385	Paymonts to Providers	multiple	\$ 1,453,008,18		
[2019	543-500385	Payments to Providers	multiple	5 363,254.44		
ļ			Sublolal		\$2,542,771.50	\$1,235,357.90	\$3,778,129.40
Į		<u> </u>	Total		\$2,657,175.86	\$1,290,939.38	

. 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% FEO	<u>ERAL, 70% C</u>	ENERAL	••	
Fiscal Year	Class/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contractis	multiple	\$76,415.88	\$0.00	576,415;88
2018	540-500382	SS Contracts	multiple	\$152,831,76	\$7,665.96	
2019	540-500382	. SS Contracts	multiple	538,232,44	\$122,265,28	
		Subtotat		\$267,480.08	\$129,931,24	

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,

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	mutiple	5 1,181,137,36		
2019	543-500385	Adul In Home Care	multiple	\$ 295,293.92		
		Sublolal		\$2,066,999.96	\$1,004,203.76	
		Total		\$2,334,480.04	\$1,134,135.00	

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,

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	mutiple	\$2,987.50		
2019	540-500382	SS Contracts	multiple :	\$750.00	\$2,388,07	
	<u> </u>	Subtolal		\$5,237.50	\$2,538.64	

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	
2019	543-500385	Adul In Homo Care	multiple	\$30,483.56	\$97,560.12	3 40,0 10.00
-		Subtotal		\$213,384.92	\$103,669.56	
	<u> </u>	Total		\$218,622.42	\$106,208.20	

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, 50% GENERAL										
Fiscal Year	Class/Object	Class Title	Job Mumber	Current Modifies Budger	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						
2019	540-500382	SS Contracts	mutiota	\$1,619,02	\$5,161.42						
· -		· Subtolal		\$11,304.40	55,484,94						

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 Increased Fiscal Current Modified Revised Modified Class/Object Class Title Job Number (Decreased) Year Budget Budget Amount' 2017 543-500385 Adult In Home Care mutiple \$29,650.10 \$0.00 \$29,650.10 2018 543-500385 Adult In Home Care mutiple \$59,300.20 \$2,971.20 \$62,271,40 2019 543-500385 Adult In Home Care mutiple 514,829.84 \$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

Fiscel 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	
2019	540-500382	SS Contracts	multiple	\$16,498.40	\$52,763.88	
	L	· · Subiolai		\$115,434.46	\$56,071.98	\$171,506,44

		43% FEUI	CHAL 33% (SENERAL		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budgot
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	
2019	543-500385	Adult In Home Care	multiple	\$193,324.40	\$618,708.74	
		Subtotal		\$1,353,261.22	\$657,453.86	\$2,010,715.08
		Total		\$1,468,695.68	\$713,525.84	

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	
2019	540-500382	SS Contracts	muttiple	\$21,203,44	\$67,857.74	
Ĺ	ŀ	Sublotal		\$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

Class Title

Job Number

Current Modified (Decreased)

Revised Mo

Revised Mo

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	\$576,447,76	\$28,892.62	\$605,340.38
2019	543-500385	Adult In Home Care	multiple	5144,114,34	\$461,226.04	\$605,340.38
<u></u>		Subiolal		\$1,165,771.05	\$490,118.66	\$1,655,889.71
	<u> </u>	Total		\$1,336,468.00	\$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 Budgel
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	
•		Subtotal		\$140,095.00	\$59,567.80	

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified
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
	<u>Ll</u>	Subtotal	<u> </u>	\$469,420.00	- \$199,552.50	\$558,972.50
		Tobl		\$609,515.00	\$259,120.30	\$868,635.30

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 50% GENERAL

		40787420	- <u> </u>	2 CHECKE		
Fiscal Year	Class/Object	Class Title	Job Number	Budget Current Modified	(ncreased (Decreased) - Amount	Revised Modified Budgal
2017	540-500382	SS Contracts	_ mutiple_	\$9,127,68	\$0.00	59,127.68
2018	540-500382	SS Contracts	muticle	\$18,236.20	\$918.00	519,154.20
2019	540-500382	SS Contracts	multiple	\$4,563.84	\$14,590.36	\$19,154.20
		Subtotal		\$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

	45 % 1 COERAC, 35% GERETORE						
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	mutiple	\$35,120.28	\$112,359.32	\$147,479.60	
		Sublotal		\$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% PEDERAL, 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	\$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
		Subtoial		\$132,399.54	\$64,346.58	\$196,746.12

		45% FEDI	<u>:RAL; 55% (</u>	SENERAL	<u>.</u>	
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	mutiple	\$234,365.12	\$11,742.72	5246,107.84
2019	543-500385	Adult In Home Care	mutiple	\$58,591.28	\$187,516.56	5246,107.84
		Subtotal		\$410,138.98	\$199,259.28	\$509,398.24
		Total		\$542,538.50	\$263,605.86	\$806,144.36

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, 50% GENERAL							
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget		
2017	540-500382	SS Contracts	mutiple	\$36,236.20	\$0.00	536,236,20		
2018	540-500382	. SS Contracts	multiple	572,472.40	\$3,650.40	\$76,122.80		
2019	540-500382	SS Contracts	multiple	\$18,118.10	\$58,004.70	\$76,122.80		
_	}	Subtotal		. \$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: ELOERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL: 55% GENERAL

Fiscal Yoar	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	muliple	\$45,160.12	\$144,541.30	
		Subtotal		\$316,135.21	\$153,592.66	· \$469,727.87
		Total		\$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% FEUI	ERAL, 60% (SENERAL	<u>- </u>	
Fiscal Year	Class/Object	Class Trite	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
		Subtotal		\$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 Tale	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
		Subtotal		\$1,503,925.88	\$730,650.58	\$2,234,576.46
		Total		\$1,529,147.80	\$742,898.46	\$2,272,046.26

Grand Total: \$18,055,822.57





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

BUREAU OF ELDERLY & ADULT SERVICES

Commissioner

Maureen U. Ryan
Director of Human
Services

Jellrey A. Meyers

129 PI.EASANT STREET, CONCORD, NH 03301-3857 603-271-9203 1-800-351-1888 Fex: 603-271-4643 TDD Access: 1-800-736-2964 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
a.		· TOTAL:	\$9,746,988.95

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 2 of 3

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.

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 3 of 3

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 Ú. Áyan

Director of Human Services

Approved by:

Jèffrey 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)

	TOTO BELLEVILLE	(00.00. m (0))	<u> </u>
Class / Account	Class Title	State Fisical 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)

	1	10331	
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)

	The street stree	1 100	· - :
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 Aegncy (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 #154849)

Class / Account \	Class Thie	Stato 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 Yoar	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
	<u> </u>	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	\$35,236.20
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 Thio	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% Foderal Funds; 54,314% General Funds)

Androscoggin Valley Home Care (Vendor #157347)

			<u></u>
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
1		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 #177186)

Class / Account	Class Title	Stato 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 Aegncy (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	Stato 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)

THE AIRTHUR MAINS WERDS OF EXERCITY (ABUDOL #124111)				
Class / Account	Class Title	State Fiscal Year	Revised ModifiedBudget	
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

	05-95-48-48101	0-9255 Summar	y for All Vendors
--	----------------	---------------	-------------------

Clase / 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
	4	2019	\$333,501.86
	4	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
•	ř	Total Agency	\$218,622.42

North Country Home Health & Hospice Aegney (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	ass/Account Class Title 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	, -	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)

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	5448,958.10
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	59,746,988.95

Grand Total SFY17	2017	\$2,784,863.63
Grend Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,392,465.62
Total Contract		59,746,988.95

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		59,746,988.95



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

In Home Can	, in Home Health Aide, In
Home	Nursing Services
	RFA Name

RFA-2017-BEAS-01-INHOM

RFA Number

	Bløder Name	PassiFall	Points	Actual Points
١.	Androscoggin Valley Home Care	·	150	134
2.	Area Home Care Family Services		150	121
3	Child & Family Services (Hillsborough CO)		150	140
∢.	Child & Family Sorvices (Merrimack CO)		150	140
5.	CornerStone VNA	•	150	127
	Franklin VNA & Hospice		150	124
7.	Late Sunapse Region VNA & Hospice		150	95
8.	Lakes Region Community Services (Belknap CO)		150	131
· 9 .	Lakes Region Community Services (Grafton CO)		150	147
10.	Lekes Region Community Services (Sullivan CO)		150	147
11.	North Country Home Health & Hospice Agency (Coos Co)		150	. 139
12.	North Country Home Health & Hospice Agency (Oration CO)		150	139
13.	Northwoods Home Health & Hospics		150	æ
14,	The Homemakers Health Services		150	142
15,	Vipiding Hurse Home Care & Hospice of Carroll County		150	133
16.	VNA at HCS, Inc.		150	129

Traci		Admir	Names Strator I	
Rac	el Lett	, P/00	Operati	
Ange	<u>aministrator,BEAS Adult Protein</u> ngela Rivers, Supervisor V, BEA: dult Prieto Intaka Unit			
. 200	Pricer	n (UVI	
).				
i.				
. —				
	<u> </u>			
٠				
			,	
,				
	-	· ·		

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:

- 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.

State of New Hampshire

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

•	Department of Health and Human Services
9/1/2021	Oocusigned by: Christine Santaniello
Date	Name: Christine Santaniello
	Title: Associate Commissioner
	Cornerstone VNA
	CocuSigned by:
9/1/2021	Julie Reynolds
Date	Name: Julie Reynolds
	Title: President/CEO

The preceding Amendment, having been execution.	reviewed by this office, is approved as to form, substance, and
	OFFICE OF THE ATTORNEY GENERAL
9/3/2021 Date	J. Christopher Marshall Name: J. Christopher Marshall Title: Assistant Attorney General
I hereby certify that the foregoing Amend the State of New Hampshire at the Meeting	lment was approved by the Governor and Executive Council of ng on: (date of meeting)
	OFFICE OF THE SECRETARY OF STATE
Date	Name:
2010	Title:

Exhibit B-1 Rate Sheet, Amendment #4

Iก-H	ome Care, In-Ho	me Health Aide, Ir	-Home Care Nursing				
		Cornerstone VNA	4				
	01/01/2017	through 06/30/2017 S	Service Units				
Total # of Units of Total Amoun							
	:	Service		Monthly Funding being			
		anticipated to be	Rate per	Requested for each			
Adult In-Home Care	Unit Type	delivered.	Service	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		\$24.50	\$			

	07/01/2017	through 06/30/2018 Serv	ice Units		
		Total # of Units of Service anticipated to be	Rate per	Total Amount of Monthly Funding being Requested for each	
Adult In-Home Care	Unit Type	. delivered.	Service	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 06/30/201					
Total # of Units of Total Ar Service Monthly Fu anticipated to be Rate per Requeste							
Adult In-Home Care	Unit Type	delivered.	Servi	ce	Service		
Tatle XX in Home Services	1/2 Hour	12,728	· \$1	0.06	\$ 128,043.68		
Title IIIB In Home Services	1/2 Hour	0	\$1:	0.06	\$		
Title IIIB Home Health Aide	1/2 Hour	239	\$1	3,13	\$ 3,138.07		
Title IIIB Nursing	1/2 Hour	0	\$2	5.73	\$ -		

	07/01/2019	through 06/30/2020 Se	rvice Units			
		Total # of Units of Service anticipated to be	Rate per	Total Amount of Monthly Funding being Requested for each		
Adult In-Home Care	Unit Type	detivered.	Service	Service		
Title XX in Home Services	1/2 Hour	10,670	\$12.00	\$ 128,043.68		
Title IIIB In Home Services	1/2 Hour	Ó	\$12.00	\$ -		
Title III8 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 06/30/202	1 Service Units		
	Rate per	Total Amount of Monthly Funding being Requested for each			
Adult In-Home Care	Unit Type	delivered.		Service	Service
Title XX In Home Services	1/2 Hour	10,670	Ì	\$12.00	\$ 128,043.68
Title IIIB In Home Services	1/2 Hour	- 0	1	\$12.00	s -
Title IIIB Home Health Aide	1/2 Hour	196	i	\$16.00	\$ 3,138.07
Title IIIB Nursing	1/2 Hour	0		\$25.73	\$ -

<u>-</u>	07/01/2021	through 06/30/2022 Servic Total # of Units of	e Onius	Total Amount of		
		Service	J	Monthly Funding being		
		anticipated to be	Rate per	Requested for each		
Adult In-Home Care	Unit Type	delivered.	Service	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	S -		

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 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: 0005413228



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 26th day of July A.D. 2021.

William M. Gardner Secretary of State

CERTIFICATE OF AUTHORITY

I, Jacqueline Fitzpatrick	, hereby certify that:
(Name of the elected Officer of the Corporation/LLC; cannot be contract	ct signatory)
I am a duly elected Clerk/Secretary/Officer ofCornerstone VNA	
(Corporation/LLC Name)	
2. The following is a true copy of a vote taken at a meeting of the Board of Dire held on March 18th, 2021, at which a quorum of the Directors/sha (Date)	
VOTED: That Julie Reynolds (Name and Title of Contract Signatory)	(may list more than one person)
is duly authorized on behalf of <u>Cornerstone VNA</u> to enter into cor (Name of Corporation/ LLC)	ntracts or agreements with the State
of New Hampshire and any of its agencies or departments and further is documents, agreements and other instruments, and any amendments, revisionary in his/her judgment be desirable or necessary to effect the purpose of this	ons, or modifications thereto, which
3. I hereby certify that said vote has not been amended or repealed and remaindate of the contract/contract amendment to which this certificate is attached. thirty (30) days from the date of this Certificate of Authority. I further certify the New Hampshire will rely on this certificate as evidence that the person(s) is position(s) indicated and that they have full authority to bind the corporation imits on the authority of any listed individual to bind the corporation in contracts all such limitations are expressly stated herein. Dated: Dated: Signature of E Name: Title:	This authority remains valid for at it is understood that the State of listed above currently occupy the To the extent that there are any with the State of New Hampshire,

ACORD	
ACCIO	

DATE (MM/DD/YYYY)

ACORD CERTIFICATE OF LIABILITY INSURANCE							08	3/05/2021	
CE	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 DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED BELOW. THIS CERTIFICATE HOLDER								
-	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.								
	PORTANT: If the certificate holder is a SUBROGATION IS WAIVED, subject to is certificate does not confer rights to	the t	erms and conditions of the po-	HICY, COIT	ISILI POLICIOS	may require	an endorsement. A sta	tement	on
	is certificate does not comer rights to	U16 C	Bruncau Holder III III G	CUNIAC	' Paula Mar	tineau, AAI, A	CSR		
	ss Insurance			PHONE (AC. No. E-MAIL	Eath (603) 81	2-2600	FAX (A/C, No)	(603)	570-1073
	Portsmouth Blvd.			E-MAIL ADDRES	s: pauta.man	ineau@cross	agency.com	Z.	
	b 100					URER(5) AFFOR	IDING COVERAGE		NAIC #
	smouth		NH 03801	INSURER	A: Philadelp	hia Indemnity	Ins Co		18058
INSU	RED			INSURER	RG:				
	Cornerstone VNA			INSURER	ic:				
	178 Farmington Rd			INSURER	10:				
				INSURER				_	 -
	Rochester		NH 03867	INSURER	(F:	<u>-</u>	REVISION NUMBER:		<u>. </u>
COV	/ERAGES CERTIFY THAT THE POLICIES OF	TIFIC	ATE NUMBER: 21-22 Master		TO THE INSUE			RIOD	
1N	IIS IS TO CERTIFY THAT THE POLICIES OF DICATED. NOTWITHSTANDING ANY REQUI ERTIFICATE MAY BE ISSUED OR MAY PERTI CCLUSIONS AND CONDITIONS OF SUCH PO	REME	NT, TERM OR CONDITION OF ANY I HE INSURANCE AFFORDED BY THE	E POLICIE	ES DESCRIBE	HEREIN IS S			
		MODE	SUBA		POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIM		
INSR LTR	TYPE OF INSURANCE COMMERCIAL GENERAL LIABILITY	INSD	TYD COOT NOWSER			•	EACH OCCURRENCE	\$ 1,00	
	CLAIMS-MADE OCCUR	i		1			PREMISES (Ea OCCUTENCE)		.000
	Retroactive Date - 12-5-2003			i	ļ		MED EXP (Any one person)	\$ 5,00	
, :			PHPK2292366	1	07/01/2021	07/01/2022	PERSONAL & AUV INJURI		00,000
	GEN'L AGGREGATE LIMIT APPLIES PER:			1			GENERAL AGGREGATE		00,000
	POLICY PRO- LOC						PRODUCTS - COMPIOP AGG	\$ 3,00	00,000
	OTHER: AUTOMOBILE LIABILITY	-		<u>-</u>			COMBINED SINGLE LIMIT (Ea accident)	+	00,000
	ANYAUTO	1					BOOKLY INJURY (Per person)	\$	
A	OWNED SCHEDULED AUTOS		PHPK2292366		07/01/2021	·07/01/2022	BODILY INJURY (Per accident) PROPERTY DAMAGE	\$	
	HIRED NON-OWNED AUTOS ONLY			ļ			(Per accident)	8	
		<u> </u>						\$ 3.00	00,000
	UMBRELLA LIAB OCCUR			l	07/01/2021	07/01/2022	EACH OCCURRENCE	1 .	00,000
٨	EXCESS LIAB CLAIMS-MADE	┨	PHU8773925		07/01/2021	0770172022	AGGREGATE	13	
L	DED X RETENTION \$ 10,000	├		∤			PER OTH-	•	
ľ	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N	1					E.L. EACH ACCIDENT	1	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?	H/A					E.L. DISEASE - EA EMPLOYEE		
	(Mandatory In NH)	1					E.L. DISEASE - POLICY LIMIT	\$	
	DÉSCRIPTION OF OPERATIONS below	┼			 -		Per Incident	1,00	00,000
A	Professional/Medical Professional Liability - Retroactive Date 12-5-2003		PHPK2292366		07/01/2021	07/01/2022	Aggregate	3,00	00,000
DÉSI Insu	DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be strached 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.								
CF!	RTIFICATE HOLDER			CANC	ELLATION				
CERTIFICATE HOLDER				SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.				D BEFORE	
	129 Pleasant St				UZEO REPRESEI	NTATIVE			
	Concord		NH 03301-3857		L	aula	Mation	~	
1	A 1999 SALS ACCION CORPORATION All debts reserved.								

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). **USI Insurance Services LLC** PHONE (A/C, No, Ext): 855 874-0123 3 Executive Park Drive, Suite 300 ADDRESS: Bedford, NH 03110 INSURER(S) AFFORDING COVERAGE NAIC # 855 874-0123 INSURER A: Wesco Insurance Company 25011 INSURED INSURER B CornerStone VNA INSURER C: 178 Farmington Road INSURER D Rochester, NH 03867 INSURER E : INSURER F **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. ADDL SUBR TYPE OF INSURANCE POLICY NUMBER LIMITS COMMERCIAL GENERAL LIABILITY **EACH OCCURRENCE** PREMISES (Ea occurrence) CLAIMS-MADE Loccur \$ MED EXP (Any one person) PERSONAL & ADV INJURY GEN'L AGGREGATE LIMIT APPLIES PER **GENERAL AGGREGATE** PRO-JECT POLICY PRODUCTS - COMP/OP AGG OTHER: COMBINED SINGLE LIMIT AUTOMOBILE LIABILITY (Ea accident) ANY AUTO **80DILY INJURY (Per person)** SCHEDULED AUTOS NON-OWNED AUTOS ONLY OWNED AUTOS ONLY **BODILY INJURY (Per accident)** PROPERTY DAMAGE HIRED AUTOS ONLY \$ (Per accident) \$ UMBRELLA LIAB OCCUR EACH OCCURRENCE **EXCESS LIAB** CLAIMS-MADE AGGREGATE DED RETENTION \$ WORKERS COMPENSATION AND EMPLOYERS' LIABILITY WWC3538905 07/01/2021 07/01/2022 X | PER STATUTE ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? E.L. EACH ACCIDENT s500,000 Ν (Mandatory in NH) \$500,000 E.L. DISEASE - EA EMPLOYEE If yes, describe under DESCRIPTION OF OPERATIONS below E.L. DISEASE - POLICY 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 CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE Department of Health and Human Services THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. **Bureau of Contracts & Procurement** 129 Pleasant Street AUTHORIZED REPRESENTATIVE Concord, NH 03301-3857

DocuSign Envelope ID: 1C11C874-81CA-44A1-AF49-FDD0A608B221

This page has been left blank intentionally.



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."

b Berry Dunn



FINANCIAL STATEMENTS

December 31, 2020 and 2019

With Independent Auditor's Report



INDEPENDENT AUDITOR'S REPORT

Board of Directors Cornerstone VNA

We have audited the accompanying financial statements of Cornerstone VNA, which comprise the balance sheets as of December 31, 2020 and 2019, 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.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

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, 2020 and 2019, 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. GAAP.

Manchester, New Hampshire

Berry Dunn McNeil & Parker, LLC

March 18, 2021

Balance Sheets

December 31, 2020 and 2019

ASSETS

	<u>2020</u>	<u>2019</u>
Current assets		
Cash and cash equivalents	\$ 266,205	\$ 1,211,638
Patient accounts receivable, net	1,417,512	
Prepaid expenses and other current assets	260,192	•
Total current assets	1,943,909	2,246,058
Investments and assets limited as to use	8,604,652	4,560,566
Beneficial interest in perpetual trust	1,074,851	956,729
Property and equipment, net	<u> 1.007.558</u>	<u>748.107</u>
Total assets	\$ <u>12,630,970</u>	\$ <u>8,511,460</u>
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable and accrued expenses	\$ 680,572	\$ 641,954
Accrued payroll and related expenses	1,026,022	1,046,731
Deferred revenue	2,391,049	•
Current portion of obligation under capital lease	<u> </u>	<u>8.925</u>
Total current liabilities and total liabilities	4,097,643	1,697,610
Net assets	•	
Net assets without donor restrictions	7,415,425	5,857,121
Net assets with donor restrictions	<u> 1.117.902</u>	956,729
Total net assets	8,533,327	6.813.850
Total liabilities and net assets	\$ <u>12.630.970</u>	\$ <u>8.511.460</u>

Statements of Operations

Years Ended December 31, 2020 and 2019

	<u> 2020</u>	2019
Operating revenue		.
Net patient service revenue	\$15,165,417	\$13,335,785
Grants'	100,850	111,322
Municipal appropriations	93,192	72,124
Other operating revenue	<u> 526,631</u>	
Total operating revenue	15,886,090	13.519.231
Operating expenses		
Salaries and benefits	12,115,382	9,908,389
Professional fees and contract services	201,351	294,455
Transportation	384,041	402,540
Program supplies and expense	1,144,443	1,002,606
Occupancy	68,982	50,205
Depreciation and amortization	177,864	182,320
Other operating expenses	<u>824,772</u>	<u>812.959</u>
Total operating expenses	14,916,835	12.653.474
Operating income	<u>969,255</u>	865.757
Other revenue and gains		
Contributions	57,640	72,661
Investment income	101,857	99,381
Change in fair value of investments	429,552	<u>346,855</u>
Total other revenue and gains	<u>589,049</u>	<u>518.897</u>
Excess of revenues over expenses and increase in		
net assets without donor restrictions	\$ <u>1,558,304</u>	\$ <u>1.384.654</u>

Statements of Changes in Net Assets

Years Ended December 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Net assets without donor restrictions Excess of revenues over expenses and increase in net assets without donor restrictions	\$ <u>1,558,304</u>	\$ 1,384,654
Net assets with donor restrictions Contributions		φ <u>1,304,034</u>
Change in fair value of beneficial interest in perpetual trust	43,051 <u>118,122</u>	149,736
Change in net assets with donor restrictions	<u>161,173</u>	149.736
Net increase in net assets	1,719,477	1,534,390
Net assets, beginning of year	<u>6,813,850</u>	5,279,460
Net assets, end of year	\$ <u>8,533,327</u>	\$ <u>6.813.850</u>

Statements of Cash Flows

Years Ended December 31, 2020 and 2019

	<u>2020</u>	<u> 2019</u>
Cash flows from operating activities		
Change in net assets	\$ 1,719,477	\$ 1,534,390
Adjustments to reconcile change in net assets to net cash provided	* .,,	4 1,00 1,000
by operating activities		
Depreciation and amortization	177,864	182,320
Change in fair value of investments	(429,552)	
Change in fair value of beneficial interest in perpetual trust	(118,122)	
Contribution for long-term purpose	(22,700)	-
(Increase) decrease in the following assets		
Patient accounts receivable	(478,310)	(9,509)
Prepaid expenses and other current assets	(164,974)	(11,742)
Increase (decrease) in the following liabilities	•	
Accounts payable and accrued expenses	38,618	194,258
Accrued payroll and related expenses	(20,709)	130,716
Deferred revenue	<u>2,391,049</u>	
Net cash provided by operating activities	3,092,641	<u>1.523.842</u>
Cash flows from investing activities		
Purchases of investments	(4,095,403)	(2,224,537)
Proceeds from sale of investments	480,869	529,270
Capital expenditures	<u>(437,315</u>)	<u>(40.501</u>)
Net cash used by investing activities	<u>(4.051,849</u>)	<u>(1,735,768</u>)
Cash flows from financing activities		
Principal payments on obligation under capital lease	(8,925)	(8,691)
Contribution restricted for long-term purpose	22,700	
5 , ,		
Net cash provided (used) by financing activities	<u>13.775</u>	(8,691)
	(045 422)	(220 647)
Net decrease in cash and cash equivalents	(945,433)	(220,617)
Cash and cash equivalents, beginning of year	1,211,638	1,432,255
	£ 000.000	£ 4 044 COC
Cash and cash equivalents, end of year	\$ <u>266,205</u>	\$ <u>1,211,638</u>

Notes to Financial Statements

December 31, 2020 and 2019

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

The financial statements of the Association have been prepared in accordance with U.S. generally accepted accounting principles (U.S. GAAP), which require the Association to report information regarding to its financial position and activities according to the following net asset classification:

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.

Use of Estimates

The preparation of financial statements in conformity with 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.

Notes to Financial Statements

December 31, 2020 and 2019

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 \$1,417,512, \$939,202, and \$900,792 as of December 31, 2020, 2019, and 2018, respectively.

<u>Investments</u>

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.

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.

Notes to Financial Statements

December 31, 2020 and 2019

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 perdiem 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.

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.

Notes to Financial Statements

December 31, 2020 and 2019

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 statement 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.

<u>Uncertainty</u>

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. While management expects this matter to impact operating results, the related financial impact and duration cannot be reasonably estimated.

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. A total of \$142,331 of these funds are recognized as other operating revenue in the financial statements as it was determined the Association partially met the conditions of the grant. The remaining funds are reflected as deferred revenue until the Association further meets the conditions of the grant. The Association also received \$384,300 of CARES Act money passed through the State of New Hampshire for hazard pay. These funds are recognized as other operating revenue in the financial statements.

Notes to Financial Statements

December 31, 2020 and 2019

On April 13, 2020, the Association received a loan from the U.S. Small Business Association within the CARES Act under the Paycheck Protection Program (PPP) in the amount of \$1,883,392. The loan is unsecured, has a two-year term with a maturity date of April 2022, bears an annual interest rate of 1%, and shall be payable monthly with the first six monthly payments deferred. The principal amount of the PPP is subject to forgiveness, upon the Association's request, to the extent that the proceeds are used to pay qualifying expenditures, including payroll costs, interest on mortgages, rent and utilities, incurred by the Association. It is the Association's intent to apply for forgiveness. Forgiveness is subject to the sole approval of the SBA. The Association has chosen to follow the conditional contribution model for the PPP and has opted to not record any income until forgiveness is received. The full amount of the PPP received is reported as deferred revenue in the current liabilities section of the balance sheet as of December 31, 2020.

2. Availability and Liquidity of Financial Assets

As of December 31, 2020, the Association has working capital deficit of \$2,153,734 and average days (based on normal expenditures) cash and liquid investments on hand of 182, 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>2020</u>	<u>2019</u>
Cash and cash equivalents Patient accounts receivable, net Investments (undesignated)	\$ 266,205 1,417,512 7,102,891	\$ 1,211,638 939,202 _3,245,224
Financial assets available to meet cash needs for general expenditures within one year	\$ <u>8,786,608</u>	\$ 5.396,064

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

Notes to Financial Statements

December 31, 2020 and 2019

3. Investments and Assets Limited as to Use

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

· ·	<u>2020</u>	2019
Cash equivalents	\$ 89,150	\$ 37,947
Money market accounts	3,281,923	1,208,167
Certificates of deposit	871,300	673,814
Corporate bonds		223,081
Marketable equity securities	580,342	426,630
Mutual funds	•	,
Equity funds	2,319,066	1,362,431
Fixed income funds	921,213	342,047
International funds	541,658	286,449
Beneficial interest in perpetual trust	1.074,851	<u>956.729</u>
Total investments	\$ <u>9,679,603</u>	\$ <u>5.517.295</u>
Comprised of:		
Funds without donor restrictions		
Long-term assets (undesignated)	\$ 7,102,891	\$ 3,245,224
Board designated - operating reserve	1,501,761	1,315,342
Funds with donor restrictions of perpetual duration	.,,.	.,,,,,,,,,,
Beneficial interest in perpetual trust	<u> 1.074,851</u>	956,729
Total investments	\$ <u>9.679,503</u>	\$ <u>5.517,295</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.

Notes to Financial Statements

December 31, 2020 and 2019

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

Fair Value Measurements at December 31, 2020

		#B		ao modoare	111	With at Dece	IIIDOL .	<u> </u>
		<u>Total</u>		Level 1		Level 2	Ī	evel 3
Cash equivalents Money market accounts Certificates of deposit Marketable equity securities Mutual funds Equity funds Fixed income funds International funds		89,150 3,281,923 871,300 580,342 2,319,066 921,213 541,658	\$	89,150 3,281,923 871,300 580,342 2,319,066 921,213 541,658	\$	- - - -	\$	
Beneficial interest in perpetual trust		<u>1,074,851</u>	-				_1.0	<u> 074,851</u>
Total investments	\$_	<u>9,679,503</u>	\$_	8,604,652	\$	· ·	\$_1,0	74.851
		Fair \	/alu	<u>ie Measurei</u>	nei	nts at Decer	nber 3	1, 2019
		<u>Total</u>		Level 1	•	<u>Level 2</u>	<u>Le</u>	vel 3
Cash equivalents	\$	37,947	\$	37,947	\$	_	\$	-

			<u> </u>	LOVOIO
Cash equivalents	\$ 37,947	\$ 37,947	\$ -	\$ -
Money market accounts	1,208,167	1,208,167	•	-
Certificates of deposit	673,814	673,814	_	_
Corporate bonds	223,081	_	223,081	_
Marketable equity securities	426,630	426,630		_
Mutual funds	,	,		
Equity funds	1,362,431	1,362,431		_
Fixed income funds	342,047	342,047	-	_
International funds	286,449	286,449	-	
Beneficial interest in perpetual trust	<u>956,729</u>			956,729
Total investments	\$ <u>5.517.295</u>	\$ <u>4.337,485</u>	\$ <u>223,081</u>	\$ 956.729

The fair value of corporate bonds is determined annually based on quoted market prices of similar instruments.

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.

Notes to Financial Statements

December 31, 2020 and 2019

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:

·		2020		<u> 2019</u>
Net assets without donor restrictions Investment income Change in fair value of investments	\$	101,857 429,552	\$	99,381 346,855
Net assets with donor restrictions Change in market value in beneficial interest in perpetual trust	_	<u> 118,122</u>	_	149,736
Total	\$	649,531	\$_	595,972

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

December 31, 2018	\$ 806,993
Change in fair value	149,736
December 31, 2019	956,729
Change in fair value	<u> 118,122</u>
December 31, 2020	\$ 1.074.851

4. Property and Equipment

Property and equipment consisted of the following:

	<u>2020</u>	<u> 2019</u>
Land Land improvements Building and improvements Computer equipment - homecare homebase Furniture, fixtures, and equipment Furniture, fixtures, and equipment	\$ 50,485 48,532 905,174 594,537 435,995 <u>432,565</u>	\$ 50,485 48,532 900,424 594,537 1,157,254
Total cost Less accumulated depreciation .	2,467,288 	2,751,232 2,003,125
Property and equipment, net	\$ <u>1.007.558</u>	\$ <u>748.107</u>

Notes to Financial Statements

December 31, 2020 and 2019

5. Net Patient Service Revenue

Net patient service revenue was as follows:

	<u> 2020</u>	<u> 2019</u>
Medicare Medicaid Other third-party payers Private pay	\$ 12,771,914 419,130 1,836,623 	\$ 10,987,986 233,302 1,818,049 296,448
Total	\$ <u>15,165,417</u>	\$ <u>13,335,785</u>

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 \$776,049 and \$606,306 for the years ended December 31, 2020 and 2019, 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.

Notes to Financial Statements

December 31, 2020 and 2019

6. Retirement Plan

The Association has a 403(b) retirement plan. The retirement plan expense was \$231,396 and \$196,479 for the years ended December 31, 2020 and 2019, respectively.

7. Functional Expenses

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

	<u>2020</u>	<u>2019</u>
Program services		
Salaries and benefits	\$10,875,431	\$ 8,864,070
Professional fees and contract services	2,405	• •
Transportation	370,761	383,439
Program supplies and expense	1,144,443	1,002,606
Occupancy	61,566	45,144
Depreciation and amortization	158,744	163,942
Other operating expenses	<u>736,109</u>	<u>731,013</u>
Total program services	13,349,459	11.217.413
Administrative and general		
Salaries and benefits	1,239,951	1,044,319
Professional fees and contract services	198,946	267,256
Transportation	13,280	19,101
Occupancy	7,416	5,061
Depreciation and amortization	19,120	18,378
Other operating expenses	88,663	<u>81,946</u>
Total administrative and general	<u>1,567,376</u>	<u> 1.436.061</u>
Total	\$ <u>14.916.835</u>	\$ <u>12.653.474</u>

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

Notes to Financial Statements

December 31, 2020 and 2019

8. 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>2020</u>	<u>2019</u>
Medicare Other	82 % 18	84 % 16
Total	100 %	100 % .

9. Malpractice Insurance

The Association insures its medical malpractice risks on a claims-made basis. There were no known malpractice claims outstanding at December 31, 2020 and 2019, 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.

10. Subsequent Events

For financial reporting purposes, subsequent events have been evaluated by management through March 18, 2021, which is the date the financial statements were available to be issued.



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 Staff LPN

1984 - 1987

1978 - 1984

EDUCATION:

2008	Master	of Sci	ence -	Management
2000	Macret	UI UU	- است	MONTORCHICHE

New England College

2005 Bachelor Degree - Health Care Administration

Granite State College.

Management Scminars

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 over sight of all aspects of care provided by Companions,
 Homemakers, and Personal Care Service Providers.
- Supervision of Support Services employees & Scheduler
- Promate 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

RRIDVNS & 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 sérvices.
- 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 Flome 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 Corneratone 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 1994-199 CLAIMS ANALYST/SENIOR CLAIMS ANALYST

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

Indentified 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 HAMPSHRIE, 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	% Paid from this Contract	Amount Paid from this Contract
Julie Reyolds	Chief Executive Officer	\$210,038.88	.05%	\$10,501.89
Janice Howard	Director of Life Care	\$74,460.10	1%	\$7,446.01
Cheryl Bergman	Billing Manager	\$71,399.90	1%	\$714.00



Lori A. Shibinette Commissioner

Deborah D. Sebeetz 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.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	Bertin	\$ 1,875,505.84	\$1,661,588.08	\$3,537,093.92 ,	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Area Home Care & Family Services, Inc.	166931	Portsmouth	\$ 5,542,574.94	\$ 3,188,9 19 .40	\$8,731,494.34	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Waypoint (fke Child & Femily Services)	177166	Manchester	\$4,869,430.28	\$ 2,801,630.48	\$7,671,060.76	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

the man

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

					•	
Cornerstone VNA	230881	Rochester	\$ 456,012.37	\$262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Easter Seals New Hampshire, Inc.		Manchester	\$881,295.42	\$1,762,590.84	\$2,643,886.26	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Franklin VNA & Hospice	154177	Franklin	\$240,034.08	\$1 38,103.68	\$ 378,137.76	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
The Homemaker Health Services (contract essigned 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) A1:2/7/201 8 (#14) A2: 6/5/19 (#38)
Lakes Region Community Services	177251	Laconia	\$2,593,095.40	\$ 1,388,803.12 [.]	\$3,981,898.52	O: 3/08/17 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,616.55	\$1,835,140.58	\$ 5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36	O: 2/15/17 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

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

Loh A. Shibinette Commissioner

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, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017,	540-500382	SS Contracts	multiple	\$	25,107.46			\$	25,107.46
2018	540-500382	SS Contracts	multiple	S	52,738.64			\$	52,738,64
2019	540-500382	SS Contracts	multiple	\$	52,738.64			5	52,738.64
2020	540-500382	SS Contracts	multiple	\$	141,774.58	_		5	141,774.58
2021	540-500382	SS Contracts	multiple	S	-	5	141,774,58	\$	141,774.58
2022	2022 540-500382	SS Contracts	multiple	S		5	141,774.58	\$	141,774,58
	·	Subtota	<u> </u>	-\$	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	S -	\$ 689,019.46
2021	543-500385	Adult In Home Care	multiple	S ·	\$ 689,019.46	5 689,019,46
2022	543-500385	, Adult In Home Care	multiple	s ·	\$ 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,

Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget	ncreased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	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	s	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 SYCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL: 55% GENERAL

Fiscal Year	Class/Object	Class Thie	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 726,508.88		\$ 728,508.88
2018	543-500385	Adult In Home Care	mutiple	\$ 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	mutiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26
2021	543-500385	Adult in Home Care	multiple	S -	\$ 1,525,810.26	\$ 1,525,810.26
2022	543-500385	Adult in Home Care	multiple	\$.	\$ 1,525,810.26	\$ 1,525,810.26
<u> </u>		Subtotal		\$ 5,303,939.66	\$ 3,051,620.52	\$ 8,355,560.18
	I I	Grand Total		\$ 5,542,574.94	\$ 3,188,919.40	\$ 8,731,494.34

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,
' CEREBAL THE OFFICE

Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget		ncreased lecreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	76,415.88			\$	76,415.88
2018	540-500382	SS Contracts	multiple	S	160,497.72			S	160,497,72
2019	540-500382	SS Contracts	multiple	\$	160,497,72			\$	160,497.72
2020	540-500382	SS Contracts	multiple	\$	160,497.72	S		\$	160,497,72
2021	540-500382	SS Contracts	multiple	5		\$	160,497,72	\$	160,497.72
2022	540-500382	SS Contracts	multiple	5	` -	\$	160,497.72	\$_	160,497.72
		Sublota	!	\$	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; 65% 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	mutiple	\$ 1,240,317.52	\$	\$ 1,240,317.52
2021	543-500385	Adult In Home Care	mutiple	S •	\$ 1,240,317.52	\$ 1,240,317.52
2022	543-500385	Adult In Home Care	mutiple	\$ -	\$ 1,240,317,52	\$ 1,240,317.52
		Subtola		\$ 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, 50% GENERAL

2017 540-50 2018 540-50 2019 540-50	382	SS Contracts SS Contracts	multiple multiple	S	1,500.00 3,138.07			\$	1,500.00
		SS Contracts	mutiple	S	2 129 07				
2019 540-50	2222				3,130.07			S	3,138.07
	J384	SS Contracts	multiple	5	3,138.07			S	3,138.07
2020 540-50	0382	SS Contracts	multiple	\$	3,138.07	S	•	\$	3,138.07
2021 540-50	0382	SS Contracts	multiple	S		S	3,138.07	\$	3,138.07
2022 540-50	0382	SS Contracts	mutiple_	\$		S	3,138.07	\$	3,138.07
	1	Sublotal		5	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	Cur	rent Modified Budget	Increased (Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	60,967.12		\$	60,967.12
2018	543-500385	Adult In Home Care	multiple	S	128,043.68		\$	128,043.68
2019	543-500385	Adult In Home Care	multiple	S	128,043.88		S	128,043.68
2020	543-500385	Adult In Home Care	multiple	\$	128,043.88	S .	\$ -	128,043.68
2021	543-500385	Adult In Home Care	multiple	S	•	\$ 128,043.68	S	128,043.68
2022	543-500385	Adult In Home Care	multiple	\$	•	\$ 128,043.68	S	128,043.68
		Sublolat		\$	445,098.16	\$ 258,087.36	*	701,185.52
		Grand Total		\$	456,012.37	\$ 262,363.50	\$	718,375.87

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.
AON EEDEDAL CON CENTOAL

-500382				Budget		Amount		Budgel
300302	SS Contracts	multiple					S	
500382	SS Contracts	mutiple		•				
500382	SS Contracts	mutiple					Š	
500382	SS Contracts	mutiple	s	69.262.28	<u> </u>		<u>.</u>	69,262,28
500382	SS Contracts	multiple	S		Š	69.262.28		69,262,28
500382	SS Contracts	multiple	\$		Š			69,262.28
	Subtotal		\$	69,262.28	\$	138,524.56	Š	207,786.84
	500382 500382 500382	500382 SS Contracts 500382 SS Contracts 500382 SS Contracts 500382 SS Contracts 500382 SS Contracts	500382 SS Contracts multiple 500382 SS Contracts multiple 500382 SS Contracts multiple 500382 SS Contracts multiple 500382 SS Contracts multiple	500382 SS Contracts multiple S 500382 SS Contracts multiple S 500382 SS Contracts multiple S 500382 SS Contracts multiple S	500382 SS Contracts mutiple 500382 SS Contracts mutiple \$ 69,262.28 500382 SS Contracts mutiple \$. 500382 SS Contracts mutiple \$. 500382 SS Contracts mutiple \$.	500382 SS Contracts multiple 500382 SS Contracts multiple \$ 69,262.28 \$ 500382 SS Contracts multiple \$ \$ 500382 SS Contracts multiple \$ \$ 500382 SS Contracts multiple \$ \$	500382 SS Contracts mutiple 500382 SS Contracts mutiple \$ 69,262.28 \$ 500382 SS Contracts mutiple \$ \$ 69,262.28 500382 SS Contracts mutiple \$ \$ 69,262.28 500382 SS Contracts mutiple \$ \$ 69,262.28	500382 SS Contracts mutiple \$ 500382 SS Contracts mutiple \$ 69,262.28 \$ \$ 500382 SS Contracts mutiple \$ \$ 69,262.28 \$ 500382 SS Contracts mutiple \$ \$ 69,262.28 \$ 500382 SS Contracts mutiple \$ \$ 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	1	ent Modified Budget	,	Increased Decreased) Amount	Rev	rised Modified Budget
2017	543-500385	Adult In Home Care	multiple					S	
2018	543-500385	Adult In Home Care	multiple					Ť	
2019	543-500385	Adult In Home Care	multiple				-	÷	
2020	543-500385	Adult In Home Care	multiple	S.	812,033,14	S		~~	812.033.14
2021	543-500385	Adult In Home Care	mutiple	S		Š	812,033.14	Š	812,033,14
2022	543-500385	Adult In Home Care	multiple	S		S	812,033,14	_	812,033,14
		Sublotal		\$	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	Claşa/Object	Class Title	Job Number		ent Modified Budget	(0	ncreased lecreased) Amount	Ravi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	3,228,46			s	3,228,46
2018	540-500382	SS Contracts	multiple	\$	6,780,44	_		s	6,780.44
2019	540-500382	SS Contracts-	multiple	s	6,780,44			<u> </u>	6,780.44
2020	540-500382	SS Contracts	mutiple	S	6,780.44	S		<u> </u>	6,780.44
2021	540-500382	SS Contracts	multiple	Š		<u> </u>	6,780,44	<u> </u>	6,780.44
2022	540-500382	SS Contracts	multiple	\$		Š	6.780.44		6,780.44
		Subtotal		\$	23,569.78	\$	13,560.88	Š	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	Cur	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	S	29,650,10			S	29,650.10
2018	543-500385	Adult In Home Care	multiple	s	62,271,40			Š	62,271,40
2019	543-500385	Adult In Home Care	multiple	S	52,271.40	_		÷	62,271,40
2020	543-500385	Adult In Home Care	mutiplo	S	62,271.40			Š	62,271,40
2021	543-500385	Adult In Home Care	mutiple	S		Š	62,271,40	Š	62,271,40
2022	543-500385	Adult In Home Care	mutiple	Š		Š	62.271.40	_	62,271,40
		Subtotal	· · · · · ·	\$	216,464.30	Š	124,542,80	<u> </u>	341,007,10
	L. I	Grand Total		\$	240,034,08		138,103.68		378,137.76

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	_	ent Modified Budget	Increased (Decreased) Amount	Ravi	ised Modified Budget
2017	540-500382	SS Contracts	muttiple	S	32,981.88		\$	32,981.88
2018	540-500382	SS Contracts	multiple	5	69,262.28		S	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
	!			$ldsymbol{ld}}}}}}$	1			
			L	l				

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. <u>14</u>		\$ 812,033,14
2019	543-500385	Adult In Home Care	mutiple	S 812,033,14		\$ 812,033.14
2020	543-500385	Adult in Home Cara	mutiple	S -	\$ -	\$ -
2021	543-500385	Adult In Home Care	multiple	S .		\$ -
2022	543-500385	Adult In Home Care	multiple	S -		s ·
		Subtotal		\$ 2,010,715.08	<u>.</u>	\$ 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	Curi	ent Modified Budget	Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	64,681,77		S	64,681.77
2018	540-500382	SS Contracts	multiple	\$	89,061.18		S	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	S	89,061.18
2022	540-500382	SS Contracts	multiple	S	-	\$ 89,061.18	\$	89,061.18
		Sublotal		\$	331,865.31	\$ 178,122.36	\$	509,987.67
				<u>. </u>				

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

Fiscel 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	mutiple	\$ 605,340.38		\$ 605,340.38
2019	543-500385	Adult In Home Care	_mutiple	\$ 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
	!	Sublotal		\$ 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

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 ENVICENCIAL

Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget		Increased Decreased) Amount	I Rausari Mr	
2017	540-500382	SS Contracts	multiple	\$	52,532.50			\$	52,532,50
2018	540-500382	SS Contracts	multiple	\$	73,565.15		-	\$	73,585.15
2019	540-500382	SS Contracts	multiple	\$	73,565.15			\$	73,565.15
2020	540-500382	SS Contracts	multiple	\$	73,565,15	. \$		5	73,565.15
2021	540-500382	SS Contracts	multiple	S	-	5	73,565.15	\$	73,565.15
2022	540-500382	SS Contracts	multiple	S	-	s	73,585.15	\$	73,565.15
		Subtotal		\$	273,227.95	\$	147,130.30	\$.	420,358.25
				1					

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	mutiple	\$ 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	·s ·	\$ 246,470.00
2021	543-500385	Adult In Home Care	multiple	s -	\$ 246,470.00	\$ 246,470.00
2022	543-500385	Adult In Home Care	mutiple	\$.	\$ 248,470,00	\$ 246,470.00
		Subtotal		\$ 915,442.50	\$ 492,940.00	\$ 1,408,382.50
		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		ent Modified Budget	_	Increased Decreased) Amount	Ravi	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	9,127.68			s	9,127.68
2018	540-500382	SS Contracts	mutiple	\$	19,154.20			S.	19,154.20
2019	540-500382	SS Contracts	mutiple	S	19,154.20			. \$	19,154,20
2020	540-500382	SS Contracts	multiple	\$	9,577.10	s		s	9,577.10
2021	540-500382	SS Contracts	multiple	\$	-	Ş.	9,577.10	S	9,577.10
2022	540-500382	SS Contracts	multiple	\$		\$	9,577.10	\$	9,577.10
	1	Subtotal		\$	57,013.18	\$	19,154.20	\$	76,167,38
	1								
			1						

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

		4376 FEU	CICAL, 33%	GEN	E POAL	_																	
Fiscal Year	Class/Object	Clais Title	Job Number	Current Modified Budget												/		iberi i i i i i i i i i i i i i i i i i i		Increased (Decreased) Amount		Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$	70,221.40			\$	70,221.40														
2018	543-500385	Adult In Home Care	multiple	\$	147,479.60			S	147,479.60														
2019	543-500385	Adult In Home Care	multiple	\$	147,479.60			S	147,479,60														
2020	543-500385	Adult In Home Care	multiple	\$	73,739.80	\$	-	S	73,739,80														
2021	543-500385	Adult In Home Care	multiple	S		\$	73,739,80	\$	73,739.80														
2022	543-500385	Adult In Home Care	multiple	5		s	73,739,80	S	73,739.80														
		Subtotal		\$	438,920.40	\$	147,479.60	\$	586,400.00														
		Grand Total		\$	495,933.58	\$	166,633.80	\$	662,567.38														

North Country Home Health & Hospice Agency, Inc.

05-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HMS: 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	5	37,828.44		\$	37,828.44	
2018	540-500382	SS Contracts	multiple	\$	79,458.84		\$	79,458.84	
2019	540-500382	SS Contracts	multiple	S	79,458.84		5	79,458.84	
2020	540-500382	SS Contracts	multiple	S	-	Ş ·	. \$	•	
2021	540-500382	SS Contracts	multiple	\$		S	. 5		
2022	540-500382	SS Contracts	multiple	S		\$. \$		
	Ĭ I	Subtotal		\$	196,746.12	\$. 5	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	Cur	rent Modified Budget	Increased (Decreased) Amount	Revi	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	S	117,182.56		5	117,182.56
2018	543-500385	Adult In Home Care	multiple	5	246,107.84		\$	246,107.84
2019	543-500385	Adult In Home Care	multiple	S	246,107.84		\$	246,107.84
2020	543-500385	Adult In Home Care	multiple	S	-{	\$	- 5	
2021	543-500385	Adult In Home Care	mutiple	S		Ş	- \$	-
2022	543-500385	Adult in Home Care	mutiple	5	-1	\$. 5	
_		Subtotal		\$_	609,398.24	\$.	- \$	609,398.24
		Grand Total	,	\$	806,144.36	\$	- \$	806,144,36

Visiting Nurse Home Care & Hospice of Carroll County

05-85-48-481010-7872 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	lass/Object Class Title		Current Modified Budget		Increased (Decreased) Amount		Revised Modified Budget	
2017	540-500382	SS Contracts .	multiple	\$	36,236.20			5	36,236.20
2018	540-500382	SS Contracts	multiple	\$	76,122.80			\$	76,122.80
2019	540-500382	SS Contracts	multipla	\$	76.122.80			5	76,122.80
2020	540-500382	SS Contracts	multiple	\$	76,122.80	\$		\$	76,122.80
2021	540-500382	SS Contracts	multiple	S	•	\$	76,122.80	\$	76,122.80
2022	540-500382	SS Contracts	multiple	S	•	5	76,122.80	\$	76,122.80
•		Subtotal		S	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	/Object Class Title .		Current Modified Budget			ncreased Decreased) Amount	Ravised Modified Budget		
2017	543-500385	Adult In Home Care	mulipla	\$	90,325.03			\$	90,325.03	
2018	543-500385	Adult In Home Care	mutliple	S	189,701.42			\$	189,701.42	
2019	543-500385	Adult In Home Care	multiple	\$	189,701,42			S	189,701.42	
2020	543-500385	Adult In Home Care	multiplo	\$	189,701.42	S	-	\$	189,701.42	
2021	543-500385	Adult In Home Care	multiple	S		\$	189,701.42	.\$	189,701.42	
2022	543-500385	Adult In Home Care	multiple	\$		5	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,

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(Đ	ncreased ecreased) Amount	Revi	sed 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			s	15,127,93
2020	540-500382	SS Contracts	multiple	\$	15,127.93	\$		\$	15,127,93
2021	540-500382	SS Contracts	multiple	\$		\$ ·	15,127,93	S	15,127,93
2022	540-500382	SS Contracts	mutiple	٠\$.	-	\$	15,127.93	\$	15,127,93
		Subtotat		\$	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

		43% FEU	EKAL, 00%	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	mutiple	\$ 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	S -	\$ 902,442.36	\$ 902,442.36
		Subjotal		\$ 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	Cu	rrant Modifled Budget	(Dec	Increased reased) Amount	Re	vised Modified Budget
2017	540-500382	SS Contracts	multiple	S	379,541.17	\$		\$	379,541.17
2018	540-500382	SS Contracts	multiple	S	713,556.69	\$	-	\$	713,556.69
2019	540-500382	SS Contracts	multiple	S	713,556.69	S		\$	713,556.69
2020	540-500382	SS Contracts	multiple	S	713,556.69	\$		\$	713,556.69
2021	540-500382	SS Contracts	multiple	\$	•	S.	713,556.69	\$	713,558.69
2022	540-500382	SS Contracts	multiple	S		\$	713,558.69	٠\$	713,558.69
	·	Sublotal		\$	2,520,211:24	\$	1,427,113.38	\$	3,947,324,62

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	s .	\$ 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	S -	\$ 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	S -	\$ 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	\$1,4,377,492.22	\$39,622,060.90



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, 2091 (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:

- Form P-37 General Provisions, Block 1.7, Completion Date, to read: June 30, 2022
- 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:
 - 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.

Cornerstone VNA RFA-2017-BEAS-01-INHOM-04-A03

Amendment #3
Page 1 of 3

Contractor Initial Date 5-27-2020



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

Name: Deborah D. Scheetz

Title: Director

Comerstone VNA

5-27-2030

File: Co



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	•	Catherine Pinos
Date	Name: Title:	Catherine Pinos, Attorney
I hereby certify that the foregoing Amer the State of New Hampshire at the Mer	ndment was a eting on:	oproved by the Governor and Executive Council of (date of meeting)
	OFFICE	OF THE SECRETARY OF STATE
Date	Name: Title:	

Cornerstone VNA

RFA-2017-BEAS-01-INHOM-04-A03

Amendment #3

Page 3 of 3



Exhibt 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).
 - 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.

Comerstone VNA

Exhibit A Amendment #3

Page 1 of 10

Contractor Initials #2 Date 5-27-2020

RFA-2017-BEAS-01-INHOM-04-A03



Exhibt 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.
- 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

Cornerstone VNA

Exhibit A Amendment #3

Date 5-27-2020

Contractor Initials

RFA-2017-BEAS-01-INHOM-04-A03

Page 2 of 10



Exhibt 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

Cornerstone VNA

Exhibit A Amendment #3

77.

Contractor Initials

RFA-2017-BEAS-01-INHOM-04-A03

Page 3 of 10

Date 5-27-2020



Exhibt A Amendment #3

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 personcentered 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.

Cornerstone VNA

Exhibit A Amendment #3

Contractor Initial

RFA-2017-BEAS-01-INHOM-04-A03

Page 4 of 10

Date 5-27-2070



Exhibt 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

Cornerstone VNA

Exhibit A Amendment #3

RFA-2017-BEAS-01-INHOM-04-A03

Page 5 of 10

Contractor Initials // Date 5:27-2026



Exhibt A Amendment #3

- 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.

Comerstone VNA

Exhibit A Amendment #3

Data 5.27.2020

Contractor Initial

RFA-2017-BEAS-01-INHOM-04-A03

Page 6 of 10



Exhibt A Amendment #3

- 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:

Comerstone VNA

Exhibit A Amendment #3

77,5

Contractor Initiats

RFA-2017-BEAS-01-INHOM-04-A03

Page 7 of 10

Date 5.27-2020



Exhibt 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 swill 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.

Cornerstone VNA

Exhibit A Amendment #3

Contractor Initial

Date 5-27-2020

RFA-2017-BEAS-01-INHOM-04-A03

Page 8 of 10



Exhibt 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:

Cornerstone VNA

Exhibit A Amendment #3

Contractor Initiats (

RFA-2017-BEAS-01-INHOM-04-A03

Page 9 of 10-

Date 5-27-2020



Exhibt A Amendment #3

- 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.

Cornerstone VNA

Exhibit A Amendment #3

RFA-2017-BEAS-01-INHOM-04-A03

Page 10 of 10

Contractor Initials

Date _5-27-2020

Exhibit B-1 Amendment #3 Rate Sheet

·	Adult In-Home Ca	re - Cornerston	e VNA	 .
	01/01/2017 through	06/30/2017 Service	Linite	
		Total # of Units	of Circus	Total Amount of
ł	İ	Service		Monthly Funding being
		anticipated to be	,	Requested for each
Adult In-Home Care Title XX In Home Services	Unit Type	delivered.	Rate per Service	Service
Title IIIB In Home Services	1/2 Hour	6,36	4 \$9.58	
Title IIIB Home Health Aide	1/2 Hour	— 	0 \$9.50	3 \$
Title IIIB Nursing	1/2 Hour	12	7.4.5	1,000.00
	1.1.1.02.		\$24.50	
	07/01/2017 through (6/30/2018 Service	Units	\$ 1,500.00
		Total # of Units o	1	. Total Amount of
}		Service		Monthly Funding being
Adult In-Home Care		anticipated to be		Requested for each
Title XX in Home Services	1/2 Hour	delivered.	Rate per Service	Service
Title III8 In Home Services	1/2 Hour	12,72		
Title IIIB Home Health Aide	1/2 Hour		\$10.06	
Title titlB Nursing	. 1/2 Hour	231		1 - 0,100.01
		<u>-</u>	\$25.73	!
	7/01/2018 through 0	6/30/2019 Service	Unita	3138,07
		Total # of Unite of	1 .	Total Amount of
	· ·	Sorvice		Monthly Funding being
		anticipated to be		Requested for each
Adult In-Home Care	Unit Type	delivered.	Rate per Service	Service
Title XX in Home Services Title IIIB in Home Services	1/2 Hour	12,728		
Title IIIB Home Health Aide	1/2 Hour		410.00	\$
Title IIIB Nursing	1/2 Hour 1/2 Hour	239		V,100.01
	[172 HOU!	0	\$25.73	\$
0	7/01/2019 through 06	/30/2020 Service	Units	\$ 3,138.07
-		Total # of Units of	<u> </u>	Total Amount of
		Service.	,	Monthly Funding being
A 4. 70 A 44		anticipated to be		Requested for each
Adult In-Home Care Title XX In Home Services	Unit Type	delivered.	Rete per Service	Service
Title IIIB In Home Services	1/2 Hour	10,670	\$12.00	\$ 128,043.68
Title IIIB Home Health Aide	1/2 Hour		\$12.00	\$
Itle IIIB Nursing	1/2 Hour	196	\$16.00	
	172 11001	0	\$25.73	\$.
07	7/01/2020 through 06	/30/2021 Service I	Inite	
		Total # of Units of	377108	Yabal A
•	· ·	Service	'	Total Amount of
		anticipated to be		Monthly Funding being Requested for each
Adult In-Home Care	Unit Type	delivered.	Rate per Service	Service
ille XX In Home Services	1/2 Hour	10,670	\$12.00	\$ 128,043.68
itle IIIB In Home Services itle IIIB Home Health Alde	1/2 Hour	0	\$12.00	\$
itle IIIB Nursing	1/2 Hour	196	\$16.00	\$ 3,138.07
ine the typishing	1/2 Hour	. 0	\$25.73	<u>\$</u>
	/01/2021 through 06/	20/2002 Carrier I		
	101/2021 (11/00/1/1/06/		Inits	
	1	Total # of Units of Service		Total Amount of
		anticipated to be		Monthly Funding being
Adult In-Home Care	Unit Type	delivered.	Rate per Service	Requested for each
tle XX In Home Services	1/2 Hour	10,870		Service \$ 128,043.68
tle IIIB In Home Services	1/2 Hour	0		\$ 120,043.08
tle IIIB Home Health Aide	1/2 Hour	196	\$16.00	
tle IIIB Nursing	1/2 Hour	0		\$

Carnerstone VNA

Exhibit B-1 Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-04-A03

Page 1 of 1 '

Date: 5-27-2020

MAY17'19 AM11:26 DAS







Jeffrey A. Mevers Commissioner

Deborah D. Scheetz 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. 2 4	\$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
pee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

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.

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

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

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
	·	Sublotal	[\$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
		Subtotal		\$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

	TOWN COCKETONE .										
Fiscal Year	Class/Object	Closs Title	Job Number	Cur	rent Modified Budget	Increased (Decreased) Amount	Revised Modified Budget				
2017	2017 540-500382 SS Contracts	SS Contracts	multiple	S	32,686.96		\$32,686.96				
2018	540-500382	SS Contracts	multiple	S	68,649.44		\$68,849.44				
2019	540-500382	 SS Contracts 	mutiple	\$	68,649.44		\$68,649.44				
2020	540-500382	SS Contracts	mutiple			\$ 68,649.44	\$68,649.44				
		Subtotel			\$169,985,84	\$68,649,44	\$238,635,28				

Fiscol Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$ 726,508.88		\$726,508.88
2018	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.28
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.26
2020	543-500385	Adul In Home Care	mutiple	•	\$ 1,525,810.26	\$1,525,810.26
		Subtotal		\$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

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	
		Subtolal		\$397,411.32	\$160,497.72	

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	
		Subtotal		\$3,071,203.72	\$1,240,317.52	
<u>. </u>		Total		\$3,468,615.04	\$1,400,815.24	

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, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
1 2017	540-500382	SS Contracts	mutiple	\$1,500.00		\$1,500.00
2018	540-500382	` SS Contracts	mutiple '	\$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	
· · ·		Sublotel		\$7,776.14	\$3,138.07	\$10,914.21

Fiscal Yoar	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	
	<u> </u>	Subtotal		\$317,054.48	\$128,043.68	\$445,098.16
		Total		\$324,830.62	\$131,181.75	\$456,012.37

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	Closs/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$3,228.46		\$3,228.46
2018	540-500382	SS Contracts	mutiple	\$6,780.44		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$8,780.44
		Subtotal		\$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	mutiple	\$29,650.10		\$29,650.10
2018	543-500385	Adult In Home Care	mutiple	\$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
		Subtotal		\$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	mutliple	\$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
		Subtotal	1	\$171,506.44	\$0.00	\$171,506.44

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
	1	Subtotal		\$2,010,715.08	\$0.00	\$2,010,715.08
	 	Total		\$2,182,221.52	\$0.00	\$2,182,221.52

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 Trile	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
		Subtotal		\$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

Fiscol Year	Class/Object	Class Yille	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
		Subtotal		\$0.00	\$812,033.14	\$812,033.14
		Total		\$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	540-5003B2	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	٠.	\$89,061.18
2020	540-500382	SS Contracts	multiple.		\$89,061.18	\$89,061.18
		Subtotal		\$242,804.13	\$ 89,061.18	\$331,865.31

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
		Sublotal		\$1,655,889.71	\$605,340.38	\$2,261,230.09
		Total		\$1,898,693.84	\$694,401.56	\$2,593,095.40

FISCAL DETAILS

Lake Sunapee Community Health Services (Vendor Code 174248)

05-95-48-481010-7672 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

Fiscel Year			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
		. Subtotal		\$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; 65% 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	mutiple	\$246,470.00		\$246,470.00
2019	543-500385	Adult In Home Care	mutiple	\$246,470.00		\$246,470.00
2020	543-500385	Adult In Home Care	multiple		\$ 246,470.00	\$246,470.00
•		Sublotal		\$658,972.50	\$246,470.00	\$915,442.50
		Total		\$858,635.30	\$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

Fisce! 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
		Subtotal	,	\$47,436.08	\$9,577.10	\$57,013.18

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	017 543-500385 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	muttiple	\$0.00	\$ 73,739.80	\$73,739.80
	T	Subtotal		\$365, 180.60	\$73,739.80	\$438,920.40
]	Total		\$412,616.68	\$83,316.90	\$495,933.58

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/Object Class Title		Current Modified Budget	, Increased (Decreased). Amount	Revised Modified Budget	
2017	2017 540-500382 SS Comtracts		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	
	[Subtotal		\$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

Fiscel Yoar	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	Adul 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	muliple	\$0.00		\$0.00
	1	. Subtotal		\$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 Trie	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
		Subtotal		\$188,481.80	\$76,122.80	\$264,604.60

	Fiscal Year	Class/Object	Class/Object Class Title Job N		Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget	
ſ.	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	
L	2019	543-500385	Adult In Home Care	multiple	\$189,701.42		\$189,701.42	
Е	2020	543-500385	Adult in Home Care	multiple		\$189,701.42	\$189,701.42	
Γ			Sublotal		\$469,727.87	\$189,701.42	\$659,429.29	
E	·		Total		\$658,209.67	\$265,824.22	. \$924,033.89	

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/Object Class Title Jo		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
		Subtotal		\$37,469.80	\$15,127.93	\$52,597.73

49797 25 25 75 75 75 75 75 75 75 75 75 75 75 75 75									
Fiscal Year	Class/Object	lass/Object Class Title		Current Modified Budget	Increased (Occreased) Amount	Revised Modified Budget			
2017	543-500385	Adult In Home Care	mutiple	\$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	mutiple	\$0.00	\$ 902,442,36	\$902,442.36			
		Subtotal	Ī	\$2,234,576.46	\$902,442.36	\$3,137,018.82			
	Total			\$2,272,046.26	\$917,570.29	\$3,189,616.55			
			Smad Fotals:	\$18 055 822 57	\$7.188.746.11	\$25,244,568,68			



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 603-271-9546 1-800-852-3346 Ext. 8846 Fax: 603-271-4912 TDD Access: 1-800-738-2964 www.dhbs.nb.gov

January 11, 2017

Jeffrey A. Meyers Commissioner

Christiae L. Santaniello Director

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

IH man

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

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 Page 3 of 3.

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. Santas

Director

Approved by: Jeffrey A. I

Commissioner

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,

	,	3076 FEUE	RAL, 10% G	ENE	KAL		
Fiscal Year	Class/Object	Ctass Title	Job Number Current Modified Budget		Increased (Decreased) Amount	Revised Modified Budget	
2017	540-500382	SS Contracts	multiple	5	25,107,46	. 50.00	\$25,107,46
2018	540-500382	SS Contracts	multiple	s	50,214,92	S 2,523,72	
2019	540-500382	SS Contracts	multiple	S	12,558.52		
	<u> </u>	Subtotal			\$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% FEOERAL; 55% GENERAL

Fiscal Year	Ctass/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple :	S 175,783.42	\$0.00	\$175,783,42
2018	543-500385	Payments to Providers	multiple	\$ 351,557,26	S 17,614,56	\$369,171,82
2019	543-500385	Payments to Providers	multiple	\$ 87,886.92	\$ 281,284,90	
	,	Subtotal		\$615,227.60	\$298,899,46	\$914,127,06
		Total		\$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 Tale	Job Number	ł	ent Modified Budget		Increased Decreased) . Amount :	Revised Modified Budget
2017	540-500382	SS Comracts	multiple	\$	32,686,96		\$0.00	\$32,686,96
2018	540-500382	SS Contracts.	multiple	\$	65,373.92	5	3,275,52	
2019	540-500382	SS Contracts	multiple	2.	15,343,48	S	52,305,96	
		Subtotal		\$	114,404.36		\$55,581.48	

_	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	5 726,508,88	\$0.00	\$726,508.88
L	2018	543-500385	Paymonts to Providers	multiple	\$ 1,453,008,18	\$ 72,802.08	
	2019	543-500385	Payments to Providers	multiple	5 363,254.44		
ᆫ			Subtolat		\$2,542,771.50	\$1,235,357,90	\$3,778,129,40
L		L	Total		\$2,657,175.86	\$1,290,939.38	\$3,948,115.24

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,

Fiscal Year	Class/Objec:	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	\$7,565.96	
2019	540-500382	5S Contracts	multiple '	538,232,44	\$122,285,28	
	<u> </u>	Sublolal		\$267,480.08	\$129,931.24	

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,

Fiscal Year	Ctass/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		
2019	543-500385	Adult In Home Care	multiple	\$ 295,293.92		
	ļ	Sublotal Sublotal		\$2,066,999.96	\$1,004,203.76	\$3,071,203,72
	<u> </u>	Total		\$2,334,480.04	\$1,134,135.00	\$3,468,615,04

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% FEU:	CKAL, 00% (SENERAL		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Oecreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$1,500,00	\$0.00	\$1,500,00
2018	540-500382	SS Contracts	mutiple	\$2,987.50		- 10000
2019	540-500382	SS Contracts	muliple	\$750.00		00,100.01
		Subtotal		\$5,237.50	\$2,538.64	

Fiscal Year	Class/Object	Class Tidle	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	
2019	543-500385	Adul In Home Care	mutiple	\$30,483.56	\$97,560,12	
<u> </u>	 	Sublolal		\$213,384.92	\$103,669.56	\$317,054,48
	<u> </u>	Total		\$218,622.42	\$106,208.20	

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.

		40777201	CRAL, DOW (<u> </u>		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budger	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	muliple	\$3,228,46	\$0.00	\$3,228,46
2018	540-500382	SS Contracts	multiple"	\$6,456,92	\$323.52	
2019	540-500382	SS Comracts	mutiple	\$1,619.02	\$5,161.42	
•		Subtotal		\$11,304.40	\$5,484,94	

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 Increased Fiscal **Current Modified** Revised Modified Class/Object Class Title Job Number (Decreased) Year Budget Budget Amount 2017 543-500385 Adult In Home Care \$29,650.10 mutiple SO.00 \$29,650,10 2018 543-500385 Adult In Home Care \$59,300.20 mutiple \$2,971.20 562,271,40 2019 543-500385 Adult In Home Care mutiple \$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 Increased Fiscal **Current Modified** Revised Modified Ctass/Object Class Title Jab Number (Decreased) Year Budget Budget Amount 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

Fiscal Year	Ctass/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$385,648.80	\$0,00	\$386,648,80
2018 -	543-500385	Adult In Home Care	muttiple	\$773,288.02	\$38,745,12	\$812,033,14
2019	543-500385	Adult In Home Care	multiple	\$193,324.40	\$618,708,74	
		Subtotal		\$1,353,261.22	\$657,453.86	
		Total		\$1,468,695.68	\$713,525.84	\$2,182,221,52

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, CRANTS 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	589,061,18
2019	540-500382	SS Contracts	multiple	521,203,44	\$87,857,74	589,061.18
		Subloial		\$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	Jab 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	\$576,447.76	\$28,892.62	\$605,340.38
2019	543-500385	Adult In Home Care	multiple	5144,114.34	\$461,226,04	\$605,340.38
		Subjoial		\$1,165,771.05	\$490,118.66	\$1,655,889.71
		Total		\$1,336,458.00	\$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
·		Subtotal		\$140,095.00	\$59,567.80	\$199,662.80

	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		
.[].		Subtotal		\$469,420.00	- \$199,552.50	\$668,972.50		
		Total		\$609,515.00	\$259,120.30	\$868,635.30		

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.

	GON FEDERAL, BUN 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	\$0.00	\$9,127.68		
2018	540-500382	SS Contracts	multiple	\$18,235,20	\$918.00	519,154.20		
2019	540-500382	SS Contracts	· multiple	\$4,563.84	\$14,590.36	\$19,154.20		
		Sublotal		\$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	5140,442.80	\$7,036.80	\$147,479.60
2019	543-500385	Adult In Home Care	multiple	\$35,120.28	\$112,359.32	\$147,479.60
		Subtotal		\$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
		Subtotal		\$132,399.54	\$64,346.58	\$196,746.12

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$117,182.56	\$0.00	\$117,182.56
2018	543-500385	Adult In Home Care	mutiple	\$234,365,12	\$11,742.72	\$246,107.84
2019	543-500385	Adult In Home Care	mutiple	\$58,591.28	\$187,518.56	\$246,107,84
		Subtotal		\$410.138.95	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$805,144.36

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% FEU	ERAL, 60% (PENERAL	_	
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	536,236,20	\$0.00	\$38,236,20
2018	540-500382	SS Contracts	multiple	\$72,472.40	\$3,650,40	
2019	540-500382	SS Contracts	multiple	\$18,118.10	\$58,004,70	
		Subtotal		. \$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: ELOERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL: 55% GENERAL

Fiscal Yoar	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mulliple	\$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	
	£	Subtotal	,	\$316,135.21	\$153,592.66	\$469,727,87
		Total	,	\$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	
		Subtotal		\$25,221,92	\$12,247.88	

D5-95-48-481010-9255 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	543,058,88	\$902,442,36
2019	543-500385	Adult In Home Care	multiple	\$214,850.66	\$687,591.70	
		Sublotal		\$1,503,925.88	\$730,650.58	\$2,234,576.46
		Total		\$1,529,147.80	\$742,898.46	\$2,272,046.26

Grand Total: \$18,055,822.57





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

BUREAU OF ELDERLY & ADULT SERVICES

Maureen U. Ryan Director of Human Services

Jeffrey A. Meyers

Commissioner

129 PLEASANT STREET, CONCORD, NH 03301-3857
603-271-9203 1-800-351-1888
Fex: 603-271-4643 TOD Access: 1-800-736-2964 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
ð		TOTAL:	\$9,746,988.95

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 2 of 3

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.

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 3 of 3

Nine (9) of the selected vendors are included in this package. The Department awarded two (2) separate contracts reproactively 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 Ù. Âyan

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 Fisical Year	Revised Modified
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)

And the the deleteration of the second of th			
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
<u> </u>		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
<u> </u>		Subtotal	\$267,480.08

Cornerstone VNA (Vendor #230881)

delineration of the Comment of the C				
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 Aegncy (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 #154849)

Class / Account \	Class Thie	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 Madified Budget
540-500382	Social Services Contracts	2017	\$35,236.20
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)

THE BETTOO (TELLOO) WITTER			
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
1		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 #177186)

Class / Account	Class Title	Stato Fiscal Yoar	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

Comeratorie VNA (Vendor #230881)

Contratone var (vanious 2230001)			
. 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 Aegncy (Vendor #154643)

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 Tille	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 Hospics of Carroll Ctv (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	\$180,650.00
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 Aegncy (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
		<u> </u>	2017	\$126,561.23
			2018	· \$253,122.46
\vdash			2019	\$63,278.22
			Total Agency	\$442,961.9}

VNA at HCS (Vendor #177274)

<u> </u>	BU INCO (TENDOU HI I I I I I I I	· · · · · · · · · · · · · · · · · · ·
	2017	\$436,905.68
	2018	\$873,789.28
	2019	5218,452.84
· .	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	ali	\$0.00
		Total	\$9,746,988.95

Grand Total SFY17	2017	\$2,784,863.63
Grand Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,392,465.62
Total Contract		59,746,988.95

Account Name	Arcount #	Revised Modified Budget
,	7872-540-	
Social Services Contracts	500382	\$785,718.04
<u> </u>	9255-543-	
Adult In Home Care	500385	\$8,961,270.91
	9255-566-	
Adult Group Day Care	500918	\$0.00
Summary of Totals		59,746,988.95



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

In Home Care, In Home Health Alde, In
Home Hursing Services
RFA Name

RFA-2017-BEAS-01-IN1ON

RFA Number

Bidder Name	Pasarfall	Alacimoni Points	Actual Points
Androscoggin Valley Home Care		150	134
Area Home Care Family Services		150	עו
Child & Family Services (Hillsborough CO)		150	140
Child & Family Services (Marrimack CO)		150	140
CornerStone VNA		150	122
Franklin VNA & Hospice		150	174
Lako Sunapee Ragion VNA & Hospica		. 150	95
Lakes Region Community Services (Belknap CO)	.'	150	131
Lakes Region Community Services (Gration CO)		150	147
Lakes Region Community Services (Sullivan CO)		150	147
North Country Home Health & Hospice Agency {Coos Co}		150	. 139
North Country Home Health & Hospice Agency (Grafton CO)		150	119
Northwoods Home Health & Hospice	-	150	80
The Homemakers Health Services		150	142
Visiting Nurse Home Care & Hospice of Carroll County		150	133
VNA at HCS, Inc.		150	141

. 6 VO	Tracey Tair, Administrator II Elder & Adult Services Rachel Latin, Proc Operations			
Rachel Latin, Prog Operations Administrator, BEAS Adult Protein Angels Rivers, Supervisor V, BEA Adult Pricin Intake Unit				
·		-		
5				
5,				_
7.				
8				
Đ.				

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 Easter Seals New Hampshire, Inc. ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on December 21, 2016, (Item #16) for The Homemakers Health Services, and as subsequently amended on February 7, 2018 (Item #14) for The Homemakers Health Services, which was subsequently assigned to Easter Seals New Hampshire, Inc. on September 1, 2018, as amended as 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, 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, 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:

- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$2.493.413.12.
- 2. Modify Exhibit A, Amendment #3, Scope of Services, Section 2, Scope of Work by adding Subsection 2.10., to read:
 - 2.10. 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:
 - 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, 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.

Contractor Initials:

RFA-2017-BEAS-01-INHOM-10-A04

Easter Seals New Hampshire, Inc.

9/1/2021 Date: ____ 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	Christine Santániello
Date	Name: Christine Santaniello Title: Associate Commissioner
	Easter Seals New Hampshire, Inc.
9/1/2021	Elin Tranor
Date	Name: Elin Treanor

The preceding Amendment, havi execution.	ing been reviewed by this office, is approved as to form, substance, and
	OFFICE OF THE ATTORNEY GENERAL
	DocuSigned by:
9/3/2021	J. Christopher Marshall
Date	Name: J. Christopher Marshall
·	Title: Assistant Attorney General
	g Amendment was approved by the Governor and Executive Council of he Meeting on: (date of meeting)
	OFFICE OF THE SECRETARY OF STATE
	<u> </u>
Date	Name:
	Title:

Exhibit B-1 Rate Sheet, Amendment #4

In-Hon	ne Care, In-Home ł	Health Aide, In-He	ome Care Nursing	
•	Easter Seal	s New Hampshire	e, Inc.	
	01/01/2017 throu	igh 06/30/2017 Serv	ice Units	
		Total # of Units of		Total Amount of
		Service		Monthly Funding being
		anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour		\$9.58	· · · · · · · · · · · · · · · · · · ·
Title IIIB In Home Services	1/2 Hour		\$9.58	
Title IIIB Home Health Aide	1/2 Hour		\$12.50	T
Title IIIB Nursing	1/2 Hour		\$24.50	1

<u> </u>	07/01/2017 throu	igh 06/30/2018 Service Unit	ts	
		Total # of Units of Service anticipated to be	Rate per	Total Amount of Monthly Funding being Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour		\$10.06	
Title IIIB In Home Services	1/2 Hour		\$10.06	
Title IIIB Home Health Aide	1/2 Hour		\$13.13	
Title IIIB Nursing	1/2 Hour		\$25.73	

07/01/2018 through 06/30/2019 Service Units							
٠.		Total # of Units of Service anticipated to be	Rate per	Total Amount of Monthly Funding being Requested for each			
In Home Services	Unit Type	delivered.	Service	Service			
Title XX In Home Services	1/2 Hour	i	\$10.06				
Title IIIB In Home Services	1/2 Hour		\$10.06				
Title IIIB Home Health Aide	1/2 Hour		\$13.13				
Title IIIB Nursing	1/2 Hour		\$25.73				

	07/01/2019 throu	igh 06/30/2020 Service Unit	s		
		Total # of Units of	<u> </u>	Total Amount of	
		Service		Monthly Funding being Requested for each	
		anticipated to be	Rate per		
In Home Services	Unit Type	delivered.	Service	Service	
Title XX In Home Services	1/2 Hour	67,669	\$12.00	\$ 812,033.14	
Title IIIB In Home Services	1/2 Hour	4,628	\$12.00	\$ 55,541.26	
Title IIIB Home Health Aide	1/2 Hour	739	\$16.00	\$ 11,817.00	
Title IIIB Nursing	1/2 Hour	74	\$25.73	\$ 1,904.02	

07/01/2020 through 06/30/2021 Service Units								
		Total # of Units of	<u> </u>	Total Amount of				
		Service		Monthly Funding being				
		anticipated to be	Rate per	Requested for each				
In Home Services	Unit Type	delivered.	Service	Service				
Title XX In Home Services	1/2 Hour	67,669	\$12.00	\$ 812,033.14				
Title IIIB in Home Services	1/2 Hour	4,628	\$12.00	\$ 55,541.26				
Title IIIB Home Health Aide	1/2·Hour	739	\$16.00	\$ 11,817.00				
Title IIIB Nursing	1/2 Hour	74	\$25.73	\$ 1,904.02				

07/01/2021 through 06/30/2022 Service Units							
		Total # of Units of	1	Total Amount of			
		Service		Monthly Funding being			
		anticipated to be	Rate per	Requested for each			
In Home Services	Unit Type	delivered.	Service	Service			
Title XX In Home Services	1/2 Hour	55,130	\$12.00	\$ 661,560.00			
Title IIIB In Home Services	1/2 Hour	4,628	\$12.00	\$ 55,541.26			
Title IIIB Home Health Aide	1/2 Hour	739	\$16.00	\$ 11,817.00			
Title IIIB Nursing	1/2 Hour	74	\$25.73	\$ 1,904.02			

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 EASTER SEALS NEW HAMPSHIRE, INC. is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on November 06, 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: 61290

Certificate Number: 0005334269



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 1st day of April A.D. 2021.

William M. Gardner

Secretary of State

CERTIFICATE OF AUT	THORITY 3
·	٠
I,Cynthia Ross(Name of the elected Officer of the Corporation/LLC; cann	, hereby certify that: not be contract signatory)
I am a duly elected Clerk/Secretary/Officer ofEaster Seals N	lew Hampshire, Inc
2. The following is a true copy of a vote taken at a meeting of the held on _February 10, 2021, at which a quorum of the Direct (Date)	
VOTED: That Elin Treanor, CFO (may list more than one person) (Name and Title of Contract Signatory)	
is duly authorized on behalf of <u>Easter Seals New Hampshire</u> , <u>Inc.</u> State	to enter into contracts or agreements with the
(Name of Corporation/ LLC)	
of New Hampshire and any of its agencies or departments and furting agreements and other instruments, and any amendments, revision judgment be desirable or necessary to effect the purpose of this v	ons, or modifications thereto, which may in his/he
	eattached. This authority remains valid for thirty certify that it is understood that the State of New on(s) listed above currently occupy the position(s) on. To the extent that there are any limits on the

Client#: 497072

EASTESEA7

CERTIFICATE OF LIABILITY INSURANCE ACORD.

DATE (MM/DD/YYYY) 8/26/2021

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(les) must have ADDITIONAL INSURED provisions or be endorsed.

If SUBR	OGATION IS WAIVED, subject t	o the	tern	ns and conditions of the certificate holder in lieu	policy.	certain police	iles may requ	ilre an endorsement.	4 statem	ent on
PRODUCER	ancate cost not comer any rigi		,,,,,		CONTA	CT	(-)-			
	rance Services LLC						4-0123	FAX		
3 Executi	ive Park Drive, Suite 300				PHONE (A/C, No, Ext): 855 874-0123 (A/C, No):					
Bedford.	NH 03110				ADDRESS:				 	
855 874-0									18058	
INSURED	-			•		· · · · · · · · · · · · · · · · · · ·	prita ilicomina	y madrance co.		10030
INSUKED	Eastor Seals NH, Inc.				MISURE					
	555 Auburn Street				INSURE					
	Manchester, NH 03103					RD:				
						RE:		· · · · · · · · · · · · · · · · · · ·		
	050	T1516		NUMBER.	INSURE	RF:		OCHICION MINDED.		<u> </u>
COVERAC	GES CER TO CERTIFY THAT THE POLICIES			NUMBER:	VE REE	NISSUED TO		REVISION NUMBER:	IE BOLIC	Y PERIOD
INDICATE	ED, NOTWITHSTANDING ANY REC CATE MAY BE ISSUED OR MAY P IONS AND CONDITIONS OF SUCH	DUIRE ERTA	EMEN	T, TERM OR CONDITION OF THE INSURANCE AFFORDER	F ANY D BY T	CONTRACT OF HE POLICIES N REDUCED I	R OTHER DO DESCRIBED I BY PAID CLAI	CUMENT WITH RESPECT HEREIN IS SUBJECT TO	T TO WH	ICH THIS
INSR LTR	TYPE OF INSURANCE	ADDL	SUBR WVD	POLICY NUMBER		POLICY EFF (MM/DD/YYYY)	POLICY EXP	ĻIM	179	
A X C	OMMERCIAL GENERAL LIABILITY	X		PHPK2319126				EACH OCCURRENCE	\$1,00	0,000
	CLAIMS-MADE X OCCUR	•					[DAMAGE TO RENTED PREMISES (EN OCCURRACE)	\$100,	
 								MED EXP (Any one person)	\$5,00	
								PERSONAL & ADV INJURY		0,000
GENT	AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE		0,000
 	OUCY PRO- X LOC							PRODUCTS - COMP/OP AGO		0,000
	THER:								5	
	MOBILE LIABILITY	X	X	PHPK2319129		09/01/2021	09/01/2022	COMBINED SINGLE LIMIT (Ea accident)	-1.00	0,000
^ 	NY AUTO	*-	``			,		BODILY INJURY (Per person)		-1-,
	WNFD SCHEDULED							BODILY INJURY (Per acciden		
	RED V NON-OWNED							PROPERTY DAMAGE (Per accident)	s	
 	UTOS ONLY AUTOS ONLY							(Per accident)	1	
A	MBRELLA LIAB X OCCUR	X	V	PHUB783186		00/04/2024	00/04/2022	EACH OCCURRENCE	415.0	00,000
∵ ⊨≏		^	^	PHOD103100		09/01/2021	03/01/2022	AGGREGATE	_	00,000
	- Countries							AGGREGATE		00,000
	ED X RETENTION \$ 10K	-						PER OTI	1. 5	
AND EA	MPLOYERS' LIABILITY VIN								1	
OFFICE		H/A				j		E.L. EACH ACCIDENT	<u> </u>	···
liiven d	story in NH) describe under							E.L. DISEASE - EA EMPLOYE		·
DESCR	RIPTION OF OPERATIONS below					20/24/2024	00/04/0000	E.L. DISEASE - POLICY LIMIT	Γ \$	
A EDP			١.	PHPK2319126		09/01/2021	09/01/2022	\$1,619,050		
								\$500 Deductible	T1 44	
		L						Special Form Incl	nett	
DESCRIPTION	N OF OPERATIONS / LOCATIONS / VEHIC nontal Names*: Easter Seals I	LES (/	ACORE	i 101, Additional Remarks School Manchester Alcohol D	uw, may Zohobi	be attached if mo litation Con	ore apace is requ that inc. Al-	ree) oa The Earnum		
Contro	Easter Seals VT, Inc., & The I	uici i	111U.,	manuncater Attoritor n kare Haalth Sanzinas	The C	eneral Lish	ility nolley	Includes a		
	:aster Seals VI, Inc., & Ine i Automatic Additional Insure									
	tion status to the Certificate									
	the named insured and the	carti	ınca	te noider that requires	sucn	status, and	only with I	egara to the		
(See Atta	ched Descriptions)							·		
CERTIFIC	ATE HOLDER				CANO	ELLATION	<u> </u>			
	Contracts & Procuremen DHHS, State of NH 129 P		ant		THE	EXPIRATION	DATE THE	SCRIBED POLICIES BE (REOF, NOTICE WILL LICY PROVISIONS.		
	Street Concord, NH 03301				AUTHO	RIZED REPRESE	NTATIVE			

© 1988-2015 ACORD CORPORATION. All rights reserved.

per interiore, approve comit in the approved plates, appelled to the appelled in a comment of the comment of th	DESCRIPTIONS (Continued from Page 1)	a tub a sumulatur and gu
above referenced on behalf of the	e named insured. The General Liability policy contains a special	<u> </u>
endorsement with "Primary and I	Non-Contributory" wording.	
•		
	·	
		į
4		
		1
	•	
	·	
	•	
•	•	
•		`
		ļ
·		
	and the same of the same of the same of the same of the same of the same of the same of the same of the same of	

ĄCORĎ°

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 10/29/2020

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.

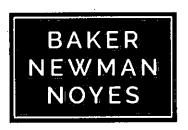
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(les) must be endorsed. If SUBROGATION IS WAIVED, subject to

	ne terms and conditions of the policy, ertificate holder in lieu of such endors		<u> </u>		ent on this ce	ertificate does not confer right	ts to the	
PRO	DUCER ·		·	CONTACT Tina Ho	usman			
Hay	s Companies Inc.			PHONE FAX (A/C, No, Ext): (A/C, No):				
133	Federal Street, 4th Floor			E-MARL ADDRESS: thousman@hayscompanies.com				
					NAIC #			
Bos	ton MA 02	110				Insurance Company	21105	
INSU	RED			INSURER B :				
Eas	ter Seals New Hampshire, Inc			INSURER C:				
	Auburn Street		•	INSURER D :				
				INSURER E :				
Man	nchester NH 03	103		INSURER F ;				
CO	VERAGES CER	RTIFICA	TE NUMBER: 21-22 WC	THOUSEN !		REVISION NUMBER:	-1	
CI	HIS IS TO CERTIFY THAT THE POLICIES O IDICATED. NOTWITHSTANDING ANY REQ ERTIFICATE MAY BE ISSUED OR MAY PER XCLUSIONS AND CONDITIONS OF SUCH F	UIREMEN TAIN, TH	T, TERM OR CONDITION OF AN E INSURANCE AFFORDED BY T	NY CONTRACT OR OTHER POLICIES DESCR	HER DOCUME IBED HEREIN I	NT WITH RESPECT TO WHICH TH	HIS	
INSR LTR	TYPE OF INSURANCE	ADDL SU	BR POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS		
<u>v.</u>	COMMERCIAL GENERAL LIABILITY	11120 11	- Jaret Hemoth	- Indept i i i i	[EACH OCCURRENCE \$		
	CLAIMS-MADE OCCUR					DAMAGE TO RENTED PREMISES (Ea occurrence)	/	
						MED EXP (Any one person) \$		
						PERSONAL & ADV INJURY \$		
	GEN'L AGGREGATE LIMIT APPLIES PER:					GENERAL AGGREGATE \$		
	POLICY PRO- LOC					PRODUCTS - COMP/OP AGG \$	·	
	OTHER:					\$	·	
	AUTOMOBILE LIABILITY					COMBINED SINGLE LIMIT (Ea accident)		
	ANY AUTO	1			·	BODILY INJURY (Per person) \$		
	ALL OWNED SCHEDULED AUTOS					BODILY INJURY (Per accident) \$		
	HIRED AUTOS NON-OWNED AUTOS					PROPERTY DAMAGE (Per accident)		
						. \$		
	UMBRELLA LIAB OCCUR					EACH OCCURRENCE \$		
	EXCESS LIAB CLAIMS-MADE	:				AGGREGATE \$		
	DED RETENTION \$	1	1			s		
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY					X PER OTH-		
	ANY PROPRIETOR/PARTNER/EXECUTIVE	n) I				E.L. EACH ACCIDENT \$	1,000,000	
A	OFFICER/MEMBER EXCLUDED? [Mandatory in NH]	N/A	406-733761-8	1/1/2021	1/1/2022	E.L. DISEASE - EA EMPLOYEE \$	1,000,000	
	If yes, describe under DESCRIPTION OF OPERATIONS below					E.L. DISEASE - POLICY LIMIT \$	1,000,000	
							·	
	EMPTION OF OPERATIONS / LOCATIONS / VEHICLE SUREd includes Manchester Ald							
CEF	RTIFICATE HOLDER			CANCELLATION				
	Department of Health an 129 Pleasant Street Concord, NH 03301	d Huma	n Services	SHOULD ANY OF T	DATE THEREON TH THE POLICY			
				James Hays/GSC	HIC	$\Sigma \sim$		



Mission:

Easterseals provides exceptional services to ensure that all people with disabilities or special needs and their families have equal opportunities to live, learn, work and play in their communities.



Easter Seals New Hampshire, Inc. and Subsidiaries

Single Audit Act Reports

Year Ended August 31, 2020

Baker Newman & Noyes LLC

MAINE | MASSACHUSETTS | NEW HAMPSHIRE

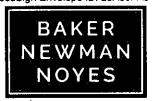
800.244.7444 | www.bnncpa.com

SINGLE AUDIT ACT REPORTS

August 31, 2020

TABLE OF CONTENTS

Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with Government Auditing Standards	
Independent Auditors' Report on Compliance For Each Major Federal Program; Report on Internal Control Over Compliance; and Report on Schedule of Expenditures of Federal Awards Required by the Uniform Guidance	3
Schedule of Expenditures of Federal Awards	5
Notes to Schedule of Expenditures of Federal Awards	9
Schedule of Findings and Questioned Costs	10
Summary Schedule of Prior Audit Findings	13



Baker Newman & Noyes LLC
MAINE | MASSACHUSETTS | NEW HAMPSHIRE
800.244.7444 | www.bnncpa.com

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

The Board of Directors
Easter Seals New Hampshire, Inc. and Subsidiaries

We have audited, in accordance with the 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, the consolidated financial statements of Easter Seals New Hampshire, Inc. and Subsidiaries (Easter Seals NH), which comprise the consolidated statement of financial position as of August 31, 2020, and the related consolidated statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated December 11, 2020.

Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered Easter Seals NH's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of Easter Seals NH's internal control. Accordingly, we do not express an opinion on the effectiveness of Easter Seals NH's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The Board of Directors
Easter Seals New Hampshire, Inc. and Subsidiaries

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Easter Seals NH's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under Government Auditing Standards.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Manchester, New Hampshire

December 11, 2020



Baker Newman & Noyes LLC
MAINE | MASSACHUSETTS | NEW HAMPSHIRE
800.244,7444 | www.bnncpa.com

INDEPENDENT AUDITORS' REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM; REPORT ON INTERNAL CONTROL OVER COMPLIANCE; AND REPORT ON SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS REQUIRED BY THE UNIFORM GUIDANCE

The Board of Directors
Easter Seals New Hampshire, Inc. and Subsidiaries

Report on Compliance for Each Major Federal Program

We have audited Easter Seals New Hampshire, Inc. and Subsidiaries' (Easter Seals NH) compliance with the types of compliance requirements described in the U.S. Office of Management and Budget (OMB) Compliance Supplement that could have a direct and material effect on each of Easter Seals NH's major federal programs for the year ended August 31, 2020. Easter Seals NH's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

Auditors' Responsibility:

Our responsibility is to express an opinion on compliance for each of Easter Seals NH's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 of the U.S. *Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Easter Scals NH's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Easter Seals NH's compliance.

Opinion on Each Major Federal Program

In our opinion, Easter Seals NH complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended August 31, 2020.

The Board of Directors
Easter Seals New Hampshire, Inc. and Subsidiaries

Report on Internal Control Over Compliance

Management of Easter Seals NH is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Easter Seals NH's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Easter Seals NH's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Report on Schedule of Expenditures of Federal Awards Required by the Uniform Guidance

We have audited the consolidated financial statements of Easter Seals NH as of and for the year ended August 31, 2020, and have issued our report thereon dated December 11, 2020, which contained an unmodified opinion on those consolidated financial statements. Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis as required by the Uniform Guidance and is not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

Baker Newmon & Noyes LLC Manchester, New Hampshire December 11, 2020

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

Year Ended August 31, 2020

Federal Grantor/Pass-Through Grantor/Program Title or Cluster Title	Federal CFDA <u>Number</u>	Pass-Through Entity Identifying Number	Total Federal Expenditures
U.S. Department of Agriculture: Passed through the New Hampshire Department of Education: Child Nutrition Cluster:			
School Breakfast Program National School Lunch Program	10.553 10.555	02-6000618 02-6000618	\$ 9,130 <u>167,419</u>
Total Child Nutrition Cluster		•	176,549
Child and Adult Care Food Program	10.558	02-6000618	<u> 181,676</u>
Total U.S. Department of Agriculture			358,225
U.S. Department of Housing and Urban Development: Passed through the City of Manchester Community Improvement Program:		·	
Community Development Block Grants/ Entitlement Grants Passed through the State of New Hampshire Department of Health and Human Services – Bureau of Homeless	14.218	02-6000517	30,000
and Housing Services: Emergency Solutions Grant Program	14.231	02-6000618	72,547
Total U.S. Department of Housing and Urban Development			102,547
U.S. Department of Justice – Office on Violence Against Women: Passed through the City of Manchester Police Improving Criminal Justice Responses to Sexual Assault, Domestic Violence, Dating Violence and Stalking Grant Program:			
Grants to Encourage Arrest Policies and Enforcement of Protection Orders Program	16.590	02-6000517	370
Total U.S. Department of Justice - Office Against Violence Against Women			370
U.S. Department of Labor: Homeless Veterans Reintegration Project	17.805	N/A	265,751
Total U.S. Department of Labor			265,751

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS (CONTINUED)

Year Ended August 31, 2020

	Federal	Pass-Through Entity	Total
Federal Grantor/Pass-Through Grantor/Program Title or Cluster Title	CFDA	Identifying	Federal
Granton Program Title of Cluster Title	<u>Number</u>	Number	<u>Expenditures</u>
U.S. Department of the Treasury:			
Passed Through State of NH Governor's Office for Emergency Relief and Recovery (GOFERR):			
Coronavirus Relief Fund	21.019*	02-6000618	\$ 12,813
Passed Through Swim With a Mission:	21.015	02 0000010	Ψ 12,015
Coronavirus Relief Fund	21.019*	81-4476050	46,676
Passed through the New Hampshire Department of			
Employment Security: Coronavirus Relief Fund	21.010*	07 (000(10	1 770 150
Passed through Pathways of River Valley:	21.019*	02-6000618	1,779,150
Coronavirus Relief Fund	21.019*	23-7291410	43,350
Passed through Lakes Region Community Services:		_•• .	,
Coronavirus Relief Fund	21.019*	02-0329795	16,650
Passed through the Community Bridges:	01.010#	00.03/0504	20-0-0
Coronavirus Relief Fund Passed through Monadnock Development Services:	21.019*	02-0368594	287,850
Coronavirus Relief Fund	21.019*	02-0369974	46,650
Passed through Gateways Community Services:			,
Coronavirus Relief Fund	21.019*	02-0377315	117,750
Passed through Moore Center:	21.010+	00.00(110(
Coronavirus Relief Fund Passed through One Sky Community Services:	21.019*	02-0261136	113,850
Coronavirus Relief Fund	21.019*	02-0368955	260,550
Passed through Community Partners:		0- 000000	_00,000
Coronavirus Relief Fund	21.019*	25-1918334	76,650
Passed through Community Crossroads:	01.010*		5. 550
Coronavirus Relief Fund .	21.019*	02-0347939	<u>71,550</u>
Total U.S. Department of the Treasury			2,873,489
U.S. National Endowment for the Arts:			
Passed through the New Hampshire State Council on the Arts:			
Promotion of the Arts Partnership Agreements	45.025	02-6000618	4,350
Total U.S. National Endowment for the Arts			4,350
U.S. Department of Veteran's Affairs:			
VA Homeless Providers Grant and Per Diem Program	64.024	N/A	73,183
Passed through University of Vermont & State Agriculture:	64.000	00.0450	
VA Supportive Services for Veteran Families Program	64.033 03-0179440		<u>225,755</u>
Total U.S. Department of Veteran's Affairs			298,938

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS (CONTINUED)

Year Ended August 31, 2020

Federal Grantor/Pass-Through Grantor/Program Title or Cluster Title	Federal CFDA <u>Number</u>	Pass-Through Entity Identifying Number	Total Federal Expenditures	
U.S. Department of Education:				
Passed through the New Hampshire Department of Children,				
Youth and Families:				
Title I Grants to Local Educational Agencies	84.010	02-6000618	\$ <u>102,875</u>	
Total U.S. Department of Education			102,875	
U.S. Department of Health and Human Services: CCDF Cluster:				
Passed through the New Hampshire Department of Health				
and Human Services:				
Child Care Mandatory and Matching Funds of the				
Child Care and Development Fund	93.596*	02-6000618	705,020	
Child Care and Development Block Grant	93:575*	02-6000618	278,381	
·				
Total CCDF Cluster		,	983,401	
Alzheimer's Disease Program Initiative (ADPI)	93.470	N/A	229,102	
Passed through the New Hampshire Bureau of Elderly and				
Adult Services:				
Special Programs for the Aging – Title III, Part B –				
Grants For Supportive Services and Senior Centers	93.044	02-6000618	84,810	
Special Programs for the Aging, Title IV and Title II				
Discretionary Projects	93.048	02-6000618	43,502	
National Family Caregiver Support, Title III, Part E	93.052	02-6000618		
Medicare Enrollment Assistance Program	93.071	02-6000618	14,104	
Affordable Care Act D Aging and Disability	00.515	00 (000(10	5.740	
Resource Center	93.517	02-6000618	5,749	
Social Services Block Grant	93.667	02-6000618	242,610	
Medical Assistance Program	93.778	02-6000618	72,033	
CMS Research, Demonstrations and Evaluations	93.779	02-6000618	49,842	
Passed through Division for Children, Youth and				
Families, Juvenile Justice Services: Stephanie Tubbs Child Welfare Services Program	93.645	02-6000618	36,492	
Passed through Manchester Community Health Center	93.043	02-0000018	30,492	
dba – Amoskeag Health:				
Substance Abuse and Mental Health Services –	•			
Projects of Regional and National Significance	93.243	02-0458174	10,049	
Adoption Opportunities Grants: Title II of the Child	, ,	J_ 0.50177	.0,0.9	
Adoption Opportunities	93.652	02-0458174	11,884	
• ••			•	

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS (CONTINUED)

Year Ended August 31, 2020

Federal Grantor/Pass-Through Grantor/Program Title or Cluster Title	Federal CFDA Number	Pass-Through Entity Identifying Number	Total Federal Expenditures
Passed through Catholic Medical Center:			
Medical Assistance Program	93.778	02-0315693	\$ 83,505
Passed through the New Hampshire Division of Public Health			
Bureau of Community Services, Alcohol and Other Drug			
Treatment Section:	•		
Block Grants for Prevention and Treatment of			·
Substance Abuse	93.959*	02-6000618	303,542
Opioid STR	93.788	02-6000618	1,010,565
Passed through Catholic Medical Center:			
Opioid STR	93.788	02-0315693	338,050
Passed through the New Hampshire Division of Community			
Based Services, Bureau of Community Based Military			
Programs:			
Temporary Assistance for Needy Families	93.558	02-6000618	<u>97,611</u>
		•	
Total U.S. Department of Health and Human Services			3,664,824
Total Federal Expenditures			\$ <u>7,671,369</u>

* Major Program

See notes to this schedule.

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

Year Ended August 31, 2020

1. Basis of Presentation

The accompanying Schedule of Expenditures of Federal Awards (the Schedule) includes the federal award activity of Easter Seals New Hampshire, Inc. and Subsidiaries (Easter Seals NH) under programs of the federal government for the year ended August 31, 2020. The information in this Schedule is presented in accordance with the requirements of Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Easter Seals NH, it is not intended to and does not present the financial position, changes in net assets, or cash flows of Easter Seals NH.

2. Summary of Significant Accounting Policies

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement. The Schedule does not include matching amounts that Easter Seals NH expends in connection with its federal programs. The categorization of expenditures by program included in the Schedule of Expenditures of Federal Awards is based upon the Catalog of Federal Domestic Assistance (CFDA). Easter Seals NH has elected to use the 10 percent de minimis indirect cost rate as allowed under the Uniform Guidance.

Easter Seals NH affiliates that received federal awards that are included in the Schedule include Manchester Alcoholism Rehabilitation Center, Easter Seals Maine, Inc., and Easter Seals Vermont, Inc.

3. Subrecipients

No grant monies expended and reported within the Schedule were passed through to subrecipients.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

Year Ended August 31, 2020

SECTION I – Summary of Audit Results

Financial St	atements:			
	ort the auditor issued on whether the financial its audited were prepared in accordance with GAAP:	Unmodified		
Internal con	trol over financial reporting:			
	weakness(es) identified? int deficiency(ies) identified?	yes		no none reported
Noncom	pliance material to financial statements noted?	yes	<u>X</u>	no
Federal Aw	ards:			
Internal con	itrol over major programs:			
	weakness(es) identified? int deficiency(ies) identified?	yes	<u>X</u> <u>X</u>	no none reported
	litors' report issued on compliance for deral programs:	Unmodified		
•	indings disclosed that are required to be in accordance with Section 2 CFR (a)?	yes	_X_	no
Identification	on of Major Programs:			
CFDA#	Name of Federal Program or Cluster			
·	U.S. Department of the Treasury: Passed Through State of NH Governor's Offic Emergency Relief and Recovery (GOFERR			
21.019	Coronavirus Relief Fund Passed through Swim With A Mission:	.y.		
21.019	Coronavirus Relief Fund Passed through the New Hampshire Department of Employment Security:	nt		
21.019	Coronavirus Relief Fund Passed through Pathways of River Valley:			
21.019	Coronavirus Relief Fund Passed through Lakes Region Community Ser	vices:		
21.019	Coronavirus Relief Fund Passed through Community Bridges:	,		

Coronavirus Relief Fund

21.019

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

Year Ended August 31, 2020

SECTION I – Summary of Audit Results

Identification of Major Programs (Continued):

CFDA#	Name of Federal Program or Cluster				
	Passed through Monadnock Developm	ent Services:		•	
21.019	Coronavirus Relief Fund				
	Passed through Gateways Community	Services:			
21.019	Coronavirus Relief Fund				
•	Passed through Moore Center:				
21.019	Coronavirus Relief Fund				
_	Passed through One Sky Community S	Services:			
21.019	Coronavirus Relief Fund				
·	Passed through Community Partners:				
21.019	Coronavirus Relief Fund				
	 Passed through Community Crossroad 	S: *			
21.019	Coronavirus Relief Fund				
	U.S. Department of Health and Human Se	ervices:			
	CCDF Cluster:				
	Passed through the New Hampshire	Department			
	of Health and Human Services:	•			
	Child Care: Mandatory and M	Matching Funds			
93.596	of the Child Care and Dev				
93.575	Child Care and Development	Block Grant			
	Passed through the New Hampshire	Division of Pul	blic .	•	
	Health Bureau of Community Se				
	and Other Drug Treatment Se				
93.959	Block Grants for Prevention		nt of		
73.757	Substance Abuse				
	5465.4	•			
	old used to distinguish				
between T	ype A and Type B programs:	\$750,0	000		
Auditee quali	fied as low-risk auditee?	_X_	yes		no

SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)

Year Ended August 31, 2020

SECTION II - Financial Statement Findings

Findings related to the financial statements which are required to be reported in accordance with Government Auditing Standards:

None

SECTION III - Federal Award Findings and Questioned Costs

Findings and questioned costs for federal awards which shall include findings as defined in Section 2 CFR 200.516(a):

None

EASTER SEALS NEW HAMPSHIRE, INC. AND SUBSIDIARIES

SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

Year Ended August 31, 2020

The prior year single audit disclosed no findings in the Schedule of Findings and Questioned Costs and no unrecorded or unresolved findings exist from the prior audit's Summary Schedule of Prior Audit Findings.



2021 Board of Directors

NH, VT, ME & Farnum

Chairman

Matthew Boucher

Past Chairman

Andrew MacWilliam

Vice Chairman

Thomas Sullivan

Vice Chairman

Charles Goodwin

Treasurer

Bryan Bouchard

Assistant Treasurer

Charles Panasis

Secretary

Mary Flowers

General Counsel & Assistant Secretary

Bradford Cook (non-voting)

Trevor Arp

Gregory Baxter, MD

James Bee

Tom Bullock

Rick Courtemanche

Eddie Edwards

Elizabeth Hitchcock

William Lambrukos

Lucy Lange

Bob Litterst

Tracey Pelton

Richard Rawlings

Linda Roth

Sanjeev Srinivasan

Paul Voegelin

Rob Wieczorek

Last Updated: August 12, 2021

Elin Treanor

Concord, New Hampshire 03301

CAREER SUMMARY:

Leadership, management and teamwork involving all business related functions and administration. Major emphasis on providing high quality and cost effective services to customers.

SKILLS & EXPERIENCE:

- Accounting, financial reporting, budgeting, internal controls, auditing, cost reporting, variance analysis, accounts payable, purchasing and payroll
- Cash management, investments, borrowing, banking relationships
- Billing, receivables, collections, funding sources, third party reimbursement
- Insurances, contracts, grants, legal issues
- Policies and procedures development, problem solving
- Financial training and consultation
- Strategic and business planning
- Liaison with Board of Directors and Committees

WORK HISTORY:

1994 – Present	Easter Seals New Hampshire, Inc., Manchester, NH Senior Vice President & Chief Financial Officer Oversee fiscal management for 100 million-dollar budget size, multi-corporate, multi-state entity. Also, responsible for reception, maintenance, customer service functions.
1988 – 1994	Easter Seal Society of NH, Inc., Manchester, NH <u>Vice President of Finance</u> Responsible for finance functions and information systems agency wide. Instrumental in major financial turnaround from \$600,000 deficit in 1988 to \$100,000 surplus in 1989 and surpluses every year thereafter.
1984 – 1988	Easter Seal Society of NH, Inc., Manchester, NH Controller Promoted to position with added responsibilities of managing billing function and staff. Converted financial applications to integrated automated systems. Involved in corporate reorganizations to multiple entities and external corporate mergers and acquisitions.

Elin Treanor work history cont'd

1977

1982 – 1984	Easter Seal Society of NH, Inc., Manchester, NH Chief Accountant Promoted to supervisory position to manage accounting, payroll, payables, purchasing. Revised budget process, audit work, procedures and monitoring systems.
1981 – 1982	Easter Seal Society of NH, Inc., Manchester, NH Accountant Promoted to take charge of general ledger, reconciliations and financial reporting. Established chart of accounts, fund accounting system and internal controls.
1980 – 1981	Easter Seal Society of NH, Inc., Manchester, NH Internal Auditor Handled accounts payable, cash flow, grant billing and review of general ledger accounts.
1974 – 1980	Marshalls, Peabody, MA <u>Senior Clerk</u> Worked as cashier, customer service representative and bookkeeper, while attending college.
EDUCATION:	
1989	New Hampshire College, Hooksett, NH Masters in Business Administration
1980	Bentley College, Waltham, MA <u>Bachelor of Science, Accounting Major</u>

North Shore Community College, Beverly, MA Associates Degree, Accounting Major

JOSEPH T. EMMONS

WORK EXPERIENCE

Easterseals NH

Sr. Vice President of Development

Sept. 2017 - present

Manage day to day operations of Easterseals Development and Communications office (14 person staff in NH, ME and VT)

- Analyze information compiled by Development Coordinators and Managers regarding current donors and prospects to identify major gift prospects and extend the number of targeted prospects by making personal visits
- Assist other staff and volunteers in developing strategy and contacts for those donors and prospects for which
 others may have a primary contact.
- Work with the Accounting Department to develop a comprehensive gift policy and procedure guideline.
- Work with Board to enhance relationships and create greater fundraising and outreach possibilities.
- Hiring and supervision of grant, development and events staff.
- Develop and manage budgets relating to special events and grants as well as oversee cash management at the
 events.
- Develop long-term strategies for cultivation of new donors.
- Assist in strategic departmental planning in conjunction with the Vice President of Development and the development staff.
- Plan, implement, promote and evaluate assigned public relations, events or activities and other fundraising vehicles conducted by and for the Agency.
- Manage all aspects of special events, including recruitment, retention, and logistics.
- Organize, coordinate and supervise volunteers at special events.
- Oversee database manager who is responsible for the creation and management of potential participants and companies for events and provide reports as required.
- Work with and coordinate the activities of the National and Regional Corporate Sponsors to maintain a friendly
 and cooperative relationship, acquaint them with Easterseals' programs and services and advise and assist them
 in their fundraising activities.

Senior Director of Development

Nov. 2014 - Sept. 2017

Manage day-to-day operations of annual giving (4 staff members) and advancement services (6 staff members) for Saint Anselm College.

- Work with chapter members to enhance relationships and create greater fundraising and outreach possibilities.
- Develop and manage budgets relating to special events as well as oversee cash management at the events.
- Develop long term strategies for cultivation of new donors.
- Assist in strategic departmental planning in conjunction with the Vice President of Development and the development staff.
- Plan, implement, promote and evaluate assigned public relations, events or activities and other fundraising vehicles conducted by and for the Agency.
- Manage all aspects of special events, including recruitment, retention, logistics and new program development.
- Organize, coordinate and supervise volunteers at special events.
- Create and manage database of potential participants and companies for events and provide reports as required.

Saint Anselm College, Manchester, NH

Executive Director, Development and Advancement Services

Oct. 2013 - Nov. 2014

Manage day to day operations of annual giving (4 staff members) and advancement services (6 staff members) for Saint Anselm College

- Supervision of annual giving, stewardship, research and advancement services teams in College Advancement
- Oversee and implement all direct mail, e-mail and social media communication including content, segmentation, timing, etc. – resulting in a 3.7 million dollars raised in annual giving for fiscal year 2014
- Manage all gift entry and database coordination
- Supervise campaign communications and stewardship programs developing a stewardship plan resulting in 95% of donors receiving donor stewardship packages
- Act as liaison between College Advancement and Athletics resulting in increased athletic participation and dollars raised each of the last 3 years
- Provide and report on fundraising financials to Trustees

Director, Annual Giving

December 2010 - October 2013

Manage \$3 million annual giving program for Saint Anselm College

- Supervision of five person annual giving staff
- Engage and personally solicit annual fund gifts from 100 120 alumni yearly ranging from \$1,000 to \$10,000
- Established new reunion giving program and young alumni giving program
- Increased alumni participation from 17% in 2010 to 21% projected in 2013
- Create and implement annual appeal schedule and mailings

Associate Director, Annual Giving

July 2009 - December 2010

Support, implement and enhance the Saint Anselm Fund

- Engage and personally solicit annual fund gifts from 100 120 alumni yearly
- Create annual fund marketing pieces and solicitation letters for fundraising purposes
- Manage and support Reunion Giving programs for 4-5 classes yearly
- Support Office of Alumni Relations at college programs and events

Assistant Director, Annual Giving/ Director, Saint Anselm Phone-a-thon

June 2005 - June 2009

Support and enhance the Saint Anselm Fund as well as being responsible for all day-to-day activities of Saint Anselm College Phone-a-thon program

- Lead and facilitated Senior Class Gift Program, increasing student participation three consecutive years
- Manage and supervised staff of 60-65 students in requesting donations from all college alumni
- Implemented a new training program for all callers resulting in higher overall alumni participation
- Assisted the Manager of Advancement Services in creating a new database to streamline the input and updating of alumni records
- Increased dollars raised by the phone-a-thon from \$95,000 to \$170,000

Assistant Director, Alumni Relations

September 2004 - June 2005

Work with Vice President of Alumni Relations in planning, implementation and follow-up on all college events

- Created and designed invitations and brochures for college alumni events
- Recruited and managed volunteers to work various college events including Reunion Weekend, Homecoming, and others
- Effectively responded to and communicated with alumni regarding general alumni inquiries

SnapDragon Associates, Bedford, NH

Recruiter

April 2004 - September 2004

Worked with the President and Vice President of company in all day-to-day activities of the company

- Contacted possible clients (businesses) to provide recruiting services resulting in 2-3 new leads per week
- Searched for, contacted and interviewed top quality professionals for client positions

EDUCATION

Masters in Business Administration

Southern New Hampshire University, Manchester, NH

January 2008

Bachelor of Arts in Business

Saint Anselm College, Manchester, NH

May 2004

OTHER RELATED EXPERIENCE

Moore Center Services Development Board Diocesan School Board – New Hampshire Goffstown Junior Baseball Board Sept. 2010 – Sept. 2016 June 2014 – present January 2016 - present

MAUREEN ANN BEAUREGARD President & CEO Easterseals New Hampshire, Inc.

EDUCATION:

B.S.

University of New Hampshire

PROFESSIONAL EXPERIENCE:

2019 - Present

Easterseals New Hampshire, Inc., Manchester, NH

https://www.eastersealsnh.org/

President/CEO

1991 - 2019

Families in Transition - New Horizons, Manchester, NH

https://www.fitnh.org/ President (2018-2019)

President and Founder (1991-2017)

1987 - 1991

State of New Hampshire, Division for Children and Youth

Services, Portsmouth, NH

https://www.dhhs.nh.gov/dcyf/ Child Protective Service Worker II

Maureen Ann Beauregard

Professional Expertise.

Visionary/Tenacious Strategic Planning Community Relationships Organizational Capacity Building Strong Financial Acumen Entrepreneur/Builder Experienced Communicator Team Building & Leadership

Professional Experience

November 1991 - Present Families in Transition

January 2018 – Present 2০া৭

President, Families in Transition - New Horizons

Manchester NH

Key Accomplishments

- Merged Families in Transition with the State's largest shelter and food pantry.
- Successfully led board strategy for combined organization.
- Developed and led public awareness and acceptance of combined organization.
- Merger resulted in being the State's largest organization in the provision of shelter, housing, food and services for homeless families and individuals.

December 2017 - June 2018 Receiver of Serenity Place

Manchester, NH

Key Accomplishments

- Successfully navigated complex negotiations with the dissolution and replacement of critical substance use disorder program with the NH Charitable Trust office.
- Brought together key political leaders, businesses and NH's not-forprofit sector.

November 1991 - December 2017 President & Founder

Manchester, NH

Key Accomplishments:

- Began ás a program providing housing and services to 5 women and their children.
- Currently, providing housing to 1,328 families and individuals and 138,000 meals annually.
- Developed housing and services programs in four geographic regions: Manchester, Concord, and Dover & Wolfeboro.
- Developed \$38M in Assets and a \$14M Annual Budget, Facilities developed with alternative financing structures that include varied layering structures resulting in affordability for the organization and those it serves.

Contact*



Community Service

- NH Charitable
 Foundation Member,
 Board of Directors,
 Current?
- **NH Interagency Council to End Homelessness'— Past Chairperson, Board of Directors; 2015
- Leadership New Hampshire, 2010
- Housing Action News Hampshire — Past Council Member, 2009
- Greater Manchester Chamber of Commerce — Rast Member, Board of Directors 2009

Awards and Honors

- Gřeater Manchester
 Chamber of
 Commerces Citizen
 of the Year) 2018
- Southern New Hampshire University Logffler Award, 2018
- University of New Hampshire Granite State Award 2018
- Business NH Magazines Nonprofit.

- Personally Authored and awarded +\$20M in HUD funding from 1995 – 2008.
- Developed 272 housing units and 199 shelter beds.
- Specialty Programs developed:
 - 1. Willows Substance Use Treatment Center Outpatient and Intensive Outpatient services. Use of 3rd party insurance and state billing. Negotiations with State of NH.
 - Two Transitional Living Programs; one formen and one for women. Use of 3rd party insurance and state billing. Negotiations with the State of NH.
 - 3. Recovery Housing Safe housing for Moms with Children who are recovering from substance use disorder. Negotiated with State of NH.
 - 4. Open Doors In-home substance use disorder services for parent(s) and therapeutic services for children.
 - Connections to Recovery 4 Geographic area outreach to homeless with substance use disorder. SAMSHA \$1.5M.
- Acquired Organizations Include:
 - Manchester Emergency Housing, 2012. Developed and expanded new family shelter that also includes a Resource Center in 2015.
 - 2. New Hampshire Coalition to End Homelessness, 2014. Elevated organization as a leader in advocacy, research and training on behalf of homeless families and individuals.
- Organization developed to assist Families in Transition New Horizons with double bottom line of assisting with financial sustainability and deeper mission impact include:
 - 1. Housing Benefits, 2009. A not for profit organization and federally designated Community Housing Development Organization that is prioritized in receiving 10% of federal funds for housing related activities. Acts as the property management company and housing development arm of Families in Transition New Horizons. Both the property management and developer fees assist with the organization's sustainability.
 - 2. OutFITters Thrift Store, 2003. An LLC entrepreneurial business venture that provides profits and management fees to provide unrestricted resources for Families in Transition's mission. Assists in the sustainability of the organization and is the entry point for in-kind donors who become volunteers and eventually provide financial support the organization through financial donations.
 - 3: Wilson Street Condo Association, 2018. Development of housing and commercial real estate, \$3.9M. A project that houses a collaborative effort amongst four not-for profit organizations with a focus on a substance use disorder. Provides property management and developer fees to assist

- Business Réviews Business Réviews Outstanding Women in Business 2011
- Manchester by Mayor. Robert Baines, 2005.
- National Association of Social Workers Citizen of the Year, 2005
- NHIBUSINESS Reviews Business Excellence Award, 2004
- Walter J. Dunfey. Award for, Excellence in Management. Organizational Award 2004
- MH Commission on the Status of Women - Women's Recognition Award 2003
- New Hampshire
 Housing Finance:
 Authority Best
 Practices in Housing
 Development, 2003

in organization's sustainability.

- 4. Antoinette Hill Condo Association, 2019. Purchase of housing units, \$1.6M. Provides properly management and developer fees to assist in organization's sustainability.
- 5. Hope House, 2018. With a majority of gifts from two individuals, developed and implemented first shelter for families in the lakes region. The facility includes a commercial rental component of cell antennae and business rental income utilized to assist with the organizations sustainability.

November 1987 - March 1991

Child Protective Service Worker II Portsmouth, NH State of New Hampshire, Division for Children and Youth Services

Professional Expertise

Bachelor of Science University of New Hampshire, 1987

Masters of Arts Community Development Policy and Practice, University of New Hampshire, Student, 2019

References

Available Upon Request

Tina M. Sharby, PHR

Easter Seals New Hampshire, Inc. 555 Auburn Street Manchester, NH 03103

Human Resources Professional with multi-state experience working as a strategic partner in all aspects of Human Resources Management.

Areas of expertise include:

Strong analytical and organizational skills
Ability to manage multiple tasks simultaneously
Employment Law and Regulation Compliance
Strategic management, mergers and acquisitions

Problem solving and complaint resolution Policy development and implementation Compensation and benefits administration

PROFESSIONAL EXPERIENCE

Chief Human Resources Officer 2012-Present

Senior Vice President Human Resources

Easter Seals, NH, VT, NY, ME, RI, Harbor Schools & Farnum Center
1998-2012

Responsible for employee relations, recruitment and retention, compensation, benefits, risk management, health and safety, staff development for over 2100 employees in a six state not-for- profit organization. Developed and implemented human resources policies to meet all organizational, state and federal requirements. Research and implemented an organizational wide benefits plan that is supportive of on-boarding and retention needs.

Developed and implemented a due diligence research and analysis system for assessing merger and acquisition opportunities. Partnered with senior staff team in preparation of strategic planning initiatives.

Member of the organizations Compliance Committee, Wellness Committee and Risk Management Committee. Attended various board meetings as part of the senior management team, and sit on the investment committee of the Board of Directors for Easter Seals NH, Inc.

Human Resources Director Moore Center Services, Inc., Manchester, NH 1986-1998

Held progressively responsible positions in this not-for-profit organization of 450 employees. Responsible for the development and administration of all Human Resources

activities. Implemented key regulatory compliance programs and developed innovative employee relations initiatives in a rapidly changing business environment. Lead the expansion of the Human Resources department from basic benefit administration to becoming a key advisor to the senior management.

Key responsibilities included benefit design, implementation and administration; workers compensation administration; wage and salary administration, new employee orientation and training; policy development and communication; retirement plan administration; budgetary development; and recruitment.

EDUCATION

Bachelor of Science Degree, Keene State College, 1986 Minor in Human Resources and Safety Management MS Organizational Leadership, Southern NH University (in process)

ORGANIZATIONS

Manchester Area Human Resource Association
Diversity Chair 2010
Society for Human Resource Management
BIA Human Resources
Health Care & Workforce Development Committee 2009, 2010

EASTER SEALS NEW HAMPSHIRE, INC.

Key Personnel

Name	Job Title	Salary	% Paid from this Contract	Amount Paid from this Contract
Maureen Beauregard	President & CEO	\$309,000.00	0%	\$0
Elin Treanor	CFO	\$262,254.48	0%	\$0
Joseph Emmons	CDO	\$148,526.00	0%	\$0
Tina Sharby	CHRO	\$183,855.00	0%	\$0 .



Lori A. Shiblaette Commissioner

Deborah D. Scheetz Director

46-

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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Area Home Care & Family Services, Inc.	166931	Portsmouth	\$5,542,574.9 4	\$3,188,919.40	\$8,731,494.34	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

					,	
Cornerstone VNA	230881	Rochester	\$ 456,012.37	\$ 262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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 (#18) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
The Homemaker Health Services (contract essigned 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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	
VNA at HCS, Inc.	177274	Keene, NH	\$3,189, 616.55	\$1,835,140.58	\$5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36	(#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

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 tength 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

L*o*fi A. Shibinette Commissioner

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, 50% GENERAL

Fiscal Year	TELEGRAPHIC CONTRACT I		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	S	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	S	-	\$	141,774.58	S	141,774.58
		Subtotal		*	272,359.32	\$	283,549.16	\$	555,908.48
	[1								

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

	lscal Year	Class/Object	Class Title	Job Number	Job Number Current Modified Budget		Revised Modified Budget
	2017	543-500385	Adult in Home Care	multiple	\$ 175,783.42		\$ 175,783.42
	2018	543-500385	Adult In Home Care	mutliple	\$ 369,171.82		\$ 369,171.82
	2019	543-500385	Adult In Home Care	mutiple	\$ 369,171.82		\$ 369,171.82
. [2	2020	543-500385	Adult in Home Care	multiple	\$ 689,019.46	S -	\$ 689,019.46
	2021	543-500385	Adult In Home Care	multiple	<u> </u>	\$ 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,

Fiscal Year	Class/Object	Class Thie	Job Number	Curi	rent Modified Budget		ncreased ecreased) Amount	Revi	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	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	S	-	\$	68,649.44	\$,68,649,44
2022	540-500382	SS Contracts	multiple	5	'-	. \$	68,649.44	S	68,649.44
		Sublotal		\$	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

		70/41 20	CIVAC, UUA	OLITEIONE		
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	mutiple	\$ 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	mutiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26
2021	543-500385	Adult in Home Care	multiple	S -	\$ 1,525,810.26	\$ 1,525,810.26
2022	543-500385	Adult In Home Care	multiple	S -	\$ 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

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% FED	ERAL, 70%	<u>GEN</u>	ERAL				
Fiscal Year Class/Object		Class Title	Job Number	Curr	ent Modified Budget		ncreased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	76,415.88			\$	76,415.88
2018	540-500382	SS Contracts	multiple	\$	160,497.72			S	160,497.72
2019	540-500382	SS Contracts	multiple	\$	160,497.72			S	160,497.72
2020	540-500382	SS Contracts	mutiple	٠\$	160,497.72	 \$		\$	160,497.72
2021	540-500382	SS Contracts	multiple	5	-	\$	160,497,72	\$	160,497.72
2022	540-500382	SS Contracts	multiple	\$	-	S	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	mutiple	\$ 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	mutiple	\$ 1,240,317.52	\$.	\$ 1,240,317.52
2021	543-500385	Adult in Home Care	multiple	\$.	\$ 1,240,317.52	
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 1,240,317.52	\$ 1,240,317.52
		Sublota		\$ 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		ent Modified Budget	(D	rcreased ecreased) Amount		sed Modified Budget
2017	540-500382	SS Contracts	multiple	S	1,500.00			S	1,500.00
2018	540-500382	SS Contracts	mutiple	\$	3,138.07			S	3,138.07
2019	540-500382	SS Contracts	multiple	\$	3,138.07			S	3,138.07
2020	540-500382	SS Contracts	mutiple	S	3,138.07	\$	-	\$	3,138.07
2021	540-500382	SS Contracts	mutiple	\$	•	\$	3,138.07	\$	3,138.0
2022	540-500382	SS Contracts	multiple	\$	-	\$	3,138.07	\$	3,138.07
		Sublotal		\$	10,914.21	\$	6,276.14	\$	17,190.3

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		(Decreased) Amount		Revised Modified Budget	
2017	543-500385	Adult In Home Care	multiple	\$	60,967.12			S	60,967.12
2018	543-500385	Adult In Home Care	mutiple	\$	128,043.68			5	128,043.68
2019	543-500385	Adult In Home Care	multiple	S	128,043.68			5	128,043.68
2020	543-500385	Adut In Home Care	multiple	S	128,043.88	S		Ş	128,043.68
2021	543-500385	Adult In Home Care	multiple	S		\$	128,043.68	va	128,043.68
2022	543-500385	Adult In Home Care	multiple	S	•	\$	128,043.68	S	128,043.68
	1 1 1 1 1 1 1	Subtola	1	\$	445,098.16	\$	256,087.36	4	701,185.52
		Grand Tota		\$	456,012.37	\$	262,363.50	\$	718,375.87

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% FEL	ERAL, 60%	GEN	RAL				
Fiscal Year	Class/Object		Job Number	Current Modified Budget			Increased Decreased) Amount	Ravised Modil Budget	
2017	540-500382	SS Contracts	multiple		·			Š	
2018	540-500382	SS Contracts	mutiple					S	
2019	540-500382	SS'Contracts	multiple					\$	
2020	540-500382	SS Contracts	multiple	S	69,262.28	\$		Ş.	69,262.28
2021	540-500382	SS Contracts	multiple	\$	-	5	69,262.28	5	69,262.28
2022	540-500382	SS Contracts	mutiple	\$		\$	69,262.28	\$	69,262.28
		Subtotal		\$	69,262.28	\$	138,524.56	\$	207,786.B4
	<u> </u>								

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			S .
2018	543-500385	Adult In Home Care	multiple			S .
2019	543-500385	Adult In Home Care	multiple]	\$.
2020	543-500385	Adult In Home Care	mutiple	5 812,033.14	S .	\$ 812,033,14
2021	543-500385	Adult In Home Care	muliple	s .	\$ 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	 ent Modified Budget	(O	ncreased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	mutiple	\$ 3,228.46			\$	3,228.46
2018	540-500382	SS Contracts	multiple	\$ 6,780,44			\$	8,780.44
2019	540-500382	SS Contracts-	multiple	\$ 6,780.44			\$	6,780.44
2020	540-500382	SS Contracts	multiple	\$ 6,780.44	\$		s	6,780.44
2021	540-500382	SS Contracts	multiple	\$ •	\$	6,780.44	s	6,780.44
2022	540-500382	SS Contracts	multiple	\$ 	\$	6,780.44	\$	6,780.44
		Subtotal		\$ 23,569.78	5	13,560.88	s	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	Curi	rent Modified Budget	Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	S	29,650.10		\$	29,650.10
2018	543-500385	Adult In Home Care	mutiplo	Ş	62,271.40		\$	62,271,40
2019	543-500385	Adult In Home Care	mutiple	\$	62,271.40	•	\$	62,271.40
2020	543-500385	Adult In Home Care	mutiplo	\$	62,271.40	\$ -	\$.	62,271.40
2021	543-500385	Adult In Home Care	mutiple	S	-	\$ 62,271.40	\$	62,271.40
2022	543-500385	Adult In Home Care	multiple	\$	-	\$ 62,271.40	S	62,271.40
	J j	Subtotal		\$	216,464.30	\$ 124,542.80	\$	341,007.10
		Grand Total		\$	240,034.08	\$ 138,103.68	\$	378,137.76

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,

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	mutiple	5	69,262.28		\$	69,262.28
2019.	540-500382	SS Contracts	multiple	\$	69,262.28		\$	69,262.28
2020	540-500382	SS Contracts	muttiple	\$		\$	- \$	
2021	540-500382	SS Contracts	mutiple	\$			\$	
2022	540-500382	SS Contracts	mutiple	S			\$	
		Subtotal		\$	171,506.44	\$.	- S	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	<u> </u>	S -	\$ -
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

Class/Object			C	ent Modified	$\overline{}$	ncreased	David.	
Classif Coject	Class Title	Job Number		Budget		Decreased) Amount	I COVI	ised Modified Budget
540-500382	SS Contracts	multiple	\$	64,681.77			\$	64,681.77
540-500382	SS Contracts	multiple	\$	89,061.18			\$	89,061.18
540-500382	SS Contracts	multiple	ş.	89,061.18			\$	89,061.18
540-500382	SS Contracts	multiple	\$	89,061.18	\$	1 -	\$	89,061.18
540-500382	SS Contracts	multiple	\$	-	S	89,061.18	S	89,061.18
540-500382	SS Contracts	multiple	S	-	\$	89,061.18	S	89,061,18
	Sublotal		\$	331,865.31	\$	178,122.36	\$	509,987.67
40,40	540-500382 540-500382 540-500382 540-500382	540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts	540-500382 SS Contracts multiple 540-500382 SS Contracts multiple 540-500382 SS Contracts multiple 540-500382 SS Contracts multiple 540-500382 SS Contracts multiple	540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$	540-500382 SS Contracts mutiple \$ 64,681.77 540-500382 SS Contracts mutiple \$ 89,061.18 540-500382 SS Contracts mutiple \$ - 540-500382 SS Contracts mutiple \$ - 540-500382 SS Contracts mutiple \$ -	540-500382 SS Contracts multiple \$ 64,681.77 540-500382 SS Contracts multiple \$ 89,061.18 540-500382 SS Contracts multiple \$ 89,061.18 540-500382 SS Contracts multiple \$ 89,061.18 540-500382 SS Contracts multiple \$ 99,061.18 540-500382 SS Contracts multiple \$ - \$ 540-500382 SS Contracts multiple \$ - \$	Secontracts Secontracts	540-500382 SS Contracts multiple \$ 64,681.77 \$ 540-500382 SS Contracts multiple \$ 89,061.18 \$ 540-500382 SS Contracts multiple \$ - \$ 89,061.18 \$

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

		43/01/20	CIONE, 35/4	<u>9-11</u>	<u> </u>			
Fiscal Year	Class/Object	, Class Till o	Job Number	Curi	rent Modified Budget	Increased (Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	Ş	445,208.95		\$	445,208.95
2018	543-500385	Adult In Home Care	multiple	\$	605,340.38		٠\$	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	S		\$ 605,340.38	\$	605,340.38
2022	543-500385	Adult In Home Care	multiple	\$		\$ 605,340.38	\$	605,340.38
		Sublota	1	5	2,261,230.09	\$ 1,210,680.76	\$	3,471,910.85
		Grand Total		\$ 2	2,593,095.40	\$ 1,388,803.12	\$	3,981,898.52

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	Curi	ent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	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	S	-	\$	73,565.15
2021	540-500382	SS Contracts	multiple	\$		\$	73,565.15	5	73,565.15
2022	540-500382	SS Contracts	multiple	\$		\$	73,585.15	\$	73,565.15
		Subtotal		\$	273,227.95	\$	147,130.30	\$.	420,358.25
	1 1		· · · · · · · · · · · · · · · · · · ·						

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	mutiple	\$ 176,032.50		\$ 176,032.50
2018	543-500385	Adult In Home Care	mutiple	\$ 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	' S -	\$ 246,470.00
2021	543-500385	Adult In Home Care	multiple	S	\$ 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	\$ 1,408,382.50
		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, 50% GENERAL

0-500382 0-500382	SS Contracts	multiple	C	0.402.00				
0-500382	000-4-44		_ ۔ ا	9,127.68			\$	9,127.68
	SS Contracts	multiple	S	19,154.20			S	19,154.20
0-500382	SS Contracts	mutiple	\$	19,154.20			. \$	19,154.20
0-500382	SS Contracts	multiple	\$	9,577.10	\$	-	_S	9,577.10
0-500382	SS Contracts	multiple	S		\$	9,577.10	\$	9,577.10
0-500382	SS Contracts	mutiple	S	-	\$	9,577.10	S	9,577.10
	Subtotal		\$	57,013.18	\$	19,154.20	\$	76,167.38
_						i		
ļ	0-500382 0-500382	0-500382 SS Contracts 0-500382 SS Contracts 0-500382 SS Contracts	0-500382 SS Contracts multiple 0-500382 SS Contracts multiple	0-500382 SS Contracts multiple \$ 0-500382 SS Contracts multiple \$ 0-500382 SS Contracts multiple \$ 0-500382 SS Contracts multiple \$	0-500382 SS Contracts multiple \$ 9,577.10 0-500382 SS Contracts multiple \$ - 0-500382 SS Contracts multiple \$ -	0-500382 SS Contracts multiple \$ 9,577.10 \$ 0-500382 SS Contracts multiple \$ - \$ 0-500382 SS Contracts multiple \$ - \$ 0-500382 SS Contracts multiple \$ - \$	0-500382 SS Contracts multiple \$ 9,577,10 \$ - 0-500382 SS Contracts multiple \$ - \$ 9,577,10 0-500382 SS Contracts multiple \$ - \$ 9,577,10	0-500382 SS Contracts multiple \$ 9,577.10 \$ - \$ 0-500382 SS Contracts multiple \$ - \$ 9,577.10 \$ 0-500382 SS Contracts multiple \$ - \$ 9,577.10 \$

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

		70/8120	LICAL, JJA	<u>v=:+</u>	L1074				
Fiscal Year	Class/Object	Class Title	Job Number	Cun	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	S	70,221.40			\$	70,221.40
2018	543-500385	Adult In Home Care	multiple	S	147,479.60			\$	147,479.60
2019	543-500385	Adult In Home Care	mutiple	\$	147,479.60			S	147,479.60
2020	543-500385	Adult In Home Care	mutiple	\$	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	S		Ş	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

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	Curr	ent Modified Budget	Increased (Decreased) Amount		sed 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		S	79,458.84
2020	540-500382	SS Contracts	multiple	S	•	S	\$	-
2021	540-500382	SS Contracts	multiple	S	-	\$	\$	-
2022	540-500382	SS Contracts	multiple	\$	-]	\$	\$	-
		, Subtotal		\$	196,746.12	-\$	\$	198,746.12

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	Cur	rent Modified Budget	Increased (Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	5	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	S	246,107.84		S	246,107.84
2020	543-500385	Adult In Home Care	multiple	S		S	- \$	
2021	543-500385	Adult In Home Care	multiple	\$	•	S	- \$	-
2022	543-500385	Adult In Home Care	multiple	\$	•	\$	- S	-
4.	I	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	Curi	ent Modified Budget		ncreased Decreased) Amount	Rev	Ised Modified Budget
2017	540-500382	SS Contracts	multiple	s	36,236.20			\$	36,236.20
2018	540-500382	SS Contracts	multiple	\$	76,122.80			\$	76,122.80
2019	540-500382	SS Contracts	multiple	s	76,122.80			\$	78,122.80
2020	540-500382	SS Contracts	muttiple	S	76,122.80	\$		\$	76,122.80
2021	540-500382	SS Contracts	multiple	S		\$	76,122.80	\$	76,122.80
2022	540-500382	SS Contracts	multiple	\$		S	76,122.80	5	76,122.80
		Subtotal		\$	264,604.60	\$	152,245.60	\$	416,850.20
		······································		Ī				ļ	

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	Curi	rent Modified Budget		Increased Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	S	90,325.03			\$	90,325.03
2018	543-500385	Adult In Home Care	multiple	S	189,701.42		•	S	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	S	189,701.42	\$		\$	169,701.42
2021	543-500385	Adult In Home Care	multiple	S		\$	189,701.42	s	- 189,701.42
2022	543-500385	Adult In Home Care	multiple	S	-	<u> </u>	189,701.42	5	189,701.42
		Subtota	1	\$	659,429.29	\$	379,402.84	*	1,038,832.13
	1	Grand Total	1	\$	924,033.89	'\$	531,648.44	\$	1,455,682.33

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,

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified (Decreased) Budget Amount		(Decreased)		sed Modified Budget	
2017	540-500382	SS Contracts	multiple	\$	7,213.94			\$	7,213.94
2018	540-500382	SS Contracts	mutiple	\$	15,127.93			5	15,127.93
2019	540-500382	SS Contracts	multiple	S	15,127.93			\$	15,127.93
2020	540-500382	SS Contracts	multiple	\$	15,127.93	\$		s	15,127.93
2021	540-500382	SS Contracts	mutiple	S	-	Ş.	15,127.93	\$	15,127.93
2022	540-500382	SS Contracts	multiple	\$		\$	15,127.93	\$	15,127.93
		Subtota	d	\$	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	5 902,442.36		\$ 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	\$ 4,941,903.64
		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	Cu	rrent Modifled Budget	(Doc	Increased reased) Amount	Re	vised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	379,541.17	S		S	379,541.17
2018	540-500382	SS Contracts	multiple	5	713,556.69	s	-	\$	713,556.69
2019	540-500382	SS Contracts	multiple	\$	713,556.69	S	-	\$	713,556.69
2020	540-500382	SS Contracts	multiple	\$	713,556.69	Ş		\$	713,556.69
2021	540-500382	SS Contracts	multiple	\$	•	S	713,556.69	\$	713,558.69
2022	540-500382	SS Contracts	multiple	S		\$	713,558.69	\$	713,558.69
		Subtotal		\$	2,520,211:24	S	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

		4J/6FC	CENAL 13	MUENEKAL		
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	\$ -	5 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	5 35,674,736.28
		Grand Total		\$25,244,568.68	\$1,4,377,492.22	\$39,622,060.90



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 Easter Seals New Hampshire, Inc. (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 555 Auburn St. Manchester, NH 03103.

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:

- 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: \$4,826,107.78.
- 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:
 - 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.



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

Name: Deborah-D. Scheetz
Title: Director

Easter Seals of New Hampshire, Inc.

Name: Elin Treanor
Title: CFO



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	Catherine Pinos	
Date	Name: Title:	Catherine Pinos, Attorney
I hereby certify that the foregoing Amend the State of New Hampshire at the Meet	Iment was a ingion:	pproved by the Governor and Executive Council of (date of meeting)
	OFFICE	OF THE SECRETARY OF STATE
Date	Name: Title:	



Exhibt 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 - In Home Care Services

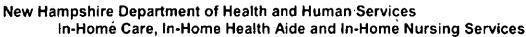
- 2.1. The Contractor shall provide In Home Care Services through the Title III and Title XX programs to eligible individuals, which include, but are not limited to:
 - 2.1.1. Services by individuals employed and supervised by a home health care provider licensed in accordance with RSA 151:2 and NH Administrative 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.



Exhibt 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) 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
- 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 provide Home Nursing Level of Care Services through Title III to eligible individuals, which include, but are not limited to:
 - 2.3.1. Providing nursing services in an individual's home by a home health care provider licensed in accordance with RSA 151:2 and NH Administrative Rule He-P 809.
 - 2.3.2. Providing the services by individuals who are licensed practical nurse (LPN) or registered nurse (RN) working within the scope of services allowed under the NH Nurse Practice Act, RSA 326-B.
 - 2.3.3. Receiving referrals from an individual's health care provider(s).
 - 2.3.4. Performing an evaluation of the individual's medical needs;
 - 2.3.5. Developing a nursing care plan and incorporate this information into the individual's person-centered plan.
 - 2.3.6. Providing nursing services in accordance with the individual's personcentered plan as described in NH Administrative Rule He-E 502 and as ordered by his or her primary care provider.
 - 2.3.7. Coordinating nursing services to ensure that there is no duplicate provision of services.
 - 2.3.8. Ensuring that LPN and registered nursing services are not covered when provided for the purpose of nursing oversight of authorized LNA services.
- 2.4. The Contractor shall administer services as follows:
 - 2.4.1. Access to Services

Exhibit A Amendment #3 Contractor Initials _____





Exhibt A Amendment #3

- 2.4.1.1. 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.
- 2.4.1.2. 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.
- 2.4.2. Client Request and Application for Services
 - 2.4.2.1. 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:
 - 2.4.2.1.1. Complete Form 3000 Application provided by the Department for Title XX In Home Care Services.
 - 2.4.2.1.2. 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.
- 2.4.3. Client Eligibility Requirements for Services
 - 2.4.3.1. The Contractor shall complete an assessment for eligibility in accordance with the New Hampshire Administrative Rules He-E 501 and He-E 502.
 - 2.4.3.2. 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 1.3, above.
 - 2.4.3.3. 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 1.3, above.
 - 2.4.3.4. 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 1.3, above.

Easter Seals New Hampshire, Inc.

Exhibit A Amendment #3

Dale _5.21.20



Exhibt A Amendment #3

- 2.4.3.5. The Contractor shall terminate services to a client when necessary in accordance with the laws and rules listed in Section 1.3, above.
- 2.4.3.6. 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.

2.4.4. Client Assessments and Service Plans

- 2.4.4.1. 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.
- 2.4.4.2. 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.
- 2.4.4.3. 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.
- 2.4.4.4. 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 to mental health, or developmental issues or criminal histories receive services.

2.4.5. Person Centered Provision of Services

- 2.4.5.1. 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:
 - 2.4.5.1.1. Individuals and families are invited, welcomed, and supported as full participants in service planning and decision-making.
 - 2.4.5.1.2. Individual's wishes, values, and beliefs are considered and respected.
 - 2.4.5.1.3. Individuals are listened to; needs and concerns are addressed.

Exhibit A Amendment #3 Contractor Initials ET

Date 5.21.20



Exhibt A Amendment #3

- 2.4.5.1.4. Individuals receive the information they need to make informed decisions.
- 2.4.5.1.5. Individual's preferences drive the planning process, though the decision making process may need to be accelerated to respond to emergencies.
- 2.4.5.1.6. Individual's services are designed, scheduled, and delivered to best meet the needs and preferences of said individual.
- 2.4.5.1.7. Individual's rights are affirmed and protected.
- 2.4.5.1.8. Individuals are protected from exploitation, abuse, and neglect.
- 2.4.5.1.9. Individual's services plans are based on personcentered planning and may be incorporated into existing service plans or documents already being used by the Contractor.

2.4.6. Client Fees and Donations

- 2.4.6.1. The Contractor shall comply with the donation requirements for Title III Services: The Contractor:
 - 2.4.6.1,1. 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.
 - 2.4.6.1.2. May suggest an amount for donations in accordance with New Hampshire Administrative Rule He-E 502.12.
 - 2.4.6.1.3. Agrees the donation is to be purely voluntary, and agrees not to refuse services if an individual is unable or unwilling to donate.
 - 2.4.6.1.4. Must not to bill or invoice clients and/or their families.
 - 2.4.6.1.5. Agrees that all donations support the program for which donations were given.
- 2.4.6.2. The Contractor shall comply with the fee requirements for Title . XX Services. The Contractor:
 - 2.4.6.2.1. 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.
 - 2.4.6.2.2. Shall ensure that the sliding fee schedule complies with the requirements of Administrative Rule He-E 501.

Easter Seals New Hampshire, Inc.

Exhibit A Amendment #3

Contractor Initials 5/

Date 5.21.20



Exhibt A Amendment #3

- 2.4.6.2.3 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.
- 2.4.6.2.4. Shall ensure that all fees support the program for which donations were given.

2.4.7. Adult Protection Services

- 2.4.7.1 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.
- 2.4.7.2. The Contractor shall accept referrals of clients from the Department's Adult Protection Program and provide them with services described in this Agreement.
- 2.4.7.3. The Contractor shall inform the referring Adult Protection Service staff of any changes in the client's situation or other concerns.
- 2.4.7.4. 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.

2.4.8. Referring Clients to Other Services

2.4.8.1. The Contractor shall identify and refer clients to other services and programs that may assist the client, as applicable.

2.4.9. Client Wait Lists

- 2.4.9.1. 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.
- 2.4.9.2. 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.
- 2.4.9.3. The Contractor shall include at a minimum the following information on its wait list:
 - 2.4.9.3.1. The individual's full name and date of birth.
 - 2.4.9.3.2. The name of the service being requested.

Easter Seals New Hampshire, Inc.

Exhibit A Amendment #3

Contractor Initials E/

Date 5.21.20



Exhibt A Amendment #3

- 2.4.9.3.3. The date upon which the individual applied for services which shall be the date the application was received by the Contractor.
- 2.4.9.3.4. The target date of implementing the services based on the communication between the individual and the Contractor.
- 2.4.9.3.5. 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.
- 2.4.9.3.6. The individual's assigned priority on the wait list, determined in accordance with Section 2.4.9.4, below.
- 2.4.9.3.7. A brief description of the individual's circumstances and the services he or she needs.
- 2.4.9.4. The Contractor shall prioritize each individual's standing on the wait list by determining the individual's urgency of need in the following order:
 - 2.4.9.4.1. Individual is in an institutional setting or is at risk of being admitted to or discharged from an institutional setting.
 - 2.4.9.4.2. Declining mental or physical health of the caregiver.
 - 2.4.9.4.3. Declining mental or physical health of the individual.
 - 2.4.9.4.4. Individual has no respite services while living with a caregiver.
 - 2.4.9.4.5. Length of time on the wait list.
 - 2.4.9.4.6. 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.
 - 2.4.9.4.7. 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.
- 2.4.9.5. The Contractor shall notify the individual in writing when an individual is placed on the wait list.
- 2.4.9.6. The Contractor shall maintain the wait list during the contract period and make it available to the Department upon request.
- 2.4.10. E-Studio Electronic Information System

Easter Seals New Hampshire, Inc.

Exhibit A Amendment #3

Contractor Initials ______ E/____

RFA-2017-BEAS-01-INHOM-10-A03 Page 7 of 11

Date _5.21.20



Exhibt A Amendment #3

- The Contractor shall use the Department's E-Studio electronic 2.4.10.1. 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.
- 2.4.10.2. 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.
- 2.4.10.3. 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.
- 2.4.11. Criminal Background Check and BEAS State Registry Checks
 - 2.4.11.1. 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.
- 2.4.12. Grievance and Appeals Process
 - 2.4.12.1. 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:
 - 2.4.12.1.1. The client's name.
 - 2.4.12.1.2. The type of service received by the client.
 - 2.4.12.1.3. The date of written complaint or concern of the client.
 - 2.4.12.1.4. The nature/subject of the complaint or concern of the client.
 - 2.4.12.1.5. The staff position in the agency who addresses complaints and concerns.
 - 2.4.12.1.6. The methods for informing clients of their rights to file a complaint, concern, or an appeal of the Contractor's decision.
 - 2.4.12.1.7. The Contractor shall make any filed complaints or concerns made by the client available to the Department upon request.

Exhibit A Amendment #3	•	Contractor Initials	ET
Page 8 of 11		. Date	5.21.20



Exhibt A Amendment #3

2.4.13. Client Feedback

- 2.4.13.1. The Contractor shall obtain client feedback as required in New Hampshire Administrative Rules He-E 501.12 and He-E 502.11.
- 2.5. The Contractor shall provide sufficient staff with the skills to perform all tasks specified in this Agreement.
- 2.6. 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.
- 2.7. 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.
- 2.8. The Contractor shall ensure that all personnel and training records and documentation of all individuals requiring licenses and/or certifications are current.
- 2.9. 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:
 - 2.9.1. The process for replacement of personnel in the event of loss of key personnel or other personnel during the period of this Agreement.
 - 2.9.2. A description of how additional staff resources swill be allocated to support this Agreement in the event of inability to meet any performance standard.
 - 2.9.3. A description of time frames necessary for obtaining staff replacements.
 - 2.9.4. An explanation of the Contractor's capabilities to provide, in a timely manner, staff replacements/additions with comparable experience.
 - 2.9.5. 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.

Contractor Initials	E1	
Date	5.21.20	

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



Exhibt A Amendment #3

- 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:
 - 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.

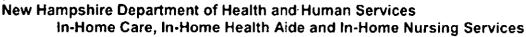
Easter Seals New Hampshire, Inc.

Exhibit A Amendment #3

RFA-2017-BEAS-01-INHOM-10-A03

Page 10 of 11

Date 5.21.20





Exhibt A Amendment #3

- 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.

Easter Seals New Hampshire, Inc.

Exhibit A Amendment #3

Contractor Initials ____ET__

RFA-2017-BEAS-01-INHOM-10-A03 Page 11 of 11

Exhibit B-1 Rate Sheet, Amendment #1

Adult In-Home Care - Easter Seals New Hampshire, Inc.

	01/01/2017 through 0	6/30/2017 Service	Units	
in Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour		\$9.58	
Title IIIB In Home Services	1/2 Hour		\$9.58	
Title IIIB Home Health Aide	1/2 Hour		\$12.50	
Title IIIB Nursing	1/2 Hour		\$24.50	

07.	/01/2017 through 0	6/30/2018 Service	Units	
In Homo Sorvicos	Unit Type	Total # of Units of Service anticipated to be delivered.	Râte per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour		\$10,06	
Title IIIB In Home Services	1/2 Hour		\$10.06	
Title IIIB Home Health Aide	1/2 Hour		\$13.13	1
Title IIIB Nursing	1/2 Hour		\$25.73	

	7/01/2018 through 0	6/30/2019 Service	Units	- · · - · · · · · · · · · · · · · · · ·
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour		\$10.06	1
Title IIIB In Home Services	1/2 Hour		\$10.06	
Title IIIB Home Health Aide	1/2 Hour		\$13,13	
Title tttB Nursing	1/2 Hour		\$25.73	

	07/01/2019 through 0	6/30/2020 Service (Units	,		
în 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	67,669	\$12.00	\$ 812,033,14		
Title IIIB In Home Services	1/2 Hour	4,628	\$12.00	\$ 55,541.26		
Title IIIB Home Health Aide	1/2 Hour	739	\$16.00	\$ 11,817.00		
Title IIIB Nursing	1/2 Hour	74	\$25.73	\$ 1,904.02		

	07/01/2020 through 0	6/30/2021 Service L	Jnits	·	
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Service	Total Amount of Monthly Funding being Requested for each Service	
Title XX In Home Services	1/2 Hour	67,669	\$12.00	\$ 812,033.14	
Title (IIB in Home Services	1/2 Hour	4,628	\$12.00	\$ 55,541.26	
Title IIIB Home Health Aide	1/2 Hour	739	\$16.00	\$ 11,817.00	
Title IIIB Nursing	1/2 Hour	74	\$25.73	\$ 1,904.02	

•	07/01/2021 through 0	6/30/2022 Service I	Units	
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Sorvice	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	67,669	\$12.00	\$ 812,033.14
Title IIIB In Home Services	1/2 Hour	4,628	\$12.00	\$ 55,541.26
Title IIIB Home Health Aide	1/2 Hour	739	\$16.00	\$ 11,817.00
Title IIIB Nursing	1/2 Hour	74	\$25.73	\$ 1,904.02





Jeffrey A. Meyers
Commissioner

Deborah D. Scheetz 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	Manchestèr	\$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
pee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 2 of 4

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	₂₃ \$ 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	\$7,188,745.11	\$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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

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.

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

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

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
		Subtotal		\$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 Sudget	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
		Sublotal		\$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

Fiscel Year	Class/Object	Class Title .	Job Number	Çur	rent Modified Budget	(Increased Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	S	32,686.96			\$32,686.96
2018	540-500382	SS Contracts	multiple	4	68,649.44			\$68,649.44
2019	540-500382	' SS Contracts	multiple	4	68,649.44			\$68,649.44
2020	540-500382	SS Contracts	multiple			\$	68,649.44	\$68,649.44
		Sublotei			\$ 169,985.84		\$68,649.44	\$238,635.28

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

Fiscal Year	Class/Object	Class Titlo	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$ 726,508.88		\$726,508.88
2018	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.26
2019	543-500385	Adult In Home Care	muliple	\$ 1,525,810.26		\$1,525,810.26
2020	543-500385	Adult In Home Care	muliple		\$ 1,525,810.26	\$1,525,810.26
		Subtotal		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66
	· [Total		\$3,948,115.24	\$1,594,459.70	\$5,542,574.94

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
		Subtotal		\$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
		Subtotal		\$3,071,203.72	\$1,240,317.52	\$4,311,521.24
		Total		\$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 Humber	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
		Subtotal		\$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 Yale	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
		Subtotal		\$317,054.48	\$128,043.68	\$445,098.16
		Total		\$324,830.62	\$131,181.75	\$456,012.37

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	mutiple	\$3,228.46		\$3,228.46
2018	540-500382	SS Contracts	multiple	\$6,780.44		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$6,780.44
	<u> </u>	Subtotal		\$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 Titlo	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$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		\$ 52,271.40	\$62,271.40
	1	Subtotal		\$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
		Subtotal	1	\$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 Trile	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
		Subtotal		\$2,010,715.08	\$0.00	\$2,010,715.08
	 	Total		\$2,182,221.52	\$0.00	\$2,182,221.52

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
		Subtolat		, \$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
		Subtotal		\$0.00	\$812,033.14	\$812,033.14
		Total		\$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
		Subtotal		\$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 Titlo	Job Number	Current Modified Budget	(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
		Subtotal	,	\$1,655,889.71	\$605,340.38	\$2,261,230.09
		Total		\$1,898,693.84	\$694,401.56	\$2,593,095.40

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

ſ	Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
Т	2017	540-500382	SS Contracts	multiple	\$52,532.50		\$52,532.50
Г	2018	540-500382	SS Contracts	multiple	\$73,565.15		\$73,565.15
	2019	540-500382	SS Contracts	multiple	\$73,565.15		\$73,565.15
\vdash	2020	540-500382	SS Contracts	multiple		\$ 73,565.15	\$73,565.15
1			Subtotal		\$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; 65% 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	mutiple	\$246,470.00		\$246,470.00
2019	543-500385	Adult In Home Care	mutiple	\$246,470.00		\$248,470.00
2020	543-500385	Adult In Home Care	muttiple		\$ 246,470.00	\$246,470.00
-		Subtotal		\$658,972.50	\$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 Your	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	mutiple	\$0.00	\$ 9,577.10	\$9,577.10
		Subtotal		\$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
		Subtotal		\$365,180.60	\$73,739.80	\$438,920.40
		. Total		\$412,616.68	\$83,316.90	\$495,933.58

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 Mumber	Current Modified Budget	(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
		Subtotal		\$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 Your	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	1	\$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
		. Subtolal		\$609,398.24	\$0.00	\$609,398.24
	Ĭ T	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 Trile	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
		Subtotal		\$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 Yoar	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
		Sublotal		\$469,727.87	\$189,701.42	\$659,429.29
		Total		\$658,209.67	\$265,824.22	. \$924,033.89

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	ClassiObject	. 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
		Subtotal		\$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	Ctass/Object	Class Title	Job Number	Current Modified Budget	Increased (Occreased) 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	mutiple	\$902,442.36		\$902,442.36
2020	543-500385	Adult In Home Care	multiple	\$0.00	\$ 902,442.36	\$902,442.36
		Subtotal		\$2,234,576.46	\$902,442.36	\$3,137,018.82
		Total		\$2,272,046.26	\$917,570.29	\$3,189,616.55
. Gra			irand Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,568,68



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

BUREAU OF ELDERLY & ADULT SERVICES

Commissioner
Christine L. Santaniello
Director

Jeffrey A. Meyers

129 PLEASANT STREET, CONCORD, NH 03301-3857 603-271-9546 1-800-852-3346 Ext. 9846 Fax: 603-271-4912 TDD Access: 1-800-735-2964 www.dbbs.nb.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:	\$18,055,822.57	

14 mar

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

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 H8 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 Page 3 of 3

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. S

Director

Approved by:

Jefrey A. Meyers

Commissioner

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 Increased **Fiscal** Current Modified Revised Modified Class/Object Class Title Job Numbe (Decreased) Year Budget Budget Amount 2017 540-500382 SS Contracts multiple 25,107,46 \$0.00 \$25,107.46 2018 540-500382 SS Contracts 50,214.92 \$52,738.64 multiple 2,523.72 2019 540-500382 SS Contracts 12,558.52 multiple 40,180,12 \$52,738.64 Subjoint \$87,880.90 \$42,703.84 \$130,584,74

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, MHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,

,			43/A FEOL	45% FEDERAL 55% GENERAL				
	Fiscal Year	Ctass/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget	
L	2017	543-500385	Adult in Home Care	multiple	\$ 175,783.42	\$0.00	\$175,783,42	
L	2018	543-500385	Payments to Providers	multiple	\$ 351,557.26	S 17,614.56	5359,171,82	
	2019	543-500385	Payments to Providers	mutiple	\$ 87,886.92	\$ 281,284.90	\$369,171,82	
Ĺ			Subtotal		\$615,227.60	\$298,899.46	\$914,127.06	
(Total		\$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 Increased Fiscal Current Modified Revised Modified. Class/Object Class Title Job Number (Decreased) Year Budget Budget Amount 1 2017 540-500382 SS Contracts mutiple 32,686.96 \$0.00 \$32,686.96 2018 540-500382 SS Contracts. 65,373.92 multiple 3,275.52 \$68,649.44 2019 540-500382 SS Contracts multiple 16,343,48 52,305.96 \$58,649,44 Sublotal \$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

		·		-11-C, 33 /# C	PENTENCE		
	Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
Į	2017	543-500385	Adult In Home Care	multiple	\$- 726,508.88	. \$0.00	\$726,508,88
۱ [2018 .	543-500385	Payments to Providers	multiple	\$ 1,453,008.18	\$ 72,802.08	
Į	2019	543-500385	Payments to Providers	muliple	\$ 363,254.44		
L		<u>'</u>	Sublolal		\$2,542,771.50	\$1,235,357.90	\$3,778,129,40
-{			Total		\$2,657,175.86	\$1,290,939.38	\$3,948,115,24

. 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% FEUE	KAL, 10% C	SENERAL		
Fiscal Year	Class/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	576;415.88	\$0.00	\$76,415;88
2018	540-500382	SS Contracts	multiple	\$152,831,76	\$7,665,96	
2019	540-500382	SS Contracts	multiple	538,232.44	\$122,265,28	
		Sublotal		\$267,480.08	\$129,931.24	\$397,411.32

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 Increased Fiscal Current Modified Revised Modified Class/Object Class Title Job Numbe (Decreased) Year Budget. Budget Amount 2017 543-500385 Adult in Home Care 590,558.68 mutiple \$0.00 \$590,568.68 2018 543-500385 Adult In Home Care 5 1,181,137,36 multiple \$59,180.16 \$1,240,317.52 2019 543-500385 Adult in Home Care multiple 295,293.92 \$94<u>5</u>,023.60 \$1,240,317.52 Subtotal \$2,066,999.96 \$1,004,203.76 \$3,071,203,72 Total \$2,334,480.04 \$1,134,135.00

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,

	<u> </u>	40% FED	ERAL, 60% C	GENERAL		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Oecreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$1,500.00	\$0.00	\$1,500.00
2018	540-500382	SS Contracts	mutiple	\$2,987.50	\$ 150.57	
2019	540-500382	SS Contracts	_mutiple :	\$750.00	\$2,388.07	
Ĺ		Subtotal	f	\$ 5,237,50	\$2,538.64	\$7,776,14

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, 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	\$50,967.12	\$0.00	\$60,967,12
2018	543-500385	Adult In Home Care	muhiple	\$121,934.24	\$6,109.44	
2019	543-500385	Adut In Home Care	multiple	\$30,483.56	\$97,560.12	
_		Subtotal		\$213,384.92	\$103,669.56	\$317,054.48
		Total		\$218,622.42	\$106,208.20	

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 Modifies Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$3,228,-6	· \$0.00	53,228.46
2018	540-500382	SS Contracts	multiple	\$6,456,92	\$323.52	
2019	540-500382	SS Contracts	muliple	\$1,619,02	\$5,161.42	
•		Sublotal		\$11,304,40	55,484.94	

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,

-		,	43% FEU	: KAL: 55% (SENERAL		
	Fiscal Year	Cuss/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
L	2017	543-500385	Adult In Home Care	multiple	\$29,650.10	\$0.00	\$29,650.10
١Į	2018	543-500385	Adult In Home Care.	mutiple	\$59,300.20	\$2,971,20	
L	2019	543-500385	Adult In Home Care	mutiple	\$14,829.84	\$47,441,56	
Ĺ			Subtotal		\$103,780.14	\$50,412.76	
L		<u> </u>	Total		\$115,084.54	\$55,897.70	

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

		40 A FED!	CIVAL BUAL	SENERAL		
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	muliple	\$65,954.18	\$3,308.10	
2019	540-500382	SS Contracts	muliple	\$16,498,40	\$52,763.88	
<u> </u>		- Sublotal		\$115,434.45	\$56,071.98	

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	\$385,648.80	\$0.00	\$385,648,80
2018 -	543-500385	Adult In Home Care	muttiple	\$773,288.02	\$38,745.12	
2019	543-500385	Adult In Home Care	multiple	\$193,324.40	\$618,708.74	
		Subtotal	L	\$1,353,261.22	\$657,453.86	
	<u> </u>	Total		51,468,695.68	\$713,525.84	

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% FE DE	KAL, 10% C	ENERAL		
.	Fiscal Year	i - Class/Object i i	Class Title	ופמתעא מסל	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
I	2017	540-500382	'SS Contracts	multiple	\$64,681.77	\$0.00	\$64,681,77
i	2018	540-500382	SS Contracts	multiple	584,811,74	\$4,249,44	
	2019	540-500382	SS Contracts	multiple	\$21,203.44	\$67,857,74	
		ļ-	Subtotal		\$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	\$576,447.76	\$28.892.62	\$605,340,38
2019	543-500385	Adult In Home Care	·muttiple	5144,114,34	\$461,226,04	\$605,340.38
		Subiolal		\$1,165,771.05	\$490,118.66	\$1,655,889,71
		Total		\$1,336,468.00	\$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,

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budgel
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
		Subtotal		\$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 (Occreased) Amount	Revised Modified
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
,	<u>l</u>	Subtotal		\$459,420.00	\$199,552.50	\$668,972.50
		Total		\$609,515.00	\$259,120.30	\$868,635.30

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 Budgel	Increased (Decreased) - Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$9,127,68	\$0.00	\$9,127.68
2018	540-500382	SS Contracts	muticie	\$18,236.20	\$918,00	519,154.20
2019	540-500382	SS Contracts	multiple	\$4,563.84	\$14,590.36	\$19,154.20
		Subtotat		\$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	mutiple	\$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
		Subtotal		\$245,784.48	\$119,396.12	\$365,180.60
	t	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

	40 // FEDEROLE, 80 # GENERAL								
Fiscel Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget			
2017	540-500382	SS Contracts	mulliple	\$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	muliple	\$18,914.22	\$60,544.62	\$79,458.84			
		Subtotal		\$132,399.54	\$84,346.58	\$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

Fiscol 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	mutiple	\$234,365.12	\$11,742,72	\$246,107.84
2019	543-500385	Adult In Home Care	muliple	\$58,591.28	\$187,516.56	\$248,107.84
		Subtotal		\$410,138.96	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$805,144.36

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% PEDERAL, 60% GENERAL									
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget				
2017	540-500382	SS Contracts	mutiple	\$36,236,20	\$0.00	538,236,20				
2018	540-500382	SS Contracts	multiple	\$72,472.40	53,650.40	\$76,122,80				
2019	540-500382	SS Contracts	multiple	\$18,118.10	\$58,004.70	\$78,122.80				
_		Sublotal		. \$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: ELOERLY - 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
	[Subtotal		\$316,135.21	\$153,592.66	\$469,727,87
		Total		\$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, 50% GENERAL

Fiscal Yoar	Class/Object	"Class Trile	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
		Subtotal		\$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

_	4377 EDENAC, 3377 OE1027072								
	Fiscal Year	Class/Object	Class Tale	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget		
L	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		
E			Subtotal		\$1,503,925.88	\$730,650.58	\$2,234,576.46		
			_ Total		\$1,529,147.80	\$742,898.46	\$2,272,046.26		

Grand Total: \$18,055,822.57





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

BUREAU OF ELVERLY & ADULT SERVICES

Maureen U. Ryan Director of Human Services

Jeffrey A. Mayers

Commissioner

129 PLEASANT STREET, CONCORD, NH 03301-3857
603-271-9203 1-800-351-1888
Fex: 603-271-4643 TDD Access: 1-800-736-2964 www.dhhe.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
٥.		TOTAL:	\$9,746,988.95

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 2 of 3

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.

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 3 of 3

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 Ù. 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: ELOERLY AND ADULT SERVICES, GRANTS TO LOCALS, ADM ON AGING GRANTS (29.86% Federal Funds; 70.14% General Funds)

. Androscoggin Valley Home Care (Vendor #157347)

	POCONIE TOTAL COLO	TACHOOL MIDIO	~17
Class / Account	Claus 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 Aegncy (Vendor #154643)

Class / Account	Class Thie	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	531,927.72

The Homemakers Health Services (Vendor #154848)

Class / Account \	Class Thie	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	\$ 5,456.92
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 #177186)

Class / Account	Class Title	Stato 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 Aegncy (Vendor #154843)

Class / Account	Class Title	Stato 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).

		1	
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 Nume Assoc of Franklin (Vendor #154177)

,110 41:	The Visiting Horse Assoc of Frankfill (Vehicle) #134117)				
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)

Cla	ss/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	5218,622.42

North Country Home Health & Hospice Aegney (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)

¥ 1 1/0 W1	TICO (TENEOU NITTERY)	
	2017	\$436,905.68
	2018	\$873,789.28
	2019	5218,452.84
	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	nii	\$785,718.04
9255-543-500385	Adult In Home Care	ell	\$8,961,270.91
9255-566-500918	Adult Group Day Care	. all	\$0.00
		Тоца	\$9,746,988.95

Grand Total SFY17	2017	\$2,784,863.63
Grand Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,392,465.62
Total Contract		59,746,988.95

Account Name	Account #	Revised Modified Budget
•	7872-540-	
Social Services Contracts	500382	\$785,718.04
	9255-543-	T
Adult In Home Care	500385	\$8,961,270.91
	9255-566-	
Adult Group Day Care	500918	\$0.00
Summary of Totals		59,746,988.95



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

In Home Care, In Home Health Alde, to Home Nursing Services RFA Name

RFA-2017-BEAS-01-INHON

RFA Number

Bidder Namo
Androscoggin Valley Home Care
2. Area Home Care Family Services
3 Child & Family Services (Hillsborough CO)
4. Child & Family Sorvices (Merrimack CO)
5. CornerStone VNA
6. Franklin VNA & Hospice
7. Lake Sunapee Region VNA & Hospice
8. Lakes Region Community Services (Balknap CO)
S. Lakes Region Community Services (Gration CO)
10. Lekes Rogion Community Services (Sulliven CO)
11. North Country Home Health & Hospice Agency (Coos Co)
12. North Country Home Health & Hospice Agency (Grahon CO)
1). Northwoods Home Hosith & Hospics
14. The Homemakers Health Services
15. Visiting Nurse Home Care & Hospice of Carroll County
16

	Maslmon	Actual
Pase/Fall	Points	Polnts
Passiran	FOITH	POM
	150	134
	150	וגו
	150	140
	150	140
	150	127
	150	124
	. 150	55
	150	131
	150	147
	150	147
	150	. 139
	150	139
	ıs	€
	150	142
	150	133
	150	141

Reviewer Names Tracey Tair, Administrator ti Edel 6 Adul Services Raceal Latin, Prog Operations Administrator, BEAS Adult Protein Angels Rivers, Supervisor V, BEA Adult Protein Intaks Unit			
	•		
			
٠	X.		

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 Franklin VNA & Hospice ("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, 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, 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:

- Form P-37, General Provisions, Block 1.3, Contractor Name, to read: The Visiting Nurse Association of Franklin.
- 2. Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$366,614.36.
- 3. Modify Exhibit A, Amendment #3, Scope of Services, Section 2, Scope of Work by adding Subsection 2.8., to read:
 - 2.8. The Contractor shall participate in quarterly meetings with the Department to ensure compliance with the contractual requirements.
- 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 #4
- 5. 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.
- 6. 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.

RFA-2017-BEAS-01-INHOM-05-A04

Franklin VNA & Hospice

Contractor Initials:

9/1/2021 Date: 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,

•	Department of Health and Human Services
	CocuSigned by:
9/1/2021	Christine Santaniello
	BD6054FFECED484
Date	Name: Christine Santaniello
	Title: Associate Commissioner
	Franklin VNA & Hospice
	DocuSigned by:
9/1/2021	knystin Albert
Date	Name: Krystin Albert
	Title: Krystin Albert

execution.	lving been reviewed by this office, is approved as to form, substance, and
	OFFICE OF THE ATTORNEY GENERAL
	DocuSigned by:
9/3/2021	J. Christopher Marshall
Date	Name: J. Christopher Marshall
	Title: Assistant Attorney General
I hereby certify that the foregoi the State of New Hampshire at	ng Amendment was approved by the Governor and Executive Council of the Meeting on: (date of meeting)
	OFFICE OF THE SECRETARY OF STATE
<u> </u>	<u> </u>
Date	Name: Title:
	i we.

Exhibit B-1 Rate Sheet, Amendment #4

In-Home	Care, In-Home I	lealth Aide, In-F	lome Care Nur	sing	
	The Visiting Nur	se Association	of Franklin		
	01/01/2017 throu	igh 06/30/2017 Sei	rvice Units		
Total # of Units of Total Amou					
		Service	Į.		Monthly Funding being
		anticipated to be	ì	Rate per	Requested for each
In Home Services	Unit Type	delivered.		Service	Service
Title XX In Home Services	1/2 Hour	3,095		\$9.58	\$ 29,650.10
Title IIIB In Home Services	1/2 Hour	337		\$9.58	\$ 3,228.46
Title IIIB Home Health Aide	1/2 Hour	0		\$12.50	\$.
Title IIIB Nursing	1/2 Hour	0	_	\$24.50	-

	07/01/2017 throu	gh 06/30/2018 Sen	vice Units	 -	
		Total # of Units of		Total Amount of Monthly Funding being	
₹•					
		anticipated to be	Rate per	Requested for each	
In Home Services	Unit Type	delivered.	Service	Service	
Title XX in Home Services	1/2 Hour	6,190	\$10.06	\$ 62,271.40	
Title IIIB In Home Services	1/2 Hour	674	\$10.06	\$ 6,780.44	
Title IIIB Home Health Aide	1/2 Hour	0	\$13.13	\$	
Title IIIB Nursing	1/2 Hour ~	0	\$25.73	\$	

	07/01/2018 throu	gh 06/30/2019 Ser	vice Units		
		Total # of Units of		Total Amount of	
		Service		Monthly Funding being	
		anticipated to be	Rate per	Requested for each	
In Home Services	Unit Type	delivered.	Service	Service	
Title XX in Home Services	1/2 Hour	6,190	\$10.06	\$ 62,271.40	
Title IIIB In Home Services	1/2 Hour	674	\$10.06	\$ 6,780.44	
Title IIIB Home Health Aide	1/2 Hour		\$13.13		
Title IIIB Nursing	1/2 Hour_	0	\$25.73	-	

<u> </u>	07/01/2019 throu	gh 06/30/2020 Ser	vice Units		
		Total # of Units of Service anticipated to be	Rate per	Total Amount of Monthly Funding being Requested for each Service	
In Home Services	Unit Type	delivered.	Service		
Title XX In Home Services	1/2 Hour	5,189	\$12.00	\$ 62,271.40	
Title IIIB In Home Services	1/2 Hour	565	\$12.00	\$ 6,780.44	
Title IIIB Home Health Aide	1/2 Hour	0	\$16.00	\$ -	
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$	

	07/01/2020 throu	igh 06/30/2021 Service Un	its		
		Total # of Units of		Total Amount of	
	Service Mon		Monthly Funding being		
		anticipated to be Rate per Requested for e		Requested for each	
In Home Services	Unit Type	delivered.	Service	Service	
Title XX In Home Services	1/2 Hour	5,189	\$12.00	\$ 62,271.40	
Title IIIB In Home Services	1/2 Hour	565	\$12.00	\$ 6,780.44	
Title IIIB Home Health Aide	1/2 Hour	0	\$16.00	\$	
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$	

	07/01/2021 throu	igh 06/30/2022 Serv	ice Units		
		Total # of Units of		Total Amount of	
		Service		Monthly Funding being	
		anticipated to be		Requested for each	
In Home Services	Unit Type	delivered.	Service	Service	
Title XX In Home Services	1/2 Hour	4,229	\$12.00	\$ 50,748.00	
Title IIIB In Home Services	1/2 Hour	565	\$12.00	\$ 6,780.44	
Title IIIB Home Health Aide	1/2 Hour	0	\$16.00	-	
Title IIIB Nursing	1/2 Hour	0	\$25.73	-	

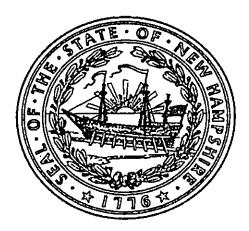
State of New Hampshire **Department of State**

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that THE VISITING NURSE ASSOCIATION OF FRANKLIN is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on November 13, 1944. 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: 65719

Certificate Number: 0005424204



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire. this 19th day of August A.D. 2021.

William M. Gardner Secretary of State

CERTIFICATE OF AUTHORITY

I, Kathleer	n Kidder	, hereby certify that:
(Name of the elected	Officer of the Corporation/LLC;	cannot be contract signatory)
1. I am a duly elected Clerk/S	Secretary/Officer ofFranklin \	
	(Corporation	'LLC Name)
		the Board of Directors/shareholders, duly called and ors/shareholders were present and voting.
	(may list more than on itle of Contract Signatory)	e person)
is duly authorized on behalf o	f Franklin VNA & Hospice (Name of Corporation/ LLC)	to enter into contracts or agreements with the State
documents, agreements and		ts and further is authorized to execute any and all nendments, revisions, or modifications thereto, which e purpose of this vote.
date of the contract/contract thirty (30) days from the date New Hampshire will rely on position(s) indicated and tha	amendment to which this certific of this Certificate of Authority. this certificate as evidence that they have full authority to bindisted individual to bind the corpo	pealed and remains in full force and effect as of the icate is attached. This authority remains valid for I further certify that it is understood that the State of at the person(s) listed above currently occupy the d the corporation. To the extent that there are any ration in contracts with the State of New Hampshire,
Dated: 8/19/2021	Take	Signature of Elected Officer
		Signature of Elected Officer
		Name: Kathleen Kidder

Title: Chair of Board of Directors

ACORD[®]

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 07/27/2021

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 RETWEEN

REPRESENTATIVE OR PRODUCER, AND THE	CERTIFICATE HOLDER.	ONTRACT BETWEE	IN THE 135U	ING INSURER(S), AUTHORIZ	FD
IMPORTANT: If the certificate holder is an AD	DITIONAL INSURED, the police	cy(ies) must have Al	DITIONAL II	NSURED provisions or be en	dorsed.
If SUBROGATION IS WAIVED, subject to the to this certificate does not confer rights to the co	erms and conditions of the po	olicy, certain policies	may require	an endorsement. A statem	ent on
PRODUCER	ertificate noider in lieu of suc	n endorsement(s).			
FIAI/Cross Insurance		NAME: OUSEIT VO	69-3218	FAX (6	001045 4004
1100 Elm Street		(A/C, No. Ext): (000) 0		(A/C, No): \U	03) 645-4331
Troo Em outer		ADDRESS: SVESTAGO	crossagency.co	om	
Manchester	NH 03101	Mada		RDING COVERAGE	NAIC #
INSURED	1411 03101	INSURER A.	Union Fire Ins	5. CO.	
Visiting Nurse Association of Franklin		INSURER B :			
75 Chestnut Street		INSURER C :			
		INSURER D :		·-·-	
Franklin	NH 03235	INSURER E :			
COVERAGES CERTIFICA	ATE NUMBER: 21-22 All lines	 		REVISION NUMBER:	
THIS IS TO CERTIFY THAT THE POLICIES OF INSURA	ANCE LISTED BELOW HAVE BEEN	I ISSUED TO THE INSU	RED NAMED A	BOVE FOR THE POLICY PERIOD	
INDICATED. NOTWITHSTANDING ANY REQUIREMEN CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE EXCLUSIONS AND CONDITIONS OF SUCH POLICIES	IT, TERM OR CONDITION OF ANY E INSURANCE AFFORDED BY THI	CONTRACT OR OTHER E POLICIES DESCRIBE	R DOCUMENT '	WITH RESPECT TO WHICH THIS	
NSR ADDLIS	NBR	I POLICY EFF	POLICY EXP (MM/DD/YYYY)	1	
COMMERCIAL GENERAL LIABILITY	TYVU POLICT NUMBER	(MM/DD/YYYY)	(MM/DD/YYYY)	LIMITS	1,000,000
CLAIMS-MADE OCCUR				DAMAGE TO RENTED	1,000,000
✓ Includes Professional		i .		FREMISES (Caroconence)	50,000
A -	HG-0000523-01	01/01/2021	01/01/2022	mas con (ren) and parson;	1,000,000
GENL AGGREGATE LIMIT APPLIES PER:		İ			3,000,000
POLICY PRO-				OCHEROCAGO ILONIE 3	3,000,000
OTHER:				S S	
AUTOMOBILE LIABILITY				COMBINED SINGLE LIMIT &	1,000,000
ANY AUTO				(Ea accident) BODILY INJURY (Per person) \$	
A OWNED SCHEDULED AUTOS	HA-0000526-01	01/01/2021	01/01/2022	BODILY INJURY (Per accident) \$	
HIRED NON-OWNED AUTOS ONLY				PROPERTY DAMAGE	· -
		İ		(Per accident) \$	
₩ UMBRELLA LIAB COCCUR				EACH OCCURRENCE \$	000,000
A EXCESS LIAB CLAIMS-MADE	HX-0000530-01	01/01/2021	01/01/2022		,000,000
DED RETENTION \$				s	
WORKERS COMPENSATION AND EMPLOYERS' LIABILITY				PER OTH- STATUTE ER	
ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?				E.L. EACH ACCIDENT \$	-
(Mandatory in NH)				E.L. DISEASE - EA EMPLOYEE \$	
DESCRIPTION OF OPERATIONS below				E.L. DISEASE - POLICY LIMIT \$	
					_
				<u>, , , , , , , , , , , , , , , , , , , </u>	
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACO		may be attached if more sp	ace is required)		
Refer to policy for exclusionary endorsements and spec	cial provisions.				
			**		
PROTEINATE HALLS					
CERTIFICATE HOLDER		CANCELLATION		<u> </u>	
SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN					
State of NH Department of Health and H 129 Pleasant Street	numan Services	ACCORDANCE WITH		FROVISIONS.	
O		_			Į.
Concord	NH 03301	Las	بر ۱	8 co	 .

/NAFRA

ACORD... CERTIFICATE OF LIABILITY INSURANCE

8/19/2021

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(les) 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). CONTACT Ken Avarista **USI Insurance Services LLC** PHONE (A/C, No, Ext): 855 874-0123 (A/C, No): 3 Executive Park Drive, Suite 300 ADORESS: Ken.Avarista@usi.com Bedford, NH 03110 INSURER(S) AFFORDING COVERAGE NAIC # 855 874-0123 INSURER A: Technology Insurance Company, Inc. 42376 INSURED INSURER B: VNA of Franklin INSURER C: 75 Chestnut Street INSURER D : Franklin, NH 03235 INSURER E INSURER F 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. ADDL SUBR POLICY EFF | POLICY EXP TYPE OF INSURANCE LIMITS **POLICY NUMBER** COMMERCIAL GENERAL LIABILITY **EACH OCCURRENCE** DAMAGE TO RENTED PREMISES (Ea occurrence) CLAIMS-MADE MED EXP (Any one person) PERSONAL & ADV INJURY GENL AGGREGATE LIMIT APPLIES PER GENERAL AGGREGATE POLICY Loc PRODUCTS - COMP/OP AGG OTHER: OMBINED SINGLE LIMIT AUTOMOBILE LIABILITY BODILY INJURY (Per person) ANY AUTO SCHEDULED OWNED AUTOS ONLY BODILY INJURY (Per accident) AUTOS NON-OWNED AUTOS ONLY PROPERTY DAMAGE (Per accident) HIRED AUTOS ONLY UMBRELLA LIAB OCCUR **EACH OCCURRENCE EXCESS LIAB** CLAIMS-MADE **AGGREGATE** DED RETENTION \$ WORKERS COMPENSATION 07/01/2021 07/01/2022 X | PER STATUTE Δ TWC3993193 AND EMPLOYERS' LIABILITY
ANY PROPRIETOR/PARTNER/EXECUTIVE
OFFICER/MEMBER EXCLUDED? \$500,000 E.L. EACH ACCIDENT Ν NIA (Mandatory in NH) E.L. DISEASE - EA EMPLOYEE \$500,000 If yes, describe under DESCRIPTION OF OPERATIONS below s500,000 E.L. DISEASE - POLICY LIMIT DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Attention Amy Marchildon Amy.E.Marchildon@dhhs.nh.gov **CERTIFICATE HOLDER CANCELLATION** SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE State of NH Department of Health THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN and Human Services ACCORDANCE WITH THE POLICY PROVISIONS. 129 Pleasant Street AUTHORIZED REPRESENTATIVE Concord, NH 03301-3857 San Hoof

© 1988-2015 ACORD CORPORATION. All rights reserved.



MISSION STATEMENT

The mission of the Visiting Nurse Association of Franklin is to provide quality home health care, hospice care, and education to individuals and families in our communities so that they may reach their highest level of independence.

b Berry Dunn

Franklin Stanklin White WNA & Hospice

FINANCIAL STATEMENTS

December 31, 2020 and 2019

With Independent Auditor's Report



INDEPENDENT AUDITOR'S REPORT

Board of Directors
The Visiting Nurse Association of Franklin
d/b/a Franklin Visiting Nurse Association & Hospice

We have audited the accompanying financial statements of The Visiting Nurse Association of Franklin d/b/a Franklin Visiting Nurse Association & Hospice, which comprise the balance sheets as of December 31, 2020 and 2019, and the related statements of operations and changes in net assets and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

DocuSign Envelope ID: 9C65144D-7497-4960-AF14-A8E8ACEDC2FF

Board of Directors
The Visiting Nurse Association of Franklin
d/b/a Franklin Visiting Nurse Association & Hospice
Page 2

Berry Dunn McNeil & Parker, LLC

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Visiting Nurse Association of Franklin d/b/a Franklin Visiting Nurse Association & Hospice as of December 31, 2020 and 2019, 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.

Manchester, New Hampshire

May 11, 2021

Balance Sheets

December 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
ASSETS		
Current assets Cash and cash equivalents Patient accounts receivable, net Prepaid expenses	\$ 463,069 258,973 3,509	\$ 297,345 313,949
Total current assets	725,551	630,043
Investments	3,229,126	2,902,181
Property and equipment, net	<u>37,029</u>	69,396
Total assets	\$ <u>3,991,706</u>	\$ <u>3,601,620</u>
LIABILITIES AND NET ASSE	TS	
Current liabilities Accounts payable and accrued expenses Accrued payroll and related expenses CARES Act refundable advance	\$ 39,503 167,283 	\$ 51,255 143,979
Total current liabilities and total liabilities	330,185	195,234
Net assets Without donor restrictions	<u> 3,661,521</u>	3,406,386
Total liabilities and net assets	\$ <u>3,991,706</u>	\$ <u>3,601,620</u>

Statements of Operations and Changes in Net Assets

Years Ended December 31, 2020 and 2019

·	<u>2020</u>	<u>2019</u>
Operating revenue		
Net patient service revenue	\$ 2,348,031	\$ 2,208,340
Other operating revenue	106,454	153,594
CARES Act revenue	<u>431,158</u>	
Total operating revenue	2,885,643	2,361,934
Operating expenses		
Salaries and benefits	2,270,317	2,165,529
Other operating expenses	687,989	688,744
Depreciation	32,367	40,028
Total operating expenses	2,990,673	2,894,301
Operating loss	(105,030)	(532,367)
Other revenue and gains		
Investment income	54,398	69,442
Contributions	14,495	56,057
Change in fair value of investments	291,272	333,230
Total other revenue and gains	<u>360,165</u>	458,729
Change in net assets without donor restrictions	255,135	(73,638)
Net assets without donor restrictions, beginning of year	3,406,386	3,480,024
Net assets without donor restrictions, end of year	\$ <u>3,661,521</u>	\$ <u>3,406,386</u>

Statements of Cash Flows

Years Ended December 31, 2020 and 2019

		<u>2020</u>		<u>2019</u>
Cash flows from operating activities				
Change in net assets	\$	255,135	\$	(73,638)
Adjustments to reconcile change in net assets to net cash provided (used) provided by operating activities			Ţ	(, ,
Depreciation		32,367		40.028
Change in fair value of investments		(291,272)		(333,230)
Decrease (increase) in the following assets		(,,		(000,200)
Patient accounts receivable		54,976		(86,583)
Prepaid expenses		15,240		(2,525)
Increase (decrease) in the following liabilities		•		(=,-=,-,-
Accounts payable and accrued expenses		(11,752)		(4,136)
Accrued payroll and related expenses		23,304		36,480
CARES Act refundable advance	_	123,399	_	<u> </u>
Net cash provided (used) by operating activities	. –	201,397	_	(423,604)
Cash flows from investing activities				
Purchase of investments		(796,756)		(955,013)
Proceeds from sale of investments		761,083		911,782
Capital expenditures	_		_	(29,480)
Net cash used by investing activities	_	(35,673)		(72,711)
Alakinana - Adaman Ni				
Net increase (decrease) increase in cash and cash equivalents		165 704		(400.245)
equivalents		165,724		(496,315)
Cash and cash equivalents, beginning of year	_	297,345	_	793,660
Cash and cash equivalents, end of year	\$_	463,069	\$_	297,345

Notes to Financial Statements

December 31, 2020 and 2019

1. Summary of Significant Accounting Policies

Organization

The Visiting Nurse Association of Franklin d/b/a Franklin Visiting Nurse Association & Hospice (the Association) is a non-stock, non-profit corporation organized in New Hampshire. The Association's primary purpose is to provide home care, hospice and personal care services in Franklin and surrounding communities.

Basis of Presentation

The financial statements of the Association have been prepared in accordance with U.S. generally accepted accounting principles (U.S. GAAP), which require the Association to report information regarding to its financial position and activities according to the following net asset classifications:

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 statement of operations and changes in net assets. At December 31, 2020 and 2019, the Association did not have any net assets with donor restrictions.

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.

Use of Estimates

The preparation of financial statements in conformity with 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.

Notes to Financial Statements

December 31, 2020 and 2019

Cash and Cash Equivalents

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

The Association has cash deposits in a major financial institution 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 for probable payment adjustments by analyzing its 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 amounted to \$318,665, \$313,949 and \$227,336 as of December 31, 2020, 2019 and 2018, respectively.

Investments

Investments are reported at fair value. Investment income and the recognized change in fair value are included in other revenues and gains to simplify the presentation of these amounts in the statements of operations and changes in net assets, 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.

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. Provision for depreciation is computed using the straight-line method over the useful lives of the related assets.

Notes to Financial Statements

December 31, 2020 and 2019

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 fee-for-service 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.

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.

Notes to Financial Statements

December 31, 2020 and 2019

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.

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.

<u>Uncertainty</u>

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 implemented certain relief measures and 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 businesses 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. While management expects this matter to impact operating results, the related financial impact and duration cannot be reasonably estimated.

Notes to Financial Statements

December 31, 2020 and 2019

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 \$123,399 to offset the costs and lost revenue as a result of the pandemic. When it has been determined that the conditions of the funding have been met, the Association will reflect the funds as other operating income. This amount is reflected in CARES Act refundable advance on the balance sheet. The Association also received funding passed through the State of New Hampshire to fund hazard pay for direct care employees. The total received from the grant was \$71,850 and is reflected as CARES Act revenue in the operating revenue section of the statement of operations.

In April, the Association received a loan from the U.S. Small Business Association (SBA) within the CARES Act under the Paycheck Protection Program (PPP) in the amount of \$359,308. The loan is unsecured, has a two-year term with a maturity date of April 2022, bears an annual interest rate of 1%, and shall be payable monthly with the first six monthly payments deferred. The principal amount of the PPP is subject to forgiveness, upon the Association's request, to the extent that the proceeds are used to pay qualifying expenditures, including payroll costs, interest on mortgages, rent and utilities, incurred by the Association. The Association met the conditions of forgiveness as of December 31, 2020 and applied for forgiveness, which was approved by the SBA on January 12, 2021. The full amount of the PPP received is reported as CARES Act revenue in the operating revenue section of the statement of operations and changes in net assets for the year ended December 31, 2020.

Notes to Financial Statements

December 31, 2020 and 2019

2. Availability and Liquidity of Financial Assets

The Association strives to maintain liquid financial assets sufficient to cover 90 days of general expenditures. Financial assets in excess of daily cash requirements are invested in certificates of deposit, equity securities, and other investments.

The following table reflects the Association's financial assets and liquidity resources available within one year for general expenditure for operations and capital expenditures as of December 31:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents Patient accounts receivable, net Investments	\$ 463,069 258,973 3,229,126	\$ 297,345 313,949 2,902,181
Financial assets available to meet cash needs for general expenditures within one year	\$ <u>3,951,168</u>	\$ <u>3,513,475</u>

The Association also has a line of credit available to meet short-term needs.

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

3. Fair Value Measurement

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 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. There were no level 3 assets as of December 31, 2020 and 2019.

Notes to Financial Statements

December 31, 2020 and 2019

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

	Fair Value	e Measu <u>r</u> em	en	ts at Decen	nbe	r 31, 2020
		<u>Total</u>		Level 1		Level 2
Cash and cash equivalents Debt instruments	\$	43,827	\$	43,827	\$	•
U.S. Government and agency Corporate bonds		492,658 357,922		492,658		357,922
Total debt instruments		850,580	•	492,658	-	357,922
Marketable equity securities Mutual funds		663,425		663,425		•
Equity funds Fixed income funds		821,857 582,165		821,857 582,165		
International equity Alternatives		116,925 150,347		116,925 150,347		-
Total mutual funds		1,671,294		1,671,294	_	
Total investments	\$	3,229,126	\$	2,871,204	\$ ₌	357,922
	<u>Fair Val</u>	ue Measurer	ne	nts at Decer	nbe	r 31, 2019
				•		
		<u>Total</u>		Level 1		Level 2
Cash and cash equivalents Debt instruments	\$	<u> </u>	\$	·	\$	<u>Level 2</u> -
Debt instruments U.S. Government and agency	\$	46,187 593,508	\$	·	\$	-
Debt instruments	\$	46,187	\$	46,187	\$	Level 2 - 276,746 276,746
Debt instruments U.S. Government and agency Corporate bonds Total debt instruments Marketable equity securities	\$	46,187 593,508 276,746	\$	46,187 593,508	\$	276,746
Debt instruments U.S. Government and agency Corporate bonds Total debt instruments Marketable equity securities Mutual funds Equity funds	\$	46,187 593,508 276,746 870,254 550,643 840,791	\$	46,187 593,508 593,508 550,643 840,791	\$	276,746
Debt instruments U.S. Government and agency Corporate bonds Total debt instruments Marketable equity securities Mutual funds Equity funds Fixed income funds International equity	\$	593,508 276,746 870,254 550,643 840,791 378,873 95,156	\$	46,187 593,508 593,508 550,643 840,791 378,873 95,156	\$	276,746
Debt instruments U.S. Government and agency Corporate bonds Total debt instruments Marketable equity securities Mutual funds Equity funds Fixed income funds	\$	46,187 593,508 276,746 870,254 550,643 840,791 378,873	\$	46,187 593,508 593,508 550,643 840,791 378,873	\$	276,746

The fair value of corporate bonds is determined annually based on quoted market prices of similar instruments.

Notes to Financial Statements

December 31, 2020 and 2019

Investment management fees for the years ended December 31, 2020 and 2019 were \$37,593 and \$44,590, respectively.

4. Property and Equipment

Property and equipment consists of the following:

	<u>2020</u>		<u>2019</u>
Land Land improvements Building and improvements Furniture, fixtures and equipment	\$ 10,00 81,22 333,28 500,69	!5 !9	10,000 81,225 333,289 500,696
Total cost	925,21		925,210
Less accumulated depreciation	<u>888,18</u>	<u> 1</u>	<u>855,814</u>
Property and equipment, net	\$ <u>37,02</u>	<u>9</u> \$	69,396

5. Line of Credit

The Association maintains a \$500,000 unsecured line of credit with a local bank expiring December 6, 2021. Interest is at 4%. There were no outstanding balances at December 31, 2020 or 2019.

6. Net Patient Service Revenue

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 was able to provide the above charity care under sliding fee scale policies and in activities without established rates or at rates substantially below costs through a combination of local community support and state grants.

Notes to Financial Statements

December 31, 2020 and 2019

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.

The Association's net patient service revenue is comprised of healthcare services transferred over time. The composition of net patient service revenue for the years ended December 31, 2020 and 2019 is as follows:

		<u>2020</u>	<u> 2019</u>
Medicare	\$	2,176,817	\$ 1,956,777
Medicaid Other third-party payors		41,390 97,226	148,791 68,958
Private pay		32,598	<u>33,814</u>
Total	· · · · · · · · · · · · · · · · · · ·	2,348,031	\$ <u>2,208,340</u>

7. Functional Expenses

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

	<u> 2020</u>	<u>2019</u>
Program services		
Salaries and benefits	\$ 1,893,967	\$ 1,806,550
Program supplies	145,628	69,210
Contract.services	148,730	184,368
Other operating expenses	215,594	166,083
Depreciation	<u>27,126</u>	33,547
Total program services	2,431,045	2,259,758
Administrative and general		
Salaries and benefits	376,350	358,979
Contract services	144,877	250,856
Other operating expenses	33,160	18,227
Depreciation	5,241	<u>6,481</u>
Total administrative and general	<u>559,628</u>	634,543
Total	\$ <u>2,990,673</u>	\$ <u>2,894,301</u>
·		

Notes to Financial Statements

December 31, 2020 and 2019

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

8. Retirement Plan

The Association has a 403(b) defined contribution retirement plan covering all employees. Employer contributions made on behalf of eligible participants amounted to \$24,412 and \$28,263 for the years ended December 31, 2020 and 2019, respectively.

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 payor agreements. Following is a summary of accounts receivable by funding source:

	<u>2020</u>	<u>2019</u>
Medicare	83 %	73 %
Medicaid Other	2 <u>15</u>	, 5 <u>22</u>
Total	<u>100</u> % _	100 %

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, 2020 and 2019 which, in the opinion of management, will be settled for amounts in excess of insurance coverage, 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 May 11, 2021, which is the date the financial statements were available to be issued.



BOARD OF DIRECTORS 4/2021 – 4/2022

NAME
CHAIR
Kathleen "Kitty" Kidder
VICE CHAIR
Virginia "Ginny" Blackmer
TREASURER
Deborah Tessier
SECRETARY
Cheri Caruso
Christopher Seufert, Esq.
Deborah Tessier
Mason Donovan
Michael J. Foss

Krystin L Albert

CEO

Franklin VNA & Hospice- Franklin January 2020-Present

- Responsible for daily operations providing quality healthcare services through home health and/or hospice services.
- Strategic planning to ensure quality service provision, compliance with local, state, federal and company policy.
- · Leadership, community involvement and marketing.
- Coordination of services, budget development, and fundraising.
- Interprets operational indicators to detect census changes and increases or decreases in volume that could impact staffing levels, revenues, or expenses.
- Evaluates performance of Clinical Supervisors.
- Assists Clinical Supervisors to develop skills and techniques in evaluating the performance of clinicians.
- Hires, evaluates, and terminates organization personnel.
- Conducts annual evaluations on clinicians, or more frequently if indicated.

Director of Home Care and Hospice Services

Franklin VNA & Hospice - Franklin

November 2013 - Present

- Provides guidance and counseling to coordinators and Clinical Supervisors to assist them in continually improving all
 aspects of home and hospice care services, provided through agency personnel.
- Oversees the maintenance of patient clinical records, statistics, reports, and records for purposes of evaluation and reporting of organization activities.
- Conduct Inter-Disciplinary Team meetings and manage all members of the team, including the scheduling, productivity monitoring, mentoring, one-on-one meetings, pay practices, timekeeping, and expense reports
- Assists Clinical Supervisors in managing clinical teams and planning.
- Provides help in assessment, planning, implementation, and evaluation of patient and family/caregiver care to all clinical personnel as indicated.
- Establishes departmental goals consistent with corporate goals and objectives
- Assists the Executive Director in the preparation and administration of the organization's budget.
- Interprets operational indicators to detect census changes and increases or decreases in volume that could impact staffing levels, revenues, or expenses.
- Evaluates performance of Clinical Supervisors.
- Assists Clinical Supervisors to develop skills and techniques in evaluating the performance of clinicians.
- · Hires, evaluates, and terminates organization personnel.
- Conducts annual evaluations on clinicians, or more frequently if indicated.
- Assures proper maintenance of clinical records in compliance with local, state, and federal laws.
- Coordinates and oversees all direct and Indirect patient services provided by clinical organization personnel.
- Provides guidance and counseling to coordinators and clinical supervisors to assist them in continually improving all aspects of patient care services, provided through organization personnel.
- Assists clinical supervisors in managing clinical teams and planning.
- Evaluates performance of clinical supervisors.
- Oversees the maintenance of patient clinical records, statistics, reports, and records for purposes of evaluation and reporting of organization activities.
- Serves as the administrator on call when acheduled.
- Assures compliance with all local, state, and federal laws regarding licensure and certification of organization personnel.

In the absence of the Executive Director, the Director of Home & Hospice Clinical Services will become the acting Executive Director and will be vested with the authority to act on behalf of the Executive Director.

RN Case Manager

Central New Hampshire VNA August 2001 - November 2013

- Interviews the client/patient and/or family to obtain a comprehensive history and to obtain data about client/patient's developmental status and behavior.
- Examines the client/patient to obtain objective physical data.
- Reviews available clinical data from referral and lab results, etc. as part of database.
- Completes a physical and psychosocial assessment based on interview, examination and review of available clinical
- Documents data and assessment on appropriate form according to guidelines.
- Communicates client/patient status and assessed needs to members of interdisciplinary team.
- Reassesses client/patient status at established time frames and as Indicated by the client/patient's status.
- Reports status and changes in status as appropriate.
- Assesses potential for development of crisis situations based on combination of subjective and objective cues.
- Develops an individualized approach to deliver nursing care to the individual client/patient and family.
- Collaborates with interdisciplinary team to develop an integrated plan of care.
- Initiates discharge planning as an integral part of the plan of care at the time of admission.
- Documents plan of care appropriately.
- Acts as a resource to others planning care.
- Acknowledges, transcribes, coordinates and implements the medical diagnostic and therapeutic orders.
- Performs nursing care actions.
- Promotes client/patient's dignity during provision of care.
- Provides calm, supportive and therapeutic environment for clients/patients and their families.
- Assesses the client/patient's response to and understanding of care provided.
- Documents implementation of care appropriately.
- Reports client/patient's response to care as indicated.
- Acts as a resource to nursing students in provision of client/patient care.
- Reviews and updates the plan of care in collaboration with the client/patient/family and other interdisciplinary team members.
- Anticipates client/patient's abilities and incorporates anticipated needs into plan of care.
- Acts as a primary case manager when requested.
- Adheres to safety, organizational and ethical standards including VNA safety standards, VNA policies, protocols and procedures, infection control standards, and standards of confidentiality. Encourages a home physical environment that is clean and free of clutter and takes appropriate action to encourage the correction of hazards.
- identifies needs for new or revised policies and procedures.
- Identifies and seeks participation in department quality improvement activities.
- Ensures confidentiality of employee, legal, client/patient, budget and VNA matters.

EDUCATION

Rivier College May 1995 Bachelors of Science in Nursing

Nashua, NH

CERTIFICATION/LICENSURE

Registered Nurse (RN), State of New Hampshire

JÌLLIAN AUCOIN

PROFESSIONAL SUMMARY

Highly motivated individual with over eleven years of experience in health care, with seven of those being in administration in homecare. Team player who pays close attention to detail, computer literate, and has strong organizational skills. Able to work at a fast pace, and able to multi-task. Excellent work ethic with written and verbal communication skills. Energetic, professional personality, and has previous experience and enjoys working with the public. Ability to professionally work with a wide spectrum of team members.

EXPERIENCE

DECEMBER 2014 - PRESENT

CLINICAL ADMINISTRATIVE ASSISTANT- LEAD INTAKE COORDINATOR, FRANKLIN VISITING NURSES ASSOCIATION AND HOSPICE

Client and clinician scheduling

Auditing and electronically faxing patient orders

Patient Insurance Authorizations

Tracking, ordering, and distributing medical supplies

Back-up to answering phones

Maintaining and sending medical record requests and files (both paper & electronic)

Lead client intake for homecare and hospice eligibility, overseeing other intake coworkers

Communication with doctor's offices and facilities, facilitating patient discharges and intakes

Running, filing, reviewing reports

Maintained medical equipment for clinicians

Homecare and hospice coding

DECEMBER 2010 - NOVEMBER 2014

HEALTH UNIT COORDINATOR/LICENCED NURSING ASSISTANT,

LAKES REGION GENERA HOSPITAL

Obtained information about clients' medical history, drug history, complaints and allergies.

Assisted with ADL's such as bathing, oral hygiene, grooming, dressing, feeding and elimination.

Accurately charted all patient services in records.

Organized charts regularly in accordance with hospitals policy and procedures.

Prepared folders and maintained records of newly admitted patients.

Provided efficient customer service to clients.

Managed incoming and outgoing calls for the unit.

Health care billing.

Transcribing doctor's orders and entering into the electronic medical records.

Clerical work; copying and organizing

Monitored and recorded vital signs.

Maintained accurate records of patient care, condition, progress, and concerns.

Responded appropriately to the physical, emotional, and developmental needs of patients.

JUNE 2006-DECEMBER 2010

SALES ASSOCIATE/KEY HOLDER, GAP INC, JONES NEW YORK, YANKEE CANDLE

Retail/ Customer Service

Utilized customer service skills to maintain customer satisfaction

Communication with Customers Required ability to multi-task efficiently

Handling of cash, credit cards, and receipts

Stocking merchandise

Inventory

Attentiveness to customer needs

Store appearance

Organization skills

EDUCATION

MARCH, 2021

B.S. BUSINESS ADMINISTRATION, SOUTHTERN NEW HAMPSIRE UNIVERSITY

Focus in Healthcare

Graduated cum laude with a GPA of 4.0 all four years

AUGUST, 2008

LICENSED NURSING ASSISTANT, LAKES REGION COMMUNITY COLLEGE

Graduated from the program with High Honors

46 hours of classroom theory/lab and 60 hours of clinical for a total of 106 hours of coursework.

Clinicals done at Taylor Home In Laconia, NH

JUNE, 2008

HIGH SCHOOL DIPLOMA, BELMONT HIGH SCHOOL

Graduated with Honors.

SKILLS

- Professional
- Great analytical person
- Detail-oriented
- Utilization in time management
- Understands medical procedures
- Communication skills
- Energetic work attitude
- Netsmart and AllDocs application knowledge

- Strong organizational and multitasking skills
- Adaptive individual with leadership skills
- Medical terminology knowledge
- Phone communication skills
- MS Windows/ excel, power point proficient
- Good knowledge and exposure to the healthcare industry

Io Ellen Ricard

Position: Senior Home Health Aide

Qualifications:

- 1. Possess a High School Diploma or G.E.D.
- Possess an on-going certification as a Nursing Assistant according to Administration Laws pursuant to RSA 326-B, New Hampshire Board of Nursing.
- 3. Possess a valid driver's license.
- 4. Possess \$100,000-\$300,000 Automobile Insurance
- Must be able to lift 15 lbs., climb stairs, and have good finger and manual dexterity. Must have proper vision so as to provide appropriate care, to observe, and report patient problems.
- Perform satisfactorily on Franklin VNA's Home Health Aide Skills Test (Competency evaluation).
- 7. Must be able to work any shift or day of the week as needed.
- 8. Willing to work in all kinds of weather.

Aug 2011-Present:

Senior Home Health Aide

Sept 1981-Aug 2011

Home Health Alde

Franklin VNA & Hospice

75 Chestnut Street

Franklin, NH 03235

June 1981

Initial Nurse Assistant Certificate

NH Vocational-Technical College

Laconia, NH 03246

Kayla Noelle Laramie

5/2015-8/19/2016 Empire Beauty School Laconia, NH

Cosmetology

01/14-5/14 NHCTC Laconia, NH

Education

Licensed Nursing Assistant Program

I have completed some Medical terminology and other core classes at this time.

2013 Franklin High School Franklin, NH

High School Diploma

Work experience

3/1/2019-Current NH Veterans Home Tilton, NH

Licensed Nurse Assistant

• Assist with personal care for the veterans and see that their needs are met.

11/1/2017-2/27/2019 Franklin Visiting Nursing Franklin, NH

Licensed Nurse Assistant

 Assist with personal care for clients, ensure all clients have the supplies and tools needed for their necessary care, bring clients for appointments or errands, light housekeeping and cooking for clients

6/11/2017-11/1/2017 Concord Regional Visiting Nursing Concord NH

Licensed Nurse Assistant

Assist with personal care for clients, ensure all clients have the supplies and tools needed for their necessary care, bring clients for appointments or errands, light housekeeping and cooking for clients

7/25/2016- Current Hart's Turkey Farm Meredith NH

Server

Waitress, Customer Service, Stock inventory

10/2016-6/9/2017 Hair Excitement Tilton NH

Stylist

All salon services

4/17/2014- 8/2016 Concord Regional Visiting Nursing Concord NH

Licensed Nurse Assistant

Assist with personal care for clients, ensure all clients have the supplies and tools needed for their necessary care, bring clients for appointments or errands, light housekeeping and cooking for clients

1/1/2013 - 6/2013 Franklin Hospital Franklin NH

Environmental Services Aide

Cleaning of patient rooms, Inventory all stock closets and ensure all units had the necessary items on hand for the proper care of patients. Emergency room cleaning, and follow all universal sanitary precautions.

11/1/2012- 2/2013 Green Ginger Restaurant Tilton NH

Hostess/Waitress

Greeting customers, attending to take out orders, sitting patrons, taking orders and delivery of food orders, customer service.

Volunteering:

Peabody Home Recreations Department 2012-2013

Chelsea Thompson

Work Experience

Licensed Nursing Assistant (LNA)

Merrimack County Nursing Home June 2020 to Present

Licensed Nursing Assistant (LNA)

Golden View Health Care Center - Meredith, NH November 2018 to June 2020

Education

High school diploma

Skills

- Caregiving
- Vital Signs
- Patient Care
- Laundry
- · Hospice Care
- · Home Care
- · Alzheimer's Care

Certifications and Licenses

LNA

Additional Information

Cpr certification

Heather Calvin

Eager to learn more, to be able to provide the people I give care to the best experiences possible. I want to be able to spend the one on one time with them, that is the reason I went into this field.

Work Experience

LNA

Peabody Home - Franklin, NH September 2018 to Present

Provide assistance with adi, as well as providing emotional and physical help to residents. Obtaining vitals and recording intakes, to put into the computer.

Cashler/Customer Service

Country 3 Corners - Weere, NH May 2016 to September 2017

Providing customer service by helping find Items. Naking meals. Restocking shelves as well and worlding on the system at the courter.

LNA

Education

Los

American Red Cross - Franklin, NH July 2018 to September 2018

High school or equivalent

Commonwealth of Nassachusetts - Lawrence, MA June 2014 to August 2014

High school or equivalent

Skills

CNA, Certified Nursing Assistant

Assessments

Nursing Alda Skills — Export

June 2019

Amanda Morrison



I am a very hard worker, and I enjoy being an ins. I hope that you take my resume in consideration and hope to hear from you soon. Thank you.

Augnorized to work in the US for any employer

Work Experience.

LNA

New Hampshire Veterans Home - Tilton, NH Harch 2019 to Present

Working in a facility, my responsibilities include:

- . Provided patients/residents with care and companionship
- Checked vital signs
- . Helped residents with activities of daily life (ADL): dressing, grooming, bething, feeding, and walking
- Made beds
- . Performed post-mortem care, if needed
- I am also CPR certified

LNA

Newfound Area Nursing Association November 2013 to March 2019

Working in home care for 5 years, my responsibilities have included:

Training other LNA's, ADL's, homemaking, taking vitals, and taking care of hospice clients by providing post-mortem care.

Education

High school or equivalent

LNA health coreers **

Skills

Vital Signs, ADL's, training new or oncoming LNA's, homemaking, and hospice, (6 years)

Certifications and Licenses

LNA

2013

CPR

Assessments

Nursing Aldo Skills — Expert

January 2020

Providing nursing aid to patients using knowledge of relevant equipment and procedures. Full results: https://share.indeedassessments.com/share_assignment/wkdq6x00ypyg0dgc

Indeed Assessments provides skills texts that z not indicative of a license or certification, or continued development in any professional field.

Melissa M Tuttle

Highly committed and practical Licensed Nursing Assistant with an exemplary record of caring and thorough resident, home health and hospice services. Adept at handling difficult or traumatic situations with complete civility and professionalism. Able to work well independently and as a health care team member. I truly feel I am a lifelong asset to the nursing profession. I continue to develop professionally by advancing my nursing education in the state of New Hampshire.

ACHIEVEMENTS

May 2019-present-board member for the state of NH Board of Nursing February 2020 Panel member for the National Council State Boards of Nursing

EXPERIENCE

2020-PRESENT

LNA, VNA-MEETINGHOUSE

Assist with ADL's for the residents

Medicine reminders or observes

Blood pressure, temps, O2, weights

Report any changes to RN supervisor

Communicate with residents families and/or care giver

2019 -2020

LEAD LNA, FRANKLIN VNA & HOSPICE

Maintain daily work schedule for LNA/Homemakers

End of life care for Hospice clients

Bi-monthly meetings for title XX/3B grant programs

Supervisory visits of homemakers for clients on title XX/3B/CFI

2011-2019

LEAD LNA, VNA-MEETINGHOUSE

Maintain daily work assignments and

scheduling of all LNA

Communicate with residents/family/fellow team members in regards to personal care Report

status change in residents to RN

Interview and train new team members

EDUCATION

SEPTEMBER 2020
GENERAL STUDIES-NHTI

MAY 2011

LNA-SALTER SCHOOL OF NURSING & ALLIED HEALTH

CLINICAL: HANOVER HILL NURSING HOME

JUNE 1996

HIGH SCHOOL DIPLOMA-MANCHESTER MEMORIAL HIGH SCHOOL

SKILLS

- Proficient in excel, power point, outlook.
- Provides direct patient care services
- Maintains accurate documentation regarding the patient's status
- Reports findings and uncanny incidents to the charge nurse
- Maintains cleanliness and sterility in the area
- Changes dressings, gauzes and bandages as specified
- Ability to Adapt. Not only is the health care system changing, but every single day brings different encounters and challenges for nurses and nursing assistants.
- NetSmart Experience, proficient in reporting
- Supports and interacts with the healthcare team
- Collects specimens and furnishes them to the laboratory department for the needed diagnostic procedures

LICENSES/CERTIFICATION

- CPR certificated
- NH LNA
- Narcan training
- Stop the bleed training

Sarah McLachlin

Fast learner, ambitious, willing to learn new things.

Authorized to work in the US for any employer

Work Experience

LNA

The Meetinghouse Atriverfront September 2017 to Present

L N A-Present

- Assisting with tasks of daily living
- Daily weights and Blood Sugars
- I/O's
- Vitals
- Adapting to emergency situations
- Daily showers
- Post Morton Care
- Hospice
- Colostomy Care

Lna

Dartmouth Hitchcock Hospital January 2016 to January 2017

L N A-09/2017

Education

High School Diploma

Manchester Central Highschool June 2013

Skills

- Catheter Care
- Hospice Care
- Nursing
- Vital Signs
- Caregiving

- · Alzheimer's Care
- Home Care
- Tube Feeding
- Meal Preparation
- Dementia Care
- Nursing
- Cleaning Experience
- Nursing
- Laundry
- Memory Care
- Patient Care
- Hospital Experience
- Senior Care

Certifications and Licenses

CNA

CPR Certification

Visiting Nurse Association of Franklin dba Franklin VNA & Hospice

Key Personnel

Name .	Job Title	Salary	% Paid from this Contract	Amount Paid from this Contract
Krystin Albert	CEO	\$112,000	0%	\$0
Jillian Auçoin	Office & Private Duty Manager	\$52.437 year	10%	\$5,243.70
JoEllen Ricard	Lead LNA	\$34,728 year	15%	\$5,209.20
Kayla Laramie	LNA	\$32,240 year	15%	\$4,836.00
Chelsea Thompson	LNA	\$28,080 year	15%	\$4,212.00
Heather Calvin	LNA	\$29,250 year	15%	\$4,387.50
Amanda Morrison	LNA	\$31,200 year	15%	\$4,680.00
Melissa Tuttle	LNA	\$14,976 year	15%	\$2,246.40
Sarah McLachlin	LNA	\$12,480 year	15%	\$1,872.00





Lori A. Shibinette Commissioner

Deborah D. Sebeetz 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

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 Codo	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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Area Horne Care & Family Services, Inc.	166931	Portsmouth	\$ 5,542,574.94	\$3,188,919.40	\$8,731,494.34	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

Cornerstone VNA	230881	Rochester	\$456,012.37	\$ 262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
The Homemaker Health Services (contract essigned 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) A1:2/7/201 8 (#14) A2: 6/5/19 (#38)
Lakes Region Community Services	177251	Laconia 	\$2,593,095.40	\$1,388,803.12 ⁻	\$3,981,898.52	O: 3/08/17 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	, ,
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,616.55	\$1,835,140.58	\$5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36	O: 2/15/17 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

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

Lohi A. Shibinette Commissioner

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	s/Object Class Title Job Number Current Modified Budget		Class libe Job Number Budgel		Increased Decreased) Amount	Rev	ised Modified Budgel
2017 ,	540-500382	SS Contracts	mutiple	\$	25,107.46		\$	25,107.46
2018	540-500382	SS Contracts	muttiple	S	52,738.64		\$	52,738.64
2019	540-500382	SS Contracts	multiple	\$	52,738.64		S	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	S	•	\$ 141,774.58	S	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	I CONTROL CONTROL I INDIAN		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	muttiple	\$ 369,171,82		\$ 369,171.82		
2019	543-500385	Adult In Home Care	multiple	\$ 389,171,82		5 369,171.82		
2020	543-500385	Adult In Home Care	multiple	\$ 689,019.46	S -	\$ 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,

2017					Budget	(0	Decreased) Amount		ised Modified Budget
	540-500382	SS Contracts	mutiple	\$	32,686.96			\$	32,686.96
2018	540-500382	SS Contracts 1	multiple	\$	68,649.44			\$	68,649.44
2019 5	540-500382	SS Contracts	multiple	\$	68,649.44			Ş	68,649.44
2020 !	540-500382	SS Contracts	multiple	\$	68,649.44	\$	-	\$	68,649.44
2021 (540-500382	SS Contracts	multiple	\$	•	\$	68,649.44	S	,68,649,44
2022	540-500382	SS Contracts	multiple	. 5	•	5	68,649.44	S	68,649.44
·		Subtotal	}	\$	238,635.28	\$	137,298.88	\$	375,934.16

		45% FED	EKAL; 3376	GENERAL		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Card	multiple	\$ 726,508.88		\$ 726,508.88
2018	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$ 1,525,810.26
2019	543-500385	Adult In Homo Cara	multiple	\$ 1,525,810.26		\$ 1,525,810,26
2020	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26
2021	543-500385	Adult In Home Care	multiple	S -	\$ 1,525,810.26	\$ 1,525,810.26
2022	543-500385	Adult In Home Caro	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

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,

Fiscal Year	Class/Object	s/Object Class Title J		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	mutiple	\$	160,497.72	\$	•	\$	160,497.72	
2021	540-500382	SS Contracts !	multiple	S		\$	160,497.72	S	160,497.72	
2022	540-500382	SS Contracts	multiple	S	-	5	160,497.72	\$	160,497,72	
		Subtota]	\$	557,909.04	\$	320,995.44	\$	878,904.48	
		1							7	

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 Modifie 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	mutiple	\$ 1,240,317.52	\$.	\$ 1,240,317.52		
2021	543-500385	Adult In Home Care	mutliple	S -	\$ 1,240,317,52	5 1,240,317.52		
2022	543-500385	Adult In Home Care	mutiple	\$ -	\$ 1,240,317.52	5 1,240,317.52		
	1 ·	Subtota		\$ 4,311,521.24	\$ 2,480,635.04	\$ 6,792,156.28		
		Grand Total	i i	\$ 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,

Fiscal Year	Class/Object	Class Title	Job Number		ert Modified Budget	(D	creased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multipla	S	1,500.00			S	1,500.00
2018	540-500382	SS Contracts	mutiple	\$	3,138.07			S	3,138.07
2019	540-500382	SS Contracts	mutiple	\$	3,138.07			S	3,138.07
2020	540-500382	SS Contracts	mutiple '	\$	3,138.07	\$		S	3,138.07
2021	540-500382	SS Contracts	multiple_	\$		S	3,138.07	\$	3,138.07
2022	540-500382	SS Contracts i	multiple	\$		S	3,138.07	\$	3,138.07
	- T	Sublotal	•	\$	10,914.21	\$	6,276.14	\$	17,190.35

Fiscal Year	Class/Object	Class Title	Job Number	Ç,	rent Modified Budget		Increased Decreased) Amount	Revised Modified Budget		
2017	543-500385	Adult In Home Caro	multiple	S	60,967.12			5	60,967.12	
2018	543-500385	Adult In Home Care	mutiple	S	128,043.68			5	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	S		S.	128,043.68	
2021	543-500385	Adult In Home Care	multiple	\$		S	128,043.68	\$	128,043.68	
2022	543-500385	Adult In Home Care	muttiple	\$		\$	128,043.68	\$	128,043.68	
	· 1	Subtotal		\$	445,098.16	\$_	258,087.36	\$	701,185.52	
		Grand Total		\$	456,012.37	Ş	262,363.50	\$	718,375.87	

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, ADMN ON AGING SVCS GRANTS.

_	·	40,6120	ERAL, 60%	CENE	<u>~</u>	-			
Fiscal Year	Class/Object	Class Title	Job Number		t Modified udget	(0	ncreased ecreased) Amount	Ravi	sed Modified Budget
2017	540-500382	SS Contracts !	mutliple				,	Ş	
2018	540-500382	SS Contracts	mutiple					S	
2019	540-500382	SS Contracts	multiple					S	
2020	540-500382	SS Contracts	mutiple	S	69,262.28	5		s ·	69,262,28
2021	540-500382	SS Contracts	multiple	S	-	S	69,262.28	\$	69,262.28
2022	540-500382	SS Contracts	multiple	\$	-	S	69,262.28	S	69,262.28
		Subtotal		\$	69,262.28	\$	138,524.56	\$	207,786.84
	<u> </u>	· · · · · · · · · · · · · · · · · · ·							

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			<u>s</u> .
2018	543-500385	Adult In Home Care!	multiple			S .
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	s <i>-</i>	\$ 812,033,14	
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 812,033.14	\$ 812,033,14
	· · ·	Sublotal		\$ 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.

Fiscal Year	Class/Object	Class Title	Job Number		nt Modified Sudget	(0	ncreased (ocreased) Amount		sed Modified Budget
2017	540-500382	SS Contracts	multiple	. S	3,228.46			S	3,228.46
2018	540-500382	SS Contracts	multiple	\$	6,780,44			S	8,780,44
2019	540-500382	SS Contracts .	multiple	\$	6,780.44			S	6,780,44
2020	540-500382	SS Contracts	multiple	\$	6,780.44	5		s	6,780,44
2021	540-500382	SS Contracts	multiple	Ş		\$	6,780,44	s	6,780,44
2022	540-500382	SS Contracts !	multiple	\$		S	6,780,44		6,780,44
		Subtotat		\$	23,569.78	\$	13,560.88	\$	37,130.66

Fiscal Year	Class/Object	Class Title	Job Number	ð	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	S	29,650.10		-	\$	29,650.10
2018	543-500385	Adult In Home Care	multiplo	S	62,271.40			S	62,271,40
2019	543-500385	Adult In Home Care	multiple	S	62,271.40			S	62,271,40
2020	543-500385	Adult In Home Care	multiple	5	62,271.40	- 5	-	S.	62,271.40
2021	543-500385	Adult In Home Care	multiple	s		\$	62,271,40	S	62,271.40
2022	543-500385	Adult In Home Care	multiple	\$	 -	\$	62,271.40	S	62,271.40
		Subtotal		\$	216,464.30	\$	124,542.80	\$	341,007.10
		Grand Total		\$	240,034.08	Ş	138,103.68	\$	378,137.76

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,

Fiscal Year	Class/Object	Class Title	Job Number	ä	ent Modified ' Budget	Increased (Decreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	32,981.88		\$	32,981.88
2018	540-500382	SS Contracts	multiple	\$	69,262.28		5	69,262.28
2019	540-500382	SS Contracts	multiple	\$	69,262.28		S	69,262.28
2020	540-500382	SS Contracts	muttiple	S		\$	- 5	-
2021	540-500382	SS Contracts	multiple	Ş	F		\$	-
2022_	540-500382	SS Contracts	multiple	5	-		\$	
		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

		10141100	21012, 0070	<u> </u>		
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		S 812,033.14
2019	543-500385	Adult In Home Care'	multiple	\$ 812,033,14		\$ 812,033.14
2020	543-500385	Adult In Home Care	mutiple	<u> </u>	\$	· \$ -
2021	543-500385	Adult In Home Care	multiple	\$ -		\$ -
2022	543-500385	Adult In Home Care.	mutiple	\$ -		S -
		Subtota		\$ 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.

Fiscal Year	Class/Object	Class Title	Job Number	ä	ent Modified Budget		Increased Decreased) Amount	Rav	ised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$	64,681,77			S	64,681.77
2018	540-500382	SS Contracts	multiple '	\$	89,061.18			\$	89,061.18
2019	540-500382	SS Contracts	multiple	S	89,061,18			S	89,061.18
2020	540-500382	SS Contracts	multiple	\$	89,061.18	s		\$	89,061.18
2021	540-500382	SS Contracts	multiple	\$	•	\$	89,061.18	\$	89,061.18
2022_	540-500382	SS Contracts i	multiple	S	-	\$	89,061.18	S	89,061.18
		Subtotal		\$	331,865.31	\$	178,122.36	\$	509,987.67

Fiscat Year	Closs/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		S 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	S -	\$ 605,340.38	\$ 605,340.38
2022	543-500385	Adult In Home Care	multiple	S -	\$ 605,340.38	\$ 605,340.38
_		Subtota		\$ 2,261,230.09	\$ 1,210,580.76	\$ 3,471,910.85
		Grand Total	}	\$ 2,593,095.40	\$ 1,388,803.12	\$ 3,981,898.52

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% FED	ERAL, 60%	GENI	ERAL				
Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	52,532.50			\$	52,532.50
2018	540-500382	SS Contracts	multiple	\$	73,565.15			5	73,565.15
2019	540-500382	SS Contracts	multiple	\$	73,565.15			5	73,585.15
2020	540-500382	SS Contracts	multiple	\$	73,565.15	\$	•	\$	73,565.15
2021	540-500382	SS Contracts	multiple	\$	-	S	73,565.15	5	73,565.15
2022	540-500382	SS Contracts	multiple	\$		\$	73,565.15	5	73,565.15
		. Subtotal	1 .	\$	273,227.95	\$	147,130.30	-\$	420,358.25
			į	ı	1				

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	Cur	rent Modified Budget		Increased Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care:	multiple	s	176,032.50			\$	176,032.50
2018	543-500385	Adult In Home Carel	mutiple	\$	246,470.00			\$	246,470.00
2019	543-500385	Adult In Home Care	multiple	S	246,470.00			\$	246,470.00
2020	543-500385	Adult In Home Care	multiple	\$	246,470.00	·s		S	246,470.00
2021	543-500385	Adult In Home Care	multiple	\$	-	s	246,470.00	\$	246,470.00
2022	543-500385	Adult in Home Care.	multiple	5	•	\$	246,470.00	\$	245,470.00
•		Subtotal		. \$	915,442.60	\$	492,940.00	\$	1,408,382.50
		Grand Total		\$,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,

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(0	ncreased ecreased) Amount	Ravi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	9,127.68			\$	9,127.68
2018	540-500382	SS Contracts	multiple	\$	19,154,20			S	19,154.20
2019	540-500382	SS Contracts	mutiple	\$	19,154.20			. \$	19,154,20
2020	540-500382	SS Contracts	multiple	S	9,577.10	\$	-	S	9,577,10
2021	540-500382	SS Contracts	multiple	\$	٠, -	\$	9,577,10	S	9,577,10
2022	540-500382	SS Contracts	multiple	\$	-	Š	9.577.10	S	9,577.10
	·	Subtotal		\$	[#] 57,013,18	5	19,154.20	S	76,167.38

Fiscal Year	Class/Object	Class Title	Job Number	Cun	rent Modified Budget	Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care!	multiple	S	70,221.40		\$	70,221.40
2018	543-500385	Adult In Home Care.	mutiple	\$	147,479.60		S	147,479.60
2019	543-500385	Adut In Home Care	mutiple	\$	147,479.60		\$	147,479.60
2020	543-500385	Adult In Home Care:	multiple	\$	73,739.80	\$	S	73,739.80
2021	543-500385	Adult In Home Care	multiple	S	•	\$ 73,739.80	\$	73,739.80
2022	543-500385	Adult In Home Care	multiple	\$		\$ 73,739.80	S	73,739.80
		Subtotal		\$	438,920.40	\$ 147,479.60	\$	586,400.00
		Grand Total		*	495,933.58	\$ 166,633.80	\$	662,567.38

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	Curr	ent Modified Budget	Increased (Decreased) Amount	Revi	Isad Modified Budget
2017	540-500382	SS Contracts	multiple	5	37,828.44		\$	37,828.44
2018	540-500382	SS Contracts	multiple	\$	79,458.84		S	79,458.84
2019	540-500382	SS Contracts .	mutiple	S	79,458.84		S	79,458.84
2020	540-500382	SS Contracts	mutiple	S		\$ ·	. 5	
2021	540-500382	SS Contracts	mutiple	\$	•	S	. 5	-
2022	540-500382	SS Contracts	multiple	\$	•	S	. \$	•
	1	Subto	tal	\$	196,746,12	\$. s	198,746.12

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	Revi	sed Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 117,182.56		\$	117,182.56
2018	543-500385	Adult In Home Care !	mutiple	\$ 245,107.84		5	246,107.84
2019	543-500385	Adult In Home Care	mutiple	\$ 246,107.84		S	246,107.84
2020	543-500385	Adult In Home Care	multiple	s ·	S .	\$	
2021	543-500385	Adult In Home Care :	mutiple	\$ -	Ş	. \$	
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

05-85-48-481010-7872 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	Curi	eni Modifled Budgei	Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts :	multiple	\$	36,236.20		S	36,236.20
2018	540-500382	SS Contracts	multiple	\$	76,122.80	 	5	76,122.80
2019	540-500382	SS Contracts	multiple	S	76,122.80		\$	76,122.80
2020	540-500382	SS Contracts	mutliple	5	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	5	76,122.80
		Subtotal		\$	264,604.60	\$ 152,245.60	\$	416,850.20
			1	l		 		
	·							

Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget	l	Increased Decreased) Amount	Re	vised 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			S	189,701,42
2019	543-500385	Adult In Home Care	mutiple	S	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	\$	-	5	189,701.42	. \$	189,701.42
		Subtotal		5	659,429.29	\$	379,402.84	\$	1,038,832.13
		Grand Total		\$	924,033.89	\$	531,648.44	\$	1,455,682.33

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		ent Modified Budget	(D	ncreased ecreased) Amount	Revi	ised Modified Budgel
2017	540-500382	SS Contracts	multiple	\$	7,213.94			\$	7,213.94
2018	540-500382	SS Contracts	mutiple	S	15,127.93	,		S	15,127.93
2019	540-500382	SS Contracts	multiple	\$	15,127.93		-	S	15,127,93
2020	540-500382	SS Contracts	multiple	S	15,127.93	\$	-	s	15,127,93
2021	540-500382	SS Contracts	multiple	5	•	5 ·	15,127,93	s	15,127.93
2022	540-500382	SS Contracts	multiple	٠\$		\$	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,

Fiscal Year	Class/Object	Class Title	Job Number	<u> </u>	rent Modified Budget	Increased (Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care i	multiple	5	429,691.74		\$	429,691,74
2018	543-500385	Adult in Home Care	multiple	5	902,442.36	· - ·	s	902,442,36
2019	543-500385	Adult In Home Care	multiple	s	902,442,36		s	902,442,36
2020	543-500385	Adult In Home Care	multiple	\$	902,442.36	s .	S	902,442.36
2021	543-500385	Adult In Home Care	mutliple	\$		\$ 902,442,36	5	902,442.36
2022	543-500385	Adult In Home Care	multiple	\$		\$ 902,442,36	_	902,442.36
]_	Subtolal		\$:	3,137,018.82	\$ 1,804,884.72	S	4,941,903.54
		Grand Total		\$:	3,189,616.55			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	Cu	rrent Modified Budget	(Oac	increased reased) Amount	Re	vised Modified Budget
2017	540-500382	SS Contracts	muttiple	\$	379,541.17	S		\$	379,541.17
2018	540-500382	SS Contracts	multiple	\$	713,558.69	\$	-	ş	713,556.69
2019	540-500382	SS Contracts	multiple	\$	713,556.69	S		5	713,556.69
2020	540-500382	SS Contracts	multiple	\$	713,556.69	S		\$	713,558.69
2021	540-500382	SS Contracts	multiple	\$	•	\$	713,558.69	\$	713,558.69
2022	540-500382	SS Contracts .	multiple	S	-	S	713,556.69	٠\$	713,558,69
		Subtotal		\$	2,520,211,24	S	1,427,113.38	S	3,947,324.62

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	s .	\$ 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	s .	\$ 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	ş .	\$ 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	\$1,4,377,492.22	\$39,622,060.90



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 end between the State of New Hampshire, Department of Health and Human Services (hereinafter referred to as the "State" or "Department") and Franklin VNA & Hospice (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 75 Chestnut Street, Franklin, NH, 03235.

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:

- 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: \$378.137.76.
- 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 Condition's Precedent to Payment, Subsection 3, to read:
 - 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.
- 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.

Franklin VNA and Hospica RFA-2017-BEAS-01-INHOM-05-A03 Amendment #3

Page 1 of 3



All terms and conditions of the Contract end prior emendments 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 Health and Human Services

Mame: Deboteh O. Scheetz

Title: Director

Lapter all

exiqeoH bas AMV nilknsn3

) :eUiT

6th snambnemA 6 to Slege9

FRANKIN VAA and Hospice FA-2017-BEAS-01-1NHOM-06-AD3



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	•	Catherine Pinos
Date	Name: Title:	Catherine Pinos, Attorney
I hereby certify that the foregoing Amen the State of New Hampshire at the Mee	dment was a ting on:	pproved by the Governor and Executive Council of (date of meeting)
	OFFICE	OF THE SECRETARY OF STATE
Date	Name: Title:	,

Franklin VNA and Hospice FA-2017-BEAS-01-INHOM-05-A03

Amendment #3

Page 3 of 3



Exhibt A Amendment #3

Scope of Services

1. Provisions Applicable to All Services.

- 1.1. The Contractor shall provide services for Belknap County, which must include, but is not limited to, the cities and towns of Belmont, Gilford, Gilmanton, Laconia, Sanbornton, and Tilton.
- 1.2. The Contractor shall provide services for Merrimack County, which must include, but is not limited to, the cities and towns of Andover, Boscawen, Canterbury, Franklin, Hill, Northfield, Salisbury, and Webster.
- .1.3. 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:
 - 1.3.1. The Medicaid State Plan.
 - 1.3.2. Any of the Home and Community Based Care Waivers administered by the Department.
 - 1.3.3. The Medicaid Program.
 - 1.3.4. Services provided through the Veterans Administration.
- 1.4. 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:
 - 1.4.1. Title III of the Older Americans Act of 1965 as amended through P.L. 114-144, Enacted April 19, 2016.
 - 1.4.2. 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).
 - 1.4.3. Title XX of the United States, Social Services Block Grant (SSBG).
 - 1.4.4. 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 III and 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.

Franklin	VNA	& H	lospice
----------	-----	-----	---------

Exhibit A Amendment #3

Contractor Initials ______

RFA-2017-BEAS-01-INHOM-05-A03

Page 1 of 10

Date 5/27/20



Exhibt A Amendment #3

- 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.
- 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-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
- 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 administer services as follows:
 - 2.2.1. Access to Services
 - 2.2.1.1. The Contractor shall assist individuals in accessing the services in Section 2.1, above, by accepting applications for services directly from an individual and in accordance with Section 2.2.2, below.
 - 2.2.1.2. The Contractor shall assist Individuals in accessing the services in Section 2.1, above, by accepting referrals of individuals from the Department's Adult Protection Program.
 - 2.2.2. Client Request and Application for Services
 - 2.2.2.1. 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:
 - 2.2.2.1.1. Complete Form 3000 Application provided by the Department for Title XX In Home Care Services.
 - 2.2.2.1.2. 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.
 - 2.2.3. Client Eligibility Requirements for Services

Franklin VNA & Hospice

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-05-A03

Page 2 of 10



Exhibt A Amendment #3

- 2.2.3.1. The Contractor shall complete an assessment for eligibility in accordance with the New Hampshire Administrative Rules He-E 501 and He-E 502.
- 2.2.3.2. 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 1.3, above.
- 2:2.3.3. 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 1.3, above.
- 2.2.3.4. 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 1.3, above.
- 2.2.3.5. The Contractor shall terminate services to a client when necessary in accordance with the laws and rules listed in Section 1.3, above.
- 2.2.3.6. 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.
- 2.2.4. Client Assessments and Service Plans
 - 2.2.4.1. The Contractor shall develop, with input from each Individual and/or his/her authorized representative, a person-centered plan to gulde the provision of services in accordance with New Hampshire Administrative Rules He-E 501 and He-E 502.
 - 2.2.4.2. 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.
 - 2.2.4.3. 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.
 - 2.2.4.4. 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

Frenklin VNA & Hospico

Exhibit A Amendment #3

Contractor Initials 5/27/20

RFA-2017-BEAS-01-INHOM-05-A03

Page 3 of 10

Date <u>1/14</u>



Exhibt A Amendment #3

to mental health, or developmental issues or criminal histories receive services.

2.2.5. Person Centered Provision of Services

- 2.2.5.1. 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:
 - 2.2.5.1.1. Individuals and families are invited, welcomed, and supported as full participants in service planning and decision-making.
 - 2.2.5.1.2. Individual's wishes, values, and beliefs are considered and respected:
 - 2.2.5.1.3. Individuals are listened to; needs and concerns are addressed.
 - 2.2.5.1.4. Individuals receive the information they need to make informed decisions.
 - 2.2.5.1.5. Individual's preferences drive the planning process, though the decision making process may need to be accelerated to respond to emergencies.
 - 2.2.5.1.6. Individual's services are designed, scheduled, and delivered to best meet the needs and preferences of said individual.
 - 2.2.5.1.7. Individual's rights are affirmed and protected.
 - 2.2.5.1.8. Individuals are protected from exploitation, abuse, and neglect.
 - 2.2.5.1.9. Individual's services plans are based on personcentered planning and may be incorporated into existing service plans or documents already being used by the Contractor.

2.2.6. Client Fees and Donations

- 2.2.6.1. The Contractor shall comply with the donation requirements for Title III Services. The Contractor:
 - 2.2.6.1.1. May ask individuals receiving services for a voluntary donation towards the cost of the service, except as stated in Section 2.2.7 Adult Protection Services.
 - 2.2.6.1.2. May suggest an amount for donations in accordance with New Hampshire Administrative Rule He-E 502.12.

Franklin VNA & Hospice

Exhibit A Amendment #3

Contractor Initials _________

RFA-2017-BEAS-01-INHOM-05-A03

Page 4 of 10

Date 5/27/2



Exhibt A Amendment #3

- 2.2.6.1.3. Agrees the donation is to be purely voluntary, and agrees not to refuse services if an individual is unable or unwilling to donate.
- 2.2.6.1.4. Must not to bill or invoice clients and/or their families.
- 2.2.6.1.5. Agrees that all donations support the program for which donations were given.
- 2.2.6.2. The Contractor shall comply with the fee requirements for Title XX Services. The Contractor:
 - 2.2.6.2.1. May charge fees to individuals, (except as stated in Section 2.2.7 Adult Protection Services); receiving Title XX services provided that the Contractor establishes a sliding fee schedule and provides this information to individuals seeking services.
 - 2.2.6.2.2. Shall ensure that the sliding fee schedule complies with the requirements of Administrative Rule He-E 501.
 - 2.2.6.2.3. May not charge fees to clients, referred by the Department's Adult Protection Program, for whom preports of abuse, neglect, self-neglect and/or exploitation are under Investigation or have been founded or under investigation.
 - 2.2.6.2.4. Shall ensure that all fees support the program for which donations were given.

2.2.7. Adult Protection Services

- 2.2.7.1. 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.
- 2.2.7.2. The Contractor shall accept referrals of clients from the Department's Adult Protection Program and provide them with services described in this Agreement.
- 2.2.7.3. The Contractor shall inform the referring Adult Protection Service staff of any changes in the client's situation or other concerns.
- 2.2.7.4. 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.

2.2.8. Referring Clients to Other Services

Franklin VNA & Hospice

Exhibit A Amendment #3

Contractor Initials ///

RFA-2017-BEAS-01-INHOM-05-A03

Page 5 of 10



Exhibt A Amendment #3

- 2.2.8.1. The Contractor shall identify and refer clients to other services and programs that may assist the client, as applicable.
- 2.2.9. Client Wait Lists
 - 2.2.9.1. 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.
 - 2.2.9.2. The Contractor shall maintain a walt 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.
 - 2.2.9.3. The Contractor shall include at a minimum the following information on its wait list:
 - 2.2.9.3.1. The individual's full name and date of birth.
 - 2.2.9.3.2. The name of the service being requested.
 - 2.2.9.3.3. The date upon which the individual applied for services which shall be the date the application was received by the Contractor.
 - 2.2.9.3.4. The target date of implementing the services based on the communication between the individual and the Contractor.
 - 2.2.9.3.5. 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.
 - 2.2.9.3.6. The individual's assigned priority on the wait list, determined in accordance with Section 2.2.9.4, below.
 - 2.2.9.3.7. A brief description of the individual's circumstances and the services he or she needs.
 - 2.2.9.4. The Contractor shall prioritize each individual's standing on the wait list by determining the individual's urgency of need in the following order:
 - 2.2.9.4.1. Individual is in an institutional setting or is at risk of being admitted to or discharged from an institutional setting.
 - 2.2.9.4.2. Declining mental or physical health of the caregiver.
 - 2.2.9.4.3. Declining mental or physical health of the individual.
 - 2.2.9.4.4. Individual has no resplte services while living with a caregiver.

Frenklin VNA & Hospice

Exhibit A Amendment #3

Contractor Initials

Dale 5/27/20

RFA-2017-BEAS-01-INHOM-05-A03

Page 6 of 10



Exhibt A Amendment #3

- 2.2.9.4.5. Length of time on the walt list.
- 2.2.9.4.6. 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.
- 2.2.9.4.7 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.
- 2.2.9.5. The Contractor shall notify the individual in writing when an individual is placed on the wait list.
- 2.2.9.6. The Contractor shall maintain the wait list during the contract period and make it available to the Department upon request.
- 2.2.10. E-Studio Electronic Information System
 - 2.2.10.1. 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.
 - 2.2.10.2. 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.
 - 2.2.10.3. 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.
- 2.2.11. Criminal Background Check and BEAS State Registry Checks
 - 2.2.11.1. 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.
- 2.2.12. Grievance and Appeals Process
 - 2.2.12.1. 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:

Franklin VNA & Hospice

Exhibit A Amendment #3

Contractor Initials 144

RFA-2017-BEAS-01-INHOM-05-A03

Page 7 of 10

Dato 5/27/20



Exhibt A Amendment #3

- 2.2.12.1.1. The client's name.
- 2.2.12.1.2. The type of service received by the client.
- 2.2.12.1.3. The date of written complaint or concern of the client.
- 2.2.12.1.4. The nature/subject of the complaint or concern of the
- 2.2.12.1.5. The staff position in the agency who addresses complaints and concerns.
- 2.2.12.1.6. The methods for informing clients of their rights to file a complaint, concern, or an appeal of the Contractor's decision.
- 2.2.12.1.7. The Contractor shall make any filed complaints or concerns made by the client available to the Department upon request.

2.2.13. Client Feedback

- 2.2.13.1. The Contractor shall obtain client feedback as required in New Hampshire Administrative Rules He-E 501.12 and He-E 502.11.
- 2.3. The Contractor shall provide sufficient staff with the skills to perform all tasks specified in this Agreement.
- 2.4. 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.
- 2.5. 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.
- 2.6. The Contractor shall ensure that all personnel and training records and documentation of all individuals requiring licenses and/or certifications are current.
- 2.7. 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:
 - 2.7.1. The process for replacement of personnel in the event of loss of key personnel or other personnel during the period of this Agreement.
 - 2.7.2. A description of how additional staff resources swill be allocated to support this Agreement in the event of inability to meet any performance standard.
 - 2.7.3. A description of time frames necessary for obtaining staff replacements.

Franklin VNA & Hospice	Exhibit A Amendment #3	Contractor Initials <u>AA</u>
RFA-2017-BEAS-01-INHOM-05-A03	Page 8 of 10	Date 5/17/20



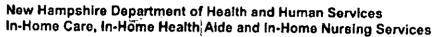
Exhibt A Amendment #3

- 2.7.4. An explanation of the Contractor's capabilities to provide, in a timely manner, staff replacements/additions with comparable experience.
- 2.7.5. 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 2.2.6, above.
 - 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:

Franklin VNA & Hospice	Exhibit A Amendment #3	Contractor Initiats
RFA-2017-BEAS-01-INHOM-05-A03	Page 9 of 10	Dale 5/27/20





Exhibt A Amendment #3

- 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.

Franklin VNA & Hospice RFA-2017-BEAS-01-INHOM-05-A03 Exhibit A Amendment #3

Page 10 of 10

Contractor Initials <u>KA</u>

Date 5737/20

- Addt la.h	lome Cam -Fra	nklin VNA and	Hospice						
		•		· · · · · · · · · · · · · · · · · · ·					
01/01/	2017 through 06/	30/2017 Service l	<u>Jnlts</u>	Total Amount of					
		ויס שוחט זס קומוסדן		Monthly Funding being					
		Sorvico		Requested for each					
		nnticipated to be	Rato por Borvico	Sarvica					
In Homo Servicos	Unit Typo	delivered.	83.02	\$ 29,650.10					
Tille XX In Home Services	1/2 Hoty -	3,096	\$9.58	\$- 3,228,46					
Title IIIB in Home Services	1/2 Hour	- 337	\$12.60	5'					
Title tilB Home Health Aldo	1/2 Hour ::	0	u\$24.50	5					
Title IIIB Nursing	112 LICKII			\$ 3,228,48					
07/01/	2017 through 06/	30/2018 Servico I	Unitô ":						
· · · · · · · · · · · · · · · · · · ·	1	Total # of:Unite of		Total Amount of					
		Sorvico		Monthly Funding boing					
		anticipated to be		Requested for each					
In Hame Services	Unit Typo:	dollvarad.	Rate per Sérvice	Sorvico					
Title XX In Home Services	1/2 Hour - 14 - 10 - 10	6.190	в \$10.06	\$, 62,271.40, \$2 8,780.44,					
Title IIIB In Home Services	1/2 Hour? "1 : "" *	- 4.4 - 674	\$10.08 \$13.13	\$2 6;780.44;					
Title IIIB Home Health Aide	1/2 Hour		\$13.13	\$					
Title IIIB Nursing	1/2 Hour ', '	. 0	j , 3 20,13	6780.44					
	- F		Hoite ""						
07/01/2	2018 through USA	30/2019 Service	Units :	Total Amount of					
		Total # of Units of		Monthly Funding being					
	***	anticipated to be		Requested for each					
	I I A I TO A A C	dolivored:	Rate per Service	Service					
In Homo Services	Unit Type	6.190	" \$10,06	S. 62,271.40'					
1100 101 101	1/2 Hour	674	\$10.06	\$ 6.780.44					
Title IIIB In Home Services	1/2 Hour		S13.13	'S' -					
1110 1110 110110	1/2 Hour	11. 14 0	\$25.73	S					
Title IIIB Nursing	1/2 HOUL.	1 1 mm	, J2 55	\$ 6,780.44					
•	2019 through 06/	30/2020 Servico							
, 07/01/2	2013, till Qugit oo	Total # of Units of	01110	Total Amount of					
		Sorvico.		Monthly Funding being					
		anticipated to be;		Requested for each					
In Home Services	Unit Type	dollvered!	Rate per Service	Service					
	1/2 Hour,	5.189	\$12.00	S 62,271.40					
	1/2 Hour. / /		* \$12.00	S 6,780.44					
Title IIIB Home Health Aide	1/2 Hour	0	" \$16.00	s					
	1/2 Hour	. 0	\$25.73	·s					
And the second s	-14 j. 16 i ki i i i i	of the sale of the sale sale sale		. : : · · · · · · · · · · · · · · · · ·					
		30/2021 Service		1994					
		Total # of Units of	119.	Total Amount of					
		Service		Monthly Funding boing					
•		anticipated to be		Requested for each					
In Home Services	Unit Type	delivered.	Rate per Service	Sorvice					
	1/2 Hour ⁴	5.189							
······································	1/2 Hour,		\$12.00						
	1/2 Hour	- 0							
713 1110 11	1/2 Hour	. 0	\$10,00						
	12.100		1(- 320.75	13					
07/01/2	024 through 061	30/2022'Service	Unite						
4	ozi unough oo/			· · · · · · · · · · · · · · · · · · ·					
		Total # of Units of	$\left(\frac{1}{2},\frac{1}{4},$	Total Amount of					
		Sorvice	1 A 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Monthly Funding being					
In Home Services,		unticipated to be	1000	Roquested for each					
			Whin bot Condido	I Camilas i					
Title XX In Home Services	Unit Type	dollvered.	Rate per Service	Service.					
Tito tito to the end of the later	1/2 Hour	5:189	\$12.00	.S. 62,271.40					

Franklin VNA and Hospice RFA-2017-BEAS-01-INHOM-05-A03

Tille IIIB Home Health Aide

Title IIIB Nursing

Exhibit 8:1 Amendment #3
Page 1 of 3

1/2 Hour -

Confractor Initials:

- \$16.00. 15





Jeffrey A. Meyers Commissioner

Deborah D. Scheetz 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.dhbs.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 Loca		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 Mancheste		\$ 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	
bee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45	

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

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

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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

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.

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

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	1	\$ 141,774.58	\$141,774.58
		Subtotal	T	\$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,

		. 21	43% FEUE	KAL; 5576 G	ENERAL		
	Fiscal Class/Object		Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
1	2017	543-500385	Adult In Home Care	multiple	\$.175,783.42		\$175,783.42
ſ	2018	543-500385	Payments to Providers	multiple	\$ 369,171.82		\$389,171.82
ſ	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
ľ			Subtotal		\$914,127.06	\$689,019.46	\$1,603,146.52
ſ			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	Cum	ent Modified Budget	(Increased Decreased) Amount	Revised Modified Budget	
2017	540-500382	SS Contracts	multiple	S	32,686.96			\$32,686.96	
2018	540-500382	SS Contracts	mutiple	\$	68,649.44			\$68,649.44	
2019	540-500382	SS Contracts	mutiple	\$	68,649.44			\$68,649.44	
2020	540-500382	SS Contracts	mutiple		,	\$	68,649.44	\$68,649.44	
		Subtotal			169,985.84		\$68,649.44	\$238,635.28	

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	mutiple	\$ 1,525,810.26		\$1,525,810.26
2019	543-500385	Adult In Home Care	mužiple	\$ 1,525,810.26		\$1,525,810.26
2020	543-500385	Adult In Home Care	muliiple	· ·	\$ 1,525,810.26	\$1,525,810.26
		Subtotal		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66
	٠,	Total		\$3,948,115.24	\$1,594,459.70	\$5,542,574.94

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/Ob je ct	Class Title	Job Number	Current Modified Budget	· Increased (Decreased) .Amount	Revised Modified Bidget
Į	2017	540-500382	SS Contracts	multiple	\$76,415.88	(\$76,415.88
ĺ	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 v	multiple		\$160,497.72	\$160,497.72
			Subtotal		\$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

Increased Fiscal **Current Modified** Revised Modified Class/Object Class Title Job Number (Docreased) Year **Budget** Budget Amount 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 \$1,240,317.52 543-500385 2019 Adult In Home Care: multiple \$ 1,240,317,52 \$1,240,317.52 2020 Adult In Home Care 543-500385 multiple \$1,240,317.52 \$1,240,317.52 Subtotal **\$**3,071,203.72 \$1,240,317.52 \$4,311,521.24 \$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	Сителі Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
1 2017	540-500382	SS Contracts	mutiple	\$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	mutiple		\$ 3,138.07	\$3,138.07
	i	Subtotel		\$7,776.14	\$3,138.07	

Fiscal Your	Class/Object	Class Yitle	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	
		Sublolal		\$317,054.48	\$128,043.68	
		· Total		\$324,830.62	\$131,181.75	\$456,012.37

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	Closs/Object	Class Trile	Job Number	Current Modified Budget	(Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$3,228.46		\$3,228.46
2018	540-500382	SS Contracts	multiple	\$6,780.44		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$8,780.44
	Τ - Τ	Subtolal		. \$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	mutiple	\$29,650.10		\$29,650.10
2018	543-500385	Adult In Home Care	mutiple	\$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		\$ 52,271.40	\$62,271.40
		Subtotal		\$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
		Subtotal		\$171,506.44	\$0.00	\$171,506.44

Fisce! Year	Class/Object	Class Trie	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	Adul 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
		Subtotal	I	\$2,010,715.08	\$0.00	\$2,010,715.08
		Total		\$2,182,221.52	\$0.00	\$2,182,221.52

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 Trilo	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
		Sublolal		, \$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

Fiscol Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Medified Budget
2017	543-500385	Adult in Home Care	mutiple			\$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
		Subtotal		\$0.00	\$812,033.14	\$812,033.14
		Total		\$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	(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
		Subtotal		, \$242,804,13	\$89,061.18	\$331,865.31

Fiscal Year	Class/Object	Class Titlo	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
		Subtotal		\$1,655,889.71	\$605,340.38	\$ 2,261,230.09
		Total		\$1,898,693.84	\$694,401.56	\$2,593,095.40

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 Tale	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	mutiple		\$ 73,565.15	\$73,565.15
		Subtotal		\$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: 65% 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
		Sublotal		\$668,972.50	\$246,470.00	\$915,442.50
,	1	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	muttiple	\$19,154.20		\$19,154.20
2020	540-500382	SS Contracts.	mutiple	\$0.00	\$ 9,577.10	. \$9,577.10
		Subtotal	•	\$47,436.08	\$9,577,10	\$57,013.18

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 Cere	multiple	\$0.00	\$ 73,739.80	\$73,739.80
		Subtotal		\$365,180.60	\$73,739.80	\$438,920.40
		Total		\$412,616.68	\$83,316.90	\$495,933.58

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/Ob je ct	Class Title	Job Mumber	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
		Subtotal		\$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

Fiscel 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	Adul In Home Care	mutiple	\$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			
		. Subtotal		\$609,398.24	\$0.00	\$609,398.24			
		Total		\$806,144.36	\$0.00	\$805,144.36			

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	muliple	\$76,122.80		\$76,122.80
2019	540-500382	SS Contracts	muliple	\$76,122.80		*\$76,122.80
2020	540-500382	SS Contracts	multiple		\$76,122.80	\$76,122.80
		Subtotal		\$188,481.80	\$ 76,122.80	\$264,604.60

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
		Subtotal		\$469,727.87	\$189,701.42	\$659,429.29
		Total		\$658,209.67	\$265,824.22	. \$924,033.89

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	. Ctass 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
	 	Sublotal		\$37,469.80	\$15,127.93	\$52,597.73

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Oecreased) 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	mutiple	\$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
	1	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
	<u> </u>	G	rand Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,568.68



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 03301-3857 603-271-9546 1-500-852-3345 Ext. 8846 Fax: 603-271-4912 TDD Access: 1-800-735-2964 www.dbbs.nh.gov

January 11, 2017

Commissioner
Christine L. Santaniello
Director

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
	1	TOTAL:	\$18,055,822.57

It man

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

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 Page 3 of 3

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

Respectfully submitted,

Christine L. Santa

Director

Approved by: Jel

: Jaffrey A. Meyers Commissioner

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	ss/Object Class Title Job Numb		Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	muliple	5 25,107,46	. \$0.00	\$25,107.46
2018	540-500382	SS Contracts	multiple	\$ 50,214.92	5 2,523,72	
2019	540-500382	SS Contracts	multiple	\$ 12,558.52	\$ 40,180,12	
		Sublotal		\$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

Fisca Year	I Chare/ONAM I	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	5 175,783.42	\$0.00	\$175,783,42
2018	543-500385	Payments to Providers	multiple	\$ 351,557,26	S 17,614,56	
2019	543-500385	Payments to Providers	multiple	\$ 87,886.92	\$ 281,284,90	
		Subtotal		\$615,227.60	\$298,899.46	
		Total		\$703,108.50		

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

05-95-48-48 1010-7872 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

$\overline{}$	·							
Fiscal Year	Class/Object	Class Title	Job Number	Cu	rrent Modified Budget		Increased Decreased) Amount :	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	S	32,686,96		\$0.00	532,686,96
2018	540-500382	SS Contracts	multiple	\$	65,373,92	5	3,275.52	
2019	540-500382	SS Contracts	multiple	\$	15,343,48	s	52,305.96	
		Subtotal			\$114,404.36		\$55,581.48	

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		
2019	543-500385	Payments to Providers	multiple	5 363,254.44		
	<u> </u>	Sublotal		\$2,542,771.50	\$1,235,357.90	\$3,778,129.40
	<u> </u>	Total		\$2,657,175.86	\$1,290,939.38	\$3,948,115.24

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% FEU	ERAL, 70% (ENERAL		
Fiscal Year	Class/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	576,415,88	\$0.00	\$76,415,88
2018	540-500382	SS Contracts	muhiple	5152,831,76	\$7,665.96	
2019	540-500382	SS Contracts	multiple	\$38,232,44	\$122,265,28	
	 				3122,203.20	\$160,497.72
	<u></u> _	Subtotal	<u>. </u>	\$267,480.08	\$129,931,24	\$397,411,32

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 Yillo	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	5 1,181,137,36		
2019	543-500385	Adult In Home Care	multiple	\$ 295,293,92		
		Sublolal		\$2,066,999,96	\$1,004,203.76	\$3,071,203,72
	Li	Total		\$2,334,480.04	\$1,134,135.00	

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

TOWN EDELONE OUT GENERAL									
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	(Decreased) Amount	Revised Modified Budget			
2017	540-500382	SS Contracts	multiple	\$1,500.00	\$0.00	\$1,500,00			
2018	540-500382	SS Contracts	mutiple	\$2,987,50		* * * * * * * * * * * * * * * * * * * *			
2019	540-500382	SS Contracts	mutiple 1	\$750.00	\$2,388.07	30,100,01			
		Subtotal		\$5,237.50	\$2,538.64				

Fiscal Year	Class/Object	Class Tale	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mylliple	\$50,967,12	\$0.00	\$60,967,12
2018	543-500385	Adult In Home Care	multiple	\$121,934,24	\$6,109,44	333,531112
2019	543-500385	Adult In Home Care	mutiple	\$30,483,56	\$97,560,12	- 10,0 0,00
<u> </u>		Subtolat		\$213,384.92	\$103,669.56	
	<u> </u>	Total		\$218,622.42	\$106,208.20	

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

	TOWN PEDERAC, SON GENERAL										
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budger	Increased (Decreased) Amount	Revised Modified Budget					
2017	540-500382	SS Contracts	muliple	\$3,228,-6	\$0.00	53,228,46					
2018	540-500382	SS Contracts	multiple:	\$6,456,92	\$323,52						
2019	540-500382	SS Contracts	mutiple.	\$1,619.02	\$5,151.42						
•		Subtolal	•	\$11,304,40	\$5,484.94						

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 Increased Fiscal Current Modified Revised Modified Class/Object Class Title Job Number (Decreased) Year Budget Budget Amount 2017 543-500385 Adult In Home Care \$29,650.10 **SO.00** mutiple \$29,650.10 2018 543-500385 Adult In Home Care \$59,300.20 alqifum \$2,971,20 S62.271.40 2019 543-500385 Adult In Home Care mutiple -\$14,829.84 \$47,441,56 \$62,271,40 Subtotal \$103,780,14 \$154,192.90 \$50,412,76 \$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
	<u> </u> [_	· Subtotal		\$115,434.46	\$56,071.98	\$171,506.44

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	\$385,648.80	\$0.00	\$385,648,80
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	
		Subtolat		\$1,353,261.22	\$657,453.86	\$2,010,715.08
		Total		\$1,468,695.68	\$713,525.84	\$2,182,221.52

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/Objec:	Class Title	Job Number	Current Modified Budget	(Decreased) Amount	Revised Modified Budger
2017	540-500382	'SS Contracts	muliple	\$64,681.77	S0.00	S54.681.77
2018	540-500382	SS Contracts	multiple	\$84,811,74	\$4,249.44	589,061,18
2019	540-500382	SS Contracts	multiple	\$21,203.44	\$67,857,74	589,061.18
		Subtotal		\$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% PEDE	HAL; 55% C	CHERAL		
Fiscal Year	Class/Object	Class Title	Jab 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	\$576,447,76	\$28,892.62	\$605,340.38
2019	543-500385	Adult In Home Care	mutiple	\$144,114,34	\$461,226.04	\$605,340.38
		Subtotal		\$1,165,771.05	\$490,118.66	\$1,555,889.71
		Total		\$1,336,488.00	\$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,

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$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
•		Sublotal		\$140,095.00	\$59,567.80	\$199,662.80

. Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified
2017	543-500385	Adult In Home Care	mutiple	\$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
	1	Subtolal		\$469,420.00	\$199,552.50	\$668,972.50
}	T	Total		\$609,515.00	\$259,120.30	\$868,635.30

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% FEDE	TALLOVA C	DENCKAL		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budgel	(Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$9,127.68	\$0.00	\$9,127,68
2018	540-500382	SS Contracts	mutiple	\$18,236.20	\$918.00	\$19,154,20
2019	540-500382	SS Contracts	muttole	\$4,563.84	\$14,590.36	\$19,154.20
		Subtotat		\$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	5140,442.80	\$7,036.80	\$147,479.60
2019	543-500385	Adult In Home Care	multiple	\$35,120.28	\$112,359.32	\$147,479.60
		Subtotal		\$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 /I FEDI	CHOKE, DUNK	JENERAL		
	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
			Subtotal		\$132,399.54	\$64,346.58	\$196,746.12

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$117,182.56	\$0.00	\$117,182.56
2018	543-500385	Adult In Home Care	muliple	\$234,365.12	\$11,742,72	\$246,107.84
2019	543-500385	Adult In Home Care	multiple	\$58,591.28	\$187,516.56	\$248,107.84
		Subtotel		\$410,138.95	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$805,144.36

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 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	algitum	\$36,236.20	\$0.00	\$36,236,20
2018	540-500382	SS Contracts	multiple	572,472,40	\$3,650,40	
2019	540-500382	SS Contracts	multiple	518,118.10	\$58,004,70	
		Sublotal		. \$126,826,70	\$61,655.10	

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELOERLY - 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	
2019	543-500385	Adult In Home Care	multiple	\$45,160.12	\$144,541.30	
		Subtotal		\$316,135.21	\$153,592.66	· \$469,727,87
		Total		\$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,

Fiscal Yoar	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	57,213,94
2018	540-500382	SS Contracts	multiple	\$14,405.80	\$722,13	
2019	540-500382	SS Contracts	multiple	\$3,602.18	\$11,525,75	
.,		¹ Subtotal		\$25,221.92	\$12,247.88	

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,

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Ravised 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	
2019	543-500385	Adult In Home Care	multiple	\$214,850.66	\$687,591.70	
	· I	Subtotal		\$1,503,925.88	\$730,650.58	\$2,234,576.46
		Total		\$1,529,147.80	\$742,898.46	\$2,272,046.26

Grand Total: .\$18,055,822.57





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

Jeffrey A. Meyers
Caramissioner

Maureen U. Ryan Director of Human Services BUREAU OF ELDERLY & ADULT SERVICES

129 PI.EASANT STREET, CONCORD, NIL 03301-3857 603-271-9203 1-800-351-1888 Fex: 603-271-4643 TDD Access: 1-800-736-2964 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
d.		· TOTAL:	\$9,746,988.95

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 2 of 3

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 five 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.

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 3 of 3

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 Ú. 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: ELOERLY AND ADULT SERVICES, GRANTS TO LOCALS, ADM ON AGING GRANTS (29.86% Federal Funds; 70.14% General Funds)

. Androscoggin Valley Home Care (Vendor #157347)

	Accomment Amena Licinia Cale	TACHOOL MISSE	P-11_
Class / Account	Class Title	State Fisical Year	Revised Modified Budget
540-500382	Social Services Contracts	2017	\$25,107.46
540-500382	Social Services Contracts	Ž018	\$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, 3 73.92
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 Aegncy (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 #154849)

Class / Account \	Class Thic	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
	I	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% Foderal 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	Stato Fiscal Yoar	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 Aegncy (Vendor #154643)

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
	<u> </u>	Subtotal	\$1,353,261.22

The Visiting Nume 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	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
	44	Subtotal	\$8,961,270.91
<u></u>		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
	٧.	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	5218,622.42

North Country Home Health & Hospice Aegncy (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
7		2018	\$253,122.46
		2019	\$63,278.22
		Total Agency	\$442,961.91

VNA at HCS (Vendor #177274)

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
	1	Total	\$9,746,988.95

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

Grand Total SFY17	2017	\$2,784,863.63
Grand Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,392,465.62
Total Contract		59,746,988.95

Account Name	Arcount #	Revised Modified Budget
Social Services Contracts	7872-540- 500382	\$785,718.04
Aduli In Home Care	9255-543- 500385	\$8,961,270.91
Adult Group Day Care	9255-566- 500918	\$0.00
Summary of Totals		59,746,988.95



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

In Home Care, In Home Health Alde, In		
Home Nursing Services		
RFA Name		

RFA-2017-BEAS-01-INHON

RFA Number

. Bidder Name	
Andreacoggin Valley Home Care	
2. Area Home Care Family Services	
Child & Family Services (Hillsborough CO)	
4. Child & Family Sorvices (Merrimack CO)	
5. CornerStone VNA	
6. Franklin VNA & Hospice	٠
7. Late Sunapee Region VNA & Hospice	
8. Lakes Region Community Services (Belknap CO)	
Lakes Region Community Services (Gration CO)	
10. Lakes Region Community Services (Sullivan CO)	
11. North Country Home Health & Hospice Agency (Coos Co)	
12. North Country Home Health & Hospice Agency (Oration CO)	
13. Northwoods Home Health & Hospice	
14. The Homemakers Health Services	•
15. Visiting Nurse Home Care & Hospice of Carrott County	•
16. VNA at HCS, Inc.	

	Hickman	Actual
Passifall	Points	Points
	150	134
	120	
	150	111
	150	140
)
	150	140
	150	127
	150	174
	. 150	95
	150	131
	150	147
	150	147
	150	. 539
	150	139
	រេង	EX.
	150	142
	ISO 1	133
	150	149

ntake Unit	
_	
	
	
-	

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 Lakes Region Community Services ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on March 8, 2017, (Item #8), and as subsequently amended on February 7, 2018 (Item #14), and 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, 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, 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 1.3, Contractor Name, to read: Lakes Region Community Services Council.
- 2. Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$3,869,698.14.
- 3. Modify Exhibit A, Amendment #3, Scope of Services, Section 2, Scope of Work by adding Subsection 2.8., to read:
 - 2.8. The Contractor shall participate in quarterly meetings with the Department to ensure compliance with the contractual requirements.
- 4. Modify Exhibit B, Amendment #2, Method and Conditions Precedent to Payment, Section 3, to read:
 - Payment for services shall be on a cost reimbursement basis only for actual services 3. provided in accordance with the rates identifies in Exhibit B-1 Rate Sheet - Amendment
- 5. 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.
- 6. 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.

Contractor Initials:

RFA-2017-BEAS-01-INHOM-07-A04 Lakes Region Community Services

9/2/2021 Date:_

Date

Date 1

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 9/2/2021 Christine Santaniello Name: Christine Santaniello Title: Associate Commissioner Lakes Region Community Services Council 9/2/2021 Name: Rebecca Bryant

Title: CEO

execution.	aving been reviewed by this office, is approved as to form, substance, and
	OFFICE OF THE ATTORNEY GENERAL
	DocuSigned by:
9/3/2021	J. Christopher Marshall
Date	Name: J. Christopher Marshall
	.Title: Assistant Attorney General
I hereby certify that the forego the State of New Hampshire a	ing Amendment was approved by the Governor and Executive Council of the Meeting on: (date of meeting)
	OFFICE OF THE SECRETARY OF STATE
Date	Name:

Exhibit B-1 Rate Sheet, Amendment #4

In-Hon	ne Care, In-Home I	lealth Aide, In-He	ome Care Nursing	
	Lakes Region Co	mmunity Service	es Council	
	10/1/2016 throu	gh 06/30/2017 Servi	ice Units	
	,	Total # of Units of		Total Amount of
	ļ	Service		Funding being
	1	anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	46,473	\$9.58	\$ 445,208.95
Title IIIB In Home Services	1/2 Hour	6,752	\$9.58	\$ 64,681.77
Title IIIB Home Health Aide	1/2 Hour	. 0	\$12.50	\$
Title IIIB Nursing	1/2 Hour	0	\$24.50	\$ -

_	7/1/2017 throug	h 06/30/2018 Servi	ice Units	·
		Total # of Units of Service anticipated to be	Rate per	Total Amount of Funding being Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	60,173	\$10.06	\$ 605,340.38
Title IIIB In Home Services	1/2 Hour	8,853	\$10.06	\$ 89,061.18
Title IIIB Home Health Aide	1/2 Hour	0	\$13.13	\$
Title IIIB Nursing	1/2 Hour	Ö	\$ 25.73	-

	7/1/2018 throug	h 06/30/2019 Service	Units	
		Total # of Units of		Total Amount of
		Service		Funding being
•		anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	60,173	\$10.06	\$ 605,340.38
Title IIIB in Home Services	1/2 Hour	8,853	\$10.06	\$ 89,061.18
Title IIIB Home Health Aide	1/2 Hour	0	\$13.13	\$ -
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -

	7/1/2019 throug	h 06/30/2020 Servi	ice Units		
		Total # of Units of			Total Amount of
		Service			Funding being
		anticipated to be		Rate per	Requested for each
In Home Services	Unit Type	delivered.	•	Service	Service
Title XX In Home Services	1/2 Hour	50,445		\$12.00	\$ 605,340.38
Title IIIB In Home Services	1/2 Hour	7,422		· \$12.00	\$ 89,061.18
Title IIIB Home Health Aide	1/2 Hour	0		\$16.00	S .
Title IIIB Nursing	1/2 Hour	0		\$25.73	\$.

·	07/01/2020 throu	igh 06/30/2021 Servi	ce Units	
		Total # of Units of		Total Amount of
		Service		Funding being
1		anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour - ~	50,445	\$12.00	\$ 605,340.38
Title IIIB In Home Services	1/2 Hour	7,422	\$12.00	\$ 89,061.18
Title IIIB Home Health Aide	1/2 Hour	0	\$16.00	\$ -
Title IIIB Nursing .	1/2 Hour	0	\$25.73	\$ -

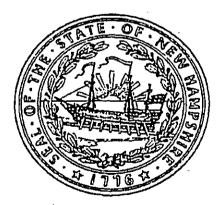
	07/01/2021 throu	gh 06/30/2022 Ser	vice Units		,
• • • • • • • • • • • • • • • • • • • •		Total # of Units of			Total Amount of
•		Service		·	Funding being
	,	anticipated to be	•	Rate per	Requested for each
In Home Services	Unit Type	delivered.		Service	Service
Title XX In Home Services	1/2 Hour	41,095		\$12.00	\$ 493,140.00
Title IIIB In Home Services	1/2 Hour	7,422		\$12.00	\$ 89,061.18
Title IIIB Home Health Aide	1/2 Hour	0		\$16.00	S -
Title IIIB Nursing	1/2 Hour	0		\$25.73	\$

State of New Hampshire Department of State

CERTIFICATE

E. William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that I AKLS REGION COMMUNITY SERVICES COUNCIL is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on July 29, 1975. 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 64109 Certificate Number , 0005348945



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 9th day of April A.D. 2021.

William M. Gardner Secretary of State

CERTIFICATE OF AUTHORITY

I,Jeanin Onos	, hereby certify that:
(Name of the elected Officer of the Corpora	ation/LLC; cannot be contract signatory)
I am a duly elected Clerk/Secretary/Officer of (C	Lakes Region Community Services Corporation/LLC Name)
	meeting of the Board of Directors/shareholders, duly called and quorum of the Directors/shareholders were present and voting.
VOTED: ThatRebecca L. Bryant (Name and Title of Contract Signa	(may list more than one person)
is duly authorized on behalf of _Lakes Region Com the State (Name of Corpora	nmunity Services to enter into contracts or agreements with tion/ LLC)
	departments and further is authorized to execute any and all and any amendments, revisions, or modifications thereto, which to effect the purpose of this vote.
date of the contract/contract amendment to which thirty (30) days from the date of this Certificate of New Hampshire will rely on this certificate as exposition(s) indicated and that they have full authority.	anded or repealed and remains in full force and effect as of the in this certificate is attached. This authority remains valid for Authority. I further certify that it is understood that the State of vidence that the person(s) listed above currently occupy the prity to bind the corporation. To the extent that there are any if the corporation in contracts with the State of New Hampshire,
Dated:_ <u>&\\9\a\</u>	Signature of Elected Officer Name: Jeanin Onos

Title: Treasurer

Client#: 1842747

LAKESREG5

ACORD. CERTIFICATE OF LIABILITY INSURANCE

DATE (MINUDD/YYYY) 1/07/2021 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(les) 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 CONTACT Elizabeth Maithot USI Insurance Services LLC PHONE (AIC, No, Ext): 855 874-0123 FAX Not: 781-376-5035 12 Gill Street Suite 5500 ADDRESS; Elizabeth.Mailhot@usl.com Woburn, MA 01801 INSURER(S) AFFORDING COVERAGE NAIC # 855 874-0123 INSURER A : Philadelphia Insurance Company 32204 INSURED MSURER # : Granite State Work Comp Manuf Lakes Region Community Services Council INSLIGER C 719 North Main Street MAURER D Laconia, NH 03246 MSURER 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. ADOL SUBR TYPE OF INSURANCE POLICY EFF POLICY EXP POLICY NUMBER X COMMERCIAL GENERAL LIABILITY Α PHPK2206844 12/01/2020 12/01/2021 EACH OCCURRENCE s 1,000,000 CLAIMS-MADE | X OCCUR DAMAGE TO RENTED PREMISES (En occurrence) s 100,000 MEO EXP (Any one person) \$5.000 PERSONAL & ADV INJURY \$1,000,000 GENL AGGREGATE LIMIT APPLIES PER: \$3,000,000 GENERAL AGGREGATE POLICY PRO- X LOC PRODUCTS - COMPIOP AGG \$3,000,000 OTHER AUTOMOBILE LIABILITY COMBINED SINGLE LIMIT (En accident) PHPK2206840 12/01/2020 12/01/2021 \$1,000,000 ANY AUTO BOOILY INJURY (Per person) SCHEDULED AUTOS NON-OWNED AUTOS ONLY OWNED AUTOS ONLY BODILY INJURY (Per accident) HIRED AUTOS ONLY PROPERTY DAMAGE (Per accident) UMBRELLA LIAB 12/01/2020 12/01/2021 EACH OCCURRENCE X OCCUR PHUB746405 \$5,000,000 EXCESS LIAB CLAIMS-MADE AGGREGATE \$5,000,000 DED X RETENTION \$10,000 WORKERS COMPENSATION 01/01/2021 01/01/2022 X STATUTE WC0120211002953 AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? E.L. EACH ACCIDENT \$1,000,000 Ν (Mandatory in NH) E L. DISEASE - EA EMPLOYEE \$1,000,000 If yes, describe under DESCRIPTION OF OPERATIONS below E.L. DISEASE - POLICY LIMIT \$1,000,000 Ahuse PHPK2206844 12/01/2020 12/01/2021 \$1,000,000 / \$3,000,000 Α Professional PHPK2206844 12/01/2020 12/01/2021 \$1,000,000 / \$3,000,000 DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) CERTIFICATE HOLDER CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE State of New Hampshire

© 1988-2015 ACORD CORPORATION, All rights reserved.

THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

Department of Health & Human

129 Pleasant Street

Concord, NH 03301

AUTHORIZED REPRESENTATIVE

الملام



Engage. Empower. Inspire.

Mission Statement

Dedicated to serving the community by promoting independence, dignity and opportunity.

Value Statements .

As individuals and as a community agency, we:

- > Value all people;
- > Value a team approach in all we do;
- > Value and respect one another;
- > Value our relationships in the communities in which we live and work;
- > Value our role as facilitators of relationships; and
- > Value and recognize that our relationships evolve, grow, and change over time.

Financial Statements

LAKES REGION COMMUNITY SERVICES COUNCIL, INC.

FOR THE YEARS ENDED
JUNE 30, 2020 AND 2019
AND
INDEPENDENT AUDITORS' REPORTS



CERTIFIED PUBLIC ACCOUNTANTS

LAKES REGION COMMUNITY SERVICES COUNCIL, INC. FOR THE YEARS ENDED JUNE 30, 2020 AND 2019

TABLE OF CONTENTS

	Page(s)
Independent Auditors' Report	1 - 3
Financial Statements:	
Statements of Financial Position	4
Statement of Activities	5
Statements of Cash Flows	6
Statement of Functional Expenses	7 - 9
Notes to Financial Statements	10 - 19 [°]
Supplementary Information:	
Schedule of Functional Revenues	20 - 22
Schedule of Expenditures of Federal Awards	23 ,
Notes to Schedule of Expenditures of Federal Awards	24
Independent Auditors' Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with Government Auditing Standards	25 - 26
Independent Auditors' Report on Compliance for Each Major Program and on Internal Control over Compliance Required by Uniform Guidance	27 - 28
Schedule of Findings and Questioned Costs	29



To the Board of Directors of Lakes Region Community Services Council, Inc. Laconia, New Hampshire

INDEPENDENT AUDITORS' REPORT

Report on the Financial Statements

We have audited the accompanying financial statements of Lakes Region Community Services Council, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of cash flows, and notes to the financial statements for the years then ended, and the related statements of activities and functional expenses for the year ended June 30, 2020.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits 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 from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Lakes Region Community Services Council, Inc. as of June 30, 2020 and 2019, and its cash flows for the years then ended, and the changes in its net assets for the year ended June 30, 2020 in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Lakes Region Community Services Council, Inc.'s June 30, 2019 financial statements, and we expressed an unmodified opinion on those audited financial statements in our report dated October 9, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional revenues on pages 20-22 is presented for purposes of additional analysis and is not a required part of the 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 information is fairly stated in all material respects in relation to the financial statements as a whole.

Other Matters

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, is presented for purposes of additional analysis and is not a required part of the 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 information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated October 9, 2020, on our consideration of Lakes Region Community Services Council, Inc.'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 effectiveness of Lakes Region Community Services Council, Inc.'s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering Lakes Region Community Services Council, Inc.'s internal control over financial reporting and compliance.

Leone Mc Downell ? Polarts. Professional asseration

Wolfeboro, New Hampshire October 9, 2020

STATEMENTS OF FINANCIAL POSITION JUNE 30, 2020 AND 2019

<u>ASSETS</u>		
	<u>2020</u>	<u>2019</u>
CURRENT ASSETS Cash and cash equivalents	\$ 6,090,997	\$ 4,663,758
Accounts receivable:	V 0,000,00.	• 1,000,700
Medicaid	2,560,926	, 612,598
Other, net of allowance for doubtful accounts of \$50,000	•	
at June 30, 2020 and 2019	443,943	286,337
Prepaid expenses	53,598	29,132
Total current assets	9,149,464	5,591,825
PROPERTY AND EQUIPMENT, NET	3,454,418	3,444,274
OTHER ASSETS		
Due from affiliates, net	79,985	57,267
Deposits	37,779	37,779
Total other assets	117,764	95,046
Total assets	\$ 12.721.646	<u>\$ 9.131.145</u>
<u>LIABILITIES AND NET ASSETS</u> CURRENT LIABILITIES		
Accounts payable	\$ 1,111,944	\$ 723,422
Accrued salaries, wages, and related expenses	616,961	452,517
Accrued earned time	335,958	305,524
Refundable advances	160,551	121,549
Other accrued expenses	380,797	146,557
Total current liabilities	2,606,211	1,749,569
LONG TERM LIABILITIES		
State of NH - Emergency Healthcare System Relief loan	50,000	•
Paycheck Protection Program Ioan	2,739,774	
Total long term liabilities	2,789,774	
Total liabilities	5,395,985	1,749,569
NET ASSETS		
Without donor restrictions	6,074,046	6,079,798
With donor restrictions	1,251,615	1,301,778
Total net assets	7,325,661	7,381,576
Total liabilities and net assets	<u>\$ 12.721.646</u>	<u>\$ 9.131.145</u>

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2020 WITH PRIOR YEAR SUMMARIZED COMPARATIVE INFORMATION

	Without Donor Restrictions	With Donor Restrictions	<u>20</u> 20	2019	
CHANGES IN NET ASSETS	Mestrictions	<u>ivestrictions</u>	<u> 2020</u>	2019	
Revenues					
Program fees	\$ 1,531,460	\$ -	\$ 1,531,460	\$ 1,478,072	
Medicaid	22,409,638	_	22,409,638	21,326,918	
Client resources	93,447		93,447	97,250	
Other third party payers	1,463	_	1,463	5,281	
Public support	533,685	-	533,685	490,077	
Private foundations	192,163	-	192,163	78,500	
Production/service income	119,584	•	119,584	169,225	
Investment	24,647	_	24,647	24,491	
State of New Hampshire - DDS	1,368,101		1,368,101	1,322,817	
Management fees	14,400	•	14,400	14,616	
Other	1,213,220	-	1,213,220	452,977	
,					
Total revenues	27,501,808	-	27,501,808	25,460,224	
Expenses					
Program services					
Service coordination	1,057,722		1,057,722	1,085,925	
Day programs	3,228,898	` .	3,228,898	3,882,692	
Early intervention	681,659	•	681,659	696,826	
Enhanced family care	3,309,717	-	3,309,717	3,204,420	
Community options	208,225	-	208,225	335,310	
Community residences	10,598,006	•	10,598,006	8,714,212	
Transportation	45,234	_	45,234	93,507	
Family support	4,098,763	_	4,098,763	3,888,473	
Other DDS	22,796	•	22,796	91,826	
Other programs	1,452,563	-	1,452,563	1,130,021	
Supporting activities	, .			.,,	
General management	2,661,292	50,163	2,711,455	2,180,759	
Fundraising	142,685		142,685	140,506	
Total expenses	27,507,560	50,163	27,557,723	25,444,477	
·				-	
CHANGE IN NET ASSETS	(5,752)	(50,163)	(55,915)	15,747	
NET ASSETS, BEGINNING OF YEAR	6,079,798	1,301,778	7,381,576	7,365,829	
NET ASSETS, END OF YEAR	\$ 6.074.046	\$ 1.251.615	<u>\$ 7,325,661</u>	\$ 7.381.576	

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2020 AND 2019

	<u>2020</u> ′	<u> 2019</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (55,9	15) \$ 15,747
Adjustments to reconcile change in net assets		
to net cash from operating activities:	•	
Depreciation	245,9	34 247,854
(Increase) decrease in assets:		
Accounts receivable	(2,105,9	
Prepaid expenses	(24,4)	66) (2,064)
Increase (decrease) in liabilities:		
Accounts payable	388,5	22 (49,525)
Accrued salaries, wages, and related expenses	164,4	14 (162,131)
Accrued earned time	30,43	34 3,435
Refundable advances	39,00	59,902
Other accrued expenses	234,2	<u>20,344</u>
NET CASH USED IN OPERATING ACTIVITIES	(1,083,7)	09) (17,014)
CASH FLOWS FROM INVESTING ACTIVITIES		•
Additions to property and equipment	(256,1)	08) (42,197)
NET CASH USED IN INVESTING ACTIVITIES	(256,10	08) (42,197)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from Payroll Protection Program loan	2,739,7	74: -
Proceeds from State of NH - Emergency Healthcare System Relief loan	50,00	- 00
Increase in due from affiliates	(22,7	18) (57,267)
Decrease in due to affiliates		(50,359)
NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES	2,767,0	(107,626)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	1,427,2	39 (166,837)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	4,663,7	4,830,595
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 6.090.9	97 \$ 4.663.758

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2020 WITH PRIOR YEAR SUMMARIZED COMPARATIVE INFORMATION

	Service Coordination	Day <u>Programs</u>	Early <u>Intervention</u>	Enhanced <u>Family Care</u>	Community Options	
				_		
PERSONNEL COSTS						
Salaries and wages	\$ 669,539	\$ 1,925,289	\$ 401,331	\$ 221,144	\$ 135,895	
Employee benefits	196,952	554,044	119,562	65,898	38,788	
Payroll taxes .	48,254	143,338	29,316	16,104	9,374	
PROFESSIONAL FEES AND CONSULTATIONS						
Client treatment & therapies	43,055	· -	-	2,939,500	-	
Accounting/auditing	-	-	•	• -	-	
Legal	3,214	-	-	-	-	
Subcontract services	•	120	89,166	•	•	
Other professional fees	43,201	-	-	•	•	
STAFF DEVELOPMENT AND TRAINING						
Journals and publications	-	-	-	535	-	
Conference/conventions	841	-	75	-	-	
Other staff development	(841)	26,539	(725)	_	-	
OCCUPANCY COSTS	;		·. ·			
Rent	-	84,022	-	-	-	
Mortgage payments	•	•	•	•	•	
Utilities	-	8,862	-	•,		
Repairs and maintenance	-	2,366	-	_`	-	
Other occupancy costs	30,060	28,181	24,280	13,832	2,173	
CONSUMABLE SUPPLIES	,		,	-,	-, -	
Office supplies and equipment				•		
under \$2,500	2,805	5,401	3,397	1,105		
Building/household	18	720	-	178	•	
Client	1,201	1,521	-	15,353	407	
Medical supplies	•	135			-	
ASSISTANCE TO INDIVIDUALS	4,129		•	1,909	-	
PRODUCT SALES	.,	17,680		.,	_	
EQUIPMENT RENTAL	_	165		200	_	
EQUIPMENT MAINTENANCE	-	388		1,173		
DEPRECIATION	_	11,020	_	,,,,,	_	
ADVERTISING	_	123	•	1,061	_	
PRINTING	_	120	_	1,001	_	
TELEPHONE	16	9,243	· · · · ·	15	_	
POSTAGE	10	12		-	_	
TRANSPORTATION	15,322		13,905	29,626	21,581	
INSURANCE	13,322	5 18,204	13,505	29,020	21,001	
MEMBERSHIP DUES	-	9,025	-	, -	• -	
CLIENT PAYMENTS		76,054	392	94	7	
OTHER	(44)	5,386	960	1,990	-	
VINER				1,330		
TOTAL FUNCTIONAL EXPENSES	\$ 1,057,722	\$ 3,228,898	\$ 681,659	\$ 3,309,717	\$ 208,225	

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2020 WITH PRIOR YEAR SUMMARIZED COMPARATIVE INFORMATION

	Community Residences	<u>Transportation</u>	Family Support	Other <u>DDS</u>	General <u>Management</u>
PERSONNEL COSTS					
Salaries and wages	\$ 3,653,793	\$ 20,560	\$ 1,113,971	\$ -	\$ 1,151,875
Employee benefits	1,028,826	6,290	315,591	-	331,823
Payroll taxes	269,044	1,516	82,727	-	85,287
PROFESSIONAL FEES AND					
CONSULTATIONS					
Clerical contracted staff	•	-	•	-	749
Client treatment & therapies	146,982	-	1,789,566	-	1,032
Accounting/auditing	-	-	-	-	95,386
Legal	-	-		-	4,086
Subcontract services	4,647,711	-	456,396	-	
Other professional fees	-	-	9,045	9,388	195,167
STAFF DEVELOPMENT AND TRAINING	•				
Journals and publications	-	-	-	-	394
Conference/conventions	•	-	390	- .	7,880
Other staff development	141	•	-	-	33,190
OCCUPANCY COSTS		•			
Rent	185,100	-	100	-	-
Mortgage payments	9,165	-	•	-	-
Utilities	100,867	-	•	-	49,547
Repairs and maintenance	66,088	· -	•	-	109,348
Other occupancy costs .	191,344	-	10,604	-	(185,566)
CONSUMABLE SUPPLIES					
Office supplies and equipment					•
under \$2,500	12,497	7	25	-	35,343
Building/household	25,208	-	•	-	2,975
Client	102,385	-	3,827	13,382	6,506
Medical supplies	5,056	•	4,013	26	2,804
ASSISTANCE TO INDIVIDUALS	714	-	61,987	-	3,667
PRODUCT SALES	40	•	-	-	17
EQUIPMENT RENTAL		•	-	-	25,731
EQUIPMENT MAINTENANCE	14,352	-	1,215	-	24,916
DEPRECIATION	30,979	13,806	•	-	188,937
ADVERTISING	-	-	113	-	41,268
PRINTING		-	•	-	2,592
TELEPHONE	6,635	-	•	-	59,359
POSTAGE	-	-	-	-	17,378
TRANSPORTATION	99,185	3,055	180,454		
INSURANCE	-	•	100	•	165,090
MEMBERSHIP DUES	•	-	46,745		55,883
CLIENT PAYMENTS	234	•	149	-	6,207
OTHER _	1,660		21,745	<u>-</u>	192,584
TOTAL FUNCTIONAL EXPENSES	10,598,006	\$ 45,234	\$ 4,098,763	\$ 22,796	\$ 2,711,455

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2020 WITH PRIOR YEAR SUMMARIZED COMPARATIVE INFORMATION

	Fundraising		•	Total DDS <u>Funded</u>		Total lon-DDS Funded	2020 <u>Totals</u>		2019 <u>Totals</u>
PERSONNEL COSTS									
Salaries and wages	\$	88,192	\$	9,381,589	\$	918,474	\$ 10,300,063	\$	10,150,156
Employee benefits		25,373		2,683,147	•	265,189	2,948,336		2,761,969
Payroll taxes		6,570		691,530		67,516	·759,046		755,779
PROFESSIONAL FEES AND									
CONSULTATIONS		•							
Client treatment & therapies				4,920,135		24,759	4,944,894		4,665,356
Accounting/auditing		•		95,386		-	95,386		101,500
Legal		•		7,300		• •	7,300		4,015
Subcontract services		-		5,193,393		9,100	5,202,493		3,793,712
Other professional fees		10,370		267,171		-	267,171		297,476
STAFF DEVELOPMENT AND TRAININ	1G								
Journals and publications		35		964		-	964		451
Conference/conventions		1,504		10,690		1,478	12,168		21,959
Other staff development		•		58,304		5,755	64,059		42,087
OCCUPANCY COSTS									
Rent		•		269,222		-	269,222		283,420
Mortgage payments		-		9,165		-	9,165		9 023
Utilities		-		159,276		24	159,300		165,944
Repairs and maintenance		-		177,802		639	178,441		192,401
Other occupancy costs		-		114,908		79,212	194,120		89,076
CONSUMABLE SUPPLIES									
Office supplies and equipment									
under \$2,500		720		61,300		12,182	73,482		130,594
Building/household	•			29,099		33	29,132		22,451
Client		349		144,931		8,920	153,851		149,531
Medical supplies		-		12,034		49	12,083		11,614
ASSISTANCE TO INDIVIDUALS		-		72,406		10,504	82,910		31,798
PRODUCT SALES		-		17,737		•	17,737		24,821
EQUIPMENT RENTAL		•		26,096		-	26,096		23,785
EQUIPMENT MAINTENANCE		-		42,044		-	42,044		26,733
DEPRECIATION		-		244,742		1,222	245,964		247,854
ADVERTISING		1,490		44,055		4,000	48,055		41,453
PRINTING		4,330		6,922		-	6,922		4,396
TELEPHONE				75,268		-	75,268		57,582
POSTAGE		1,057		18,447		35	18,482		17,928
TRANSPORTATION		•		682,392		40,082	722,474		870,381
INSURANCE				165,190			. 165,190		110,247
MEMBERSHIP DUES		1,885		113,538		450	113,988		146,132
CLIENT PAYMENTS		-		83,137		1,172	84,309		101,838
OTHER		810	_	225,091		1,768	226,859	_	91,015
TOTAL FUNCTIONAL EXPENSES	\$	142,685	<u>\$</u>	26,105,160	<u>\$</u>	1,452,563	\$ 27,557,723	<u>\$</u>	<u> 25,444,477</u>

NOTES TO FINANCIAL STATEMENTS FOR THE YEARS ENDED JUNE 30, 2020 AND 2019

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Lakes Region Community Services Council, Inc. (the Council) is a New Hampshire nonprofit corporation organized exclusively for charitable purposes to ensure there is a coordinated and efficient program of human services dealing effectively with the problems and needs of the developmentally impaired of Belknap County, lower Grafton County and the surrounding communities.

Basis of Accounting

The financial statements of Lakes Region Community Services Council, Inc. have been prepared on the accrual basis of accounting.

Basis of Presentation

The financial statements of the Council have been prepared in accordance with U.S. generally accepted accounting principles (US GAAP), which require the Council to report information regarding its financial position and activities according to the following net asset classifications:

<u>Net assets without donor restrictions</u> – Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Council. These net assets may be used at the discretion of the Council's management and 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 Council or by 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 restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

As of June 30, 2020 and 2019, the Council had net assets with donor restrictions and net assets without donor restrictions.

Cash and Cash Equivalents

For the purposes of the Statements of Cash Flows, the Council considers all demand deposits, money market funds, and short-term investments with original maturities of three months or less to be cash equivalents.

Other Events

The impact of the novel coronavirus ("COVID-19") and measures to prevent its spread are affecting the Council's operations. The significance of the impact of these disruptions, including the extent of their adverse impact on the Council's financial and operational results, will be dictated by the length of time that such disruptions continue and, in turn, will depend on the currently unknowable duration of the COVID-19 pandemic and the impact of governmental regulations that might be imposed in response to the pandemic. The Council's operations could also be impacted should the disruptions from COVID-19 lead to changes in client behavior. The COVID-19 impact on the capital markets could also impact the Council's cost of borrowing. There are certain limitations on the Council's ability to mitigate the adverse financial impact of these items. COVID-19 also makes it more challenging for management to estimate future performance of the operations, particularly over the near to medium term.

Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to activities and a credit to a valuation allowance based on historical account write-off patterns by the payor, adjusted as necessary to reflect current conditions. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable.

The Council has no policy for charging interest on overdue accounts nor are its accounts receivable pledged as collateral, except as disclosed in Note 4.

It is the policy of the Council to provide services to all eligible residents of central New Hampshire without regard to ability to pay. As a result of this policy, all charity care write-offs are recorded as reductions in revenue in the period in which services are provided. The accounts receivable allowance includes the estimated amount of charity care and contractual allowances included in the accounts receivable balances. The computation of the contractual allowance is based on historical ratios of fees charged to amounts collected.

Contributions

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted by the donor for future periods or for specific purposes are reported as net assets with donor restrictions, depending on the nature of the restrictions. However, if a restriction is fulfilled in the same period in which the contribution is received, the Council reports the support as net assets without donor restrictions.

Property and Depreciation

Property and equipment are recorded at cost or, if contributed, at estimated fair value at the date of contribution. Material assets with a useful life in excess of one year are capitalized. Depreciation is provided for using the straight-line method in amounts designed to amortize the cost of the assets over their estimated useful lives as follows:

Buildings and improvements Furniture, fixtures and equipment 5 - 40 Years

3 - 10 Years

Costs for repairs and maintenance are expensed when incurred and betterments are capitalized. Assets sold or otherwise disposed of are removed from the accounts, along with the related accumulated depreciation, and any gain or loss is recognized.

Fair Value of Financial Instruments

The Council's financial instruments consist of cash, short-term receivables and payables and customer deposits. The carrying value for all such instruments, considering the terms, approximates fair value at June 30, 2020 and 2019.

Refundable Advances

Grants received in advance are recorded as refundable advances and recognized as revenue in the period in which the related services or expenditures are incurred.

Summarized Financial Information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Council's financial statements for the year ended June 30, 2019, from which the summarized information was derived.

Accrued Earned Time

The Council has accrued a liability for future compensated leave time that its employees have earned and which is vested with the employee.

Income Taxes

The Council is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. The Internal Revenue Service has determined the Council to be other than a private foundation.

Management has evaluated the Council's tax positions and concluded that the Council has maintained its tax-exempt status and has taken no uncertain tax positions that would require adjustment to the financial statements. With few exceptions, the Council is no longer subject to income tax examinations by the United States Federal or State tax authorities prior to 2017.

Advertising

The Council expenses advertising costs as incurred.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis. Accordingly, costs have been allocated among the program services and supporting activities benefited. Such allocations have been determined by management on an equitable basis.

The expenses that are allocated include the following:

<u>Expense</u> <u>Method of allocation</u>

Salaries and benefits Time and effort

Occupancy Square footage/revenues

Depreciation Direct assignment
All other expenses Direct assignment

Accounting Estimates

The preparation of financial statements in conformity with generally accepted accounting principles 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 and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

New Accounting Pronouncement

During the year, the Council adopted the provisions of FASB ASU 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made (Topic 958). This accounting standard is meant to help not-for-profit entities evaluate whether transactions should be accounted for as contributions or as exchange transactions and, if the transaction is identified as a contribution, whether it is conditional or unconditional. ASU 2018-08 clarifies how an organization determines whether a resource provider is receiving commensurate value in return for a grant. If no commensurate value is received by the grant maker, the transfer is a contribution. ASU 2018-08 stresses that the value received by the general public as a result of the grant is not considered to be commensurate value received by the provider of the grant. Results for reporting the years ending June 30, 2020 and 2019 are presented under FASB ASU 2018-08. The comparative information has not been restated and continues to be reported under the accounting standards in effect in those reporting periods. There was no material impact to the financial statements as a result of adoption. Accordingly, no adjustment to opening net assets was recorded.

2. LIQUIDITY AND AVALIBILITY

The following represents the Council's financial assets as of June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents Accounts receivable:	\$ 6,090,997	- \$ 4,663,758
Medicaid	2,560,926	612,598
Other, net	443,943	286,337
Deposits	<u>37,779</u>	<u>37,779</u>
Total financial assets	<u>\$ 9.133.645</u>	<u>\$ 5,600,472</u>
Less amounts not available to be used within one year:		
Deposits	<u>\$ 37,779</u>	\$ 37,779
Financial assets available to meet general expenditures over the next twelve months	<u>\$ 9,095,866</u>	<u>\$ 5,562,693</u>

The Council's goal is generally to maintain financial assets to meet 90 days of operating expenses (approximately \$6.73 million). As part of its liquidity plan, excess cash is invested in short-term investments, including money market accounts.

3. PROPERTY AND EQUIPMENT

As of June 30, 2020 and 2019, property and equipment consisted of the following:

	<u>2020</u>		<u>2019</u>
Buildings and improvements	\$ 4,141,347	\$	3,936,642
Leasehold improvements	393,215		393,215
Furniture, fixtures and equipment	837,434		781,138
Vehicles	173,352		173,352
Land	152,200		152,200
Construction in progress		. –	4,893
Total	5,697,548		5,441,440
Less accumulated depreciation	2,243,130	_	1,997,166
Property and equipment, net	<u>\$ 3,454,418</u>	<u>\$</u>	<u>3,444,274</u>

Depreciation expense for the years ended June 30, 2020 and 2019 amounted to \$245,964 and \$247,854, respectively.

4. DEMAND NOTE PAYABLE

The Council maintains a revolving line of credit with a bank. The revolving line of credit provides for maximum borrowings up to \$3,000,000 and is renewable annually. Effective January 27,/2020 the Council renewed the revolving line of credit through December 31, 2020, and is collateralized by all of the business assets of the Council and guaranteed by related nonprofit organizations (see Note 11). At June 30, 2020 and 2019, the interest was stated at the bank's prime rate of 3.25% and 5.50%, respectively. There was no amount outstanding on this line of credit at June 30, 2020 and 2019.

5. PAYCHECK PROTECTION PROGRAM LOAN

During the year ended June 30, 2020, the Council applied for and was awarded a Payroll Protection Program Ioan through the Small Business Administration. Loan forgiveness is possible if certain criteria are met. Any amounts not forgiven are to be repaid over a two-year period, with payments deferred for the first six months. Interest would be stated at 1%. As of the date of the audit report, the amount of the Ioan that will be eligible for forgiveness is unknown. The Ioan amounted to \$2,739,774, at June 30, 2020, and is recorded as a liability on the accompanying statement of financial position.

6. STATE OF NH - EMERGENCY HEALTHCARE SYSTEM RELIEF LOAN

During the year ended June 30, 2020, the Council applied for and was awarded a loan through the State of New Hampshire Department of Health and Human Services' COVID-19 Emergency Healthcare System Relief Fund. The loan will mature 180 days after the expiration of the State of Emergency declared by the governor of NH. At the discretion of the lender, the loan may be forgiven and converted to a grant contingent upon certain criteria being met. As of the date of the audit report, the State of New Hampshire remained under the State of Emergency declaration. The loan amounted to \$50,000 at June 30, 2020, and is recorded as a liability on the accompanying statement of financial position.

7. NET ASSETS

Net assets with donor restrictions were made up of a building donated to the Council with restricted use for 30 years. The amount released from restriction each year is the current year deprecation on the building. The amount of net assets with donor restrictions were \$1,251,615 and \$1,301,778 for the years ended June 30, 2020 and 2019, respectively.

8. RETIREMENT PLAN

The Council maintains a retirement plan for all eligible employees. During the years ended June 30, 2020 and 2019, the Council made matching contributions of 100% of a participant's salary reduction that was not in excess of 2% of the participant's compensation. All employees who work one thousand hours per year are eligible to participate after one year of employment. The Council's contribution to the retirement plan for the years ended June 30, 2020 and 2019 was \$78,621 and \$60,666, respectively.

9. CONCENTRATION OF RISK

For the years ended June 30, 2020 and 2019, approximately 81% and 84%, respectively, of the total revenue was derived from Medicaid. The future existence of the Council is dependent upon continued support from Medicaid.

In order for the Council to receive Medicaid funding, they must be formally approved by the State of New Hampshire, Division of Health and Human Services (DHHS) as the provider of services for developmentally disabled individuals for that region. In June 2016, the Council was re-designated for the period September 2015 through September 2020.

Medicaid receivables comprise approximately 85% and 68% of the total accounts receivable balances at June 30, 2020 and 2019, respectively.

10. LEASE COMMITMENTS

The Council has entered into various operating lease agreements to rent certain facilities and office equipment for their community residences and other programs. The terms of these leases range from one to ten years. The Council also leases various apartments on behalf of clients on a month-to-month basis. Rent expense under these agreements aggregated \$295,318 and \$307,205 for the years ended June 30, 2020 and 2019, respectively.

The future minimum lease payments on the above leases are as follows:

Year Ending <u>June 30</u>	<u>Amount</u>							
2021	· \$	160,173						
2022		89,502						
2023		77,640						
2024		77,640						
2025		17,995						
Total	<u>\$</u>	<u>422,910</u>						

Refer to Note 11 for information regarding a lease agreement with a related party.

transactions are as follows:

11. RELATED PARTY TRANSACTIONS

Lakes Region Community Services Council, Inc. is related to the following nonprofit corporations as a result of common board membership:

Related Party

Function

fundraising efforts for the benefit of

the Council and others

Genera Corporation

Greater Laconia Transit Agency

Provides transportation services

Lakes Region Community Services Foundation

Solicit, receive, and administer

Lakes Region Community Services Council, Inc. has contracts and transactions with the above related parties during its normal course of operations. The significant related party

Received From:		<u>2020</u>		<u>2019</u>	Purpose
Genera Corporation	\$	14,400	\$	14,400	Management, Accounting and Financial Services
Genera Corporation	\$	14,988	\$	14,988	Insurance Reimbursement
Lakes Region Community Services Foundation	\$	63,000	\$	20,000	Program Support
Paid To:		<u>2020</u>		<u>2019</u>	
Genera Corporation	\$	109,800	\$	109,800	Rental of Homes
Lakes Region Community Services Foundation	\$	15,000 -	\$	60	Foundation Contributions
Due (To)/From:		<u>2020</u>		<u>2019</u>	·
Genera Corporation	\$	33,771	\$	4,272	
Greater Laconia Transit Agency		61,214		61,214	
Lakes Region Community Services Foundation		(15,000)		(8,219)	
	<u>\$</u>	<u>79,985</u>	<u>\$</u>	<u>57,267</u>	

There are no specified terms of payment and no interest stated on the related party due (to) from accounts.

Demand Note Payable

The Council's demand note payable is guaranteed by Genera Corporation (see Note 4).

Rent

The Council has a perpetual lease agreement with Genera Corporation which calls for annual rent payments. The future minimum lease payments under the lease are \$109,800, annually.

Insurance Reimbursement

Lakes Region Community Services Council, Inc. carries a joint liability policy with the related parties above. Lakes Region Community Services Council, Inc. pays for the coverage in full and then is reimbursed by the affiliates based on contracts between the agencies.

Prepaid Expenses Related to Affiliated Organization

The Council has recorded prepaid expenses related to advances paid to Greater Laconia Transit Agency for the purchase of vehicles to be used solely for the transportation services for the Council's consumers. There were no advances for the years ended June 30, 2020 and 2019.

The Council had expensed these advances over the useful lives of the vehicles (3 - 7 years). Accordingly, Greater Laconia Transit Agency had recorded the advances as deferred revenue and recognized the income consistently over the useful lives of the vehicles. The total amount of the advances expensed by the Council and included as revenue by Greater Laconia Transit Agency was \$6,312 for the years ended June 30, 2019. No amounts were included in revenue or expense during the year ended June 30, 2020.

12. CONTINGENCIES - GRANT COMPLIANCE

The Council receives funds under various state grants and from Federal sources. Under the terms of these agreements, the Council is required to use the funds within a certain period and for purposes specified by the governing laws and regulations. If expenditures were found not to have been made in compliance with the laws and regulations, the Council may be required to repay the funds.

No provisions have been made for this contingency because specific amounts, if any, have not been determined or assessed by government audits as of June 30, 2020.

13. CLIENT FUNDS

The Council administers funds for certain consumers. No asset or liability has been recorded for this amount. As of June 30, 2020 and 2019, client funds held by the Council aggregated \$452,318 and \$260,453, respectively.

14. CONCENTRATION OF CREDIT RISK

The Council maintains cash balances that, at times may exceed federally insured limits. The balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 at June 30, 2020 and 2019. In addition to FDIC coverage, certain deposits of the Council are insured or collateralized through other means. The Council has not experienced any losses in such accounts and believes it is not exposed to any significant risk with these accounts. At June 30, 2020 and 2019, cash balances in excess of FDIC coverage aggregated \$862,551 and \$852,568, respectively.

15. FINANCIAL INSTRUMENTS WITH OFF STATEMENT OF FINANCIAL POSITION RISK

The Council maintains a repurchase account agreement with a bank. A portion of the Council's overnight deposit bank balances are divided into amounts under the FDIC limit of \$250,000 and swept into various insured bank accounts. This agreement provides flexibility to the Council by allowing them to maintain large cash balances in excess of the standard FDIC limit individually, but when spread across multiple banks, providing insurance for the full amount of the repurchase account.

16. RECLASSIFICATION

Certain amounts and accounts from the prior year's financial statements were reclassified to enhance comparability with the current year's financial statements.

17. SUBSEQUENT EVENTS

Subsequent events are events or transactions that occur after the statement of financial position date, but before financial statements are available to be issued. Recognized subsequent events are events or transactions that provide additional evidence about conditions that existed at the statement of financial position date, including the estimates inherent in the process of preparing financial statements. Non recognized subsequent events are events that provide evidence about conditions that did not exist at the statement of financial position date, but arose after that date. Management has evaluated subsequent events through October 9, 2020, the date the June 30, 2020 financial statements were available for issuance.

SCHEDULE OF FUNCTIONAL REVENUES FOR THE YEAR ENDED JUNE 30, 2020 WITH PRIOR YEAR SUMMARIZED COMPARATIVE INFORMATION

		Service Coordination				Early Intervention				Community Options	
Program fees	\$	5,908	\$	36,177	\$	13,189	\$	811,044	\$	_	
Medicaid		929,103		3,337,199		595,451		3,341,361		216,917	
Client resources		· -		5,994		•		25,899		4,965	
Other third party payers		1,463		-		_		, <u>-</u>			
Public support		-		20,000		_		-		_	
Private foundations		-		-		-		•		_	
Production/service income		465		115,752		3,047		_			
Investment		-		-		, <u>-</u>		-		_	
State of New Hampshire - DDS		-		_		163,010		_		•	
Management fees		-	•	_		· -		-		•	
Other	_	1,996	_	97,910		195		162,085		8,215	
TOTAL FUNCTIONAL REVENUES	\$	938,935	\$	3,613,032	\$	774,892	\$	4,340,389	\$	230,097	

SCHEDULE OF FUNCTIONAL REVENUES FOR THE YEAR ENDED JUNE 30, 2020 WITH PRIOR YEAR SUMMARIZED COMPARATIVE INFORMATION

· }	ommunity esidences		Family Support	Trans	portation		Other DDS	General <u>inagement</u>
Program fees	\$ 483,470	\$	829	\$	-	\$	s 39,903	\$. 79,757
Medicaid	9,283,305		4,549,912		-		-	· -
Client resources	38,070		18,519		-		-	-
Other third party payers	-		_		-		-	•
Public support	-				-		-	(4,728)
Private foundations	-		· -		-		-	20,000
Production/service income	-		-		-		-	-
Investment	-		-		-			24,647
State of New Hampshire - DDS	178,887		108,268		-		-	917,936
Management fees	-		-		-		-	14,400
Other	 262,544	_	31,064		<u> </u>	_	<u>·</u>	 182,499
TOTAL FUNCTIONAL REVENUES	\$ 10,246,276	<u>\$</u>	4,708,592	. \$		\$	39,903	\$ 1,234,511

SCHEDULE OF FUNCTIONAL REVENUES FOR THE YEAR ENDED JUNE 30, 2020 WITH PRIOR YEAR SUMMARIZED COMPARATIVE INFORMATION

	<u>Fun</u>	draising		Total DDS [*] <u>Funded</u>	ı	Total Non-DDS <u>Funded</u>		2020 <u>Totals</u>		2019 <u>Totals</u>
Program fees	\$		\$	1,470,277	\$	61,183	\$	1,531,460	\$	1,478,072
Medicaid				22,253,248		156,390		22,409,638		21,326,918
Client resources		-		93,447		-		93,447		97,250
Other third party payers		-		1,463		-		1,463		5,281
Public support		6,061		21,333		512,352		533,685		490,077
Private foundations		-		20,000		172,163		192,163		78,500
Production/service income		-		119,264		320		119,584		169,225
Investment		-		24,647		-		24,647		24,491
State of New Hampshire - DDS		-		1,368,101		-		1,368,101		1,322,817
Management fees		_		14,400		-		14,400		14,616
Other		1,067	_	747,575	_	465,645	_	1,213,220	_	452,977
TOTAL FUNCTIONAL REVENUES	\$	7.128	\$	26.133.755	\$	1.368.053	\$	27.501.808	\$	25,460,224

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS FOR THE YEAR ENDED JUNE 30, 2020

FEDERAL GRANTOR/ PASS-THROUGH GRANTOR/ PROGRAM TITLE	FEDERAL CFDA NUMBER	PASS THROUGH GRANTOR NUMBER	FEDERAL EXPENDITURES
U.S. DEPT. OF HEALTH AND HUMAN SERVICES		•	
Passed through State of New Hampshire			
Department of Health and Human Services, Office of Hum	an Services,		
Division of Children, Youth and Families			
Stephanie Tubbs Jones Child Welfare Services Program	93.645	102-5000734-42106802	\$ 4,000.
Promoting Safe and Stable Families	93.556	102-5000734-42107306	18,398
TANF CLUSTER	·		•
Temporary Assistance for Needy Families	93.558 '	102-5000734-45030353	134,441
Temporary Assistance for Needy Families	93.558	102-5000734-45030205	32,444
		•	166,885
Maternal & Child Health Services Block Grant for States	93.994	102-5000734-90004009	4,911
Maternal & Child Health Services block Grant for States	33.334	102-3000/34-30004003	4,511
Social Services Block Grant	93.667	102-5000734-42106603	68,987
Department of Health and Human Services, Office of Human	an Services,		
Social Services Block Grant	93.667	05-95-48-481010-9255	<u>160,175</u>
•			229,162
Child Abuse and Neglect Discretionary Activities	93.670	102-5000731-90070470	42,085
AGING CLUSTER			
Special Programs for Aging, Title III, B	93.044	05-95-48-481010-7872	20,794
opedan rograms for riging, ride in, b	00.044	. '	
Total U.S. Department of Health and Human Services			\$ 486,235
U.S. DEPARTMENT OF EDUCATION		•	
Department of Health and Human Services, Office of Human	n Services,		
Division of Long Term Supports and Services			
Special Education - Grants for Infants and Families	84.181A	05-95-93-930010-7852	<u>\$ 102,760</u> ·
Total U.S. Department of Education			\$ 102,760
Total 5.5. Bopariment of Education			
U.S. DEPARTMENT OF THE TREASURY			
Passed through State of New Hampshire			
Governor's Office of Emergency Relief and Recovery			
COVID-19 Long Term Care Stabilization Program	24.040	A1/A	\$ 731,657
Coronavirus Relief Fund	21.019	. N/A .	<u>φ εψησυτ</u>
Total U.S. Department of the Treasury			\$ 731,657
. Total expenditures of federal awards	•	•	\$ 1,320,652
t attack and barranca and an impact and an impact and			

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS FOR THE YEAR ENDED JUNE 30, 2020

NOTE 1 BASIS OF PRESENTATION

The accompanying Schedule of Expenditures of Federal Awards (the Schedule) includes the federal award activity of Lakes Region Community Services Council, Inc. under programs of the federal government for the year ended June 30, 2020. The information in this Schedule is presented in accordance with the requirements of Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Lakes Region Community Services Council, Inc., it is not intended to and does not present the financial position, change in net assets, or cash flows of Lakes Region Community Services Council, Inc.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement. Pass-through entity identifying numbers are presented where available. Negative amounts shown on the Schedule represent adjustments or credits made in the normal course of business to amount reported as expenditures in prior years.

NOTE 3 INDIRECT, COST RATE

Lakes Region Community Services Council, Inc. has elected not to use the ten percent de minimis indirect cost rate allowed under Uniform Guidance.



INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL
OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS
BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED
IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

To the Board of Directors of Lakes Region Community Services Council, Inc. Laconia, New Hampshire

We have audited, in accordance with the 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, the financial statements of Lakes Region Community Services Council, Inc. (a New Hampshire nonprofit organization), which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of cash flows, and the related notes to the financial statements for the years then ended, and the related statements of activities and functional expenses for the year ended June 30, 2020, and have issued our report thereon dated October 9, 2020.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Lakes Region . Community Services Council, Inc.'s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Lakes Region Community Services Council, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of Lakes Region Community Services Council, Inc.'s internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Lakes Region Community Services Council, Inc.'s financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Leone Mc Donnell ? Roberts. Professicial asseiation

Wolfeboro, New Hampshire October 9, 2020



INDEPENDENT AUDITORS' REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

To the Board of Directors of Lakes Region Community Services Council, Inc. Laconia, New Hampshire

Report on Compliance for Each Major Federal Program

We have audited Lakes Region Community Services Council, Inc.'s compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Lakes Region Community Services Council, Inc.'s major federal programs for the year ended June 30, 2020. Lakes Region Community Services Council, Inc.'s major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

Auditors' Responsibility

Our responsibility is to express an opinion on compliance for each of Lakes Region Community Services Council, Inc.'s major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Lakes Region Community Services Council, Inc.'s compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Lakes Region Community Services Council, Inc.'s compliance.

Opinion on Each Major Federal Program

In our opinion, Lakes Region Community Services Council, Inc. complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2020.

Report on Internal Control Over Compliance

Management of Lakes Region Community Services Council, Inc. is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Lakes Region Community Services Council, Inc.'s internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Lakes Region Community Services Council, Inc.'s internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Leone Mc Dansell ? Roberts. Professional association

Wolfeboro, New Hampshire October 9, 2020

SCHEDULE OF FINDINGS AND QUESTIONED COSTS FOR THE YEAR ENDED JUNE 30, 2020

A. SUMMARY OF AUDITORS' RESULTS

- 1. The auditors' report expresses an unmodified opinion on whether the financial statements of Lakes Region Community Services Council, Inc. were prepared in accordance with GAAP.
- 2. No significant deficiencies relating to the audit of the financial statements are reported in the *Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with Government Auditing Standards*. No material weaknesses are reported.
- 3. No instances of noncompliance material to the financial statements of Lakes Region Community Services Council, Inc., which would be required to be reported in accordance with Government Auditing Standards, were disclosed during the audit.
- 4. No significant deficiencies in internal control over major federal award programs are reported in the *Independent Auditors' Report on Compliance for Each Major Program and on Internal Control Over Compliance Required by the Uniform Guidance*. No material weaknesses are reported.
- 5. The auditors' report on compliance for the major federal award programs for Lakes Region Community Services Council, Inc. expresses an unmodified opinion on all major federal programs.
- 6. There were no audit findings that are required to be reported in accordance with 2 CFR Section 200.516(a).
- 7. The program tested as major programs was: U.S. Department of the Treasury, Coronavirus Relief Fund, CFDA 21.019.
- 8. The threshold for distinguishing between Type A and B programs was \$750,000.
- 9. Lakes Region Community Services Council, Inc. was determined to not be a low-risk auditee.

B. FINDINGS – FINANCIAL STATEMENTS AUDIT

None

C. FINDINGS AND QUESTIONED COSTS-MAJOR FEDERAL AWARD PROGRAM AUDIT

None

Lakes Region Community Services

Board of Directors 2021 – 2022 Board List

Carrie Chase, President

Gary Lemay, Vice President

Lynn Hilbrunner, Secretary

Jeanin Onos, Treasurer

R. Stuart Wallace, Past President

Margaret Selig, Member-at-Large

DIRECTORS

Randy Perkins

Richard Crocker

Garrett Lavallee

Catherine Walker

Thomas Costigan Jr.

Kurt Christensen

Kirk Beattie

. Heather Dockham

Pamela Hannett

Emily Fortson

Rosa Michaud

Matthew Canfield, Director Emeritus



Rebecca L. Bryant

EDUCATION

New England College

May 2018 Master of Business Administration & Non Profit Leadership Graduate Certificate

Keene State College

May 1995 Bachelor of Science, Business Management, Accounting Concentration

Management Award

• NH Small Business Institute Project of the Year

Business Manager, Equinox, Keene State Student Newspaper

EXPERIENCE

Lakes Region Community Services • Laconia, New Hampshire

*President & CEO** October 2016 – Current

Chief Executive Officer of Community Based Not-For-Profit Corporation. Responsible for overall administration of a \$30 million with 400 employees, 100 private contractors, and serving thousands of individuals and families in the greater Lakes Region. Responsible for the development and oversight of a community based social services system including services to infants, children, families and elders through the lifespan. Provide total agency leadership, fiscal management, risk management, program stewardship. Report to and work closely with the Board of Directors.

Director of Finance April 2007 - October 2016

Chief Financial Officer. Oversaw financial and personnel administration for private non-profit human services agency with an annual budget of \$30 million and 400 employees. Prepared and monitored annual budgets. Negotiated funding requests with the New Hampshire Department of Health and Human Services (NHDIHIS). Responsible for all funding compliance for NHDIHIS and Center for Medicare and Medicaid Services (CMS.) Prepared and managed contracts with funding sources and vendors. Oversaw Agency Risk Management program. Administered the agency's compensation and benefits plans. Ensured compliance with applicable state and federal labor regulations. Oversaw the installation and support of agency Information Technology. Major accomplishments include work on the \$2.5mil Capital Campaign, compete IT Infrastructure overhaul, significant human capital and programmatic bridge building between Finance and Operations. Reported to and work closely with the Board of Directors and Executive Director.

Wilcom ♦ Laconia, New Hampshire Controller August 2000-April 2007

Controller for Telecommunications Manufacturer celebrating 40 years in business in 2007. Direct report to the Vice President/Chief Financial Officer and President, Chief Operating Officer in New York. Responsible for all functions and employees in: Accounting, Sales, MIS, Customer Service, Human Resources and Facilities. As Acting General Manager responsible for NH Operations in the absence of the President and Vice President. During tenure with this company successes included; writing and negotiating GSA proposal to obtain GSA Schedule Award, creating and maintaining multiple government registrations including CCR, JCP, ORCA and AES Direct, maintaining 100% in-house collections for receivables, and supervision of office renovation project. As part of accounting function maintained two day month end close with a manual closing system. In fulfilling MIS supervisory role, led MIS through major web site overhaul with outside vendor, MRP system upgrade, and phone system upgrade. Led Sales Department through transition from reliance on outside sales and manufacturer's reps to 100% inside sales through restructuring, hiring and daily oversight of Sales Department.

Freudenberg-NOK General Partnership • Bristol, New Hampshire

Hyperion Administrator July 2000-August 2000

Assistant Hyperion Administrator January 1999-July 2000

Assistant Treasury Manager October 1997-January 1999

As *Hyperion Administrator*, responsible for compiling monthly data feeds from 16 locations throughout the United States, Mexico and Brazil and producing consolidated financial statements. Assisted the Hyperion Administrator, maintained all aspects of financial database, wrote logic for the financial statements, administered system security, troubleshot for end users of database, and wrote reports for financial analysts. Prepared a multitude of comprehensive financial reports for the parent

company in Germany. Communicated daily with the controllers and financial analysts in the United States and Europe to ensure timely collection and distribution of financial data. As Assistant Treasury Manager managed day-to-day activities of the Treasury Department including cash management, debt management, risk management (insurance and foreign currency hedging,) worker's compensation, corporate centralized accounts payable, intra-company accounts payable and receivable, as well as reconciliations of all general ledger accounts relating to treasury. Fulfilled all duties of both the Treasury Manager and Assistant Treasury Manager for nine months in the absence of the Treasury Manager.

SKILLS, CERTIFICATIONS

- Justice of the Peace, State of New Hampshire
 - Notary Public, State of New Hampshire
 - Leadership Lakes Region Class of 2008
- * Proficiency in all Microsoft Office Applications
- Significant experience and proficiency with accounting systems including, Dynamics, Solomon, QAD, Hyperion
 - Paylocity, ADP and Harper's Payroll Systems
 - Business Process Kaizen
 - + LEAN

BOARD SERVICE

- * Treasurer, Executive Committee, Community Services Network Inc, (CSNI) 2017 Current
- Board Member, Sigma One Manufacturer's Workers' Compensation Trust 2010 Current
- Secretary, Executive Committee, Community Health Services Network (CHSN) 2016 Current
 - * Board Member, Greater Laconia Transit Agency (GLTA) 2016 Current
 - Board Member, Genera Corporation, 2016 Current
 - Corporator, Franklin Savings Bank

COMMUNITY SERVICE

- Middle Level Steering Committee, Moultonborough School District 2017 Current
- Superintendent Search Committee, Moultonborough School District, 2016 2017
 - Children's Ministry Volunteer, Grace Capital Church 2015 2017
 - * Committee Chair, Moultonborough Cub Scout Pack 369 2013 2015
 - Den leader, Cub Scout Pack 369 2005 2015
 - Advancements Chair, Cub Scout Pack 369 2005 2009
- * Sunday School Teacher Middle Class & Teens, Moultonborough United Methodist Church 2007 2015
 - Nursery Coordinator, Moultonborough United Methodist Church 2005 2007
 - Youth Basketball Coach 2013 2014
 - Vaçation Bible School, Moultonborough United Methodist Church 2005 2014
 - * Chair, Recreation Advisory Board, Town of Moultonborough 2008 2010

~References Available Upon Request~

Shelley Kelleher

		·
Skills	- Solomon Dynamics SL Accounting, Paylocity PowerPoint, Word, SAP	, Harpers, QuickBooks, Access and Excel including VBA,
	Lakes Region Community Services	Laconia, NH
2017-Present	Vice President & Chief Financial Officer-Ove non-profit human services agency with a budget	ersee financial administration and risk management of a private of \$30M and 400 employees.
2012-2016	Controller-Responsible for the day-to-day super for a private non-profit human services agency w	rvision of staff performing the accounting and payroll functions with a budget of \$26M.
•	 Ensure 500 employees are paid accurately Manage State and Federal contract funding ensurance Review internal control procedures writing new Liaison with external auditors for annual audit, and increase monthly financial statements for all business. 403B Committee member. 	and updating controls. A-133 audit, and 403B audit.
2007-2011	Senior Staff Accountant-Maintain the integrity, and efficient management of the financial records	security, and reliability of the financial systems through accurate s.
,	-Prepare, review, and distribute monthly operatin -Maintain chart of accountsPerform monthly balance sheet reconciliationsOrganize data collection and prepare audit scheoAssist in preparation of the annual budget.	
	Arrow Enterprise Storage Solutions/AECS	Englewood, CO
2001-2006	Finance Manager-Manage controls and accuracy	y of financial data for \$300M division.
	product line and customer sales, headcount, product -Analyze and manage data through Access database	tue of \$1 billion) to Senior Management on financial statistics, and trend analysis.
	MOCA, Inc. An Arrow Company	Marlborough, MA
2000-2001	Senior Manager, Financial Planning and Anal Merisel sold to Arrow Electronics.	ysis-Manage the planning and analysis for MOCA a division of
	monthly expenses, and prepare A/R reserve repor- Audit incentive bonus statistics.	uding G/L reconciliation, automation of the distribution and the
1996-2000	Merisel, Incorporated	Marlborough, MA

NAM Reporting and Financial Analysis Manager-Manage subsidiary reporting and analysis.

- -Design and analyze NAM AR Reports for CFO and VP of Financial Services.
- -Forecast and analyze actual performance of Balance Sheet Reserves for US and Canadian subsidiary. Present. and discuss reserve analysis with the CFO at monthly reserve meeting.
- Manage bad debt process starting at system write-off including collection agency management, PFC process, and database reporting to assist the tracking of collections, bankruptcies, and bad debt trends.
- -Prepare and analyze \$12 million US and C\$2 million Canadian budgets for 14 cost centers including monthly DSO and bad debt provision forecast.
- -Analyze customer credit worthiness and make credit line recommendations for accounts over \$1 million.
- -Coordinate facility move to a new location.
- -Developed process to reduce Dun & Bradstreet expenses by \$130,000 annually resulting in a 70% cost reduction.
- -Supervise reporting analyst and admin staff.

1987 to 1996

State Street Bank & Trust Company

Quincy, MA

Client Service Manager-Administer the accounting for several large corporate Domestic and International pension and 401k clients with \$4 to \$6 billion in assets.

- -Manage a staff of 10.
- -Responsible for establishing and maintaining client relationships.
- -Reengineer staff workflow which doubled throughput and decreased reporting time by 30%.

Auditor-Coordinate the timely completion and accuracy of over 90 monthly financial statements, maintain audit copies with all supporting documentation, implement new procedures, and train employees.

-Audit a daily pricing fund, and maintain control logs for corporate actions and income collection.

Education

Master of Studies in Law

Wake Forest University Law School

Winston Salem, NC

December 2019

Business Law and Compliance Certificate

Master of Business Administration Bentley University, Waltham, MA

Concentration: Finance

May 1993

Graduate School of Business

BA in Economics and Political Science

University of Massachusetts, Boston, MA

July 1987

School of Arts and Sciences

Volunteer

Got Lunch! Laconia

2018 and 2019

Shannon M. Kelly

EDUCATION: Townsend Institute at Concordin University, Irvine, CA

Masters in Organizational Leadership, 2021

Wheelock College, Boston, MA Bachelors of Social Work, 1985

EXPERIENCE: Lakes Region Community Services, Laconia, NH

EXECUTIVE VICE PRESIDENT (2/17 to present)

Responsibilities: Provide direct supervisory leadership and oversight to all service delivery programs and directors; support the directors and staff in a manner that empowers them to lead their departments effectively; ensure that LRCS develops a deeper bench for succession planning by identifying and mentoring future leaders within the organization; evaluate and monitor all functions of the service delivery departments of the organization to assure quality and operations are in compliance with applicable laws and regulations; solve problems with LRCS service delivery department and develop strategies to circumvent systemic issues; and lead agency initiatives regarding service delivery.

DIRECTOR OF INDIVIDUAL AND FAMILY SERVICES (6/15 to 2/17)

Responsibilities: Provide leadership to & oversight of the day to day operations for the departments of Resource Coordination, Self-Directed Services and Home Assist Services; ensure that service delivery promotes independence, dignity & opportunity while maintaining the health & safety for all individuals; develop and monitor individual & department budgets; oversee Intake & Eligibility; provide training for individuals, families & staff; participate in the statewide committees for each of the respective services; serve as the liaison for the Family Support Council; serve as liaison for NH CarePath initiatives at the state & local levels.

DIRECTOR OF COMMUNITY SUPPORT SERVICES (7/12 to 6/15)

Responsibilities: develop a new department of the organization to oversee the service models for Self Directed Services (SDS) and In-Home Supports; recruit SDS Representatives to provide on-going support to individuals and families with directing and managing their services to achieve satisfaction while maintaining compliance with state regulations and adherence to the state's guidelines in utilizing Medicaid funds. Continue to expand the Home Assist Services for elders and individuals with chronic illnesses. Successfully bid for and be awarded two state contracts via a grant application process for In-Home Care in southern Grafton County (July, 2013) and Belknap County (July, 2014) growing the services by 300%. Serve as INTERIM DIRECTOR OF SHARED FAMILY LIVING (2/13-12/14)

DIRECTOR OF HOME ASSIST (3/10 to 7/12)

Responsibilities: support the marketing of the service via public presentations, articles and advertisement; Oversee and manage the request for and provision of services; support and/or assist with recruitment of PCSP, support the development of the program's policies and procedures, ensure the program's licensing and certification.

DIRECTOR OF PUBLIC RELATIONS AND DEVELOPMENT (7/08 to 7/12)

Responsibilities: development of all written, website, and on-air materials for LRCS including press releases, annual reports, newsletters, website, brochures, public service announcements, radio and television scripts and articles for newspapers; act as spokesperson; coordination and implementation for fundraising and development activities; assist in coordinating special events; development and implement strategic public relations and marketing plan to include goals, strategies and budgets; manage website; and grant writing.

New England Salem Children's Trust, Rumney, NH

DIRECTOR OF NEW ENGLAND SALEM (4/07 to 7/08)

Responsibilities: overseeing residential services and clinical services including management and oversight of all operational practices, policy development, regulatory compliance for state certification & licensing, staff training & development, budget development & implementation, fund raising development and all other related functions. Lead program development and implementation of two new services: Independent Living and ISO – Foster Care. Regular attendance at State level meetings.

Lakes Region Community Services, Laconia, NH

DIRECTOR OF SHARED FAMILY LIVING (12/94 to 4/07)

Responsibilities: directing, managing & overseeing all operational practices for the department of Shared Family Living to include recruitment & retention of home providers; family placements; development & monitoring of contracts, individual budgets & department budgets; regulatory compliance for state certification for all homes; maintaining Child Placing License through DCYF; develop, coordinate and facilitate training for home providers; provide support, problem-solving & advocacy for individuals & provider families; participating in LRCS's senior management team and all related functions;.

COORDINATOR OF SHARED FAMILY LIVING (6/92 - 12/94)

Responsibilities: developing & preparing new provider families; contract reviews, identify compatibility and assist with placements; establish operational procedures for the department for regulatory compliance for State certification; providing assistance; training, support & supervision provider families; and providing support & supervision to Shared Family Living Specialists.

SHARED FAMILY LIVING SPECIALIST (4/90 – 6/92)

Responsibilities: providing assistance, training, support and supervision to provider families; monitor compliance with state regulations and agency policies; oversight of State certification inspections; support and monitor the implementation of service agreements.

<u>Center for Humanistic Change, North Adams, MA</u> CLINICAL SUPERVISOR/CASE MANAGER (5/88 – 7/89) VOCATIONAL SPECIALIST/PROGRAM SUPERVISOR (7/86-5/88)

TRAINING:

• Family Support • Supporting & Strengthening Families • Dual Diagnoses • Disability is Natural • Leadership & Person Centered Lives • Consumer Driven Futures • Individual Rights • Empowerment: Individual & Family • Working with Teams • Facilitation • Asset Based Community Development • Developing Community Resources • Health & Safety • Funding Implications & Medicaid • State Regulations Trainings • Personnel Law•Interpersonal Communication•

REFERENCES:

Available upon request.

KEY ADMINISTRATIVE PERSONNEL

NH Department of Health and Human Services

Vendor Name:	Lakes Region Community Services

Name of Program/Service: In-Home Services, In-Home Health Aide, and In-Home Nursing Services

BUDGET PERIOD:		•	
Name & Title Key Administrative Personnel	Annual Salary of Key Administrative Personnel	Percentage of Salary Paid by Contract	Total Salary Amount Paid by Contract
Rebecca Bryant, President & CEO	\$150,000	0.00%	\$0.00
Shelley Kelleher, Vice President & CFO	\$115,000	0.00%	\$0.00
Shannon Kelly, Executive Vice President	. \$115,000	0.00%	\$0.00
	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
•	. \$0	0.00%	\$0.00
	\$0	. 0.00%	\$0.00
	\$0	0.00%	\$0.00
·	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
	\$0	0.00%	\$0.00
TOTAL SALARIES (Not to exceed Total/Salary V	Vages, Line Item 1 of B	udget request)	\$0.00

Key Administrative Personnel are top-level agency leadership (Executive Director, CEO, CFO, etc.). These personnel MUST be listed, <u>even if no salary is paid from the contract.</u> Provide their name, title, annual salary and percentage of annual salary paid from the agreement.





Lori A. Shibinette Commissioner

Deborah D. Scheetz 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.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 (#18) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Waypoint (fke Child & Femily Services)	177166	Manch e ster	\$4,869,430.28	\$2,801,630.48	\$7,671,060.76	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

					•	
Cornerstone VNA	230881	Rochester	\$456,012.37	\$ 262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Franklin VNA & Hospice	154177	Franklin	\$240,034.08	\$ 138,103.68	\$378,137.76	O: 12/21/16 (#18) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
The Homemaker Health Services (contract essigned 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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,618.55	\$1,835,140.58	\$5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36	O: 2/15/17 (#16) A1:2/7/201 B (#14) A2: 6/5/19 (#36)

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

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
7V /F		AA 18 OF 187 100F

Fiscal Year	Class/Object	Class Title	Job Number	Curi	ent Modified Budget	increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	25,107.46		\$	25,107.46
2018	540-500382	SS Contracts	multiple	S	52,738.64		\$	52,738.64
2019	540-500382	SS Contracts	multiple	\$_	52,738.64		S	52,738.64
2020	540-500382	SS Contracts	multiple	\$	141,774.58		5	141,774.58
2021	540-500382	SS Contracts	multiple	\$		\$ 141,774.58	\$	141,774.58
2022	540-500382	SS Contracts	multiple	\$	-[\$ 141,774.58	S	141,774.58
		Subtotal		\$	272,359.32	\$ 283,549.16	\$	555,908.48
	[1			_		 		

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	muttiple	\$ 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,

lodified at	ised N Budg	Rev	ed)	ncreas ecreas Amour		ed	ent Modifi Budget	-	Job Number	Ctass Title	Class/Object	Fiscal Year
686.9	32	\$.96	32,688	S	mutiple	SS Contracts	540-500382	2017
649.4	68	\$				44	68,649	\$	multiple	SS Contracts	540-500382	2018
,649,4	68	\$				44	68,649	\$	multiple	SS Contracts	540-500382	2019
649,4	68	S			\$	44	68,649	\$	multiple	SS Contracts	540-500382	2020
,649,4	.68	\$	49.44	68,6	Ş	•		S	multiple	SS Contracts	540-500382	2021
,649.4	68	S	49.44	68,6	\$			S	mutiple	SS Contracts	540-500382	2022
,934.1	375	\$	98.68	137,2	\$.28	238,635	\$		Sublota		
_			80.00	13/,4			230,033	•	<u> </u>	5001012	<u> </u>	

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	mutliple	\$ 1,525,810.26		\$ 1,525,810.26
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$ 1,525,810.26
2020	543-500385	Adult In Home Care	mutiple	\$ 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	mutiple	\$.	\$ 1,525,810.26	\$ 1,525,810.26
	I I	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

Waypoint

05-9	5-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS:
	ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,
	TOW FEDERAL TOW CENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Č	rent Modifled Budget		increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	76,415.88			\$	76,415.88
2018	540-500382	SS Contracts	multiple	\$	160,497.72			5	160,497,72
2019	540-500382	SS Contracts	multiple	\$	160,497.72			\$	160,497.72
2020	540-500382	SS Contracts	multiple	\$	160,497.72	Ş		S	160,497,72
2021	540-500382	SS Contracts	multiple	5	-	\$	160,497.72	\$	160,497.72
2022	540-500382	SS Contracts	multiple	\$	-	\$	160,497,72	\$	160,497,72
		Şubtota		\$	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	\$ 590,588.68	,	\$ 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	mutiple	\$ 1,240,317.52		\$ 1,240,317.52
2020	543-500385	Adult In Home Care	mutliple	\$ 1,240,317.52	S -	\$ 1,240,317.52
2021	543-500385	Adult In Home Care	mutiple	\$ -	\$ 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
	1	Grand Total	I	\$ 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

Year	Class/Object	Class Title	Job Number		rent Modified (Decreased) Budget Amount			sed Modified Budget	
2017	540-500382	SS Contracts	multiple	5	1,500.00			S	1,500.00
2018	540-500382	SS Contracts	multiple	S	3,138.07			S	3,138.07
2019	540-500382	SS Contracts	multiple	5	3,138.07			S	3,138.07
2020	540-500382	SS Contracts	multiple	S	3,138.07	\$		\$	3,138.07
2021	540-500382	SS Contracts	multiple	\$	-	S	3,138.07	\$	3,138.07
2022	540-500382	SS Contracts	multiple	S	•	S	3,138.07	\$	3,138.07
		Sublotal	•	\$	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	Cur	Current Modified Budget						Increased (Decreased) Amount		sed Modified Budget
2017	543-500385	Adult in Home Care	multiple	\$	60,987.12			S	60,967.12				
2018	543-500385	Adult In Home Care	multiple	\$	128,043.68			5	128,043.68				
2019	543-500385	Adult In Home Care	multiple	\$	128,043.68			S	128,043.68				
2020	543-500385	Adult In Home Care	multiple	\$	128,043.68	S	-	\$ ·	128,043.68				
2021	543-500385	Adult In Home Care	multiple	\$	-	\$	128,043.68	5	128,043.68				
2022	543-500385	Adult In Home Care	multiple	S	-	Ş	128,043.68	S	128,043.68				
		Subtotal		5	445,098.16	\$	256,087.36	\$	701,185.52				
		Grand Total		5	456,012.37	\$	262,363.50	\$	718,375.87				

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	Ctoss/Object	Class Title	Job Number	Current Modified Budget		, ,			Increased (Decreased) Amount		sed Modified Budget
2017	540-500382	SS Contracts	mutiple					\$			
2018	540-500382	SS Contracts	mutiple					- \$			
2019	540-500382	SS Contracts	multiple					S			
2020	540-500382	SS Contracts	multiple	S	69,262.28	5		S	69.262.28		
2021	540-500382	SS Contracts	multiple	S	-	\$	69,262.28	\$	69,262,28		
2022	540-500382	SS Contracts	multiple	\$	-	\$	69,262.28	\$	69,262,28		
		Subtotal		\$	69,262.28	S	138,524.56	S	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	Curr	ent Modified Budget	Increased (Decreased) Amount		sed Modified Budget
2017	543-500385	Adult In Home Care	multiple				\$	-
2018	543-500385	Adult In Home Care	multiple			.:	5	•
2019	543-500385	Adult In Home Care	multiple				S	
2020	543-500385	Adult In Home Care	multiple	\$	812,033,14	S -	S	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	5		\$ 812,033.14	s	812,033,14
		Subtotal		"\$	812,033.14	\$ 1,624,066.28	\$:	2,436,099.42
		Grand Total	1	\$	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		(Decreased) Amount		Revised Modified Budget	
2017	540-500382	SS Contracts	multiple	S	3,228.46			S	3,228.46
2018	540-500382	SS Contracts	mutiple	\$	6,780,44	Ì		\$	6,780.44
2019	540-500382	SS Contracts	multiple	S	6,780.44			S	6,780.44
2020	540-500382	SS Contracts	multiple	\$	6,780.44	5	-	S	6,780.44
2021	540-500382	SS Contracts	multiple	\$		S	6,780,44	S	6,780.44
2022	540-500382	SS Contracts	multiple	\$		\$	6,780.44	5	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		Job Number	Current Modified Budget		Increased (Decreased) Amount	Re	Revised Modified Budget		
2017	543-500385	Adult In Home Care	multiple	S	29,650.10		\$	29,650.10		
2018	543-500385	Adult In Home Care	multipla	S	62,271.40		S	62,271.40		
2019	543-500385	Adult In Home Care	multiple	S	62,271.40	•	\$	62,271.40		
2020	543-500385	Adult In Home Care	multiple	S	62,271.40	\$	- S.	62,271.40		
2021	543-500385	Adult In Home Care	mutiple	S		\$ 62,271.4	0 \$	62,271.40		
2022	543-500385	Adult In Home Care	multiple	\$		\$ 62,271,4	0 \$	62,271.40		
		Subtotal		\$	216,464.30	\$ 124,542.8	0 \$	341,007.10		
		Grand Total		5	240,034.08	\$ 138,103.6	8 \$	378,137,76		

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 540-500382	Class Title	Job Number		ent Modified Budget	Increased (Decreased) Amount	Revi	ised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$	32,981.88		\$	32,981.88
2018	540-500382	SS Contracts	multiple	5	69,262.28		S	69,262.28
2019.	540-500382	SS Contracts	multiple	Ş	69,262.28	-	S	69,262,28
2020	540-500382	SS Contracts	mutiple	S	•	\$	- \$	
2021	540-500382	SS Contracts	multiple	\$	-[\$	
2022	540-500382	SS Contracts	mutiple	5	•		\$	
		Subtotal		\$	171,506.44	\$	- \$	171,506.44
	!				1		1	

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	<u> </u>	S -	
2021	543-500385	Adult In Home Care	mutiple	\$.		\$.
2022	543-500385	Adult in Home Care	mutiple	\$.		S
		Subtotal		\$ 2,010,715.08	<u> </u>	\$ 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	Curi	Current Modified Budget						(Decreated)		(Decreased)		ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	64,681.77			S	64,681.77						
2018	540-500382	SS Contracts	multiple	\$	89,061.18			\$	89,061.18						
2019	540-500382	SS Contracts	multiple	S٠	89,061.18			\$	89,061.18						
2020	540-500382	SS Contracts	multiple	S	89,061.18	S		\$	89,061.18						
2021	540-500382	SS Contracts	multiple	\$	•	\$	89,061.18	\$	89,061.18						
2022	540-500382	SS Contracts	multiple	\$	٠.	\$	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	mutiple	\$ 605,340.38		\$ 605,340.38
2019	543-500385	Adult In Home Care	mutiple	\$ 605,340.38		\$ 605,340.38
2020	543-500385	Adult In Home Care	muttiple	\$ 605,340.38	_ \$ -	\$ 605,340.38
2021	543-500385	Adult In Home Care	multiple	S -	\$ 605,340.38	\$ 605,340.38
2022	543-500385	Adult In Home Care	multiple	S	\$ 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

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	Curi	Current Modified Budget		Increased (Decreased) Amount		ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	52,532.50			\$	52,532.50
2018	540-500382	SS Contracts	muttiple	\$	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	S		S	73,565.15
2021	540-500382	SS Contracts	multiple	\$		S	73,585.15	S	73,565.15
2022	540-500382	SS Contracts	muttiple	\$		S	73,565.15	\$	73,565.15
		Subtotal		\$	273,227.95	\$	147,130.30	\$.	420,358.25
	1		1		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	Curi	rent Modified Budgel		Increased Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	176,032.50			\$	176,032.50
2018	543-500385	Adult In Home Care	mutiple	S	246,470.00			\$	246,470.00
2019	543-500385	Adult In Home Care	multiple	S	246,470.00			\$	246,470.00
2020	543-500385	Adult In Home Care	mutiple	S	246,470.00	- 5	•[\$	246,470.00
2021	543-500385	Adult In Home Care	multiple	\$	-	\$	246,470.00	\$	246,470.00
2022	543-500385	Adult In Home Care .	mustiple	\$	•	\$	246,470.00	\$	246,470.00
	i	Subtotal		\$	915,442.60	\$	492,940.00	\$	1,408,382.50
		Grand Total	Į.	\$	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,

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(D	ncreased) ecreased) Amount	Revi	sed Modified Budgat
2017	540-500382	SS Contracts	multiple	S	9,127.68			\$	9,127.68
2018	540-500382	SS Contracts	multiple	\$	19,154.20			S	19,154.20
2019	540-500382	SS Contracts	mutiple	\$.	19,154.20			. \$	19,154.20
2020	540-500382	\$S Contracts	multiple	\$	9,577.10	Ş	-	\$	9,577.10
2021	540-500382	SS Contracts	multiple	\$		Ş·	9,577.10	\$	9,577.10
2022	540-500382	SS Contracts	mutiple	S	-	\$	9,577.10	S	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	Cun	ent Modified Budget		ncreased Decreased) Amount	Rev	ised Modified Budgat
2017	543-500385	Adult In Home Care	multiple _	S	70,221.40			Ş	70,221.40
2018	543-500385	Adut In Home Care	multiple	5	147,479.60			\$	147,479.60
2019	543-500385	Adult In Home Care	multiple	\$	147,479.60			S	147,479.60
2020	543-500385	Adult In Home Care	muttiple	\$	73,739.80	\$	-	5	73,739.80
2021	543-500385	Adult In Home Care	multiple	S	-	S	73,739.80	\$	73,739.80
2022 -	543-500385	Adult In Home Care	multiple	S	· -	\$	73,739.80	s	73,739.80
		Subtolat		4	438,920.40	\$	147,479.60	\$	586,400.00
		Grand Total		\$	495,933.58	\$	166,633.80	\$	662,567.38

North Country Home Health & Hospice Agency, Inc.

05-85-48-481010-7872 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

	•	4076 F G L	ENAL, UVA	<u>QE4</u>	ERAL			
Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget	Increased (Decreased) Amount	Revi	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	37,828.44		\$	37,828.44
2018	540-500382	SS Contracts	multiple	\$	79,458.84		S	79,458.84
2019	540-500382	SS Contracts	multiple_	5	79,458.84		5	79,458.84
2020	540-500382	SS Contracts	mutiple	\$		S ·	S	-
2021	540-500382	SS Contracts	mutiple	\$	•	S	. 5	•
2022	540-500382	SS Contracts	muttiple	S	•	S	- \$	-
		, Subtotal	ıl .	\$	196,746.12	\$. \$	198,746.12
1	1 1			i —			1	

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

					4			
Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget	Increased (Decreased) Amount	Revi	sed Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	117,182.56		\$	117,182.56
2018	543-500385	· Adult In Home Care	mutiple	\$	246,107.84		\$	246,107.84
2019	543-500385	Adult In Home Care	mutiple	\$	246,107.84		S	246,107.84
2020	543-500385	Adult In Home Care	multiple	5		S	. \$	
2021	543-500385	Adult In Home Care	multiple:	\$		S	. \$	-
2022	543-500385	Adult In Home Care	multiple	\$	•	\$	- \$	
-		Subtota		\$	609,398.24	\$.	- \$	609,398.24
		Grand Total		\$	806,144.36	\$. \$	806,144.36

Visiting Nurse Home Care & Hospice of Carroll County

05-85-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HMS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS; 40% FEDERAL. 60% GENERAL

2017 54				l	Budget		Amount		Budgel
FO. 10	40-500382	SS Contracts	multiple	\$	36,236.20		·	S	36,236.20
2018 54	40-500382	SS Contracts	multiple	\$	76,122.80			5	76,122.80
2019 54	40-500382	SS Contracts	multiple	S	76,122.80			5	76,122.80
2020 54	40-500382	SS Contracts	multiple	S	76,122.80	5		\$	76,122.80
2021 54	40-500382	SS Contracts	multiplo	S		\$	76,122.80	\$	76,122,80
2022 54	40-500382	SS Contracts	multiple	_\$, -	\$	76,122.80	5	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	Curi	rent 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	mutiple	\$	189,701.42	·	S	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	S	189,701.42	\$ •	\$	189,701,42	
2021	543-500385	Adult In Home Care	multiple	\$	_	\$ 189,701.42	S	· 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	

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,

Fiscal Year	Class/Object	Class Title	Job Number	Curr	ent Modified Budget	(D	ncreased ecreased) Amount	Revi	ised 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	S	15,127.93		· .	s	15,127.93
2020	540-500382	SS Contracts	multiple	-\$	15,127.93	\$		5	15,127.93
2021	540-500382	SS Contracts	multiple	\$	-	\$ ·	15,127.93	S	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% FFDFRAL: 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number		Modified dgel	(Dec	reased reased) mount	Rev	ised Modified Budget
2017	543-500385	Adult in Home Care	multiple	\$ 42	29,691,74			\$	429,691.74
2018	543-500385	Adult in Home Care	multiple	\$ 90	2,442.36			\$	902,442.36
2019	543-500385	Adult In Home Care	multiple	S 90	2,442.36		•	S	902,442.36
2020	543-500385	Adult In Home Care	mutiple 1	\$ 90	2,442.36	\$	-	\$	902,442.36
2021	543-500385	Adult In Home Care	multiple	\$	•	5 8	02,442.36	s	902,442.36
2022	543-500385	Adult In Home Care	multiple	\$		\$ 9	02,442.36	\$	902,442,36
	_ ;	Subtotal		\$ 3,13	37,018.82	\$ 1,8	04,884.72	\$	4,941,903.54
		Grand Total		\$ 3,18	39,616.55	\$ 1.8	35,140.58	\$	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, 50% GENERAL

	cal	Class/Object	Class Title	Job Number	Cu	rrent Modified Budget	(Doc	Increased reased) Amount	Re	vised Modified Budget
20	17	540-500382	SS Contracts	mutiple	\$	379,541.17	S		Š	379,541.17
20	18	540-500382	SS Contracts	multiple	S	713,556.69	\$	-	\$	713,558.69
20	19	540-500382	SS Contracts	muttiple	S	713,558.69	S		\$	713,556.69
20	20	540-500382	SS Contracts	multiple	S	713,556.69	S		\$	713,556.69
20	21	540-500382	SS Contracts	multiple	S	•	\$	713,558.69	\$	713,558.69
20	22	540-500382	SS Contracts	multiple	\$		\$	713,556.69	\$	713,558.69
			Sublotat		\$	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	mutliple	\$ 3,298,789.18	S -	\$ 3,298,789.18
2018	543-500385	Adult in Home Care	muttiple	\$ 6,475,189.42	\$ -	\$ 6,475,189.42
2019	543-500385	Adult In Home Care	muttiple	\$ 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	S -	\$ 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	\$1,4,377,492.22	\$39,622,060.90



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 Lakes Region Community Services (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 719 North Main Street, Laconia, NH 03246.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on March 8, 2017 (Item #8), 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:

- Form P-37 General Provisions, Block 1.7, Completion Date, to read: June 30, 2022
- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$3,981,898.52.
- 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.
- 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.

Contractor Initials Date 611120



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

<u>() -2 - 20</u>50 Date

Name: Deborah D. Scheetz

Title: Director

June 1, 2020

Lakes Region Community Services

Name: Title:

Rebecca L. Bryant
President & CEO

I.RCS



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			Catherine Pinos
Date	•	Name: Title:	Catherine Pinos, Attorney
I hereby certify that the fore the State of New Hampshire	going Amend e at the Meeti	lment was a ing on:	pproved by the Governor and Executive Council o
		OFFICE	OF THE SECRETARY OF STATE
	· ·		
Date		Name:	



Exhibt A Amendment #3

Scope of Services

1. Provisions Applicable to All Services

- 1.1. The Contractor shall provide services for Belknap, Grafton, and Sullivan Counties, which must include, but is not limited to the cities and towns of Acworth, Charlestown. Claremont, Comish, Croydon, Goshen, Grantham, Langdon, Lempster, Newport, Plainfield. Springfield, Sunapee, Unity, Washington, Alexandria, Ashland, Bath, Benton, Bethlehem. Bridgewater, Bristol, Campton, Canaan. Dorchester. Easton, Ellsworth, Enfield, Franconia, Grafton, Groton, Hanover, Haverhill, Hebron, Holdemess, Landaff, Lebanon, Lincoln, Lisbon, Littleton, Lyman, Lyme, Monroe, Orange, Orford, Piermont, Plymouth, Rumney, Sugar Hill, Thornton, Warren, Waterville Valley, Wentworth, and Woodstock.
- 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:
 - 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 III and Title XX programs to eligible individuals, which include, but are not limited to:

Lakes Region Community Services

Exhibit A Amendment #3

Date [0]1/20

Contractor Initials

RFA-2017-BEAS-01-INHOM-07-A03

Page 1 of 10



Exhibt A Amendment #3

- 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.
- 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) 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
- 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 administer services as follows:
 - 2.2.1. Access to Services
 - 2.2.1.1. The Contractor shall assist individuals in accessing the services in Section 2.1, above, by accepting applications for services directly from an individual and in accordance with Section 2.2.2, below.
 - 2.2.1.2. The Contractor shall assist individuals in accessing the services in Section 2.1, above, by accepting referrals of individuals from the Department's Adult Protection Program.
 - 2.2.2. Client Request and Application for Services
 - 2.2.2.1. 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:
 - 2.2.2.1.1. Complete Form 3000 Application provided by the Department for Title XX In Home Care Services.
 - 2.2.2.1.2. 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

Lakes Region Community Services

Exhibit A Amendment #3

Contractor Initials

Date 6/1/20





Exhibt A Amendment #3

Health Aide Level of Care Services, and In Home Nursing Level of Care Services.

- 2.2.3. Client Eligibility Requirements for Services
 - 2.2.3.1. The Contractor shall complete an assessment for eligibility in accordance with the New Hampshire Administrative Rules He-E 501 and He-E 502.
 - 2.2.3.2. 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 1.3, above.
 - 2.2.3.3. 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 1.3, above.
 - 2.2.3.4. 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 1.3, above.
 - 2.2.3.5. The Contractor shall terminate services to a client when necessary in accordance with the laws and rules listed in Section 1.3, above.
 - 2.2.3.6. 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.
- 2.2.4. Client Assessments and Service Plans
 - 2.2.4.1. 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.
 - 2.2.4.2. 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.
 - 2.2.4.3. 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.

Lakes Region Community Services

Exhibit A Amendment #3

Contractor Initials

Dato 6/1/20



Exhibt A Amendment #3

- 2.2.4.4. 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 to mental health, or developmental issues or criminal histories receive services.
- 2.2.5. Person Centered Provision of Services
 - 2.2.5.1. 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:
 - 2.2.5.1.1. Individuals and families are invited, welcomed, and supported as full participants in service planning and decision-making.
 - 2.2.5.1.2. Individual's wishes, values, and beliefs are considered and respected.
 - 2.2.5.1.3. Individuals are listened to; needs and concerns are addressed.
 - 2.2.5.1.4. Individuals receive the information they need to make informed decisions.
 - 2.2.5.1.5. Individual's preferences drive the planning process, though the decision making process may need to be accelerated to respond to emergencies.
 - 2.2.5.1.6. Individual's services are designed, scheduled, and delivered to best meet the needs and preferences of said individual.
 - 2.2.5.1.7. Individual's rights are affirmed and protected.
 - 2.2.5.1.8. Individuals are protected from exploitation, abuse, and neglect.
 - 2.2.5.1.9. Individual's services plans are based on personcentered planning and may be incorporated into existing service plans or documents already being used by the Contractor.
- 2.2.6. 'Client Fees and Donations
 - 2.2.6.1. The Contractor shall comply with the donation requirements for Title III Services. The Contractor:
 - 2.2.6.1.1. May ask individuals receiving services for a voluntary donation towards the cost of the service, except as stated in Section 2.2.7 Adult Protection Services.

Lakes Region Community Services

Exhibit A Amendment #3

Contractor Initiats

Page 4 of 10

RFA-2017-BEAS-01-INHOM-07-A03

Date 6/1/20



Exhibt A Amendment #3

- 2.2.6.1.2. May suggest an amount for donations in accordance with New Hampshire Administrative Rule He-E 502.12.
- 2.2.6.1.3. Agrees the donation is to be purely voluntary, and agrees not to refuse services if an individual is unable or unwilling to donate.
- 2.2.6.1.4. Must not to bill or invoice clients and/or their families.
- 2.2.6.1.5. Agrees that all donations support the program for which donations were given.
- 2.2.6.2. The Contractor shall comply with the fee requirements for Title XX Services. The Contractor.
 - 2.2.6.2.1. May charge fees to individuals, (except as stated in Section 2.2.7 Adult Protection Services), receiving Title XX services provided that the Contractor establishes a sliding fee schedule and provides this information to individuals seeking services.
 - 2.2.6.2.2. Shall ensure that the sliding fee schedule complies with the requirements of Administrative Rule He-E 501.
 - 2.2.6.2.3. 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.
 - 2.2.6.2.4. Shall ensure that all fees support the program for which donations were given.

2.2.7. Adult Protection Services

- 2.2.7.1. The Contractor shall report suspected abuse, neglect, selfneglect, and/or exploitation of incapacitated adults as required by NH RSA 161-F: 46 of the Adult Protection law.
- 2.2.7.2. The Contractor shall accept referrals of clients from the Department's Adult Protection Program and provide them with services described in this Agreement.
- 2.2.7.3. The Contractor shall inform the referring Adult Protection Service staff of any changes in the client's situation or other concerns.
- 2.2.7.4. 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

Lakes Region Community Services RFA-2017-BEAS-01-INHOM-07-A03 Exhibit A Amendment #3

Contractor Initials

Page 5 of 10



Exhibt A Amendment #3

making any attempt to secure additional reimbursement of any type, from said individual for those services.

2.2.8. Referring Clients to Other Services

2.2.8.1. The Contractor shall identify and refer clients to other services and programs that may assist the client, as applicable.

2.2.9. Client Wait Lists

- 2.2.9.1. 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.
- 2.2.9.2. 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.
- 2.2.9.3. The Contractor shall include at a minimum the following information on its wait list:
 - 2.2.9.3.1. The individual's full name and date of birth.
 - 2.2.9.3.2. The name of the service being requested.
 - 2.2.9.3.3. The date upon which the individual applied for services which shall be the date the application was received by the Contractor.
 - 2.2.9.3.4. The target date of implementing the services based on the communication between the individual and the Contractor.
 - 2.2.9.3.5. 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.
 - 2.2.9.3.6. The individual's assigned priority on the wait list, determined in accordance with Section 2.2.9.4, below.
 - 2.2.9.3.7. A brief description of the individual's circumstances and the services he or she needs.
- 2.2.9.4. The Contractor shall prioritize each individual's standing on the wait list by determining the individual's urgency of need in the following order:
 - 2.2.9.4.1. Individual is in an institutional setting or is at risk of being admitted to or discharged from an institutional setting.

2.2.9.4.2. Declining mental or physical health of the caregive

Lakes Region Community Services

Exhibit A Amendment #3

Contractor Initials

Date <u>Cell</u>

RFA-2017-BEAS-01-INHOM-07-A03

Page 6 of 10



Exhibt A Amendment #3

- 2.2.9.4.3. Declining mental or physical health of the individual.
- 2.2.9.4.4. Individual has no respite services while living with a caregiver.
- 2.2.9.4.5. Length of time on the wait list.
- 2.2.9.4.6. 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.
- 2.2.9.4.7. 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.
- 2.2.9.5. The Contractor shall notify the individual in writing when an individual is placed on the wait list.
- 2.2.9.6. The Contractor shall maintain the wait list during the contract period and make it available to the Department upon request.
- 2.2.10. E-Studio Electronic Information System
 - 2.2.10.1. 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.
 - 2.2.10.2. 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.
 - 2.2.10.3. 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.
- 2.2.11. Criminal Background Check and BEAS State Registry Checks
 - 2.2.11.1. 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.
- 2.2.12. Grievance and Appeals Process

Lakes Region Community Services

Exhibit A Amendment #3

Date 6/1/20

Contractor Initialist

Page 7 of 10



Exhibt A Amendment #3

- 2.2.12.1. 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:
 - 2.2.12.1.1. The client's name.
 - 2.2.12.1.2. The type of service received by the client.
 - 2.2,12.1.3. The date of written complaint or concern of the client.
 - 2.2.12.1.4. The nature/subject of the complaint or concern of the client.
 - 2.2.12.1.5. The staff position in the agency who addresses complaints and concerns.
 - 2.2.12.1.6. The methods for informing clients of their rights to file a complaint, concern, or an appeal of the Contractor's decision.
 - 2.2.12.1.7. The Contractor shall make any filed complaints or concerns made by the client available to the Department upon request.

2.2.13. Client Feedback

- 2.2.13.1. The Contractor shall obtain client feedback as required in New Hampshire Administrative Rules He-E 501.12 and He-E 502.11.
- 2.3. The Contractor shall provide sufficient staff with the skills to perform all tasks specified in this Agreement.
- 2.4. 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.
- 2.5. 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.
- The Contractor shall ensure that all personnel and training records and documentation of all individuals requiring licenses and/or certifications are current.
- 2.7. 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:
 - 2.7.1. The process for replacement of personnel in the event of loss of key personnel or other personnel during the period of this Agreement.

Lakes Region Community Services

Exhibit A Amendment #3

Contractor Initials

Date 6/1/20

RFA-2017-BEAS-01-INHOM-07-A03

Page 8 of 10



Exhibt A Amendment #3

- 2.7.2. A description of how additional staff resources swill be allocated to support this Agreement in the event of inability to meet any performance standard.
- 2.7.3. A description of time frames necessary for obtaining staff replacements.
- 2.7.4. An explanation of the Contractor's capabilities to provide, in a timely manner, staff replacements/additions with comparable experience.
- 2.7.5. 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 2.2.6, above.
 - 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.

Lakes Region Community Services

Exhibit A Amendment-#3
Page 9 of 10

Date (4/1/20)

Contractor Initials



Exhibt A Amendment #3

- 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:
 - 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.

Contractor Initials

Lakes Region Community Services

Exhibit A Amendment #3

RFA-2017-BEAS-01-INHOM-07-A03

Page 10 of 10

Date 4/1/27

Exhibit B-1 Amendment #3 Rate Sheet

Adult In-Home Care - Lakes Region Community Services

10/1/2016 through 06/30/2017 Service Units										
in Hame Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding boing Requested for each Service						
Title XX in Home Services	1/2 Hour	46,473	\$9.58	\$ 445,208.65						
Title IIIB in Home Services	1/2 Hour	6.752	· \$9.58	\$ 64,681.77						
Title IIIB Home Health Aide	1/2 Hour 1	0	\$12.50	S -						
Title IIIB Nursing	1/2 Hour	0	\$24,50	\$						

7/1/2017 through 06/30/2018 Service Units										
In Home Services	Unit Type	Total # of Linits of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service						
Title XX to Home Services	1/2 Hour	50,173	\$10.06	\$ 605,340.38						
Title IIIB in Home Services	1/2 Hour	8,853	\$10.06	\$ 89,061,18						
Title IIIB Home Health Aide	1/2 Hour	0	\$13.13							
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -						

	7/1/2018 through 06	/30/2019 Service U	nits		
In Hame Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service	
Title XX In Home Services	1/2 Hour	60,173	\$10.06	\$ 605,340.38	
Title IIIB In Home Services	1/2 Hour	8,B53	\$10.06	\$ 89,061.18	
Title IIIB Home Health Aide	1/2 Hour	. 0	\$13,13	S -	
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$	

	7/1/2019 through 06	/30/2020 Sarvice U	nits	• •	
în Home Sorvices	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service	
Title XX in Home Services	1/2 Hour	50,445	\$12.00	\$ 605,340.38	
Title IIIB in Home Services	1/2 Hour	7.422	\$12.00	\$ 89,061,18	
Title IIIB Home Health Aide	1/2 Hour	Ö	\$16.00	s -	
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -	

	07/01/2020 through 0	6/30/2021 Service !	Unita	
'In Hame Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Service	Total Amount of Funding being Requested for each Sorvice
Title XX In Home Services	1/2 Hour	50,445	\$12.00	\$ 605,340.38
Title IIIB to Home Services	1/2 Hour	7,422	\$12.00	\$ 89,061.18
Title IIIB Home Health Aide	1/2 Hour	. 0	\$16.00	\$ -
Title III8 Nursing	1/2 Hour	0	\$25.73	\$

	07/01/2021 through 0	6/30/2022 Servico (Jnits		
In Hame Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Funding being Requested for each Service	
Title XX In Home Services	1/2 Hour	50,445	\$12.00	\$ 605,340.38	
Title IIIB In Home Services	1/2 Hour	7,422	\$12.00	\$ 89,061,18	
Title IIIB Home Health Aide	1/2 Hour	.0	\$18.00	\$	
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$	

Contractor Initials: Date: 611120





Jeffrey A. Meyers
Commissioner

Deborah D. Scheetz 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
pee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 2 of 4

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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

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.

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

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

Fiscel 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	,	\$25,107.48
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
		Sublotal	[\$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		\$359,171.82
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
	e .	Subtotal		\$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 Talo	Job Number	Cun	ent 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
		Subtotal		Ļ	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

		70/01 201		A 10 1 A 1 A 1 A 1 A 1		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Docreased) 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	mutiple	\$ 1,525,810.26		\$1,525,810.28
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.26
2020	543-500385	Adult In Home Care	muliple	,	\$ 1,525,810.26	\$1,525,810.26
		Subtotal		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66
	I	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, HMS: 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
		Subtotal		\$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		
		Subtotal	·	\$3,071,203.72	\$1,240,317.52	\$4,311,521.24		
		Total		\$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, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
1 2017	540-500382	SS Contracts	multiple	\$1,500.00	v	\$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
		Subtotal		\$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
		Subtotal		\$317,054.48	\$128,043.68	\$445,098.15
		· Total		\$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 Tale	Job Number	Current Modified Budget	increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	muttiple	\$3,228.46		\$3,228.46
2018	540-500382	SS Contracts	_multiple	\$6,780.44		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$6,780.44
		Subtolal		\$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 Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$29,650.10	·	\$29,650.10
2018	543-500385	Adult In Home Care	muttiple	\$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		\$ 52,271.40	\$62,271.40
		Sublotal		\$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
-		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	<u>.</u>	\$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
		Subtotal		\$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				
-		Sublolal		, \$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 (Occreased) Amount	Rovised 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	muttiple	\$0.00	\$ 812,033.14	\$812,033.14
		Subtotal		\$0.00	\$812,033.14	\$812,033.14
		Total		\$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 Mumber	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
		Subtotal		\$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
-		Subtotal		\$1,655,889.71	\$605,340.38	\$2,261,230.09
		Total		\$1,898,693.84	\$694,401.56	\$2,593,095.40

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
<u> </u>		Subtotal		\$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 Yoar	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Dacreased) 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		\$248,470.00
2020	543-500385	Adult In Home Care	multiple	<u> </u>	\$ 246,470.00	\$246,470.00
	1	Subtotal		\$658,972.50	\$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 Talo	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
		Subtotal	,	\$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 Trile	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	muttiple	\$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	muttiple	\$0.00	\$ 73,739.80	\$73,739.80
	-	Subtotal		\$365,180.60	\$73,739.80	\$438,920.40
<u></u>	1	. Total		\$412,616.68	\$83,316.90	\$495,933.58

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 Your	Class/Object	Class Title	Job Mumber	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
		Subtotal		\$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; 65% 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
		Subtotal	T	\$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 Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$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	mutiple		\$76,122.80	\$76,122.80
	1	Subtotal		\$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
		Subtotal		\$469,727.87	\$189,701.42	\$659,429.29
		Total		\$658,209.67	\$265,824.22	. \$924,033.89

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	mutiple	\$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
		Subtotal		\$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

	43/6/ EDERAE, 33/8 GENERAL									
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Occreased) 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	mutiple	\$902,442.36		\$902,442.36				
2019	543-500385	Adult In Home Care	mutiple	\$902,442.36	•	\$902,442.36				
2020	543-500385	Adult In Home Care	mutiple	\$0.00	\$ 902,442.36	\$902,442.36				
		Subtolal		\$2,234,576.46	\$902,442.36	\$3,137,018.82				
	t	Tota		\$2,272,046.26	\$917,570.29	\$3,189,616.55				
		(Frand Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,668.68				





Jeffrey A. Meyers Commissioner

Christiae L. Sautauiello Director

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 03301-3857 603-271-9546 1-800-852-3346 Ext. 8846 Fax: 603-271-4912 TDD Access: 1-800-735-2964 www.dbbs.nb.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:	\$18,055,822.57

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

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 Budge: 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 Page 3 of 3

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. Santa

Director

Approved by: Jeffrey A. Mey

Commissioner

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 (Oecreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	5 25,107,46	. \$0.00	\$25,107,46
2018	540-500382	SS Contracts	multiple	\$ 50,214.92	\$ 2,523,72	
2019	540-500382	SS Contracts	multiple	S 12,558.52	\$ 40,180.12	
		. Sublotal		\$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 Increased Fiscal Current Modified Revised Modified Class/Oblect Class Title Job Number (Decreased) Year Budga! Budget Amount 2017 543-500385 Adult in Home Care mutiple 175,783.42 \$0.00 \$175,783,42 2018 543-500385 Payments to Providers multiple \$369,171.82 351,557.26 17,614.56 2019 543-500385 Payments to Providers multiple 87,886.92 281,284.90 \$369,171,82 Subtotal \$615,227.60 \$298,899.46 \$914,127.06 Total \$703,108.50 \$341,603.30 \$1,044,71,1.80

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	Cur	rent Modified Budget		Increased Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	5	32,686,96		\$0.00	\$32,688,96
2018	540-500382	SS Contracts.	multiple	S	65,373.92	S	3.275.52	\$68,649,44
2019	540-500382	SS Contracts	multiple	\$	16,343.48	\$	52,305.96	\$68,649,44
	<u></u>	Sublotal			\$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

	TOTAL CAREFORE									
	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			
1	2018	543-500385	Paymonts to Providers	multiple	\$ 1,453,008,18	\$ 72,802.08				
ļ	2019	543-500385	Payments to Providers	multiple	5 363,254.44					
١			Subtotal		\$2,542,771.50	\$1,235,357.90				
l			Total		\$2,657,175.86	\$1,290,939.38	\$3,948,115.24			

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,

			KAC, 70% C	ENERAL_		
Fiscal Year	Class/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) - Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	576;415.88	\$0.00	\$76,415;88
2018	540-500382	SS Contracts	multiple	\$152,831,76	\$7,665,98	
2019	540-500382	SS Contracts	multiple	538,232.44	\$122,265.28	
· ·		Sublotal		\$257,480.08	\$129,931.24	

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,

	cal ar	Class/Object	Class Title	Job Number	Current Modified Budget	Increased / (Decreased) Amount	Revised Modified Budget
20	17	543-500385	Adult In Home Care	multiple	\$ 590,558.68	\$0.00	\$590,568,68
20	18	543-500385	Adult In Home Care	multiple	\$ 1,181,137,36	\$59,180,16	\$1,240,317,52
20	19	543-500385	Adult In Home Care	multiple	\$ 295,293,92	\$945,023.60	
			Subloial		\$2,066,999.96	\$1,004,203.76	\$3.071.203.72
<u></u>			Yotai		\$2,334,480.04	\$1,134,135.00	\$3,468,615.04

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% FEDI	ERAL, 60% (<u>JENERAL</u>		
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	mutiple	\$2,987,50	\$ 150.57	
2019	540-500382	SS Contracts	mutiple	\$750.00	\$2,388,07	
		Subloial		\$5,237.50	\$2,538.64	

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	Ciass Tale	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$50,967.12	\$0.00	\$60,967,12
2018	543-500385	Adult In Home Care	muhiple	\$121,934.24	\$6,109,44	
2019	543-500385	Adut In Home Care	mutiple	\$30,483.56	\$97,560.12	
		Subtotal		\$213,384.92	\$103,669.56	
·	<u> </u>	Total		\$218,622.42	\$106,208.20	

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 Modifies 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	56,780,44
2019	540-500382	SS Contracts	mutiple	\$1,619,02	\$5,161.42	\$5,780.44
•		' Subtotal		\$11,304,40	55,484,94	\$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 Increased Fiscal Current Modified Revised Modified Class/Object Class Title Job Numbar (Decreased) Budget Budget Amount 2017 543-500385 Adult In Home Care \$29,650.10 \$0.00 \$29,650.10 mutiple Adult In Home Care 2018 543-500385 mutiple \$59,300.20 \$2,971.20 \$62,271,40 2019 543-500385 Adult In Home Care mutiple \$14,829.84 \$47,441.56 \$62,271,40 Subtotal \$103,780.14 \$50,412.76 \$154,192,90

\$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, 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	\$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	\$15,498.40	\$52,763.88	\$69,282.28				
		Subtolal		\$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 Budgot
2017	543-500385	Adult In Home Care	multiple	\$386,648.80	\$0.00	\$385,648.80
2018 -	543-500385	Adult In Home Care	muttiple	\$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
		Subtolal.		\$1,353,261.22	\$657,453.86	\$2,010,715.08
		Total		\$1,468,695.68	\$713,525.84	\$2,182,221.52

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 Increased Current Modified Fiscal Revised Modified Class/Object Class Title Job Number (Decreased) Yes: Budgei **Budget** Amount \$64,681.77 2017 540-500382 SS Contracts \$0.00 \$54,681.77 muljiple 2018 SS Contracts 584,811.74 589,061,18 540-500382 multiple \$4,249.44 567,857.74 2019 540-500382 SS Contracts \$21,203,44 589 061.18 multiple Subtotal \$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

40% EDERAC, 33% GENERAC										
Class/Object	Class Title	Jab Number	Current Modified Budget	' Increased (Decreased) Amount	Revised Modified Budget					
543-500385	Adult In Home Care	multiple	\$445,208.95	\$0.00	\$445,208.95					
543-500385	Adult In Home Care	mutiple	\$576,447.76	\$28,892.62	\$605,340.38					
543-500385	Adult In Home Care	multiple	5144,114.34	\$461,226.04	\$605,340,38					
	Subiolal		\$1,165,771.05	\$490,118.66	\$1,655,889.71					
	Total		\$1,336,468.00	\$562,225.84	\$1,898,693.84					
	543-500385 543-500385	Class/Object Class Title 543-500385 Adult In Home Care 543-500385 Adult In Home Care 543-500385 Adult In Home Care Subtotal	Class/Object Class Title Job Number 543-500385 Adult In Home Care multiple 543-500385 Adult In Home Care multiple	Class/Object Class Title Job Number Current Modified Budget 543-500385 Adult In Home Care mutiple \$445,208.95 543-500385 Adult In Home Care mutiple \$576,447.76 543-500385 Adult In Home Care mutiple \$144,114.34 Subjoint \$1,165,771.05	Class/Object Class Title Job Number Current Modified Budget Increased (Decreased) Amount 543-500385 Adult In Home Care multiple \$445,208.95 \$0.00 543-500385 Adult In Home Care multiple \$576,447.76 \$28,892.62 \$43-500385 Adult In Home Care multiple \$144,114.34 \$461,226.04 \$5000085 \$1,165,771.05 \$490,118.66					

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	50.00	\$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
		Sublotal		\$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 Increased Current Modified Fiscal Revised Modified Job Number Class/Object Class Title (Occreased) Budget Year Budget Amount 2017 \$176,032.50 543-500385 Adult In Home Care multiple \$0.00 \$176,032.50 2018 543-500385 Adult In Home Care \$234,710.00 \$11,760.00 \$246,470.00 multiple Adult In Home Care 2019 543-500385 \$58,677,50 \$187,792.50 \$246,470.00 multiple Subtotal \$469,420.00 \$199,552.50 \$668,972.50 Total \$609,515.00 \$259,120.30 \$868,635.30

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, 80% GENERAL										
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	increased (Decreased) Amount	Revised Modified Budget					
2017	540-500382	SS Contracts	<u>mutiple</u>	\$9,127,68	\$0.00	\$9,127.68					
2018	540-500382	SS Contracts	multiple	\$18,235.20	\$918.00	519,154.20					
2019	540-500382	SS Contracts	mutiple	\$4,563.84	\$14,590.36	\$19,154.20					
		Subtotal		\$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
		Subtotal		\$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, 50% GENERAL

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

Fiscel Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$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	mutiple	\$58,591.28	\$187,518.56	\$246,107.84
		Subtotal		\$410,138.95	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$805,144.36

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, 50% GENERAL

		40 /4 / E U	- NAL, 00 / C	SENERAL		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$36,236.20	\$0.00	\$38,236.20
2018	540-500382	SS Contracts	multiple	572,472.40	\$3,650.40	\$75,122.80
2019	540-500382	SS Contracts	multiple	\$18,118.10	\$58,004.70	578;122.80
]	Subtotal		. \$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: ELOERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL: 55% GENERAL

Fiscal Yoar	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mulliple	\$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
		Subtotal		\$316,135.21	\$153,592.66	\$469,727,87
		Total		\$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% FEDE	KAL, BUY	SENEKAL	•	
Fiscal Year	Class/Object	Class Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	. muttiple	\$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
		Subtolal		\$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 (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
	· 1	Subtotal		\$1,503,925.88	\$730,650.58	\$2,234,576.46
		Total		\$1,529,147.80	\$742,898.46	\$2,272,046.26

Grand Total: \$18,055,822.57





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: 1-800-736-2964 www.dhhs.ob.gov

February 6, 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, Office of Human Services, Bureau of Elderly and Adult Services, to enter into retroactive agreements 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 \$1,945,983 effective October 1, 2016 through September 30, 2018. 43% Federal Funds. 57% General Funds.

Vendor	Vendor Code	Address	Amount
Lakes Region Community Services	177251	719 North Main Street Laconia, NH 03246	\$1,336,468
Lake Sunapee Community Health Services	174248	107 Newport Road New London 03257	\$609,515
	ļ.	TOTAL:	\$1,945,983

Funds to support this request are anticipated to be available in the following accounts in State Fiscal Years 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

This request is retroactive because these two (2) vendors have been providing In Home Care Services, In Home Health Aide Level of Care Services, and In Home Nursing Level of Care Services to New Hampshire citizens in the Sullivan County service area since October 1, 2016.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

The Department received notification in September that the vendor who was providing these types of services in the Sullivan County area declined to extend their contract for services at the same time other vendors were amending to extend their contracts for the same services. Additionally at the same time, the Department was looking to procure these services via a new procurement. These vendors were also selected through the new procurement request. The Department worked quickly to send new contracts to these two (2) vendors however, the executed contracts were not received in hand from the vendor until early December.

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.

The Department of Health and Human Services issued a Request for Application on August 10, 2016, applications for sixteen (16) service areas were received from twelve (12) vendors. The contracts were competitively bid. A bid summary is attached. 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.

Nine (9) of the contracts were approved by Governor and Executive Council on December 21, 2016. These two (2) are submitted under separate cover because the services have been provided since October making this request retroactive.

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.

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 and SFY 2020-2021 biennia.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 3

The contracts, as indicated in Exhibit C-1, include renewal language for up to two (2) additional years, based upon the satisfactory delivery of services, continued availability of supporting funds, and Governor and Executive Council approval.

Should the Governor and Executive Council not approve this request, funding to community programs, statewide, may 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: 43% Federal Funds between two grants, 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, 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, and 57% General Funds.

Respectfully submitted,

Maureen U/Ryan

Director of Human Services

Approved by:

Jefrey A. Meyers
Commissioner

RFA-2017-BEAS-01-INHOM FISCAL DETAILS

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)

Lakes Region Community Services (Vendor Code 177251),

SFY	Class/Object Code	Class Title	Amount
2017	540-500382	Contracts for Program Services	\$64,681.77
2018	540-500382	Contracts for Program Services	\$84,811.74
2019	540-500382	Contracts for Program Services	\$21,203.44
	 	Sub-total:	\$170,696.95

Lake Sunapee Community Health Services (Vendor Code 174248)

SFY	Class/Object Code	Class Title	Amount
2017	540-500382	Contracts for Program Services	\$52,532.50
2018	540-500382	Contracts for Program Services	\$70,047.50
2019	540-500382	Contracts for Program Services	\$17,515.00
٠ ,-	 	Sub-total:	\$140,095.00

•	 •	Grand Total	<i>l:</i> \$310,791.95
		•	

RFA-2017-BEAS-01-INHOM FISCAL DETAILS

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)

Lakes Region Community Services (Vendor Code 177251),

SFY	Class/Object Code	Class Title	Amount
2017	543-500385	Contracts for Program Services	\$445,208.95
2018	543-500385	Contracts for Program Services	\$576,447.76
2019	543-500385	Contracts for Program Services	\$144,114.34
		Sub-total:	\$1,165,771.05

Lake Sunapee Community Health Services (Vendor Code 174248)

SFY	Class/Object Code	Class Title	Amount
2017	543-500385	Contracts for Program Services	\$176,032.50
2018	543-500385	Contracts for Program Services	\$234,710.00
2019	543-500385	Contracts for Program Services	\$58,677.50
		Sub-total:	\$469,420.00

-	<u></u>		
4	,	O T-4 1	64 695 494 55
		Grand Fotal:	\$1,635,191.05
ı			V . (= 0 0) . 0



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

in Home Care, in Home Health Alde	e, In
Home Nursing Services	•
RFA Name	

RFA-2017-BEAS-01-INHON

RFA Number

Bidder Name
Androscoggin Valley Home Care
2. Area Home Care Family Services
Child 8 Family Services (Hillsborough CO)
4. Child & Family Sorvices (Merrimeck CO)
5. CornerStone VNA
6. Franklin VNA & Hospice
7. Lako Sunapee Region VNA & Hospics
8. Lakes Region Community Services (Belknap CO)
9. Lekes Region Community Services (Grahon CO)
10. Lakes Region Community Services (Sullivan CO)
11. Horth Country Home Health & Hospice Agency (Coos Co)
12. North Country Home Health & Hospice Agency (Grahon CO)
13. Northwoods Home Health & Hospice
14, The Homemakers Health Services
15. Visiting Nurse Home Care & Hospice of Carroll' County
16. VNA at HCS, Inc.

Pass/Fall	Points	Actual Points
	150	134
	150	134
	150	140
)
	150	140
	150	127
_ _	150	174
	. 150	95
	150	131
	150	147
•	150	147
	150	139
	150	139
	153	63
	150	142
	150	123
	150	14

eldn, Prog relo <u>r</u> ,BEA!	Operat S Adult I	ens Pottb
Uven, Sur	ervisor '	
•		
		•
		-
	rator,BEA. Unions, Sur	aldn, Prog Operati retor BEAS Adult I Uhers, Supervisor con intake Unit

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 Lake Sunapee Community Health Services ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on March 8, 2017, (Item #8), 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, 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, 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:

- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$1.783.018.75.
- 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.

Contractor Initials:

RFA-2017-BEAS-01-INHOM-06-A04

Lake Sunapee Community Health Services

9/1/2021 Date:____ 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
	DocuSigned by:
9/1/2021	Christine Santaniello
,	BD0054FFECED4B4
Date	Name: Christine Santaniello
	Title: Associate Commissioner
• .	Lake Sunapee Community Health Services
	DocuSigned by:
9/1/2021	James Culliane
Date	Name: James Culhane
2.3.3	Title: President/CEO

The preceding Amendment, having been rexecution.	eviewed by this office, is approved as to form, substance, and
	OFFICE OF THE ATTORNEY GENERAL
9/3/2021	J. Clinistopher Marshall D580458E8004403
Date	Name: J. Christopher Marshall
	Title: Assistant Attorney General
I hereby certify that the foregoing Amendmenthe State of New Hampshire at the Meeting	nent was approved by the Governor and Executive Council of g on: (date of meeting)
	OFFICE OF THE SECRETARY OF STATE
	· ·
<u> </u>	
Date ·	Name:
	Title:

Exhibit B-1 Rate Sheet, Amendment #4

				·
In-Hon	<u>ie Care, In-Home I</u>	<u>Health Aide,</u> In-I	Home Care Nursing	
	Lake Sunapee C	Community Heal	th Services	
	01/01/2017 thro	ugh 06/30/2017 Se	rvice Units	
la Harri Cardan		Total # of Units of Service anticipated to be	Rate per	Total Amount of Monthly Funding being Requested for each
In Home Services Title XX In Home Services	Unit Type 1/2 Hour	delivered.	Service Service	Service
Title IIIB In Home Services	1/2 Hour	18,375 3,375		
Title IIIB Home Health Aide	1/2 Hour	1,616		
Title IIIB Nursing	1/2 Hour	1,010		
	07/01/2017 thro	ugh 06/30/2018 Sei		
	0170172017 01100	Total # of Units of	TYICE OITES	Total Amount of
,		Service	l I	Monthly Funding being
		anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX in Home Services	1/2 Hour	24,500		
Title IIIB In Home Services	1/2 Hour	4,500		
Title IIIB Home Health Aide	1/2 Hour	2,155		
Title IIIB Nursing	1/2 Hour	0		
	07/01/2018 throu	ıgh 06/30/2019 Ser	ndeo Unite	
·	071011201011100	Total # of Units of	VICE OIIIES	Total Amount of
		Service		Monthly Funding being
		anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	
Title XX In Home Services	1/2 Hour	24,500		Service
Title IIIB In Home Services	1/2 Hour	4,500		
Title IIIB Home Health Aide	1/2 Hour	2,155	\$10.00	
Title IIIB Nursing	1/2 Hour	1,133		
	07/04/0040 //	1 441241222	_ 	
·	U//U1/2019 throu	gh 06/30/2020 Ser	vice Units	
•	i	Service	į.	Total Amount of
				Monthly Funding being
In Home Services	11=14 T	anticipated to be	Rate per	Requested for each
Title XX In Home Services	Unit Type	delivered.	Service	Service
Title IIIB In Home Services	1/2 Hour 1/2 Hour	20,539	\$12.00	
Title IIIB Home Health Aide	1/2 Hour	3,773	\$12.00	
Title IIIB Nursing	1/2 Hour	1,700	\$16.00 \$25.73	
	(1121100)		325.73	
	07/01/2020 throu	gh 06/30/2021 Ser	vice Units '	
		Total # of Units of	•	Total Amount of
•		Service	, <u> </u>	Monthly Funding being
In Hama Candana		anticipated to be	Rate per	Requested for each
In Home Services Title XX In Home Services	Unit Type	delivered.	Service	Service
Title IIIB In Home Services	1/2 Hour	20,539	\$12.00	
Title IIIB Home Health Aide	1/2 Hour	3,773	\$12.00	
Title IIIB Nursing	1/2 Hour 1/2 Hour	1,768	\$16.00	
	172 (100)		\$25.73	
	07/01/2021 throu	gh 06/30/2022 Ser	vice Units	
		Total # of Units of		Total Amount of
	1	Service		Monthly Funding being
			l n	
		anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	anticipated to be delivered.	Service	Service
Title XX In Home Services	1/2 Hour	delivered. 16,729		Service
Title XX In Home Services Title IIIB In Home Services	1/2 Hour 1/2 Hour	delivered. 16,729 3,773	Service	Service \$ 200,748.00
	1/2 Hour	delivered. 16,729	Service \$12.00	\$ 200,748.00 \$ 45,270.00 \$ 28,295.15

Lake Sunapee Community Health Services RFA-2017-BEAS-01-INHOM-06-A04 Exhibit B-1, Amendment #4 Page 1 of 1 Contractor Initials: 9/1/2021
Date: ______

State of New Hampshire Department of State

CERTIFICATE

1, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that LAKE SUNAPEE COMMUNITY HEALTH SERVICES is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on February 01, 1990. 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: 149122

Certificate Number: 0005425467



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 23rd day of August A.D. 2021.

William M. Gardner Secretary of State

CERTIFICATE OF AUTHORITY

I,George Quackenbos (Name of the elected Officer of the Corpora	, hereby certify that: tion/LLC; cannot be contract signatory)
1. I am a duly elected Clerk/Secretary/Officer ofL (Co	ake Sunapee Community Health Services orporation/LLC Name)
2. The following is a true copy of a vote taken at a meld on March 23 rd , 2021, at which a quorum of the (Date)	neeting of the Board of Directors/shareholders, duly called and Directors/shareholders were present and voting.
VOTED: ThatJames Culhane, President & CEO_ (Name and Title of Contract Signator)	
is duly authorized on behalf of _Lake Sunapee Com agreements with the State (Name of Corporati	on/ LLC)
of New Hampshire and any of its agencies or d documents, agreements and other instruments, ar may in his/her judgment be desirable or necessary t	lepartments and further is authorized to execute any and all and any amendments, revisions, or modifications thereto, which o effect the purpose of this vote.
date of the contract/contract amendment to which thirty (30) days from the date of this Certificate of New Hampshire will rely on this certificate as eviposition(s) indicated and that they have full author	Authority. I further certify that it is understood that the State of dence that the person(s) listed above currently occupy the rity to bind the corporation. To the extent that there are any the corporation in contracts with the State of New Hampshire, Signature of Elected Officer Name: George Quackenbos Title: Secretary

ACORD

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 4/19/2021

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.

lf	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 su										
Eaton & Berube Insurance Agency, Inc.				CONTACT Kimberly Gutekunst NAME: PHONE [A/C. No. Ext]: 603-882-2766 [A/C. No. Ext]: 603-886-4230						
	Concord Street			·					003-00	0-4230
Na	shua NH 03064				ADDRE	ss: kgutekun				
				•				RDING COVERAGE		NAJC#
INSU	RED			· LAKSU	1	RA: National		is Co		10040
Lal	e Sunapee Region Visiting Nurse A	۱sso	ciatio	n		R B : Traveler	sinsurance			19046
	Newport Road	•			INSURE		· · · ·			-
). Box 2209 w London NH 03257				INSURE					
					INSURE			·		
CO	VERAGES CER	TIFI	ATE	NUMBER: 356562756	INSURE	;		REVISION NUMBER:		
	HIS IS TO CERTIFY THAT THE POLICIES				VE BEE	N ISSUED TO			HE POL	ICY PERIOD
IN CI EX	DICATED. NOTWITHSTANDING ANY RE ERTIFICATE MAY BE ISSUED OR MAY CLUSIONS AND CONDITIONS OF SUCH	OUIF PERT POLI	REME AIN. CIES.	NT, TERM OR CONDITION THE INSURANCE AFFORD LIMITS SHOWN MAY HAVE	OF AN' ED BY	Y CONTRACT THE POLICIES REDUCED BY (OR OTHER I S DESCRIBEI PAID CLAIMS.	DOCUMENT WITH RESPE D HEREIN IS SUBJECT TO	CT TO	WHICH THIS
INSR LTR	TYPE OF INSURANCE	INSD	SUBR WYD	POLICY NUMBER		POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMIT	5	
A	X COMMERCIAL GENERAL LIABILITY		1	VHNU-HG-0006886-00		3/1/2021	3/1/2022	EACH OCCURRENCE DAMAGE TO RENTED	\$ 1,000	,000
	CLAIMS-MADE X OCCUR							PREMISES (Ea occurrence)	\$ 1,000	,000
								MED EXP (Any one person)	\$ 50,00	0
				•				PERSONAL & ADV INJURY	\$ 1,000	,000
	GEN'L AGGREGATE LIMIT APPLIES PER:		[:			•		GENERAL AGGREGATE -	\$ 3,000	, 00 0
	X POLICY PRO- LOC	Ì						PRODUCTS - COMP/OP AGG	\$ 3,000	,000
	OTHER:		<u> </u>						\$.	
A	AUTOMOBILE LIABILITY			VHNU-HA-0006893-00		3/1/2021	3/1/2022	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000	,000
	ANY AUTO		•					BODILY INJURY (Per person)	\$	
	OWNED AUTOS ONLY AUTOS							BODILY INJURY (Per accident)	\$	
,	X HIRED X NON-OWNED AUTOS ONLY							PROPERTY DAMAGE (Per accident)	\$	
					·				S	
Α	UMBRELLA LIAB OCCUR		i	VHNU-HX-0006895-00		3/1/2021	3/1/2022	EACH OCCURRENCE	\$ 1,000	.000
	X EXCESS LIAB X CLAIMS-MADE							AGGREGATE	\$	
	DED RETENTIONS								\$	
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY		[PER OTH-		
	ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?	N/A						E.L. EACH ACCIDENT	5	
	(Mandatory in NH) If yes, describe under							E.L. DISEASE - EA EMPLOYEE	5	_
	DESCRIPTION OF OPERATIONS below				٠.			E.L. DISEASE - POLICY LIMIT		
A	Professional Liability Crime			VHNU-HG-0006886-00 106018374 VHNU-HM-0006894-00		3/1/2021 3/1/2021 3/1/2021	3/1/2022 3/1/2024 3/1/2022	1,000,000 per claim Fidelity Property	3,000 \$500, \$2,99	
Visi Lak Lak	DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Visiting Nurse Association and Hospice Lake Sunapee Region Visiting Nurse Association and Hospice Lake Sunapee Region Visiting Nurse Association and Affiliates: Lake Sunapee Home Care and Hospice d/b/a Lake Sunapee Region VNA & Hospice; Lake Sunapee Community Health Services									
				•			,	•		
						-	,		•	
								·		
CEF	RTIFICATE HOLDER				CANC	ELLATION				
	State of New Hampshire Department of Health and I	Hum	an S	ervices	THE	EXPIRATION	DATE THE	ESCRIBED POLICIES BE CA REOF, NOTICE WILL E Y PROVISIONS.		
	129 Pleasant St Concord NH 03301-3857					RIZED REPRESEN				

LAKESUN

ACORD. CERTIFICATE OF LIABILITY INSURANCE

7/28/2021

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 CONTACT Lorraine Michals **USI Insurance Services LLC** PHONE (AC, No, Ext): 603-665-6028 FAX (A/C, No): 3 Executive Park Drive, Suite 300 E-MAIL ADDRESS: lorraine.michals@usi.com Bedford, NH 03110 INSURER(S) AFFORDING COVERAGE NAIC # 855 874-0123 INSURER A: Technology Insurance Company, Inc. 42376 INSURED INSURER 8 : Lake Sunapee Community Health Services INSURER C PO Box 2209 INSURER D : New London, NH 03257 INSURER E : INSURER F : **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. ADDL SUBR TYPE OF INSURANCE **POLICY NUMBER** COMMERCIAL GENERAL LIABILITY EACH OCCURRENCE PRÉMISES (Ea occure CLAIMS-MADE MED EXP (Any one person) PERSONAL & ADV INJURY GEN'L AGGREGATE LIMIT APPLIES PER **GENERAL AGGREGATE** POLICY PRODUCTS - COMP/OP AGG OTHER COMBINED SINGLE LIMIT (Ea accident) **AUTOMOBILE LIABILITY** ANY AUTO BODILY INJURY (Per person) SCHEDULED OWNED AUTOS ONLY **BODILY INJURY (Per accident)** AUTOS NON-OWNED HIRED AUTOS ONLY PROPERTY DAMAGE AUTOS ONLY (Per accident) UMBRELLA LIAB OCCUR EACH OCCURRENCE **EXCESS LIAB** CLAIMS-MADE AGGREGATE RETENTION \$ OFD WORKERS COMPENSATION OTH-ER Α 07/01/2021 07/01/2022 x | PER STATUTE TWC3993625 AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? \$500,000 E.L. EACH ACCIDENT (Mandatory In NH) \$500,000 E.L. DISEASE - EA EMPLOYEE If yes, describe under DESCRIPTION OF OPERATIONS below E.L. DISEASE - POLICY LIMIT \$500,000 DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Evidence of Insurance **CERTIFICATE HOLDER** CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE State of NH THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN Department of Health and Human Services ACCORDANCE WITH THE POLICY PROVISIONS. 129 Pleasant Street AUTHORIZED REPRESENTATIVE Concord, NH 03301-3857

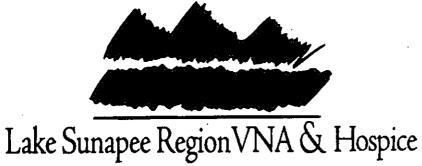
MISSION STATEMENT

Lake Sunapee Region VNA & Hospice

provides health care and hospice services for individuals and families in homes and community settings, fostering continuity of care across settings and enabling people to stay in their homes as long as possible.



b Berry Dunn



CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2020 and 2019 With Independent Auditor's Report



INDEPENDENT AUDITOR'S REPORT

Board of Directors Lake Sunapee Region Visiting Nurse Association and Affiliated Organizations

We have audited the accompanying consolidated financial statements of Lake Sunapee Region Visiting Nurse Association and Affiliated Organizations, which comprise the consolidated balance sheets as of September 30, 2020 and 2019, and the related consolidated statements of operations, changes in net assets, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

DocuSign Envelope ID: 91A44F71-0FA0-4A7E-9504-8EBB257A03B1

Board of Directors Lake Sunapee Region Visiting Nurse Association and Affiliated Organizations Page 2

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Lake Sunapee Region Visiting Nurse Association and Affiliated Organizations as of September 30, 2020 and 2019, and the results of their operations, changes in their net assets and their cash flows for the years then ended, in accordance with U.S. generally accepted accounting principles.

Other Matter

Effect of Adopting New Accounting Standards

Berry Dunn McNeil & Parker, LLC

As discussed in Note 1 to the consolidated financial statements, in 2020 the Association adopted new accounting guidance, Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606), FASB ASU No. 2016-18, Restricted Cash, and FASB ASU No. 2018-08, Clarifying the Scope of the Accounting Guidance for Contributions Received and Contributions Made. Our opinion is not modified with respect to these matters.

Manchester, New Hampshire February 9, 2021

Consolidated Balance Sheets

September 30, 2020 and 2019

ASSETS

	<u>2020</u>	<u>2019</u> .
Current assets	.	• • • • • • •
Cash and cash equivalents Cash - fiscal agent	\$ 4,176,667 19,763	\$ 2,034,642
Short-term investments	105,428	19,830 106,438
Patient accounts receivable, net	1,446,914	1,194,802
Other receivables	7,184	8,957
Prepaid expenses	<u>108,992</u>	<u>119,507</u>
Total current assets	5,864,948	3,484,176
Investments	2,882,890	2,707,191
Property and equipment, net	1,099,901	1,103,232
Total assets	\$ <u>9,847,739</u>	\$ <u>7,294,599</u>
LIABILITIES AND NET ASSETS		,
Current liabilities .		
Accounts payable and accrued expenses	\$ 68,342	\$ 97,150
Accrued payroll and related expenses	665,757	476,203
Deferred revenue	2,540,373	19,509
Due to principal	<u>19,763</u>	<u>19,830</u>
Total current liabilities	<u>3,294,235</u>	612,692
Net assets		•
Without donor restrictions	6,421,339	6,530,726
With donor restrictions	132,165	<u>151,181</u>
Total net assets	6,553,504	<u>6,681,907</u>
Total liabilities and net assets	\$ <u>9,847,739</u>	\$ <u>7,294,599</u>

Consolidated Statements of Operations

Years Ended September 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Operating revenue	•	
Net patient service revenue	\$ 9,988,605	\$10,520,327
Other operating revenue	299,995	85,626
Net assets released from restrictions for operations	23,038	<u>17,596</u>
Total operating revenue	10,311,638	10.623.549
Operating expenses		
Salaries and benefits	9,192,609	8,778,696
Supplies and other operating expenses	1,277,090	1,242,625
Professional fees and contract services	656,509	504,424
Depreciation	93,084	110,708
Total operating expenses	<u>11,219,292</u>	10,636,453
Operating loss	<u>(907,654</u>)	(12,904)
Other revenue and gains (losses)		
Contributions	467,232	379,025
Municipal appropriations and United Way	107,139	85,308
Investment income	61,198	124,015
Change in fair value of investments	<u>131,881</u>	<u>(81,139</u>)
Total other revenue and gains (losses)	<u>767,450</u>	507,209
(Deficiency) excess of revenue and gains over expenses and losses	(140,204)	494,305
Net assets released from restrictions for capital acquisition	30,817	
(Decrease) increase in net assets without donor restrictions	\$ <u>(109,387</u>)	\$ <u>494,305</u>

Consolidated Statements of Changes in Net Assets

Years Ended September 30, 2020 and 2019

	Without Donor Restrictions	With Donor Restrictions	<u>Total</u>
Balances, September 30, 2018	\$ <u>6,036,421</u>	\$ <u>126,772</u>	\$ <u>6,163,193</u>
Excess of revenue and gains over expenses Contributions Net assets released from restrictions for operations	494,305 - 	42,005 (17,596)	494,305 42,005 (17,596)
Net increase in net assets	494,305	24,409	518;714
Balances, September 30, 2019	6,530,726	<u>151,181</u>	6,681,907
Deficiency of revenue and gains over expenses and losses Contributions Net assets released from restrictions for operations Net assets released from restrictions for capital acquisition	(140,204) - - - 30,817	(34,829 (23,028) (30,817)	(140,204) 34,829 (23,028)
Net decrease in net assets	(109,387)	(19,016)	(128,403)
Balances, September 30, 2020	\$ <u>6,421,339</u>	\$ <u>132,165</u>	\$ <u>6,553,504</u>

Consolidated Statements of Cash Flows

Years Ended September 30, 2020 and 2019

•	<u>2020</u>	<u>2019</u>
Cash flows from operating activities	:	
Change in net assets	\$ (128,403)	\$ 518,714
Adjustments to reconcile change in net assets to net cash	· (-10,.00,	4 0.0,7.14
provided by operating activities		
Depreciation	93,084	110,708
Change in fair value of investments	(131,881)	, .
(Increase) decrease in the following assets:	, , ,	, , ,
Patient accounts receivable, net	(252,112)	158,005
Other receivables	1,773	737
Prepaid expenses	10,515	87,828
Increase (decrease) in the following liabilities:		•
Accounts payable and accrued expenses	(28,875)	35,125
Accrued payroll and related expenses	189,554	16,653
Deferred revenue	2,520,864	(2,276)
Net cash provided by operating activities	2,274,519	1,006,633
Cash flows from investing activities		
Purchase of short-term investments	(105,428)	(106,438)
Proceeds from sale of short-term investments	106,438	509,905
Purchase of investments	(43,818)	
Capital expenditures	(89,753)	
Net cash (used) provided by investing activities	<u>(132,561</u>)	97,263
Net increase in cash and cash equivalents	2,141,958	1,103,896
Cash and cash equivalents, beginning of year	2,054,472	<u>950,576</u>
Cash and cash equivalents, end of year	\$ <u>4,196,430</u>	\$ <u>2,054,472</u>
Breakdown of cash and cash equivalents, end of year		
Cash and cash equivalents	\$ 4,176,667	\$ 2,034,642
Restricted cash - fiscal agent	19,763	19,830
The second secon	\$ <u>4,196,430</u>	\$ <u>2,054,472</u>
	Ψ <u>Ψ,130,430</u>	Ψ <u>Ζ,υυΨ,Ψ1Ζ</u>

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

1. Summary of Significant Accounting Policies

Organization

Lake Sunapee Region Visiting Nurse Association and Affiliated Organizations - Lake Sunapee Home Care and Hospice, d/b/a Lake Sunapee Region Visiting Nurse Association, and Lake Sunapee Community Health Services (collectively, the Association) - are non-profit corporations organized in the State of New Hampshire.

Lake Sunapee Region Visiting Nurse Association's primary purpose is to act as a holding company for Lake Sunapee Home Care and Hospice and Lake Sunapee Community Health Services.

Affiliated Organizations

Lake Sunapee Home Care and Hospice's primary purposes are to provide management services to its affiliate and to provide home health and hospice care services to residents in surrounding communities.

Lake Sunapee Community Health Services' primary purpose is to provide personal care, homemaking and community clinic services to residents in surrounding communities.

Principles of Consolidation

The consolidated financial statements include the accounts of Lake Sunapee Region Visiting Nurse Association and Affiliated Organizations. The affiliations are through common board membership. All significant intercompany balances and transactions have been eliminated in consolidation.

The Association prepares its consolidated financial statements in accordance with U.S. generally accepted accounting principles (U.S. GAAP) established by the Financial Accounting Standards Board (FASB). References to U.S. GAAP in these notes are to the FASB Accounting Standards Codification (ASC).

Basis of Statement Presentation

Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions as follows in accordance with FASB ASC 958, Not-for-Profit Entities. Under FASB ASC 958 and FASB ASC 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 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.

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

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 are to 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 comprised of public charities under Section 501(c)(3) of the Internal Revenue Code. As public charities, 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 consolidated financial statements.

Use of Estimates

The preparation of consolidated financial statements in conformity with 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 certificates of deposit with an original maturity of twelve months or less.

The Association has cash deposits in several major 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.

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

Investments

Investments are reported at fair value. Investment income and the change in fair value are included in the excess of revenue and gains over expenses and losses to simplify the presentation of these amounts in the consolidated statement 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 consolidated balance sheets.

Patient Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable payment adjustments by analyzing the Association's 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.

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. Provision for depreciation is computed using the straight-line method over the useful lives of the related assets.

Gifts of long-lived assets, such as land, buildings, or equipment, are reported as net assets without donor restrictions and are excluded from the excess of revenue and gains over expenses and losses, unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as net assets with donor restrictions. Absent explicit donor stipulations about how long those long-lived assets must be maintained, expirations of donor restrictions are reported when the donated or acquired long-lived assets are placed in service.

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.

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

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.

Because all of the Association's performance obligations relate to short-term periods of care, the Agency has elected to apply the optional exemption provided in FASB 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 net assets 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 are reported in the consolidated statement of operations as net assets released from restrictions.

(Deficiency) excess of Revenue and Gains Over Expenses and Losses

The consolidated statements of operations reflect the (deficiency) excess of revenue and gains over expenses and losses. Changes in net assets without donor restrictions which are excluded from the (deficiency) excess of revenue and gains over expenses and losses, consistent with industry practice, include contributions of long-lived assets (including assets acquired using contributions which, by donor restriction, were to be used for the purposes of acquiring such assets).

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

Recently Issued Accounting Pronouncement

In 2020, the Association adopted FASB Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606), and related guidance, which supersedes accounting standards that previously existed under U.S. GAAP and provides a single revenue model to address revenue recognition to be applied by all companies. Under the new standard, which added Topic 606 to the ASC, entities recognize revenue when a customer obtains control of promised goods or services in an amount that reflects the consideration to which the company expects to be entitled in exchange for those goods or services. ASU No. 2014-09 also requires companies to disclose additional information, including the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. The Association elected to adopt this ASU retrospectively with the cumulative effect recognized at the date of initial application; therefore, the financial statements and related notes have been presented accordingly. The balance of accounts receivable at the beginning of 2019 was \$1,352,807. The adoption had no significant impact for the years ended September 30, 2020 and 2019.

In 2020, the Association also adopted FASB ASU No. 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made, which clarifies and improves the accounting guidance for contributions received and contributions made. The amendments in this ASU assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of ASC Topic No. 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other accounting guidance, and (2) distinguishing between conditional and unconditional contributions. This ASU was adopted by the Association for the years ended September 30, 2020. Adoption of the ASU did not have a material impact on the Association's financial reporting.

In 2020, the Association also adopted FASB ASU No. 2016-18, *Restricted Cash*. This ASU requires an entity to present restricted cash with cash on the statement of cash flows. The impact of adoption on the consolidated statement of cash flows for the year ended September 30, 2019 is a decrease in cash provided by operating activities of \$243, and an increase in cash and restricted cash, beginning of the year of \$20,073.

Uncertainty

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 implemented certain relief measures and also issued guidance for limiting the spread of COVID-19.

Local, U.S., and world governments have 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.

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

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 totaling \$484,187 to offset the cost impact. While management expects this matter to impact operating results, the related financial impact and duration cannot be reasonably estimated. These funds will be recognized as revenue when it has been determined that the conditions of the funding have been met.

On April 15, 2020, the Association received two loans from the U.S. Small Business Agency (SBA) within the CARES Act under the Paycheck Protection Program (PPP). One loan is in the name of Lake Sunapee Home Care and Hospice in the amount of \$1,345,700 and the other loan is in the name of Lake Sunapee Community Health Services in the amount of \$167,500. The loans are unsecured, has a two-year term with a maturity date of April 2022, bears an annual interest rate of 1%, and shall be payable monthly with the first six monthly payments deferred. The principal amount of the PPP is subject to forgiveness, upon the Association's request, to the extent that the proceeds are used to pay qualifying expenditures, including payroll costs, interest on mortgages, rent and utilities, incurred by the Association. It is the Association's intent to apply for forgiveness. Forgiveness is subject to the sole approval of the SBA. The Association has chosen to follow the conditional contribution model for the PPP and has opted to not record any income until forgiveness is received. The full amount of the PPP received is reported as a refundable advance in the current liabilities section of the balance sheet at September 30, 2020.

In August 2020, the Association was awarded a grant in the amount of \$542,986 from the State of New Hampshire's Governor's Office for Emergency Relief and Recovery (GOFERR). The GOFERR grant is a pass-through grant provided to the State of New Hampshire through the CARES Act. The GOFERR grant will be used by the Association to cover eligible costs outlined in the grant agreement that are incurred through December 31, 2020. At September 30, 2020, the Association had received the entire grant amount, but had not expanded any of the funding. The entire balance is being held in deferred revenue as of September 30, 2020.

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

2. Availability and Liquidity of Financial Assets

As of September 30, 2020, the Association has working capital of \$2,570,713 and average days (based on normal expenditures) cash and liquid investments on hand of 235, which includes cash equivalents and investments without donor restrictions.

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 (unfunded capital expenditures), were as follows:

	<u>2020</u>	<u>20.19</u>
Cash and cash equivalents Short-term investments Patient accounts receivable, net Investments	\$ 4,176,667 105,428 1,446,914 2,882,890	\$ 2,034,642 · 106,438 1,194,802 2,707,191
Total financial assets	8,611,899	6,043,073
Donor restricted investments	<u>(132,165</u>)	<u>(151,181</u>)
Financial assets available to meet cash needs for general expenditures and unfunded capital expenditures within one year	\$ <u>8,479,734</u>	\$ <u>5,891,892</u>

The Association also has a line of credit available to meet short-term needs. See Note 5 for information about this arrangement.

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.

3. Investments

Investments, stated at fair value, are as follows:

		<u>2020</u>	<u>2019</u>
Cash and cash equivalents Mutual funds	,	\$ 498,091 <u>2,384,799</u>	\$ 491,497 2,21 <u>5,694</u>
Total		\$ <u>2,882,890</u>	\$ <u>2,707,191</u>

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

Fair Value

FASB ASC 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 ASC 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.

The fair value of all of the Association's investments is measured on a recurring basis using Level 1 inputs.

4. Property and Equipment

Property and equipment consists of the following:

	<u>2020</u>	<u>2019</u>
Land	\$ 366,393	\$ 366,393
Building and improvements	1,231,884	/ 1,195,832
Furniture and equipment	1,520,417	1,466,716
Leasehold improvements	48,967	48,967
Total cost	3,167,661	3,077,908
Less accumulated depreciation	<u> 2,067,760</u>	<u>1,974,676</u>
Property and equipment, net	\$ <u>1,099,901</u>	\$ <u>1,103,232</u>

5: Line of Credit

The Association has a \$500,000 line of credit with a local bank, payable on demand through January 2022 and collateralized by all business assets with interest at the bank's prime lending rate. The interest rate was 4.75% at September 30, 2020. There was no outstanding balance at September 30, 2020 and 2019.

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

6. Endowment

The Association has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary. As a result of this interpretation, the Association classifies as a donor-restricted endowment (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent donor-restricted endowment gifts and (c) accumulations to the donor-restricted endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the organization in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with UPMIFA, the Association considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund:
- (2) The purposes of the organization and the donor-restricted endowment fund;
- (3) General economic conditions;
- (4) The possible effect of inflation and deflation;
- (5) The expected total return from income and the appreciation of investments;
- (6) Other resources of the Association; and
- (7) The investment policies of the Association.

The Association's donor-restricted endowments are invested in cash and cash equivalents. All income earned is expended in the year earned. There was no change in fair value in 2020 or 2019.

There are no board-designated endowments. As required by U.S. GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

7. Net Assets

Net assets without donor restrictions are fully available to support operations of the Association.

Net assets with donor restrictions were as follows:

		<u>2020</u>	<u>2019</u>
Specific purpose			
Charitable giving	\$	4,603	\$ 4,143
Purchase of equipment		19,347	35,163
Scholarships		28,682	21,732
Staff Education		-	10,610
Subject to the Association's spending policy and appropriation			
Endowment	_	<u>79,533</u>	<u>79,533</u>
	\$ _	132,165	\$ <u>151,181</u>

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

8. Net Patient Service Revenue

Net patient service revenue was as follows:

		· <u>2020</u>	<u>2019</u>
Medicare	•	\$ 7,042,970	\$ 7,348,448
Medicaid	4	541,060	667,571
Other third-party insurance		1,275,872	1,444,867
Private pay		<u>1,128,703</u>	1,059,441
Total		\$ <u>9,988,605</u>	\$ <u>10,520,327</u>

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 cost to provide such services is not considered material to the consolidated financial statements.

The Association is able to provide charity care through a combination of local community support. Local community support consists of donor contributions 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.

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

9. Functional Expenses

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

	<u>2020</u>	<u>2019</u>
Program services		
Salaries and benefits	\$ 6,876,263	\$ 6,757,407
Other operating expenses		
Program supplies	461,450	436,245
Contract services	496,597	393,767
Transportation	212,278	243,682
Other	441,148	416,647
Depreciation	<u>70,046</u>	<u>85.876</u>
		•
. Total program services	<u>8,557,782</u>	<u>8,333,624</u>
Administrative and general		
Salaries and benefits	2,316,346	2,021,289
Other operating expenses		
Contract services	163,332	108,002
Transportation	13,850	27,529
Other	. 144,944	121,177
Depreciation	23,038	24,832
Total administrative and general	<u> 2,661,510</u>	2,302,829
Total	\$ <u>11,219,292</u>	\$ <u>10,636,453</u>

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

10. Malpractice Insurance

The Association insures its medical malpractice risks on a claims-made basis. There were no known malpractice claims outstanding at September 30, 2020 and 2019, 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. Retirement Plan

The Association has a defined contribution plan under Internal Revenue Code Section 403(b), which covers substantially all employees. Contributions amounted to \$182,451 and \$164,946 for the years ended September 30, 2020 and 2019, respectively.

Notes to Consolidated Financial Statements

September 30, 2020 and 2019

12. Concentration of Risk

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

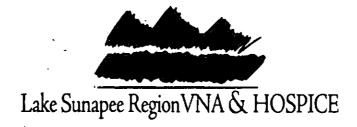
		<u>2020</u>	<u>2019</u>
Medicare Medicaid		58 % 4	53 % 6
Other	·	38	41
Total	•	<u>100</u> %	<u>100</u> %

13. Fiscal Agent

The Association is the fiscal agent for the Eastman Community Association (Eastman), which is an Internal Revenue Code Section 501(c)(4) organization located in Grantham, New Hampshire. The Association is handling the collection of donations for Eastman's Community Nurse position. Funds held as the fiscal agent are reflected as an asset and liability in the consolidated balance sheets.

14. Subsequent Events

For financial reporting purposes, subsequent events have been evaluated by management through February 9, 2021, which is the date the financial statements were available to be issued.



Lake Sunapee Community Health Services

Board of Trustees March 2021-March 2022

Kieran Kays Chair

Neil Shifrin, PhD Treasurer

George, (Bo) Quackenbos Secretary

Donald A. Eberly, MD Community Member

Jim Culhane President & CEO

Michelle L. Brown

MANAGEMENT PROFESSIONAL

Operations Management/Marketing Management /Customer Service Management
A high-energy, operations and business/sales professional with a solid track record of performance in business development, operations management on both a local and regional level and customer service relations. Key strengths include the ability to meet and exceed goals/targets, a knack for connecting with decision makers and the ability to transfer the secrets of sales and account management to others. Excellent presentation, negotiation, closing, and follow through skills.

Territory Management & Market Growth Human Resource Management Market Research & Trend Analysis Teambuilding, Coaching, & Leadership Sales Analysis & Reporting Staffing leadership/management

SUMMARY OF QUALIFICATIONS

- Expertise and versatility in all facets of the sales cycle including pre-sales planning, marketing, account management, and post-sales support.
- Exceptional business, sales, and staffing leadership/management competencies.
- Ability to conceive innovative direct marketing campaigns that increase product awareness, market share and company profitability. Develop strategies and follow through to ensure successful implementation.
- Outstanding success in building and maintaining relationships with key decision makers, establishing accounts with excellent levels of retention and loyalty.
- Successful in daily operations analyzing trends in customer needs. Proficient in recognizing and launching steps needed to obtain objectives.
- Thrive on challenges to overcome obstacles with solutions that are sound and financially feasible.

PROFESSIONAL EXPERIENCE

Lake Sunapee VNA & Hospice, New London, NH Director Community Health Services (Feb 2016 to present)

As a member of the Senior Leadership Team, I assist with the day to day operations of the company as well as direct the Community Health Service Program which includes, private duty, state Medicaid Waiver program, TXX and IfIB state grants, Community clinics, Respite Program and supplemental staffing contracts. Daily decisions making on operations, education, hiring, revising policy and procedures, disciplinary actions, terminations and more. I am held accountable for P&L statements, budgets, business development and sales growth. Matching clients with caregivers through client interviews and staffing system to ensuring client satisfaction. Conduct client and patient assessments. Manage 325+ patients and 85+ employees, put in place for the company an LNA scholarship program to educate and promote from within, hired a recruiter and implemented new software system for electronic care plans for paraprofessionals to include patient signatures, time and travel and tracking options... Assist with referrals for both Home care and Hospice programs

Michelle Brown

Page Two

Birch Heights Senior Living, Derry, NH Sales Leader (July 2015-Feb 2016)

Responsible for the sales cycle of all leads including walk-ins, internet leads, referral sources and community outreach. Build relationships with potential resident, family members, and referral sources. Tour the community, show available apartments, prepare leases and obtain signatures. Responsible for data base, booking tours, community events and working the data base daily

Family Private Care, Melbourne, FL Administrator (Nov 2013-May 2015) Account Executive (Feb 2013-Nov 2013)

Maintain knowledge of current Federal, State and local legislation that affects health care delivery. Assist in hinng new personal including conducting job fairs, group interviews and orientations. Accountable for new start up preparation for state survey which was deficiency free. Conduct the day to day operations of the branch. I am held accountable for P&L statements, budgets, business development and sales growth. Matching clients with caregivers through client interviews and staffing system to ensuring client satisfaction. Conduct client and patient assessments. Generate new accounts by developing relationships with local hospitals, physicians, ALF's, SNF's and networking organizations. Managed order fulfillment, contract preparation, rate negotiations and customer service activities.

 Developed and implemented a direct marketing campaign targeted at new physicians and existing referral sources

Live Long WellCare, Vero Beach, FL Administrator (Aug 2011- Feb 2013) Branch Closed

Generated PER report for ACHC Accreditation and Medicare Certification by cross referencing policies and procedures for upcoming survey. Maintain knowledge current Federal, State and local legislation that affected health care delivery. Assist in hiring new personal including conducting job fairs, group interviews and orientations. Conduct the day to day operations of the branch. I am held accountable for P&L statements, budgets, business development and sales growth. Matching clients with caregivers through client interviews and staffing system to ensuring client satisfaction. Conduct client and patient assessments. Generate new accounts by developing relationships with local hospitals, physicians, ALF's, SNF's and networking organizations. Managed order fulfillment, contract preparation, rate negotiations and customer service activities.

Visiting Home Care, Melbourne, FL. Community Relations (2010-Aug 2011)

Generate new accounts by developing relationships with local hospitals, physicians, ALF's, SNF's and networking organizations. Managed order fulfillment, contract preparation and customer service activities.

• Developed and implemented a direct marketing campaign targeted at new physicians and existing referral sources.

Michelle Brown

Page Three

GulfCity Home Care, Port Charlotte, FL

Community Liaison (2009 / 2009)-Moved

Generate new accounts by developing relationships with local hospitals, physicians, ALF's, SNF's and networking organizations. Managed order fulfillment, contract preparation and customer service activities.

 Developed and implemented a direct marketing campaign targeted at new physicians and existing referral sources.

NurseCore Management Services, Port Charlotte, FL

Regional Vice President (2005 / 2009)

Branch Director (2003 / 2005)

Directed regional sales initiatives, hired, trained, and developed a staff of 4 branch directors to increase performance results in 4 branch locations, directly held accountable for P&L statements, budgets, business development and sales growth. Directed staff of 700 plus employees which included direct staff and field staff, developed state, local and national contracts, rate negotiation, staffing, maintained knowledge of current Federal, State and local legislation that affected health care delivery. Reported directly to the VP of Operations/CEO.

- Developed Recruitment and Retention Committee and assisted in revision of policy and procedures.
- · Profitable region 3 years in a row.
- Promoted from Branch Director to Regional VP in 2005.
- · As Branch Director achieved negative profit status to profitable status in less than 2 months.
- Assisted other Regional VP's with sales growth in their regions which included traveling throughout the country.

Medical Staffing Network, Tallahassee, FL

Branch Director (2003 / 2003) Branch Closure

Directed sales initiatives, hired, trained and developed staff of 7 office employees and 100 field employees, held accountable for P&L statements, budgets, business development, staffing and sales growth.

• Achieved negative profit status to profitable status in less than 3 months. Directly responsible for changing local negative perception to a positive perception.

Capital Regional Medical Center, Tallahassee, FL Employment Coordinator/HR Generalist (2000 / 2003)

Human Resources partner supporting HR Department, Managers and Employees regarding recruitment, retention, compensation, benefits, policy interpretation and employee relations Lead and conduct recruitment from entry level to upper management positions, (clinical and non-clinical) placement of advertising and job fairs.

- Provided human resources support to 600 employees including problem identification and resolution.
- Developed and implemented a direct marketing campaign designed to reduce a 22% hospital vacancy rate to 1% in 4 months.

EDUCATION, PROFESSIONAL TRAINING and HONORS

Flint Hills Vocational School, Emporia, KS

· Completed required hours of coursework in CNA and CMA.

Capital Regional Medical Center, Tallahassee, FL

• Completed 80 hours of professional training in DDI Behavioral Interviewing (2002).

National Association of Professional Women

Honored member 2013

Strathmore

· Strathmore's Who's Who 2007



SCOTT L ROSS RN

OBJECTIVE

To secure a leadership role in the Medical Cannabis Industry as a Certified Cannabis Nurse

EXPERIENCE

Lake Sunapee Visiting Nurse and Hospice New London NH

Hospice and Palliative Care RN CASE Manager 6/11-present

- Case Management
- Symptom Management
- Advocacy and Education

Woodcrest Village Assisted Living 8/09 - 6/11

- Nurse Supervisor
- Medication Management
- Staff Development

Patient Services Maine Medical Marijuana Program 11/14 - Present

Patient Education and Cannabis Nurse Consulting

Education

New Hampshire Technical Institute

Associate of Science in Nursing 2009

Boston University Corporate Education Center

- Certification PC Service and Support 2002
- Certification Network Support 2002

Dove Star Institute

- Massage Therapy Certification 1996
- Reiki Master Teacher 1995

McDonald's Corporation Hamburger University 5/1992

Advanced Operations Management

Accolades and Accomplishments

Lake Sunapee Visiting Nurse and Hospice Imagine the Possibilities Award 3/16

Concord Hospital Star Award 1/08

McDonald's Corporation Advanced Operations Archie Award 5/92

MEMBERSHIPS AND CREDENTIALS

Member American Cannabis Nurses Association Since 2014

NH Hospice and Palliative Care Association Since 2011

National Hospice and Palliative Care Association Since 2011

NH Registered Nurse License # 061613-12

NH Therapeutic Cannabis Registry Dedicated Care Giver # 2C3N5RBP97

CHERIE LEAVITT

EXPERIENCE

MAY 2016-PRESENT

HOMEMAKER COORDINATOR, LAKE SUNAPEE VNA & HOSPICE

Collaborates with the Community Health Service Director with the organization of the orientation process of new Homemaker staff members. Collaborates with the CHS Director to promote maximum utilization of personnel with scheduling. Communicates concerns and other important information to the CHS Director. Completes Title XX and ItlB Homemaker determinations and redeterminations in conjunction with the CHS Director as required. Works in collaboration with the CHS Director to ensure proper documentation

JUNE 1992 - MAY 2016

LNA/SCHEDULER, CONNECTICUT VALLEY HOME CARE

Works independently and creatively and problem solves to create a comprehensive and workable staff schedule per discipline. Demonstrates critical thinking skills when managing all visit types and discipline specific requirements. Assists in keeping schedule updated in Netsmart. Maintain record of staff availability. Collaborates with field staff for patient scheduling needs. Assigns patients to available staff with regard to continuity of care, clinical competence, and geographic location.

EDUCATION

1992

LNA- RIVER VALLEY COMMUNITY COLLEGE

CONTRACTOR NAME

Key Personnel

Name	Job Title	Salary	% Paid from	Amount Paid from
Name		Sulary	this Contract	this Contract
Michelle Brown	Community Health Services Director	\$88,296	10%	\$8,830
Scott Ross, RN	Para Prof Clinical Supervisor	\$75,733	30%	\$22,720
Cherie Leavitt	Para Prof Scheduler / Homemaker Coordinator	\$45,826	60%	\$27,496
·				





Lori A. Shibinette Commissioner

Deborah D. Scheetz Director

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

105 PLÉASANT 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 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) .A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Waypoint (fke Child & Family Services)	177166	Manch e ster	\$4,869,430.28	\$ 2,801,630.48	\$7,671,060.76	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

'His Excellency, Governor Christopher T. Sununu and the Honorable Council ... Page 2 of 4

					•	
Cornerstone VNA	230881	Rochester	\$ 456,012.37	\$262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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 (#18) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Franklin VNA & Hospice	154177	Franklin	\$240,034.08 _.	\$138,103.68	\$378,137.76	O:
The Homemaker Health Services (contract essigned to Eester Seels New Hampshire - Effective 9/1/18)	154177	Rochester	\$2,182,221.52	\$0 °	\$ 2,182,221.52	O: 12/21/18 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#38)
Lakes Region Community Services	177251	Laconia	\$2,593,095.40	\$1 ,388,803.12 [.]	\$3,981,898.52	O: 3/08/17 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,616.55	\$1,835,140.58	\$5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$ 0	\$806,144.36	O: 2/15/17 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

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

Loh A. Shibinette Commissioner

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	Cür	rent Modified Budget	(Increased Decreased) Amount	Rev	fsed 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			S	52,738.64
2020	540-500382	SS Contracts	multiple	S	141,774.58		1	S	141,774.58
2021	540-500382	SS Contracts	multiple	S	•	5	141,774.58	5	141,774.58
2022	540-500382	SS Contracts	multiple	S	-	\$	141,774.58	S	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

- 3	Fiscal Year 2017 2018 2019 2020	40307 2021042, 0030 021121042							
	-	Class/Object	Closs 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	muttiple	\$ 369,171.82		\$ 369,171.82		
Į	2020	543-500385	Adult In Home Care	multiple	\$ 689,019.46	\$ -	\$ 689,019.46		
	2021	543-500385	Adult In Home Care	multiple	S .	\$ 689,019.46	\$ 689,019.48		
	2022	543-500385	, Adult In Home Care	multiple	\$ -	5 689,019.46	\$ 689,019.46		
Į			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,

Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget	ncreased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	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	 T I	Ş	68,649.44
2020	540-500382	SS Contracts	multiple	\$	68,649.44	\$ -	S	68,649.44
2021	540-500382	SS Contracts	multiple	S	-	\$ 68,649.44	S	.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
	1							

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

	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	muttiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26				
2021	543-500385	Adult In Home Care	multiple	S -	\$ 1,525,810.26	\$ 1,525,810.26				
2022	543-500385	Adult In Home Care	mutiple	\$ ·	\$ 1,525,810.26	\$ 1,525,810.26				
		Subtota		\$ 5,303,939.66	\$ 3,051,620.52	\$ 8,355,560.18				
	,	Grand Tota		\$ 5,542,574.94	\$ 3,188,919.40	\$ 8,731,494.34				

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 Tillo	Job Number	Cur	rent Modifiad Budget		ncreased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	muttiple	S	76,415.88			\$	76,415.88
2018	540-500382	SS Contracts	multiple	\$	160,497.72			S	160,497.72
2019	540-500382	SS Contracts	multiple	\$	160,497,72			\$	160,497,72
2020	540-500382	SS Contracts	mutiple	\$	160,497.72	S	-	\$	160,497,72
2021	540-500382	SS Contracts	multiple	\$		\$	160,497,72	\$	160,497.72
2022	540-500382	SS Contracts	mutiple	\$	-	s	160,497.72	5	160,497.72
		Subtota	d l	S	557,909.04	<u> </u>	320,995.44	- <u>;</u> -	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	mutiple	\$ 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
	I	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		ent Modified Budget	(Di	rcreased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	1,500.00			S	1,500.00
2018	540-500382	SS Contracts	multiple	\$	3,138.07			S	3,138.07
2019	540-500382	SS Contracts	mutiple	5	3,138.07			S	3,138.07
2020	540-500382	SS Contracts	multiple	S	3,138.07	\$	-	S	3,138.07
2021	540-500382	SS Contracts	_ multiple	\$		Ş	3,138.07	\$	3,138.07
2022	540-500382	SS Contracts	multiple	S	-	S	3,138.07	\$	3,138.07
		Subtotal		\$	10,914.21	S	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	۵r	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	60,967.12			\$	60,967.12
2018	543-500385	Adult In Home Care	mutiple	5	128,043.58			S	128,043.68
2019	543-500385	Adult In Home Care	multiple	\$	128,043.88			S	128,043.68
2020	543-500385	Adult In Home Care	multiple	5	128,043.88	S	-	ş.	128,043.68
2021	543-500385	Adult In Home Care	multiple	S		S	128,043.68	\$	128,043.68
2022	543-500385	Adult In Home Care	multiple	\$	٠	Ş	128,043.68	\$	128,043.68
		' Subtotal		\$	445,098.16	\$	256,087.36	\$	701,185.52
		Grand Total		5	456,012.37	Ş	262,363.50	\$	718,375.87

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		ent Modified Budget		ncreased Secreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple					S	
2018	540-500382	SS Contracts	multiple		-			S	
2019	540-500382	SS Contracts	multiple		-			\$	
2020	540-500382	SS Contracts	mutiple	S	69,262.28	S		Ş	69,262.28
2021	540-500382	SS Contracts	multiple	5	-	\$	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 Tale	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	L.		\$.
2018	543-500385	Adult In Home Care	multiple			S .
2019	543-500385	Adult in Home Care	multiple			\$ -
2020	543-500385	Adult In Home Care	multiple	\$ 812,033.14	S -	\$ 812,033.14
2021	543-500385	Adult In Home Care	mutiple	S -	\$ 812,033.14	\$ 812,033.14
2022	543-500385	Adult In Home Care	multiple	Š .	\$ 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		ent Modified Budget	(0	ncreased lecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	mutiple	\$	3,228.46			\$	3,228.46
2018	540-500382	SS Contracts	mutiple	S	6,780.44			S	6,780.44
2019	540-500382	SS Contracts	multiple	S	6,780.44			s	6,780.44
2020	540-500382	SS Contracts	multiple	\$	6,780.44	\$	-	\$	6,780.44
2021	540-500382	SS Contracts	multiple	S		\$	6,780.44	.S	6,780.44
2022	540-500382	SS Contracts	multiple	\$	-	\$	6,780.44	S	6,780.44
		Subtotal		\$	23,569.78	<u> </u>	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

			43/6FEU	CHAL, 33%	<u>yer</u>	ERAL				
	Fiscal Year	Class/Object	Class Thie	Job Number	Cur	rent Modified Budget		Increased Decreased) Amount	Rev	rised Modified Budget
ı	2017	543-500385	Adult In Home Care	multiple	S	29,650.10	Œ		\$	29,650.10
-	2018	543-500385	Adult In Home Care	muttiple	\$	62,271.40		·	S	62,271.40
	2019	543-500385	Adult In Home Care	mutiple	S	62,271,40			s	62,271.40
	2020	543-500385	Adult In Home Care	mutiple	S	62,271.40	5	-	S	62,271.40
	2021	543-500385	Adult In Home Care	mutiple	\$		\$	62,271.40	S	62,271.40
	. 2022	543-500385	Adult In Home Care	multiple	\$	-	\$	62,271.40	S	62,271.40
			Subtotal		\$	216,464.30	\$	124,542.80	\$	341,007.10
1		1	Grand Total		\$	240,034.08	\$	138,103.68	\$	378,137.76

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, ADMN ON AGING SVCS GRANTS, 40% FEDERAL, 60% GENERAL

2018 540	0-500382 0-500382	SS Contracts	multiple	a/Object Class Title Job Number Current Modified Budget 500382 SS Contracts multiple \$ 32,981.88			_	
	0-500382	000		-	32,981.68		\$	32,981.88
2212		SS Contracts	multiple	\$	69,262.28		s	69,262.28
2019 540	0-500382	SS Contracts	multiple	\$	69,262,28	· · · ·	Š	69,262,28
2020 540	0-500382	SS Contracts	multiple	-\$	-	\$.	S	
2021 540	0-500382	SS Contracts	multiple	Ş			5	
2022 540	0-500382	SS Contracts	mutiple	\$			S	
		Subtotal		\$	171,506.44	\$.	5	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,

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	S .	S	· \$.
2021	543-500385	Adult In Home Care	mutiple	\$ -		S .
2022	543-500385	Adult in Home Care	multiple	\$ -		Š .
		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	Curi	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	64,681.77			\$	64,681,77
2018	540-500382	SS Contracts	multiple '	\$	89,061.18			S	89,061,18
2019	540-500382	SS Contracts	multiple	\$	89,061.18			S	89,061.18
2020	540-500382	SS Contracts	multiple	S	89,061.18	S		s	89,061,18
2021	540-500382	SS Contracts	multiple	\$		s	89.061.18	Š	89,061,18
2022	540-500382	SS Contracts	multiple	S		\$	89,061,18	S	89,061,18
		Subtotal		\$	331,865.31	\$	178,122.36	\$	509,987.67
	I. 1	• 1	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			alss/Udiocul Uassilia Liob Numberi		rent Modified Budget	(C	ncreased lecreased) Amount	Re	vised 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			S	605,340,38	
2019	543-500385	Adult In Home Care	multiple	5	605,340,38			S	605,340,38	
2020	543-500385	Adult In Home Care	multiple	\$	605,340.38	S		Š	605.340.38	
2021	543-500385	Adult In Home Care	multiple	S		\$	605,340,38	Š	605,340,38	
2022	543-500385	Adult In Home Care	multiple	S		5	605,340,38	s	605,340,38	
		Subtotal		\$ 2	2,261,230.09	\$ 1	,210,680.76	Š	3,471,910.85	
		Grand Total	_	\$ 2	2,593,095.40		,388,803.12		3,981,898.52	

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,
ANY FEDERAL FOR CENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	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			S	73,565.15
2020	540-500382	SS Contracts	multiple	\$	73,565.15	\$		S	73,565.15
2021	540-500382	SS Contracts	mutiple	S		\$	73,585.15	5	73,565.15
2022	540-500382	SS Contracts	mutiple	\$		5	73,565.15	\$	73,565.15
		Subtota		\$	273,227.95	\$	147,130.30	\$.	420,358.25
	<u> </u>		1				•		

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	Curi	ent Modified Budgel		Increased Decreased) Amouni	Re	vised 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			5	246,470.00
2019	543-500385	Adult In Home Care	multiple	5	246,470.00			\$	246,470.00
2020	543-500385	Adult in Home Care	mutiple	\$	246,470.00	·S	-	S	246,470.00
2021	543-500385	Adult In Home Care	mutiple	S		\$	246,470.00	_\$	246,470.00
2022	543-500385	Adult In Home Care	multiple	. 5	-	\$	246,470.00	5	246,470.00
		Subtotal		\$	915,442.50	\$	492,940.00	\$	1,408,382.50
		Grand Total		\$ '	,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		ent Modified Budget	(0	ncreased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	9,127.68			S	9,127.68
2018	540-500382	SS Contracts	_mutiple	\$	19,154.20			S	19,154.20
2019	540-500382	SS Contracts	mutiple	5	19,154.20			S	19,154.20
2020	540-500382	SS Contracts	multiple	\$	9,577.10	\$	-	\$	9,577,10
2021	540-500382	SS Contracts	multiple	5		Ş	9,577.10	S	9,577.10
2022	540-500382	SS Contracts	multiple	\$	-	S	9,577.10	\$	9,577.10
_	•	Subtotal		\$	57,013.18	\$	19,154.20	\$	76,167.38
				ļ					

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	Cun	rent Modified Budget		ncreased Decreased) Amount	Ravi	vised Modified Budget	
2017	543-500385	Adult In Home Care	multiple	\$	70,221.40			Ş	70,221.40	
2018	543-500385	Adult In Home Care	multiple	\$	147,479.60			S	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	\$	-	S	73,739.80	
2021	543-500385	Adult In Home Care	multiple	\$		5	73,739.80	\$	73,739.80	
2022	543-500385	Adult In Home Care	multiple	5	, .	\$	73,739.80	S	73,739.80	
		Subtotal		\$	438,920.40	\$	147,479.60	\$	586,400.00	
		Grand Total		\$	495,933.58	\$	166,633.80	\$	662,567.38	

North Country Home Health & Hospice Agency, Inc.

105-95-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,

Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget	Increased (Decreased) . Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	37,828.44		5	37,828.44
2018	540-500382	SS Contracts	multiple	\$	79,458.84		S	79,458.84
2019	540-500382	SS Contracts	multiple	\$	79,458.84		S	79,458.84
2020	540-500382	SS Contracts	multiple	\$	-	S	\$	
2021	540-500382	SS Contracts	multiple	\$		S -	5	
2022	540-500382	SS Contracts	multiple	S	-	S	S	•
		, Sublotal		\$	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	Job Number Current Modified (Decreas		Increased (Decreased) Amount	Revi	ised Modified Budget
2017	543-500385	Adult In Home Care-	multiple	\$	117,182.56		5	-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	S	246,107.84		\$	246,107.84
2020	543-500385	Adult In Home Care	multiple	S		\$	- s	
2021	543-500385	Adult In Home Care	multiple	S	-	\$	· \$	-
2022	543-500385	Adult In Home Care	muliple	\$		\$	· s	
		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	Budget		Budget			Increased (Decreased) Amount		ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	36,236.20			S	36,236.20		
2018	540-500382	SS Contracts	multiple	\$	76,122.80			5	76,122.80		
2019	540-500382	SS Contracts	multiple	S	76,122,80			\$	78,122.80		
2020	540-500382	SS Contracts	multiple	S	76,122.80	\$		S	78,122.80		
. 2021	540-500382	SS Contracts	multiple	\$		S	76,122.80	\$	76,122.80		
2022	540-500382	SS Contracts	multiple	S		\$	78,122.80	. 5	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,

Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget		Increased Decreased) Amount	Re	rvised Modified Budget
2017	543-500385	Adult In Home Care	multiple	5	90,325.03			\$	90,325.03
2018	543-500385	Adult In Home Care	multiple	S	189,701.42			\$	189,701.42
2019	543-500385	Adult In Home Care	mutiple	5	189,701.42			\$	189,701.42
2020	543-500385	Adult In Home Care	multiple	\$	189.701.42	S	-	\$	189,701.42
2021	543-500385	Adult In Home Care	multiple	S	•	\$	189,701.42	S	- 189,701.42
2022	543-500385	Adult In Home Care	multiple	S		\$	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

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,

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(D	ncreased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	7,213.94			S	7,213.94
2018	540-500382	SS Contracts	multiple	\$	15,127.93			s	15,127.93
2019	540-500382	SS Contracts	multiple	S	15,127,93			s	15,127,93
2020	540-500382	SS Contracts	multiple	S	15,127,93	\$		Š	15,127,93
2021	540-500382	SS Contracts	multiple	5		s ·	15,127,93	s	15,127,93
2022	540-500382	SS Contracts	multiple	s	\ -	Ś	15,127,93	<u> </u>	15,127,93
	, "	Subtotat		5	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	Cur	rent Modified Budget	Increased (Decreased) Amount	Re	evised 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		s	902,442.36
2019	543-500385	Adult In Home Care	multiple	\$	902,442.36	•	s	902,442,36
2020	543-500385	Adult In Home Care	multiple :	\$	902,442.36	s -	s	902,442,36
2021	543-500385	Adult In Home Care	multiple	\$	i i	\$ 902,442,36	Š	902,442,38
2022	543-500385	Adult In Home Care	multiple	\$	-	\$ 902,442,36	S	902,442,36
]	Subtotal		\$:	3,137,018.82	\$ 1,804,884.72	\$	4,941,903.54
]	Grand Total		\$:	3,189,616.55		_	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	Cu	rrent Modified Budget	(Doc	Increased reased) Amount	Re	vised Modified Budget
2017	540-500382	SS Contracts	multiple	S	379,541.17	\$		S	379,541,17
2018	540-500382	SS Contracts	multiple	5	713,556,69	S		S	713,556.69
2019	540-500382	SS Contracts	multiple	S	713,556.69	\$,2	713,556.89
2020	540-500382	SS Contracts	multiple	S	713,556.69	S	•	\$	713,556.69
2021	540-500382	SS Contracts	multiple	\$		\$	713,556,69	\$	713,558.69
2022	540-500382	SS Contracts	multiple	S		\$	713,556.69	.s	713,558,69
		Subtotat		\$	2,520,211;24	S	1,427,113.38	S	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	Ravised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 3,298,789.18	s .	\$ 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	muttiple	\$ 6,475,189,42	S -	\$ 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	
2022	543-500385	Adult In Home Care	multiple	\$ -	\$ 6,475,189,42	
		Sublotal		\$ 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



State of New Hampshire Department of Health and Human Services Amendment #3 to the In-Home Care, In-Home Health Alde 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 Lake Sunapee Community Health Services (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 107 Newport Road, New London, NH 03257.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on March 8, 2017 (Item #8), 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:

- Form P-37 General Provisions, Block 1.7, Completion Date, to read: June 30, 2022
- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$1,828,740.75.
- 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:
 - 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. Involces 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.

Contractor Initials



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,

(0-2-2000)

Date

State of New Hampshire Department of Health and Human Services

Name: Deborah D: Scheetz

Title: Director

Leke Sunapee Community Health Services

Name: James Culhano

Tille:

Lake Sunapee Community Health Services

RFA-2017-BEAS-01-INHOM-08-A03

Exhibit A Amendment #3

Page 2 of 3

Contractor Initials

Date ____



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		Catherine Pinos
Date	Name: Title:	Catherine Pinos, Attorney
I hereby certify that the foreg the State of New Hampshire	oing Amendment was a at the Meeting on:	pproved by the Governor and Executive Council o (date of meeting)
	OFFICE	OF THE SECRETARY OF STATE
Date	Name:	•
•	Title:	· · ·

Lake Sunapee Community Health Services

Exhibit A Amendment #3

Contractor Initials Date



Exhibt A Amendment #3

Scope of Services

1. Provisions Applicable to All Services

- 1.1. The Contractor shall provide services for Sullivan County which must include, but is not limited to, the cities and towns of Claremont, Croydon, Goshen, Grantham, Lempster, Newport, Springfield, Sunapee, Unity, and Washington.
- 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 - In Home Care Services

- 2.1. The Contractor shall provide In Home Care Services through the Title III and 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.

Lake Sunapee Community Health Services Exhibit A Amendment #3

Page 1 of 10

Contractor Initials __

Date _____



Exhibt 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) 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
- 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 2.1, 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 2.1, 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

Lake Sunapee Community Health Services

Exhibit A Amendment #3

Contractor Initials _

RFA-2017-BEAS-01-INHOM-06-A03

Page 2 of 10

Date 1000



Exhibt A Amendment #3

Health Aide Level of Care Services, and In Home Nursing Level of Care Services.

2.3.3. Client Eligibility Requirements for Services

- 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 1.3, 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 1.3, 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 1.3, 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 1.3, 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.

Lake Sunapee Community Health Services

Exhibit A Amendment #3

Contractor Initiats

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



Exhibt A Amendment #3

The Contractor shall provide the Department, within 30 days of 2.3.4.4. the contract effective date, its protocols and practices to ensure that individuals who exhibit problematic behavior due 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 personcentered 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 2.3.7 Adult Protection Services.

Lake Sunapee Community Health Services

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-06-A03

Page 4 of 10

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



Exhibt A Amendment #3

- 2.3.6.1:2. May suggest an amount for donations in accordance with New Hampshire Administrative Rule He-E 502.12.
- 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.
- The Contractor shall comply with the fee requirements for Title 2.3.6.2. XX Services. The Contractor:
 - 2.3.6.2.1. May charge fees to individuals, (except as stated in Section 2.3.7 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

- The Contractor shall report suspected abuse, neglect, self-2.3.7.1. neglect, and/or exploitation of incapacitated adults as required by NH RSA 161-F: 46 of the Adult Protection law.
- The Contractor shall accept referrals of clients from the 2.3.7.2. Department's Adult Protection Program and provide them with services described in this Agreement.
- The Contractor shall inform the referring Adult Protection 2.3.7.3: Service staff of any changes in the client's situation or other concerns.
- The Contractor shall ensure that the payment received from 2.3.7.4. 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

Contractor Initials

Lake Sunapee Community Health Services Exhibit A Amendment #3

RFA-2017-BEAS-01-INHOM-06-A03

Page 5 of 10

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



Exhibt A Amendment #3

making any attempt to secure additional reimbursement of any type, from said individual for those services.

- 2.3.8. Referring Clients to Other Services
 - 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.
 - 12.3.9.3.4. 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 2.3.9.4, 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. Déclining mental or physical health of the caregiver.

Lake Sunapee Community Health Services Exhibit A Amendment #3

Contractor Initials _

Date <u>1730/30</u>

RFA-2017-BEAS-01-INHOM-08-A03

Page 6 of 10 1

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



Exhibt A Amendment #3

- 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.
- 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

Exhibit A Amendment #3 Contractor Initials

Date

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



Exhibt A Amendment #3

- 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:
 - 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
 - 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.

Exhibit A Amendment #3 Contra

RFA-2017-BEAS-01-INHOM-06-A03

Lake Sunapee Community Health Services

Page 8 of 10

Date 100/00

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



Exhibt A Amendment #3

- 2.8.2. A description of how additional staff resources swill 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.
- 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 2.3.6.2...
 - 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.

Lake Sunapee Community Health Services Exhibit A Amendment #3

RFA-2017-BEAS-01-INHOM-06-A03

Page 9 of 10

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



Exhibt A Amendment #3

- 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:
 - 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.

Contractor Initials Date 12040

Exhibit B-1 Rate Sheet, Amendment #3

Adult In-Home Care - Lake Sunapee Community Health Services

01/01/2017 through 06/30/2017 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	18,375	\$9.58	\$ 176,032.50					
Title IIIB In Home Services.	1/2 Hour	3,375	\$9.58	\$ 32,332.50					
Title IIIB Home Health Aide	1/2 Hour	1,616	\$12.50	\$ 20,200.00					
Title IIIS Nursing	1/2 Hour	. 0	\$24,50	S -					

	07/01/2017 through 0	6/30/2018 Service	Units	 -
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Service	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	24,500	\$10.06	\$ 246,470.00
Title IIIB In Home Services	1/2 Hour	4,500	\$10.08	\$ 45,270.00
Title IIIB Home Health Alde	1/2 Hour	2,155	\$13,13	\$ 28,295.15
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -

	07/01/2018 through 0	6/30/2019 Service I	Jnits		
In Home Services	Unit Type	Total # of Units of Service enticipated to be delivered.	Rate per Service	. Total Amount of Monthly Funding being Requested for each · Service	
Title XX In Home Services	1/2 Hour	24,500	\$10.06	\$ 246,470.00	
Title IIIB in Home Services	1/2 Hour	4,500	\$10.06	\$ 45,270.00	
Tibe IIIB Home Health Aide	1/2 Hour	2,155	\$13.13	\$ 28,295.15	
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -	

	07/01/2019 through 0	6/30/2020 Service	Units	` '	
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Servico	Total Amount of Monthly Funding being Requested for each Service	
Title XX In Home Services	1/2 Hour	20,539	\$12.00	S 248,470.00	
Title IIIB In Home Services	1/2 Hour	3,773	\$12.00	\$ 45,270.00	
Title IIIB Home Health Aide	1/2 Hour	1,768	\$16.00		
Title IIIB Nursing	1/2 Hour	Ö	\$25.73	5 -	

07/01/2020 through 06/30/2021 Service Units									
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rato per Servico	Total Amount of Monthly Funding being Requested for each Service					
Title XX in Home Services	1/2 Hour	20,539	\$12.00	\$ 246,470.00					
Title IIIB in Home Services	1/2 Hour	3,773	\$12.00	\$ 45,270.00					
Title IIIB Home Health Aide	1/2 Hour	1,768	\$16.00	\$ 28,295.15					
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	20,539	\$12.00	\$ 246,470.00					
Title tilB in Home Services	1/2 Hour	3,773	\$12.00	\$ 45,270.00					
Title IIIB Home Health Aide	1/2 Hour	1,768	\$18.00						
Title III8 Nursing	1/2 Hour	0	\$25.73	\$					

Contractor initials: Date 2/0/90



Jeffrey A. Meyers

Debarah D. Scheetz 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
pee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

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

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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

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.

His Excellency, Governor Christopher \tilde{T}_{ℓ} Sununu , and the Honorable Council Page 4 of 4

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. Neyers Commissioner

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
	•	Subtotal		\$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		\$389,171.82
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
		Sublotal		\$914,127.06	\$689,019.46	\$1,603,146.52
		Total		\$1,044,711.60	\$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

	TANTE DE TOTAL CONTROLLE .									
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budgel				
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	mutiple	\$ 68,649.44		\$68,649,44				
2020	540-500382	SS Contracts	mutiple		\$ 68,649.44	\$68,649.44				
		Subtolal		\$169,985.84	\$68,649.44	\$238,635.28				

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	mutiple	\$ 1,525,810.26		\$1,525,810.26
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.26
2020	543-500385	Adult In Home Care	mutiple		\$ 1,525,810.26	\$1,525,810.26
		Subtotal		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66
	Ŀ	Total		\$3,948,115.24	\$1,594,459.70	\$5,542,674.94

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
		Subtolal		\$ 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 Talo	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
		Subtotal		\$3,071,203.72	\$1,240,317.52	\$4,311,521.24
		Total		\$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 Trilo	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
1_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	muttiple	\$3,138.07		、\$3,138.07
2020	540-500382	SS Contracts	mutiple		\$ 3,138.07	\$3,138.07
		Sublotel		\$7,776.14	\$3,138.07	\$10,914.21

Fiscal Your	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	<u> </u>	\$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
		Sublotal		\$317,054.48	\$128,043.68	\$445,098.16
		· Total		\$324,830.62	\$131,181.75	\$456,012.37

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	\$3,228.48	_	\$3,228.46
2018	540-500382	SS Contracts	multiple	\$6,780.44		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$8,780.44
	 	Subtotal		\$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	mutiple	\$29,650.10		\$29,650.10
2018	543-500385	Adult In Home Care	mutiple	\$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
	1	Sublotel		\$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	Cerrent Modified Budget	Increased (Docreased) 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
		Subtotal		\$171,506.44	\$0.00	\$171,506.44

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
		Subtotal		\$2,010,715.08	\$0.00	\$2,010,715.08
		Total		\$2,182,221.52	\$0.00	\$2,182,221.52

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, 6	0% 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	muttiple		_	\$0.00
2020	540-500382	SS Contracts	multiple	\$0.00	\$ 69,262.28	\$89,262.28
		Subtotal		\$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

Fiscel Year	Class/Object	Class Title	Job Number	Current Modified : Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple		<i>(</i> ·	\$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
		Subtotal		\$0.00	\$812,033.14	\$ 812,033.14
		, Total		\$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 Titlo	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
		Subtotal		\$242,804.13	\$89,061.18	\$331,865.31

Fiscal Year	Class/Object	Class Titlo	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
		Subtotal		\$1,655,889.71	\$605,340.38	\$2,261,230.09
		Total		\$1,898,693.84	\$694,401.56	\$2,593,095.40

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	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
		Sublotal		\$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: 65% 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	mutiple	\$176,032.50		\$176,032.50
2018	543-500385	Adult In Home Care	mutiple	\$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	mutiple		\$ 246,470.00	\$246,470.00
	1	Subtotal		\$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	Ctass/Object	Class Talo	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	muttiple	\$19,154.20		\$19,154.20
2020	540-500382	SS Contracts	mutiple	\$0.00	\$ 9,577.10	. \$9,577.10
		Subtotal		\$47,436.08	\$9,577.10	\$57,013.18

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
		Subtotal		\$365,180.60	\$73,739.80	\$438,920.40
		. Total		\$412,616.68	\$83,316.90	\$495,933.58

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

Fiscel Year	Class/Object	Class Title	Job Mumber	Current Modified Budget	, Increased (Decreased). Amount	Revised Modified Budget
2017	540-500382	SS Comracts	multiple	\$37,828.44		\$37,828.44
2018	540-500382	SS Contracts	multiple	\$79,458.84	- <u>-</u>	\$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
		Subtolat		\$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: 65% GENERAL

Fiscal Yoar	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
		. Subtotal		\$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 Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$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		·\$78,122.80
2020	540-500382	SS Contracts	multiple		\$76,122.80	\$76,122.80
		Subtotal	·	\$188,481.80	\$76,122.80	\$264,604.60

Fiscal Year	Class/Object	Class Title	Ĵob Number	Current Modified Budget	 Increased (Docreased) 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
		Sublotal		\$469,727.87	\$189,701.42	
		Total		\$658,209.67	\$265,824.22	. \$924,033.89

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 Sudget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Confracts	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
		Subtotal		\$37,469.80	\$15,127.93	\$52,597.73

		43/81606				
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Occreased) 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	\$902,442.38		\$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	\$902,442.38
	1	Subtotal		\$2,234,576.46	\$902,442.35	\$3,137,018.82
	†	Total		\$2,272,046.26	\$917,570.29	\$3,189,616.55
	<i>r</i> .	G	irend Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,568.68





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 03301-3857 603-271-9548 1-800-852-3345 Ext. 8648 Fax: 803-271-4912 TDD Access: 1-800-738-2964 www.dbbs.nh.gov

January 11, 2017

Commissioner
Christiae L. Santaniello
Director

Jeffrey A. Meyers

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 BI HCS	177274	Keene, NH	\$2,272,046.26
		TOTAL:	\$18,055,822.57

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

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 Page 3 of 3

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

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	Cur	reni Modified Budget		Increased Decreased) Amount	Revised Modified Budgel
2017	540-500382	SS Contracts	muliple	5	25,107,46		\$0.00	\$25,107.46
2018	540-500382	SS Contracts	multiple	S	50,214,92	5	2,523,72	
2019	540-500382	SS Contracts	multiple	\$	12,558.52	S	40,180.12	
•		Sublotal			\$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,

		43% PEUE	KAL; 05% G	ENERAL		•
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	S 17,614,56	
2019	543-500385	Payments to Providers	multiple	S 87,886.92	\$ 281,284,90	
		Subtotal		\$615,227.60	\$298,899,46	. \$914,127,06
		Total		\$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

			CTINC, TO IT		****			
Fiscal Year	Class/Object	Class Title	Job Number	ſ	ent Modified Budget		Increased Decreased) . Amount '	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	S	32,686,96		\$0.00	\$32,686,96
2018	540-500382	SS Contracts.	multiple	S	65,373,92	5	3,275,52	
2019	540-500382	SS Contracts	multiple	\$	16,343,48		52,305,96	
		Subtotal			114,404.36	Ť	\$55,581.48	\$169,985.84

		,	- 43/61/2/00	MAC, 33 /6 C	SENERAL		
	Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	(Decreased) Amount	Revised Modified Budget
	2017	543-500385	Adult In Home Care	multiple	\$ 726,508,88	\$0.00	\$726,508.88
٦ (2018	543-500385	Payments to Providers	multiple	\$ 1,453,008,18		
ĺ	2019	543-500385	Payments to Providers	multiple	5 363,254.44		- 1
1		· ·	Sublolal		\$2,542,771.50	\$1,235,357.90	\$3,778,129,40
l		<u>L</u>	Total		\$2,657,175.86	\$1,290,939.38	

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,

Fiscal Year	Class/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracis	multiple	\$76;415.88	\$0,00	670 440.44
2018	540-500382	SS Contracts				<u> </u>
2019	540-500382		muliple	S152,831.76	\$7,665.96	\$160,497,72
ZVIB	340-300382	SS Contracts	multiple 1	538,232.44	\$122,285,28	\$160,497.72
 -		Sublotal		\$267,480.08	\$129,931,24	

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,

Fiscal Year	Ctass/Object	Class Title.	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	S 590,568.68	\$0.00	\$590,568.68
2018	543-500385	Adult In Home Care	multiple .	5 1,181,137,36		300,000
2019	543-500385	Adult In Home Care	multiple	\$ 295,293,92		
		Subtotal	· · · · · · · · · · · · · · · · · · ·	\$2,066,999.96	\$1,004,203.76	
	<u> </u>	Total		\$2,334,480.04		

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	
2019	540-500382	SS Contracts				50,700,01
			multiple	\$750.00	 \$2,388.07	\$3,138,07
	<u> </u>	Sublotal	L	\$ 5,237.50	\$2,538.64	

		40/81 EDE	TAL: 33% (BENERAL	1	
Fideal 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	#00.057.40
2018	543-500385	Adult In Home Care				303,001.12
2019	543-500385		muhiple	\$121,934.24	56,109.44	S128,043.68
2019	343-300365	Adult In Home Care	mutiple	\$30,483.56	\$97,560,12	
<u> </u>	 	Subtotal		\$213,384.92	\$103,669,56	
L	<u> </u>	Total		\$218,622.42	\$105,208.20	

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 Mumber	Current Modifies 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:	\$5,456.92	\$323.52	00,000,00
2019	540-500382	SS Contracts	mutiple	\$1,619,02	\$5,161.42	
•	<u> </u>	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% FEU	HAL; 55% (SENERAL		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	529,650,10	\$0.00	\$29,650.10
2018	543-500385	Adult In Home Care	mutiple	\$59,300.20	\$2,971,20	
2019	543-500385	Adult In Home Care	mutiple	514,829.84	\$47,441.56	
<u></u>	L]	Subtotal		\$103,780.14	\$50,412.76	\$154,192,90
<u></u>	<u> </u>	Total		\$115,084.54	\$55,897.70	

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	СвёхОфесі	Class Title	Jab 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	muliple	\$65,954,18	\$3,308,10						
2019	540-500382	SS Contracts	multiple	\$16,498.40	\$52,763.88						
	<u> </u>	- Subtotal		\$115,434.45	\$55,071.98	\$171,506.44					

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	- \$385,648,80	\$0.00	\$386,648,80
2018 -	543-500385	Adult In Home Care	multiple	\$773,288.02	\$38,745.12	
2019	543-500385	Adult In Home Care	multiple	\$193,324.40	5618,708,74	
		Subtolat		\$1,353,261.22	\$657,453,86	\$2,010,715.08
		Total	· .	. \$1,468,695.68	\$713,525.84	

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/Objec:	Class-Ti;le	Job Number	Current Modified Budget	(Decreased) Amount	Revised Modified Budgel		
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	589,061,18		
		Subtotal		\$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

Increased Fiscal Current Modified Revised Modified Class/Object Class Title Jab Number (Decreased) Year Budget Budget Amount 2017 543-500385 Adult In Home Care \$445,208.95 \$445,208.95 \$0.00 multiple 2018 543-500385 Adult In Home Care 5576,447.78 \$28.892.62 \$605,340.38 mutiple 2019 543-500385 Adult In Home Care \$144,114,34 multiple \$461,226.04 \$605,340.38 Subjoial \$1,165,771.05 \$490,118.66 \$1,655,889,71 Total \$1,336,468.00 \$562,225.84

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
		Subtotal		\$140,095.00	\$59,567.80	\$199,662.80

	45% FEDERAL, 55% GENERAL							
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified		
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		
		Subtotal		\$459,420.00	- \$199,552.50	\$668,972.50		
		Tobl		\$609,515.00	\$259,120.30	\$868,635.30		

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, 50% GENERAL							
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	(ncressed (Decressed) Amount	Revised Modified Budgal		
2017	540-500382	SS Contracts	alcitum	\$9,127,68	\$0.00	\$9,127,68		
2018	540-500382	SS Contracts	muticle	\$18,235.20	\$918.00	\$19,154,20		
2019	540-500382	SS Contracts	muticle	\$4,563.84	\$14,590.36			
	•	Subtotal		\$31,927.72	\$15.508.36			

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	muhiple	\$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
		Sublotal		\$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, 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	\$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		
		Subtotal		\$132,399.54	\$64,346.58	\$196,746.12		

Fiscal Year	Class/Object	Class Title	Job Number	Current Medified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$117,182.56	\$0.00	\$117,182.56
2018	543-500385	Adult In Home Care	mutiple	\$234,365.12	\$11,742.72	\$246,107,84
2019	543-500385	Adult In Home Care	mutiple	\$58,591.28	\$187,516.56	5248,107,84
		Subtotal		\$410,138,96	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$805,144.36

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% FEU	ERAL, OVA L	SEMERAL		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$36,236,20	\$0.00	538,236,20
2018	540-500382	SS Contracts	multiple	572,472,40	\$3,650.40	\$76,122.80
2019	540-500382	SS Contracts	multiple	S18,118,10	\$58,004.70	578,122.80
Ĺ		Sublotal		. \$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: ELOERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL: 55% GENERAL

Fiscal Year	[[JASS/[]] [Class Title					
2017	543-500385	Adult In Home Care	muttiple	\$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	
		Subtotal		\$316,135.21	\$153,592.66	
		' Total		\$442,961.91	\$215,247.76	

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 Tale	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget		
2017	540-500382	SS Contracts	mutiple	\$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		
		Subtotal		\$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 Tale	Job Number	Current Modified Budget	Increased (Decreased) Amount	Rovised 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	
2019	543-500385	Adult In Home Care	multiple	\$214,850.66	\$687,591.70	\$902,442.36
	·	Subtolat		\$1,503,925.88	\$730,650.58	\$2,234,576.46
		-Total		\$1,529,147.80	\$742,898.46	\$2,272,046.26

Grand Total: \$18,055,822.57





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: 1-800-736-2964 www.dhhs.ob.gov

February 6, 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, Office of Human Services, Bureau of Elderly and Adult Services, to enter into retroactive agreements 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 \$1,945,983 effective October 1, 2016 through September 30, 2018. 43% Federal Funds. 57% General Funds.

Vendor	Vendor Code	Address	Amount
Lakes Region Community Services	177251	719 North Main Street Laconia, NH 03246	\$1,336,468
Lake Sunapee Community Health Services	174248	107 Newport Road New London 03257	\$609,515
	†	TOTAL:	\$1,945,983

Funds to support this request are anticipated to be available in the following accounts in State Fiscal Years 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

This request is retroactive because these two (2) vendors have been providing in Home Care Services, in Home Health Aide Level of Care Services, and in Home Nursing Level of Care Services to New Hampshire citizens in the Sullivan County service area since October 1, 2016.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

The Department received notification in September that the vendor who was providing these types of services in the Sullivan County area declined to extend their contract for services at the same time other vendors were amending to extend their contracts for the same services. Additionally at the same time, the Department was looking to procure these services via a new procurement. These vendors were also selected through the new procurement request. The Department worked quickly to send new contracts to these two (2) vendors however, the executed contracts were not received in hand from the vendor until early December.

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.

The Department of Health and Human Services issued a Request for Application on August 10, 2016, applications for sixteen (16) service areas were received from twelve (12) vendors. The contracts were competitively bid. A bid summary is attached. 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.

Nine (9) of the contracts were approved by Governor and Executive Council on December 21, 2016. These two (2) are submitted under separate cover because the services have been provided since October making this request retroactive.

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.

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 and SFY 2020-2021 biennia.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 3

The contracts, as indicated in Exhibit C-1, include renewal language for up to two (2) additional years, based upon the satisfactory delivery of services, continued availability of supporting funds, and Governor and Executive Council approval.

Should the Governor and Executive Council not approve this request, funding to community programs, statewide, may 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: 43% Federal Funds between two grants, 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, 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, and 57% General Funds.

Respectfully submitted,

Maureen U/Ryan

Director of Human Services

Approved by:

Jeffrey A. Meyers' Commissioner

RFA-2017-BEAS-01-INHOM FISCAL DETAILS

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)

Lakes Region Community Services (Vendor Code 177251),

SFY	Class/Object Code	Class Title	Amount
2017	540-500382	Contracts for Program Services	\$64,681.77
2018	540-500382	Contracts for Program Services	\$84,811.74
2019	540-500382	Contracts for Program Services	\$21,203.44
		Sub-total:	\$170,696.95

Lake Sunapee Community Health Services (Vendor Code 174248)

SFY	Class/Object Code	Class Title	Amount
2017	540-500382	Contracts for Program Services	\$52,532.50
2018	540-500382	Contracts for Program Services	\$70,047.50
2019	540-500382	Contracts for Program Services	\$17,515.00
· ·		Sub-total:	\$140,095.00

	Grand T	otal:	\$310,791.95

RFA-2017-BEAS-01-INHOM FISCAL DETAILS

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)

Lakes Region Community Services (Vendor Code 177251),

SFY	Class/Object Code	Class Title	Amount
2017	543-500385	Contracts for Program Services	\$445,208.95
2018	543-500385	Contracts for Program Services	\$576,447.76
2019	543-500385	Contracts for Program Sérvices	\$144,114.34
		Sub-total:	\$1,165,771.05

Lake Sunapee Community Health Services (Vendor Code 174248)

SFY	Class/Object Code	Class Title	Amount
2017	543-500385	Contracts for Program Services	\$176,032.50
2018	543-500385	Contracts for Program Services	\$234,710.00
2019	543-500385	.Contracts for Program Services	\$58,677.50
		Sub-total:	\$469,420.00

		A A 4	0.0000000000000000000000000000000000000
1		(Stand Intal)	\$1 635 191 DK
1		Civilo i Ciai.	\$1,635,191.05
I .			



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

In Home Care, In Home Health Alde, In Home Mursing Services ** RFA Name

RFA-2017-BEAS-01-INHON

RFA Number

Bidder Name
I. Androscoggin Valley Home Care
2. Area Home Care Family Services
Child & Femily Services (Hillsborough CO)
4. Child & Family Sorvices (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 (Gration CO)
10. Lekes Region Community Services (Sullivan CO)
11. North Country Home Health & Hospice Agency (Coos Co)
12. Horth Country Home Health & Hospice Agency (Oration CO)
13. Northwoods Home Health & Hespice
14. The Homemakers Health Services
15. Visiting Nurse Home Care & Hospice of Carrott County
16. UNA ALMOS Inc

PassiFall	Maximum Points	Actual Points
	150	134
	150	ענ
	150	140
	150	140
	·	
	150	122 ·
	150	124
	. 150	95
.' 	150	131
	150	147
	150	147
	150	139
	150	139
	150	€0 -
	150	142
	150	133
-	150	149

Z. Adm	Reviewer Names ey Tair, Administrator II Elderly- NII Sankes nel Latin, Prog Operations Pristrator, BEAS Adult Princin
3. Ang	ele Rivers, Supervisor V, BEAS In Prican Intake Unit
4,	
5.	
G,	;
7.	
8.	
9.	
	•

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 North Country Home Health & Hospice Agency, Inc. ("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), and 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, 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, 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:

- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$648,887.58.
- 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, 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.

Contractor Initials:

RFA-2017-BEAS-01-INHOM-08-A04 North Country Home Health & Hospice Agency, Inc.

9/3/2021 Date:

A-S-1.0

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
	DocuSigned by:
9/3/2021	Christine Santaniello
	BD8054FFECED4B4
Date	Name: Christine Santaniello
	Title: Associate Commissioner
	North Country Home Health & Hospice Agency, Inc
9/3/2021	Tiffany Haynes
Date	Name: Tiffany Haynes
	Title: President and CEO

The preceding Amendment, having been execution.	reviewed by this office, is approved as to form, substance, and
	OFFICE OF THE ATTORNEY GENERAL
9/3/2021	J. Unistopher Marshall
Date	Name: J. Christopher Marshall
	Title: Assistant Attorney General
	lment was approved by the Governor and Executive Council of ng on: (date of meeting)
	OFFICE OF THE SECRETARY OF STATE
Date	Name:
	Title:

Exhibit B-1 Rate Sheet, Amendment #4

In-Hon	ne Care, In-Home I	lealth Aide, In-F	lome Care Nursing	
. No	orth Country Home	Health & Hospi	ice Agency, Inc.	•
	01/01/2017 throu	igh 06/30/2017 Ser	vice Units	
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per	Total Amount of Monthly Funding being Requested for each Service
Title XX In Home Services	1/2 Hour	7,330	\$9.58	\$ 70,221.40
Title IIIB In Home Services	1/2 Hour	196	\$9.58	\$ 1,877.68
Title IIIB Home Health Aide_	1/2 Hour	580	\$12.50	\$ 7,250.00
Title IIIB Nursing	1/2 Hour	0	\$24.50	5 -

07/01/2017 through 06/30/2018 Service Units						
-	Total # of Units of					
		Service		Monthly Funding being		
		anticipated to be	Rate per	Requested for each		
In Home Services	Unit Type	delivered.	Service	Service		
Title XX In Home Services	1/2 Hour	14,660	\$10.06	\$ 147,479.60		
Title IIIB In Home Services	1/2 Hour	390	\$10.06	\$ 3,923.40		
Title IIIB Home Health Aide	1/2 Hour	1,160	\$13.13	\$ 15,230.80		
Title IIIB Nursing	1/2 Hour	0	\$25.73	-		

	07/01/2018 throu	igh 06/30/2019 Service Uni	ts			
•	Total # of Units of					
		Service		Monthly Funding being		
		anticipated to be	Rate per	Requested for each		
In Home Services	Unit Type	delivered.	Service	Service		
Title XX In Home Services	1/2 Hour	14,660	\$10.06	\$ 147,479.60		
Title IIIB In Home Services	1/2 Hour	390	\$10.06	\$ 3,923.40		
Title IIIB Home Health Aide	1/2 Hour	1,160	\$13.13	\$ 15,230.80		
Title IIIB Nursing	1/2 Hour	1 0	\$25.73			

	07/01/2019 throu	igh 06/30/2020 Service L	Jnits	
		Total # of Units of		Total Amount of
·		Service		Monthly Funding being
		anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	6,145	\$12.00	\$ 73,739.80
Title IIIB In Home Services	1/2 Hour	163	\$12.00	\$ 1,961,70
Title IIIB Home Health Aide	1/2 Hour	476	\$16.00	\$ 7,615.40
Title IIIB Nursing	1/2 Hour	0	\$25.73	-

07/01/2020 through 06/30/2021 Service Units							
	Total # of Units of Service anticipated to be Rate per		Total Amount of Monthly Funding being r Requested for each				
In Home Services	Unit Type	delivered.	Service	Service			
Title XX In Home Services	1/2 Hour	6,145	\$12.0	0 \$ 73,739.80			
Title IIIB In Home Services	1/2 Hour	163	\$12.0	0 \$ 1,961.70			
Title IIIB Home Health Aide	1/2 Hour	476	\$16.0	0 \$ 7,615.40			
Title IIIB Nursing	1/2 Hour	1 0	\$25.7	3 \$			

	07/01/2021 throu	igh 06/30/2022 Service	ce Units	
		Total # of Units of	i i	Total Amount of
		Service		Monthly Funding being
		anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	5,005	\$12.00	\$ 60,060.00
Tatle IIIB In Home Services	1/2 Hour	163	\$12.00	\$ 1,961.70
Title IIIB Home Health Aide	1/2 Hour	476	\$16.00	\$ 7,615.40
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$

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 NORTH COUNTRY HOME HEALTH & HOSPICE AGENCY, INC. is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on March 18, 1970. 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: 66451

Certificate Number: 0005349657



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire. this 15th day of April A.D. 2021.

William M. Gardner Secretary of State

CERTIFICATE OF AUTHORITY

I, Roxie Severance (Name of the elected Officer of the Corpora	ntion/LLC: cannot be contract signatory), hereby certify that:
I. I am a duly elected Clerk/Secretary/Officer of N	orth Country Home Health and Hospice Agency Inc. corporation/LLC Name)
2. The following is a true copy of a vote taken at a reheld on August 4th , 2021, at which a quorum (Date)	meeting of the Board of Directors/shareholders, duly called, and of the Directors/shareholders were present and voting
VOTED: That Tiffany Haynes Hicks President & CE	<u>:0</u>
is duly authorized on behalf of North Country Ho agreements with State of NH Department of Health	ome Health & Hospice Agency to enter into contracts or and Human Services.
of New Hampshire and any of its agencies or of documents, agreements and other instruments, as may in his/her judgment be desirable or necessary	departments and further is authorized to execute any and all nd any amendments, revisions, or modifications thereto, which to affect the purpose of this vote.
date of the contract/contract amendment to which thirty (30) days from the date of this Certificate of rely on this certificate as evidence that the person that they have full authority to bind the corporation.	nded or repealed and remains in full force and effect as of the this certificate is attached. This authority remains valid for Authority. I further certify that it is understood that WGSB will (s) listed above currently occupy the position(s) indicated and . To the extent that there are any limits on the authority of any cts with the WGSB, all such limitations are expressly stated
Dated: Aug 4, 2021	Roxie Severance (Aug 4, 2021 15:29 EDT)

Signature of Elected Officer Name: Roxie Severance Title: Board Chair



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

ATE (MM/DD/YYYY 10/19/2020

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).

thi	s certificate does not confer rights	to the	cert	tificate holder in lieu of su	ich en	dorsement(s	3)					
PROD					CONTA	CT Willis T	Owers Wats	on Certificate Ce	enter			
	is Towers Watson Northeast, Inc. 26 Century Blvd				PHONE (A/C, N		-945-7378			8-467-2378		
-	Box 305191				E-MAIL ADDRESS: certificates@willis.com							
	ville, TN 372305191 USA				700114			RDING COVERAGE		NAIC #		
	·				INSURE	00.1		nce Company		10638		
INSUR	ED				INSURE							
	orth Country Home Health & Hospice Agency 36 Cottage Street ittleton, NH 03561							···		-		
					INSURE							
				}	INSURE							
					INSURE					- -		
COV	ERAGES CER	TIE	^ A T C	NUMBER: W18288551	INSURE	RF:		DEMONDAL AUTHOR		<u></u>		
THI IND CEI	S IS TO CERTIFY THAT THE POLICIES DICATED. NOTWITHSTANDING ANY RI RTIFICATE MAY BE ISSUED OR MAY CLUSIONS AND CONDITIONS OF SUCH	OF EQUIF PERT POLI	INSUI REME 'AIN CIES.	RANCE LISTED BELOW HAV NT, TERM OR CONDITION OF THE INSURANCE AFFORDE LIMITS SHOWN MAY HAVE I	OF AN' ED BY	Y CONTRACT THE POLICIE REDUCED BY	OR OTHER S DESCRIBE PAID CLAIMS	DOCUMENT WITH RE D HEREIN IS SUBJEC	OR THE PO	WHICH THIS		
NSR TR	TYPE OF INSURANCE	INSO	SUBR	POLICY NUMBER		POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)		LIMITS	<u> </u>		
	X COMMERCIAL GENERAL LIABILITY	Ī	ĺ	1				EACH OCCURRENCE	s	1,000,000		
	CLAIMS-MADE X OCCUR							DAMAGE TO RENTED PREMISES (Ea occurrence	 - -	50,000		
λ								MED EXP (Any one person	~	1,000		
				002NH000032947	•	10/01/2020	10/01/2021	PERSONAL & ADV INJUR		1,000,000		
l,	GEN'L AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE	\$ S	3,000,000		
F	POLICY PRO- LOC				•	1	1					3,000,000
-	OTHER:							PRODUCTS - COMP/OP /	AGG \$	3,000,000		
- ,	AUTOMOBILE LIABILITY	<u>! </u>	-	<u> </u>	_			COMBINED SINGLE LIMIT		·		
-	ANY AUTO							(Ea accident)				
-	OWNED SCHEDULED							BODILY INJURY (Per pers				
⊢	AUTOS ONLY AUTOS NON-OWNED							PROPERTY DAMAGE	· · · · · · · · · · · · · · · · · · ·			
-	AUTOS ONLY AUTOS ONLY	1		1				(Per accident)	\$	<u> </u>		
_		<u> </u>							\$			
	UMBRELLA LIAB OCCUR		ļ					EACH OCCURRENCE	s			
-	EXCESS LIAB CLAIMS-MADE							AGGREGATE	· \$			
	DED RETENTIONS	<u> </u>							s			
	VORKERS COMPENSATION NO EMPLOYERS' LIABILITY Y / N							PER 01 STATUTE EF	TH- R			
l å	NYPROPRIETOR/PARTNER/EXECUTIVE FICER/MEMBER EXCLUDED?	N/A						E.L. EACH ACCIDENT	s			
- 0	Mandatory in NH)	•				i		E.L. DISEASE - EA EMPLO	OYEE \$			
<u> </u> <u>"</u>	yes, describe under ESCRIPTION OF OPERATIONS below							E.L. DISEASE - POLICY L	IMIT S			
A	Professional Liability			002NH000032947		10/01/2020	10/01/2021	Claim Limits	1,00	0,000		
	Claims Made & Reported							Aggregate	3,00	0,000		
	Claims Made & Reported IPTION OF OPERATIONS / LOCATIONS / VEHICE	ES (A	CORD	101, Additional Remarks Schedule	a, may be	attached if more			,	.,		
ERI	IFICATE HOLDER				CANC	ELLATION						
					THE	EXPIRATION	DATE THE	ESCRIBED POLICIES E REOF, NOTICE WIL Y PROVISIONS.				
	e of NH Department of Health a	nd H	uman	Services	AUTHOR	IZED REPRESEN		· 		-		
	29 Pleasant Street				busilenne							

© 1988-2016 ACORD CORPORATION. All rights reserved.

NORTHCOU34

ACORD. CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 7/29/2021

7/29/2021 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). CONTACT Lorraine Michals USI Insurance Services LLC PHONE (A/C, No, Ext): 603-665-6028 FAX (A/C, No): 3 Executive Park Drive, Suite 300 E-MAIL ADDRESS: lorraine.michals@usi.com Bedford, NH 03110 INSURER(S) AFFORDING COVERAGE NAIC # 855 874-0123 INSURER A: Wesco Insurance Company 25011 INSURED INSURER B North Country Home Health Agency INSURER C : 536 Cottage Street INSURER D : Littleton, NH 03561 INSURER E : INSURER F : **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. ADDL SUBR TYPE OF INSURANCE POLICY NUMBER UMITS COMMERCIAL GENERAL LIABILITY EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) CLAIMS-MADE OCCUR MED EXP (Any one person) PERSONAL & ADV INJURY GEN'L AGGREGATE LIMIT APPLIES PER: GENERAL AGGREGATE PRO-JECT PRODUCTS - COMP/OP AGG POLICY \$ OTHER COMBINED SINGLE LIMIT **AUTOMOBILE LIABILITY** (Ea accident) BODILY INJURY (Per person) ANY AUTO SCHEDULED OWNED AUTOS ONLY BODILY INJURY (Per accident) AUTOS NON-OWNED PROPERTY DAMAGE (Per accident) HIRED AUTOS ONLY AUTOS ONLY UMBRELLA LIAB OCCUR **EACH OCCURRENCE EXCESS LIAB** CLAIMS-MADE AGGREGATE DED RETENTION \$ WORKERS COMPENSATION WWC3543007 07/01/2021 07/01/2022 X PER STATUTE AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? s500,000 E.L. EACH ACCIDENT NIA Ν (Mandatory in NH) E.L. DISEASE - EA EMPLOYEE \$500,000 If yes, describe under DESCRIPTION OF OPERATIONS below \$500,000 E.L. DISEASE - POLICY LIMIT DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) This certificate coverage all operations usual and customary to home health care and hospice. **CERTIFICATE HOLDER CANCELLATION** SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE Department of Health and Human Services THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. 129 Pleasant Street Concord, NH 03301-3857 AUTHORIZED REPRESENTATIVE



MISSON STATEMENT

To provide quality home health and hospice care, utilizing a holistic approach, while working in collaboration with all community resources, to meet the comprehensive needs of the clients and their families, in a cost-effective manner.





FINANCIAL STATEMENTS

September 30, 2020 and 2019

With Independent Auditor's Report



INDEPENDENT AUDITOR'S REPORT

Board of Directors North Country Home Health & Hospice Agency, Inc.

We have audited the accompanying financial statements of North Country Home Health & Hospice Agency, Inc., which comprise the balance sheets as of September 30, 2020 and 2019, 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.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

DocuSign Envelope ID: 8D3F05B4-B7AB-4832-ACBD-A766D8BA19E2

Board of Directors North Country Home Health & Hospice Agency, Inc. Page 2

Berry Dunn McMeil & Parker, LLC

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of North Country Home Health & Hospice Agency, Inc. as of September 30, 2020 and 2019, 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.

Change in Accounting Principles

As discussed in Note 1 to the financial statements, North Country Home Health & Hospice Agency, Inc. adopted Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606) and related guidance and FASB ASU No. 2018-08, Clarifying the Scope of the Accounting Guidance for Contributions Received and Contributions Made. Our opinion is not modified with respect to these matters.

Manchester, New Hampshire

April 29, 2021

Balance Sheets

September 30, 2020 and 2019

•	<u>2020</u>	2019				
ASSETS						
Current assets Cash and cash equivalents Patient accounts receivable, net Other receivables Prepaid expenses	\$ 1,712,850 1,507,113 61,600 31,763	\$ 1,175,731 1,198,655 9,150 29,069				
Total current assets	3,313,326	2,412,605				
Long-term investments Beneficial trust held by others Property and equipment, net Total assets	265,950 62,759 1,502,785 \$_5,144,820	250,092 61,358 1,061,899 \$ 3,785,954				
LIABILITIES AND NET ASSETS	,					
Current liabilities Current portion of long-term debt Accounts payable and accrued expenses Due to related parties Accrued payroll and related expenses Deferred revenue CARES Act provider relief funds Total current liabilities	\$ 112,099 531,680 467,723 345,291 5,840 480,046	\$ 108,770 562,791 167,586 450,056 5,840 1,295,043				
Long-term debt, excluding current portion	761,822	870,968				
Total liabilities	2,704,501	2,166,011				
Net assets Without donor restrictions With donor restrictions Total net assets	2,151,360 288,959 2,440,319	1,332,385 287,558 1,619,943				
Total liabilities and net assets	\$ <u>5,144,820</u>	\$ <u>3,785,954</u>				

Statements of Operations

Years Ended September 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Operating revenue Net patient service revenue Grants Municipal and county appropriations Other operating revenue	\$ 7,479,756 946,410 192,430 171,395	\$ 7,771,059 175,300 179,995 16,716
Total operating revenue	8,789,991	8,143,070
Operating expenses Salaries and benefits Other operating expenses Depreciation Interest expense	5,165,313 2,810,167 120,323 31,569	4,816,562 2,540,036 89,360 34,758
Total operating expenses	8,127,372	7,480,716
Operating income	662,619	662,354
Other revenue and gains Contributions Investment income, net Change in fair value of investments	138,244 5,473 12,639	153,998 3,721 <u>2,031</u>
Total other revenue and gains	<u>156,356</u>	<u>159,750</u>
Excess of revenue over expenses and increase in net assets without donor restrictions	\$ <u>818,975</u>	\$ <u>822.104</u>

Statements of Changes in Net Assets

Years Ended September 30, 2020 and 2019

	Without Donor	With Donor	
	Restrictions	Restrictions	Total
Balance, September 30, 2018	<u>510,281</u>	290,649	800,930
Excess of revenue over expenses and increase in net assets without donor restrictions Change in fair value of beneficial trust held by others	822,104 	- (3,091)	822,104 (3,091)
Change in net assets	<u>822,104</u>	(3,091)	819,013
Balance, September 30, 2019	1,332,385	287,558	<u>1,619,943</u>
Excess of revenue over expenses and increase in net assets without donor restrictions Change in fair value of beneficial trust held by others	818,975 	- 1,401	818,975 1,401
Change in net assets	<u>818,975</u>	1,401	820,376
Balance, September 30, 2020	\$ <u>2,151,360</u>	\$288,959	\$ <u>2,440,319</u>

Statements of Cash Flows

Years Ended September 30, 2020 and 2019

		2020		<u>2019</u>
Cash flows from operating activities				
Change in net assets	\$	820,376	\$	819,013
Adjustments to reconcile change in net assets to net cash provided	•	5.00,500	•	0.0,0.0
by operating activities				
Depreciation		120,323		89,360
Change in fair value of investments		(12,639)		(2,031)
Change in fair value of beneficial trust held by others		(1,401)		3,091
(Increase) decrease in the following assets		, , , ,		
Patient accounts receivable		(308,458)		(92,764)
Other receivables		(52,450)		(9,150)
Prepaid expenses		(2,694)		5,192
Increase (decrease) in the following liabilities				
Accounts payable and accrued expenses		(31,111)		105,473
Due to related parties		(86,039)		(61,306)
Accrued payroll and related expenses		(104,765)		91,389
CARES Act provider relief funds	_	480,046	_	
Net cash provided by operating activities	-	821,188	_	948,267
Cash flows from investing activities				
Purchases of long-term investments		(52,854)		(19,354)
Proceeds from sale of long-term investments		49,635		16,311
Capital expenditures		(175,033)		(110,064)
Capital experiatores	-	(110,000)	-	(110,004)
Net cash used by investing activities	_	(178,252)	_	(113,107)
Cash flows from financing activities				
Proceeds from the issuance of long-term debt		-		511,728
Principal payments on long-term debt		(105,817)		(617,266)
, molpai paymonto on long tolli dost	-	110010111	-	(0.17,100)
Net cash used by financing activities	_	<u>(105,817</u>)	_	(105,538)
Net increase in cash and cash equivalents		537,119		729,622
Cash and cash equivalents, beginning of period	_	1,175,731	_	446,109
Cash and cash equivalents, end of period	\$_	<u>1,712,850</u>	\$_	<u>1,175,731</u>
Supplemental disclosure of cash flow information:				
Cash paid for interest	\$	31,569	\$	34,758
Capital expenditures owed to related party	Š.	386,176	\$	-
oupital experientices owed to related party	Ψ_	000,110	Ψ_	

Notes to Financial Statements

September 30, 2020 and 2019

1. Summary of Significant Accounting Policies

Organization

North Country Home Health & Hospice Agency, Inc. (the Agency) is a non-profit corporation organized in New Hampshire. The Agency's primary purposes are to provide home health care, hospice and health promotion services.

On September 23, 2015, the Agency entered into an affiliation agreement with North Country Healthcare, Inc., effective January 2017. Upon affiliation, North Country Healthcare, Inc. became the sole member of the Agency.

Basis of Statement Presentation

Net assets and revenues, expenses, gains, and losses are classified 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 958 and FASB ASC 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 958 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 Agency. These net assets may be used at the discretion of the Agency'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 are to be met by actions of the Agency 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 Agency is a public charity under Section 501(c)(3) of the Internal Revenue Code (IRC). As a public charity, the Agency 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 Agency's tax positions and concluded that the Agency has no unrelated business income or uncertain tax positions that require adjustment to the financial statements.

Notes to Financial Statements

September 30, 2020 and 2019

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 represents cash deposits with banks and money market funds or short-term investments with original maturities of three months or less from the date of purchase, except for those amounts that are held in the investment portfolio which are invested for long-term purposes.

The Agency has cash deposits in a major financial institution which may exceed federal depository insurance limits. The Agency 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.

Long-Term Investments

The Agency 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 accounts 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, statements of operations, and changes in net assets.

Beneficial Trust Held by Others

The Agency is the beneficiary of a perpetual trust administered by the New Hampshire Charitable Foundation (the Foundation). Although the Agency does not have access to the underlying principal, a portion of income earned from the trust is available and distributed annually to the Agency. The Agency's share of trust principal is recognized as net assets with donor restrictions at fair value. Annual income distributions are recognized as increases in net assets without donor restrictions. Changes in market value of beneficial trust assets are reported as increases or decreases in net assets with donor restrictions.

Notes to Financial Statements

September 30, 2020 and 2019

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. Provision for depreciation is computed using the straight-line method, with a half-year convention, 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 Agency'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 Agency. 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 Agency 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 Agency'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.

Because all of the Agency's performance obligations relate to short-term periods of care, the Agency has elected to apply the optional exemption provided in FASB 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.

Notes to Financial Statements

September 30, 2020 and 2019

Net Assets with Donor Restrictions

Net assets with donor restrictions are those whose use by the Agency has been limited by donors to a specific purpose. There were no purpose restricted net assets for the year ended September 30, 2020 and 2019.

Net assets with donor restrictions in perpetuity are those that have been restricted by donors to be maintained by the Agency in perpetuity. Generally, the donors of these assets permit the Agency to use all or part of the income earned on related investments for general or specific purposes.

Net assets with donor restrictions, all in perpetuity, consisted of the following:

	2020	<u>2019</u>
Beneficial interest in perpetual trust Endowment	\$ 62,759 226,200	
Total	\$ <u>288,95</u>	9 \$ 287,558

Recently Issued Accounting Pronouncements

In 2020, the Agency adopted FASB Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606), and related guidance, which supersedes accounting standards that previously existed under U.S. GAAP and provides a single revenue model to address revenue recognition to be applied by all companies. Under the new standard, which added Topic 606 to the ASC, entities recognize revenue when a customer obtains control of promised goods or services in an amount that reflects the consideration to which the company expects to be entitled in exchange for those goods or services. ASU No. 2014-09 also requires companies to disclose additional information, including the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. The Agency elected to adopt this ASU retrospectively with the cumulative effect recognized at the date of initial application; therefore, the financial statements and related notes have been presented accordingly. The balance of accounts receivable at the beginning of 2019 was \$1,105,891. The adoption had no significant impact for the years ended September 30, 2020 and 2019.

In 2020, the Agency also adopted FASB ASU No. 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made, which clarifies and improves the accounting guidance for contributions received and contributions made. The amendments in this ASU assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of ASC Topic No. 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other accounting guidance, and (2) distinguishing between conditional and unconditional contributions. This ASU was adopted by the Agency for the year ended September 30, 2020. Adoption of the ASU did not have a material impact on the Agency's financial reporting.

Notes to Financial Statements

September 30, 2020 and 2019

Uncertainty

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. While management expects this matter to impact operating results, the related financial impact and duration cannot be reasonably estimated.

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 Agency has received emergency grant funding under the CARES Act from CMS totaling \$430,046 and State pass through funds from the Department of Treasury totaling \$50,000 to offset the cost impact. These funds are reflected as CARES Act provider relief funds on the balance sheet until it is determined that the Agency met the conditions of the grants. The Agency also received \$167,850 of CARES Act money passed through the State of New Hampshire for hazard pay. These funds are recognized as revenue in the financial statements.

On April 13, 2020, the Agency received a loan from the U.S. Small Business Agency (SBA) within the CARES Act under the Paycheck Protection Program (PPP) in the amount of \$879,362. The loan is to be used for payroll and other allowable costs authorized in the PPP rules, and forgiveness of the loan balance is dependent upon compliance with this and other terms and conditions of the CARES Act. Funds used for unauthorized purposes are required to be repaid. The Agency incurred sufficient qualifying expenses as of September 30, 2020 to meet the conditions for forgiveness and the loan was forgiven on November 10, 2020. Therefore the refundable advance is recognized as grant revenue for the year ended September 30, 2020.

Notes to Financial Statements

September 30, 2020 and 2019

2. Availability and Liquidity of Financial Assets

As of September 30, 2020, the Agency has working capital of \$1,370,647 and average days (based on normal expenditures) cash and liquid investments on hand of 76 which includes cash, cash equivalents and long-term investments, net of funds to be held in perpetuity.

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 September 30:

•	<u>2020</u>	<u>2019</u>
Cash and cash equivalents Patient accounts receivable, net Other receivables	\$ 1,712,850 1,507,113 61,600	\$ 1,175,731 1,198,655 <u>9,150</u>
Financial assets available to meet cash needs for general expenditures within one year	\$ <u>3,281,563</u>	\$ <u>2,383,536</u>

The Agency 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.

3. Long-Term Investments

Investments, stated at fair value, consisted of the following:

·		<u>2020</u>		<u>2019</u>
Cash and cash equivalents Equities Fixed income, other Mutual funds	\$	28,696 94,066 -	\$	2,278 80,064 7,339
Equity securities Fixed income Beneficial trust held by others	_	89,040 54,148 62,759	_	82,152 78,259 61,358
Total ,	\$	328,709	\$_	311,450
The amounts are reported in the balance sheets as follows: Long-term investments Beneficial trust held by others	\$ _	265,950 62,759	; \$ _	250,092 61,358
Total	\$_	328,709	\$_	311,450

Notes to Financial Statements

September 30, 2020 and 2019

Fair Value Measurement

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 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.

The fair value of all of the Agency's investments is measured on a recurring basis using level 1 inputs, with the exception of the beneficial trust held by others, which is measured on non-recurring basis using level 3 inputs. The fair value of the beneficial trust held by others is determined annually based on the fair value of the assets in the trust as represented by the Foundation's management. The Agency's management determines the reasonableness of the methodology by evaluating market developments.

The following table sets forth by level, within the fair value hierarchy, the Agency's assets at fair value as of September 30, 2020 and 2019.

Assets at Fair Value as of September 30, 2020

		<u>Level 1</u>		Level 2		Level 3	•	<u>Total</u>
Cash and cash equivalents	\$	28,696	\$	-	\$	-	\$	28,696
Equities Mutual funds		94,066		-		-		94,066
Equity securities		89,040		-		_		89,040
Fixed income		54,148		-		•		54,148
Beneficial trust held by others	_		-		_	62,759	_	62,759
Total investments	\$_	265,950	\$_		\$_	62,759	\$_	328,709

Notes to Financial Statements

September 30, 2020 and 2019

		<u>A</u>	Septemb		<u>30, 2019</u>		
	Level 1		Level 2		Level 3		<u>Total</u>
\$	2,278 80,064 7,339	\$	- - -	\$	- - -	\$	2,278 80,064 7,339
	82,152 78,259	_	- - -		- - 61,358	_	82,152 78,259 61,358
\$_	250,092	\$_	_	\$	61,358	\$_	311,450
the as	ssets meas	urec	l at fair val	\$ \$	2020 61,358 4,230 (2,409) (420)	\$	3 inputs: 2019 64,449 (271) (2,399) (421) 61,358
e foll	owing:						
		1		\$	2020 168,203 1,062,157 700,794 1,931,154 988,545 942,609	\$	2019 168,203 1,062,157 670,795 1,901,155 868,223 1,032,932 28,967
	\$_ the a	80,064 7,339 82,152 78,259 	Level 1 \$ 2,278 \$ 80,064 7,339 82,152 78,259 \$ 250,092 \$ the assets measured the following:	Level 1 Level 2	Level 1 Level 2 \$ 2,278 \$ - \$ 80,064 - 7,339 - 82,152 - 78,259 \$ \$ 250,092 \$ - \$ \$ \$ \$ \$ \$ \$ \$ \$	\$ 2,278 \$ - \$ - 80,064 7,339 82,152 61,358	Level 1 Level 2 Level 3

\$ 1,502,785 \$ 1,061,899

Property and equipment, net

Notes to Financial Statements

September 30, 2020 and 2019

5. Endowment

The Agency has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary. As a result of this interpretation, the Agency classifies as net assets with donor restrictions (1) the original value of gifts donated to the permanent endowment, (2) the original value of subsequent gifts to the permanent endowment, and (3) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund (also known as historical cost). Net appreciation in excess of the historical cost is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Agency in a manner consistent with the standard of procedure prescribed by UPMIFA.

In accordance with UPMIFA, the Agency considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund;
- (2) The purposes of the organization and the donor-restricted endowment fund:
- (3) General economic conditions;
- (4) The possible effect of inflation and deflation;
- (5) The expected total return from income and the appreciation of investments;
- (6) Other resources of the Agency; and
- (7) The investment policies of the Agency.

Spending Policy

Investment income earned on endowments is expended when earned unless otherwise stipulated by the donor. Donors have allowed the income earned to be used for general purposes.

Funds with Deficiencies

From time to time, the fair value of assets associated with donor-restricted endowment funds may fall below the level that the donor or the Act requires the Agency to retain as a fund of perpetual duration. There were no such deficiencies as of September 30, 2020 and 2019.

Return Objectives and Risk Parameters

The Agency has adopted an investment policy for endowment assets that attempts to provide a predictable stream of funding to programs supported by its endowment, while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Agency must hold in perpetuity or for a donor-specified period and whose income is available for operations. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results that meet or exceed designated benchmarks while incurring a reasonable and prudent level of investment risk. The endowment assets consist of a balanced portfolio of cash, debt and equity securities.

Notes to Financial Statements

September 30, 2020 and 2019

With

Without

The following summarizes changes in endowment assets:

			Donor estrictions	R	Donor estrictions		<u>Total</u>
	Balance September 30, 2018	\$_	18,818	\$_	226,200	\$_	245,018
	Interest income Investment fees Change in fair value Appropriations pursuant to spending policy	_	- - - 5,074	_	5,445 (2,402) 2,031 (5,074)	_	5,445 (2,402) 2,031
	Balance September 30, 2019	_	23,892	_	226,200	_	250,092
	Interest income Investment fees Change in fair value Appropriations pursuant to spending policy		- - - 15,858	_	5,696 (2,469) 12,631 (15,858)	_	5,696 (2,469) 12,631
	Balance September 30, 2020	\$_	39,750	\$_	226,200	\$_	265,950
6.	Long-term Debt						
	Long-term debt consisted of the following:					•	
				<u>2</u>	<u>020</u>	<u>2</u>	<u>019</u>
	3.50% mortgage payable to a local bank, payable installments of \$2,329, including principal a through February 2021 when interest will be prime plus 0.50% for the remaining term of collateralized by real estate. The maturity of mortgage is in September 2044.	and in adjus of the	iterest, ited to loan,	4	53,381 \$	4	65,187
	3.00% promissory note, payable in annual ins \$43,000, including principal and interes September 2024 due to Littleton Regional Healt	st, th	nrough	1	79,582	2	21,257
	3.00% promissory notes, payable in annual ranging from \$8,000 to \$28,000, including p interest, through September 2024 due to related	rincipa	al and	2	40,958	2	93,294
	Total long-term debt			8	73,921	9	79,738
	Less current portion		-	1	12,099	1	08,770
	Long-term debt, less current portion		\$.	7	61,822 \$	8	70,968

Notes to Financial Statements

September 30, 2020 and 2019

The Agency is required to meet an annual minimum debt service coverage ratio as defined in the loan agreement with Woodsville Guaranty Savings Bank. The covenant was not met at September 30, 2020. The Agency obtained a one year waiver of the requirement from the bank.

Principal maturities of the above notes over the next five years and thereafter are as follows:

2021	\$	112,099
2022		115,530
2023		119,067
2024		122,712
2025		14,115
Thereafter		390,398
Total	\$_	873,921

7. Line of Credit

The Agency has a \$500,000 line of credit payable on demand with a local bank, collateralized by the Agency's business assets, through May 31, 2021. The interest rate is prime plus 1% (4.25% at September 30, 2020. There was no outstanding balance at September 30, 2020 and 2019.

8. Net Patient Service Revenue

Net patient service revenue is as follows:

	<u>2020</u>	<u>2019</u>
Medicare	\$ 6,634,027	\$ 6,518,841
Medicaid	555,101	448,171
Other third-party payors and private pay	290,628	804,047
Total	\$ <u>7,479,756</u>	\$ <u>7,771,059</u>

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 Agency 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 patient service revenue in the year that such amounts become known.

The Agency 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 Agency does not pursue collection of amounts determined to qualify as charity care, they are not reported as revenue. The cost to provide such services is not considered material to the financial statements.

Notes to Financial Statements

September 30, 2020 and 2019

The Agency was able to provide the above charity care under local community support and state grants. Local community support consisted of contributions and municipal and county appropriations.

9. Retirement Plan

The Agency has a 403(b) retirement plan. The 403(b) employer match expense was \$58,827 in 2020 and \$50,877 in 2019.

10. Functional Expenses

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

	<u> 2020</u>	<u>2019</u>
Program services		
Salaries and related expenses	\$ 4,127,501	\$ 3,878,192
Program supplies	465,962	437,405
Contract services	868,704	680,922
Other operating expenses	895,876	881,708
Depreciation	96,150	71,953
Interest	25,227	<u>27,987</u>
Total program services	6,479,420	5,978,167
Administrative and general		
Salaries and related expenses	1,037,812	938,370
Contract services	406,551	378,057
Other operating expenses	173,074	161,944
Depreciation	24,173	17,407
Interest	6,342	<u>6,771</u>
Total administrative and general	<u>1,647,952</u>	1,502,549
Total	\$ <u>8,127,372</u>	\$ <u>7,480,716</u>

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

11. Commitments and Contingencies

Litigation

The Agency is involved in litigation arising in the normal course of business. After consultation with legal counsel, management estimates these matters will be resolved without a material adverse effect on the Agency's future financial position or results of operations.

Notes to Financial Statements

September 30, 2020 and 2019

Malpractice Insurance

The Agency insures its medical malpractice risks on a claims-made basis. There were no known malpractice claims outstanding at September 30, 2020 which, in the opinion of management, will be settled for amounts in excess of insurance coverage, nor are there any unasserted claims or incidents which require loss accrual.

12. Concentration of Risk

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

	<u>2020</u>	<u>2019</u>
Medicare	51 %	67 %
Medicaid	10	7
VA Administration	12	12
Commercial and Other	27	14
Total	100 %	<u>100</u> %

13. Related-Party Transactions

Amounts due to related parties to entities related through common control, are as follows:

	<u>2020</u>	<u>2019</u>
Weeks Medical Center North Country Healthcare Androscoggin Valley Hospital Androscoggin Valley Home Care Services Upper Connecticut Valley Hospital	\$ 59,093 10,908 391,866 5,572 284	5,033 56,100 -
Total	\$ <u>467,723</u>	

The amounts due to related parties are for shared costs of the electronic medical records system implementation and contract staffing.

Amounts due to related parties and included in long-term debt at September 30, 2020 and 2019 consisted of the following:

	<u> 2020</u>	<u>2019</u>
3% note payable to Androscoggin Valley Hospital 3% note payable to Weeks Medical Center 3% note payable to Upper Connecticut Valley Hospital	\$ 119,84 87,70 33,4	108,056
·	\$ <u>240,9</u>	58 \$ 293,294

Notes to Financial Statements

September 30, 2020 and 2019

14. Subsequent Events

For financial reporting purposes, subsequent events have been evaluated by management through April 29, 2021, which is the date the financial statements were available to be issued.

On January 1, 2021, the Agency signed a lease agreement with Weeks Medical Center. The agreement is to lease office space to Weeks Medical Center for a term of 2 years for \$2,413 per month. There is an option to renew for an additional 2-year term.



NCHHHA Board of Directors 2021

First Namo	Last Name	Torm Eurite	Address	T	Canan	7: d.	Talankan Number	77		
First Name	†	Term Expire	Address	Town	State;	Zip code	Telephone Number	E-Mail	Role	Committee
Roxie	Severance	1/1/2022							Chair	Finance / Governance
Chrissy	Smith	1/1/2023							 Vice Chair 	
Mell	Brooks	1/1/2022							Secretary	Finance / Governance
Pat	Kelly	1/1/2023	•					-	Treasurer	Finance
John	Starr	1/1/2022								QAPI / Governance
Greg	Eastman	1/1/2022				•				Governance
Chad	Sterns	1/1/2022						· · · · · · · · · · · · · · · · · · ·		
Ann	Hebert	1/1/2024								
Brian	O'Hearn	1/1/2023								QAPI
Kimberly	Force	1/1/2022								QAPI
Darrell	Bodnar	· тво								
1.1.	Bujeaud	TBD								
Holly	McCormack	TBD						-		
Michael	Counter	N/A							NCHHHA CEO	Finance
Tiffany	Haynes-Hicks	N/A							NCHHHA CEO	Finance / Governance
Tom	Mee	N/A							NCH CEO	Finance
Gary .	Chase	N/A							Recorder	

Tiffany R. Haynes

EDUCATION

2012 Norwich University- MSN

Masters of Science in Nursing with a concentration in Health Care Administration

2007 Saint Anselm College- BSN

Bachelors on Science in Nursing

PROFESSIONAL EXPERIENCE

Dartmouth Hitchcock Medical Center: 2 West Inpatient Surgery

2015 to Present

Clinical Nurse Supervisor

Clinical Nurse Supervisor on an Inpatient Surgical floor specializing in Urology, Surgical Oncology and Gynecology. Current Champion for the Infection Prevention team working to reduce our HACs; with a focus on CLABSIs and CAUTIs. Charge RN and Preceptor as well as Clinical Nurse Supervisor responsible for performance evaluation, scheduling, patient flow, and QA/QC.

Concord Hospital: Center for Urologic Care

2012-2015

Clinical Nurse Supervisor

Clinical Nurse Supervisor in a busy Urology Clinic. Responsible for the daily management of the staff (20 direct reports, MAs and RNs), staff schedules, performance review, management of QA/QC, yearly competencies.

Concord Hospital: Center for Urologic Care

2011-2012

Staff RN

Clinical Nurse responsible for telephone triage and patient teaching/procedures including; BCG (Bladder Chemotherapy), Testosterone injections, routine and emergent foley/suprapubic and foley catheter exchanges, bladder irrigation, patient teaching prior to surgery.

Bangor Area Visiting Nurses/Hospice of Eastern Maine

2010-2011

Staff RN

Staff RN responsible for admission and care of adult and pediatric VNA and Hospice patients, independently performed Wound VAC changes and wound assessments, PICC line assessments and removals, blood draws, initial IV antibiotic teaching sessions, initial G/I tube feeding teaching sessions, on call for emergencies during the evenings/night

Dartmouth Hitchcock Medical Center: 3 West Inpatient Surgery

2007-2010

Staff RN

Clinical Nurse on an Inpatient Surgical floor specializing in Orthopedics, Trauma and Plastic surgery. Preceptor, Magnet Ambassador, Chair of Shared Governance, Quality Champion

Jessica C. Foster-Hebert, RN

Objective

Patient oriented Registered Nurse with solid knowledge in the setting of Home Health, Hospice, Oncology, Infusion Therapy and Urology. I have been a dedicated nurse for 13 years working in multiple clinical and leadership roles.

Education

ASSOCIATE DEGREE NURSING | 5/2013 | WHITE MOUNTAINS COMMUNITY COLLEGE LISICENSED PRACTICAL NURSE | 11/2008 | CARE-MED EDUCATIONAL SERVICES ANIMAL SCIENCE-HERD MANAGEMENT/GENERAL STUDIES | 6/2002 | UTAH STATE UNIVERSITY

*Enrollment with Capella University for BSN- on hold since the pandemic started.

Experience

DIRECTOR OF HOMECARE AND LONG-TERM CARE 2019-PRESENT

North Country Home Health and Hospice-Littleton, NH

- · Daily clinical and operational oversight of the Home Health and Long-Term care business units.
- Survey deficiency free 2020, serving as lead RN.
- · Direct management of all clinical staff for the agency.
- Serve as the Clinical Manager -Case management and Utilization review on all admissions and discharges within the agency with focus on quality and financial outcomes.
- · Promotion of referrals in the health care community by serving as a liaison.
- · Oversight of new hire orientation and provide clinical competency training and education.
- · Development of process and workflow changes.
- · Participate in the agencies QAPI program.
- · Responsible for meeting Quality and Financial metrics.
- · Serves as active member of the agencies Executive Team.
- · Maintain compliance with state and federal regulations.
- · Provide direct nursing care and education as needed to patients in the home.
- Provide other clinical oversight as needed.

UROLOGY - CLINICAL TEAM LEADER 2018-2019

Littleton Regional HealthCare- Littleton, NH

- Daily clinical oversight within the Urology office.
- Serve as lead nurse and work directly with providers and management team.
- · Oversight of new hire office orientation and provide clinical competency training.
- Development of process and workflows.
- Development of the Uro/Onc Bladder Cancer program
- · Provide urology related nursing care as directed by the ordering provider.
- Patient navigator within the urology care spectrum.

RESOURCE NURSE 2017-2019

Littleton Regional HealthCare-Littleton, NH

- Patient navigator for General Surgery, Gastroenterology, and ENT.
- · Clinical support and training for all RNs and Medical Assistants.
- · Assisted with office procedures.
- Float to other departments to assist with patient care needs.
- · Worked with system educator to develop quality training programs for employees.
- · Worked with providers to discuss areas of opportunity in clinical workflow processes.

ONCOLOGY/INFUSION 2013-2019

Littleton Regional HealthCare- Littleton, NH

- · Direct patient care in outpatient setting.
- · Clinical nurse for Dartmouth Norris Cotton Cancer Center Medical Oncologist.
- · Patient navigator within the oncology care spectrum.
- · Active participant in setting quality measure for department.
- · Administration of chemotherapy and biotherapy medications.
- · Administration of medications for rheumatology, gastroenterology, and infectious disease processes.
- · Proficient in IV, Medi-Port, PICC line access, care, and maintenance.
- · Preceptor to new hire nurses.

LPN CHARGE NURSE/3-11 SUPERVISOR 2008-2013

Morrison Nursing Home and Skilled Rehab- Whitefield, NH

- · Direct patient care in Long Term Care setting.
- · Responsible for medication administration and wound care.
- Oversight of all staff during the 3-11 shift.
- Active participant in Dementia Support Group.
- · Preceptor to new hire nurses.

SKILLS

- Experience in the following electronic medical records; EPIC, Paragon Citrix, eClinicalWorks, Netsmart HomeCare, Meditech HomeCare.
- · Knowledge of SHP and Home Health Gold data analyzers.
- · ACLS/BLS card holder- pending renewal.
- · ONS-Chemotherapy and Bio-Therapy administration card holder 2013-2018.
- PICC Excellence Certified in PICC line placement 2018
- Knowledge of OASIS, PDGM, Home Health Conditions of Participation and Hospice regulations.
- · Completed "The Patient Experience" training by Simione Healthcare Consultants.
- · Yellow Belt in lean Six Sigma- completion date of 5/27/2021
- Completed the DISC 360 Leadership training.
- · Palliative Care Team member

AWARDS/ACTIVITIES

- · Employee of The Year Nominee Littleton Regional Healthcare -2016
- · New Hampshire Long Term Care Foundation Scholarship recipient- 2008
- · NCH Skills Development committee member 2019-present

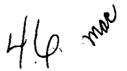
References

Available upon request

CONTRACTOR NAME

Key Personnel

Name	Job Title	Salary	% Paid from this Contract	Amount Paid from this Contract
TIFFANY Haywes, Jessica Foster-Heb	EN President & CEO	140,000	0%	10,10
vessick boster-Heb	ert, RN Dirot Homecare	100,000	20%	# 20,000 00





Lori A. Shibinette Commissioner

Deborah D. Scheetz 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.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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Area Home Care & Family Services, Inc.	166931	Portsmouth	\$ 5,542,574.94	\$3,168,919.40	\$8,731,494.34	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Waypoint (fke Child & Family Services)	177166	Manchester	\$4,869,430.28	\$2,801,630.48	\$7,671,060.76	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

Cornerstone VNA	230881	Rochester	\$ 456,012.37	\$262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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 (#18) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Franklin VNA & Hospice	154177	Franklin	\$240,034.08	\$ 138,103.68	\$378,137.76	O: 12/21/16 (#18) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#38)
Lakes Region Community Services	177251	Laconia	\$2,593,095.40	\$ 1,388,803.12 [.]	\$3,981,898.52	O: 3/08/17 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	·
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,616.55	\$ 1,835,140.58	\$5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#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: 12/21/18 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$805,144.36	O: 2/15/17 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

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

L*o*fi A. Shibinette Commissioner

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

		Class Title	Job Number		ent Modified Budgel	(1	Decreased) Amount	Nov	ised Modified Budget
2017 ,	540-500382	SS Contracts	multiple	\$	25,107.46			\$	25,107.46
2018	540-500382	SS Contracts	multiple	S	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			S	141,774,58
2021	540-500382	SS Contracts	multiple	\$	-	\$	141,774.58	\$	141,774.58
2022	540-500382	SS Contracts	multiple	\$	-	\$	141,774.58	5	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

	lscal Year	Class/Object	Closs Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2	2017	543-500385	Adult in Home Care	multiple	\$ 175,783.42		\$ 175,783.42
2	2018	543-500385	Adult In Home Care	mutiple	\$ 369,171.82		\$ 369,171,82
[2	2019	543-500385	Adult In Home Care	multiple	\$ 389,171.82		\$ 389,171,82
[2	2020	543-500385	Adult In Home Care	multiple	\$ 689,019.46	S -	\$ 689,019,46
[2	2021	543-500385	Adult In Home Care	multiple	S -	\$ 689,019.46	\$ 689,019,46
2	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

2017 54	40-500382			 Budget		Amount		Budget
	40-500382	SS Contracts	multiple	\$ 32,686.96			\$	32,686.96
2018 54	40-500382	SS Contracts	multiple	\$ 68,649.44			\$	68,649,44
2019 54	40-500382	SS Contracts	multiple	\$ 68,649.44			\$	68,649,44
2020 54	40-500382	SS Contracts	multiple	\$ 68,649.44	\$		<u> </u>	68,649,44
2021 54	40-500382	SS Contracts	multiple	\$ -	\$	68,649,44	5	.68,649.44
2022 54	40-500382	SS Contracts	multiple	\$ 	<u>s</u>	68,649,44	<u> </u>	68,649,44
•		Sublotal		\$ 238,635.28	\$	137,298.88	<u> </u>	375,934.16

		7070110	CIVAC, JOA	OCITE ONL		
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	mutiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26
2021	543-500385	Adult in Home Care	murtiple	S -	\$ 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

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,

Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget		ncreased lecreased) Amount	Rav	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	76.415.88			\$	76,415.88
2018	540-500382	SS Contracts	multiple	\$	160,497.72			s	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	mutiple	5	-	\$	160,497,72	\$	160,497.72
2022	540-500382	SS Contracts	multiple	S	-	S	160,497,72	<u>\$</u>	160,497.72
		Sublota	t l	\$	557,909.04	\$	320,995.44	\$	878,904,48

05-85-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 65% 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	mutiple	\$ 1,240,317.52		\$ 1,240,317.52
2020	543-500385	Adult In Home Care	mutliple	\$ 1,240.317.52	\$.	\$ 1,240,317.52
2021	543-500385	Adult In Home Care	multiple	S -	\$ 1,240,317.52	5 1,240,317.52
2022	543-500385	Adult In Home Care	multiple	\$	\$ 1,240,317.52	\$ 1,240,317.52
	· 1	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,

ERLY - A	ADULT SERVICES, GRAN 40% FEI	TS TO LOCA	•	AGING SVCS GR	ANTS,
ν/Oblect	Class Title	1	Current Modified	(Decreased)	Revised Mo

Fiscal Year	Class/Object	Class Title	Job Number	1	ent Modified Budget	(D	creased ecreased) Amount	Revi	Revised Modified Budget	
2017	540-500382	SS Contracts	multiple	5	1,500.00			S	1,500.00	
2018	540-500382	SS Contracts	mutiple	\$	3,138.07			S	3,138.07	
2019	540-500382	SS Contracts .	multiple	5	3,138.07			S	3,138.07	
2020	540-500382	SS Contracts	multiple	S	3,138.07	S	•	\$	3,138.07	
2021	540-500382	SS Contracts	multiple	\$		\$	3,138.07	\$	3,138.07	
2022	540-500382	SS Contracts	multiple	S		\$	3,138.07	\$	3,138.07	
		Sublotal		S	10,914.21	\$	6,276.14	\$	17,190.35	
	L			Ĺ						
			1	Γ						

Fiscal Year	Class/Object	Class Title	Job Number	Cir	rent Modified Budget		Increased Decreased) Amount	d) Revised Mo	
2017	543-500385	Adult In Home Care	multiple	S	60,967.12	_		S	60,967.12
2018	543-500385	Adut In Home Care	multiple	\$	128,043.68			\$	128,043.68
2019	543-500385	Adult In Home Care	multiple	S	128,043.68			\$	128,043.68
2020	543-500385	Adult In Home Care	multiple	5	128,043.88	S	-	Ş.	128,043,68
2021	543-500385	Adult In Home Care	multiple	S		\$	128,043.68	\$	128,043.68
2022	543-500385	Adult in Home Care	multiple	\$	-	\$	128,043.68	S	128,043.68
		Subtotal		\$	445,098.16	\$	256,087.36	\$	701,185.52
		Grand Total		\$	456,012.37	\$	262,363.50	\$	718,375.87

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,
ANY FEDERAL SON CENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget		Increased (Decreased) Amount		Ravi	sed Modified Budget
2017	540-500382	SS Contracts	multiple					2	
2018	540-500382	SS Contracts	mutiple						
2019	540-500382	SS Contracts	multiple					- 5	
2020	540-500382	SS Contracts	mutiple	s	69,262.28	S		<u> </u>	69.262.28
2021	540-500382	SS Contracts	multiple	s		S	69,262,28	S	69,262.28
2022	540-500382	SS Contracts	mutiple	5	-	S	69,262.28		69,262,28
	<u> </u>	Subtotal		\$	69,262.28	\$	138,524.58	\$	207,786,84
	ļ						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			S
2018	543-500385	Adult In Home Care	multiple			ζ
2019	543-500385	Adult In Home Care	multiple			•
2020	543-500385	Adult In Home Care	multiple	\$ 812,033.14	ς -	\$ 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	s .	\$ 812,033,14	
		Subtotal		\$ 812,033.14	\$ 1,624,066,28	\$ 2,436,099,42
		Grand Total		\$ 881,295,42		\$ 2,643,886.26

Franklin VNA & Hospice

05-85-48-481010-7872 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, HHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, ADMIN ON AGING SVCS GRANTS,

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget		(Darrageari)			sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	3,228.46			Ś	3,228,46
2018	540-500382	SS Contracts	multiple	\$	6,780,44			<u> </u>	6,780.44
2019	540-500382	SS Contracts	multiple	s	6,780,44			÷	6,780,44
2020	540-500382	SS Contracts	multiple	Š	6,780,44	<u> </u>		Ť	6,780.44
2021	540-500382	SS Contracts	multiple	S	<u> </u>	₹	6,780,44	- -	6,780,44
2022	540-500382	SS Contracts	multiple	\$		š	6,780,44	<u> </u>	6.780.44
		Subtotat		\$	23,569.78	\$	13,560.88	Š	37,130.66

Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget	(Decreased)		Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	29,650.10			S	29,650.10
2018	543-500385	Adult In Home Care	multiple	\$	62,271,40			s	62,271,40
2019	543-500385	Adult In Home Care	multiple	s	62,271,40	_	•	Š	62,271,40
2020	543-500385	Adult In Home Care	mutiple	5	62,271.40		-	Š	62,271.40
2021	543-500385	Adult In Home Care	multiple	S	-	S	62,271,40	S	62,271.40
2022	543-500385	Adult In Home Care	mutiple	S		\$	62,271,40	_	62,271,40
		Subtotal		\$	216,464.30	\$	124,542.80	Š	341,007,10
	<u> </u>	Grand Total		\$	240,034.08	\$	138,103.68	\$	378,137,76

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	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	32,981.88		\$	32,981.88
2018	540-500382	SS Contracts	muttiple	\$	69,262.28		\$	69,262.28
2019	540-500382	SS Contracts	multiple	\$	69,262.28		\$	69,262.28
2020	540-500382	SS Contracts	mutiple	\$		\$. 5	
2021	540-500382	SS Contracts	multiple	\$	-		5	
2022	540-500382	SS Contracts	mutiple	5	-		\$	
		Subtotal		\$	171,506.44	\$.	. 5	171,506.44
	!				1	•	Ī	
							1	

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		5 812,033.14		
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	\$ -		S -		
		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			S	64,681.77
2018	540-500382	SS Contracts	multiple	\$	89,061.18			\$	89,061.18
2019	540-500382	SS Contracts	multiple	S٠	89,061.18			\$	89,061.18
2020	540-500382	SS Contracts	multiple	\$	89,061.18	\$	-	\$	89,061.18
2021	540-500382	SS Contracts	multiple	\$	-	S	89,061.18	\$	89,061.18
2022	540-500382	SS Contracts	multipla	\$	-	S	89,061.18	\$	89,061,18
		Subtotal		\$	331,865.31	\$	178,122.36	\$	509,987.67
								_	

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	mutiple	\$ 505,340.38	\$ -	\$ 605,340.38
2021	543-500385	Adult In Home Care	multiple	S -	\$ 605,340.38	\$ 605,340.38
2022	543-500385	Adult In Home Care	multiple	S -	\$ 605,340.38	\$ 605,340.38
		Sublotal	•	\$ 2,261,230.09	\$ 1,210,680.76	\$ 3,471,910.85
		Grand Total		\$ 2,593,095.40	\$ 1,388,803.12	

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, 50% GENERAL

Fiscal Year	Class/Object Class Title		Job Number	Current Modified Budget		(Decressed)		Revised Modified Budget	
2017	540-500382	SS Contracts	mutiple	\$	52,532.50			\$	52,532.50
2018	540-500382	SS Contracts	mutiple	\$	73,565.15			\$	73,565,15
2019	540-500382	SS Contracts	multiple	S	73,565.15	,		\$	73,565,15
2020	540-500382	SS Contracts	multiple	S	73,565,15	\$		\$	73,565,15
2021	540-500382	SS Contracts	multiple	\$	-	5	73,565.15	5	73,565,15
2022	540-500382	SS Contracts	multiple	\$	-	S	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 SYCS, HMS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL; 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Cur	ent Modified Budget	(Decrepsed)		Re	vised 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		-	Ş	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	· \$		5	246,470.00
2021	543-500385	Adult In Home Care	multiple	\$	-	\$	246,470.00	5	246,470.00
2022	543-500385	Adult In Home Care	mutiple	\$		\$	246,470.00	S	246,470.00
		Sublotal		\$	915,442.60	\$	492,940.00	\$	1,408,382.50
		Grand Total		\$,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		ent Modified Budget	(0	ncreased ecreased) Amount	Revi	sed Modified Budgat
2017	540-500382	SS Contracts	multiple	5	9,127.68			\$	9,127.68
2018	540-500382	SS Contracts	_mutiple	\$	19,154.20			S	19,154.20
2019	540-500382	SS Contracts	mutiple	\$	19,154.20			. \$	19,154.20
2020	540-500382	SS Contracts	multiple	\$	9,577.10	\$	-	S	9,577,10
2021	540-500382	SS Contracts	multiple	\$		<u>s</u> .	9,577.10	\$	9,577.10
2022	540-500382	SS Contracts	multiple	S	-	5	9,577.10	S	9,577.10
	1 .	Subtotal		\$	57,013.18	5	19,154,20	S	76,167.38

Fiscal Year	Class/Object	Class/Object Class Title \$43-500385 Adult in Home Care	Job Number	Current Modified Budget		Increased (Decreased) Amount		Revised Modifie Budget	
2017	543-500385	Adult In Home Care	mutiple	S	70,221.40			S	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	S	147,479.60			S	147,479,60
2020	543-500385	Adult In Home Care	multiple	\$	73,739.80	\$		s	73,739,80
2021	543-500385	Adult In Home Care	multiple	S	-	S	73,739.80	\$	73,739.80
2022	543-500385	Adult In Home Care	multiple	S	<u> </u>	s	73,739.80	S	73,739.80
		Subtotal		\$	438,920.40	\$	147,479.60	\$	586,400.00
		Grand Total		\$	495,933.58	\$	166,633.80	\$	662,567.38

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	Curi	rent Modified Budget	Increased (Decreased) Amount	Revi	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	37,828.44		5	37,828.44
2018	540-500382	SS Contracts	multiple	\$	79,458.84		5	79,458.84
2019	540-500382	SS Contracts	multiple	5	79,458.84	-	5	79,458.84
2020	540-500382	SS Contracts	multiple	5	-	\$ ·	- S	
2021	540-500382	SS Contracts	multiple	\$		<u> </u>	. 5	
2022	540-500382	SS Contracts	multiple	S	-	S	. 5	
		. Sublots	11	5	196,746.12	\$. s	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	Cur	rent Modified Budget	Increased (Decreased) Amount	Rev	Ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	S	117,182.56		5	117,182.56
2018	543-500385	Adult In Home Care	mutiple	\$	246,107,84		S	246,107.84
2019	543-500385	Adult In Home Care	multiple	\$	246,107.84	•	5	246,107.84
2020	543-500385	Adult In Home Care	multiple	S	-1	\$	- 5	
2021	543-500385	Adult In Home Care	mutiple	<u> </u>		S	. 5	
2022	543-500385	Adult In Home Care	multiple	\$	•	\$. 5	
		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, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	C	rent Modified Budget	ncreased Pecreased) Amount	Rev	Ised Modified Budget
2017	540-500382	SS Contracts -	multiple	-\$	36,236.20		S	36,236.20
2018	540-500382	SS Contracts	multiple	S	76,122.80		S	78,122.80
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	S		\$ 76,122.80	S	76,122.80
2022	540-500382	SS Contracts	multiple	S		\$ 76,122.80	5	76,122.80
•		Subtotal		\$	264,604.60	\$ 152,245.60	S	416,850.20

Fiscal Year	Class/Object	Class Title	Job Number	Ċ	rent Modified Budget	l .	Increased Decreased) Amount	Re	rvised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	90,325.03			\$	90,325.03
2018	543-500385	Adult In Home Care	multiple	S	189,701.42			S	189,701.42
2019	543-500385	Adult In Home Care	multiple	\$	189.701.42			S	189,701,42
2020	543-500385	Adult In Home Care	multiple	5	189,701,42	Ş		S	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	\$	•	5	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	5	1,455,682.33

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,

Fiscal Year	Class/Object	Class Title	Job Number		ent Modified Budget	(D	ncreased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	S	7,213.94			S	7,213.94
2018	540-500382	SS Contracts	multiple	S	15,127,93		. 1	s	15,127.93
2019	540-500382	SS Contracts	multiple	S	15,127,93			Š	15,127,93
2020	540-500382	SS Contracts	multiple	S	15,127.93	\$		5	15,127.93
2021	540-500382	SS Contracts	multiple	5		S.	15,127,93	Š	15,127.93
2022	540-500382	SS Contracts	multiple	.Ş		s	15,127,93	Š	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	s -	\$ 902,442.36
2021	543-500385	Adult In Home Care	multiple	S -	\$ 902,442,36	
2022	543-500385	Adult In Home Care	multiple	\$.	\$ 902,442,36	
	_	Subtotal		\$ 3,137,018.82		\$ 4,941,903,54
		Grand Total		\$ 3,189,616.55	\$ 1,835,140.58	

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	Cu	rrent Modified Budget	(Occ	Increased reased) Amount		vised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	379,541,17	s		S	379,541.17
2018	540-500382	SS Contracts	multiple	5	713,556.69	S	٠	5	713,558.69
2019	540-500382	SS Contracts	multiple	S	713,556,69	_		Š	713,556,69
2020	540-500382	SS Contracts	multiple	S	713,556.69	S		S	713,556.69
2021	540-500382	SS Contracts	multiple	\$	-	S	713,556,69	s	713,556.69
2022	540-500382	SS Contracts	multiple	S	-	S	713,556,69		713,556,69
		Subtotal		\$	2,520,211:24	S	1,427,113.38	S	3,947,324.62

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	S -	\$ 3,298,789.18
2018	543-500385	Adult in Home Care	multiple	\$ 6,475,189,42	S .	\$ 6,475,189.42
2019	543-500385	Adult In Home Care	multiple	\$ 6,475,189,42	S .	\$ 8,475,189.42
2020	543-500385	Adult In Home Care	multiple	\$ 6,475,189,42	\$	\$ 8,475,189,42
2021	543-500385	Adult In Home Care	multiple	S -	S 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		\$ 35,674,736,28
		Grand Total		\$25,244,568.68		\$39,622,060.90



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 North Country Home Health & Hospice Agency, Inc. (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 536 Cottage Street, Littleton, NH 03561.

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:

- Form P-37 General Provisions, Block 1.7, Completion Date, to read: June 30, 2022
- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$662,567.38.
- 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:
 - 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.



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

Jun 1, 2020

Date

North Country Home Health & Hospice Agency, Inc.

<u> Michael Counter</u>

Name:

Title:

Michael Committee



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 .		Catherine Pinos
Date	Name: Title:	Catherine Pinos, Attorney
		pproved by the Governor and Executive Council o
	OFFICE	OF THE SECRETARY OF STATE
		·
Date	Name:	·
	Title:	



Scope of Services

1. Provisions Applicable to All Services

- 1.1. The Contractor shall provide services for Coos County and Grafton 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.

North Country Home Health & Hospice Agency, Inc.

Exhibit A Amendment #3

Contractor Initials MJC



- 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 2.1, above, by accepting applications for services directly from an individual and in accordance with Section 2.3.2, below.
 - 2.3.1.2. The Contractor shall assist individuals in accessing the services in Section 2.1, 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

North Country Home Health & Hospice Agency. Inc.

Exhibit A Amendment #3

Contractor Initials



Date Jun 1, 2020



- 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 1.3, 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 1.3, 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 1.3, 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 1.3, 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

North Country Home Health & Hospice Agency. Inc.

Exhibit A Amendment #3

Contractor Initials mjc



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 personcentered 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 2.3.7 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.

North Country Home Health & Hospice Agency. Inc.

Exhibit A Amendment #3

Contractor Initials _____

Date Jun 1, 2020



- 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 2.3.7 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

North Country Home Health & Hospice Agency, Inc.

Exhibit A Amendment #3

Contractor Initials mjc

Page 5 of 10

Date Jun 1, 2020



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 2.3.9.4, 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.

North Country Home Health & Hospice Agency. Inc.

Exhibit A Amendment #3

Contractor Initials _mjc



- 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:

North Country Home Health & Hospice Agency. Inc.

Exhibit A Amendment #3

Contractor Initials MJC

RFA-2017-BEAS-01-INHOM-08-A03

Page 7 of 10

Date Jun 1, 2020



- 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 swill 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.

North Country Home Health & Hospice Agency, Inc.

Exhibit A Amendment #3

Contractor Initials MJC

Date ______



- 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

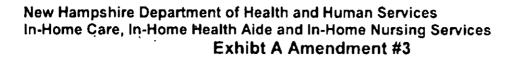
- 3.1. The Contractor shall submit quarterly reports on the provision of Home Health services to the Department, on a pre-defined electronic form supplied by the Department. The report must be submitted by the 15th day of the month following the end of each quarter. The report must include, but is not 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 2.3.6.2.
 - 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:

North Country Home Health & Hospice Agency, Inc.

Exhibit A Amendment #3

Contractor Initials .mjc

Date _ Jun 1, 2020





- 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.

Contractor Initials _mjc

RFA-2017-BEAS-01-INHOM-08-A03

Exhibit B-1 Amendmentt #3 Rate Sheet

Adult In-Home Care - North Country Home Health & Hospice Agency, Inc

	01/01/2017 through 0	6/30/2017 Service L	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 tn Home Services	1/2 Hour	7,330	\$9.58	\$ 70,221.40
Title tilB in Home Services	1/2 Hour	196	\$9.58	\$ 1,877.68
Title IIIB Home Health Aide	1/2 Hour	580	, \$12.50	\$ 7,250.00
Title IIIB Nursing	1/2 Hour	0	\$24.50	
· · · · · · · · · · · · · · · · · · ·				9127.68

	07/01/2017 through 0	5/30/2018 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	14,650	\$10.06	\$ 147,479.60
Title IIIB In Home Services	1/2 Hour	390	\$10.06	\$ 3,923.40
Title IIIB Home Health Aide	1/2 Hour	1,160	\$13.13	\$ 15,230.80
Title ItiB Nursing	1/2 Hour	0	\$25.73	\$
<u> </u>				. 19154.:

	07/01/2018 through 06	5/30/2019 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	14,660	\$10.06	\$ 147,479.60
Title IIIB In Home Services	1/2 Hour	390	\$10.06	\$ 3,923.40
Title IIIB Home Health Aide	1/2 Hour	1,160	\$13.13	\$ 15,230.80
Title IIIB Nursing	1/2 Hour	0	\$25.73	19154 2

	07/01/2019 through 06	6/30/2020 Service I	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	6,145	\$12.00	\$ 73,739.80
Title IIIB In Home Services	1/2 Hour	163	\$12.00	\$ 1,961.70
Title III8 Home Health Aide	1/2 Hour	476	\$16.00	\$ 7,615.40
Title IIIB Nursing	1/2 Hour	. 0	\$25.73	\$ -

	07/01/2020 through 0	6/30/2021 Service (Jnits	
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	6,145	\$12.00	\$ 73,739.80
Title IIIB In Home Services	1/2 Hour	163	\$12.00	\$ 1,961.70
Title IIIB Home Health Aide	1/2 Hour	476	\$16.00	\$ 7,815.40
Title IIIB Nursing	1/2 Hour	0	\$25.73	<u>.</u>

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	6,145	\$12.00	\$ 73,739.80					
Title IIIB In Home Services	1/2 Hour	163	\$12.00	\$ 1,961.70					
Title IIIB Home Health Aide	1/2 Hour	476	\$16.00	\$ 7,615.40					
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -					





Jeffrey A. Meyers Commissioner

Deborah D. Schretz 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
bee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

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.

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

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

Respectfully submitted,

leffrey A. Meyers Commissioner

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	_mutiple		\$ 141,774.58	\$141,774.58
		Sublotal	T	\$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
Έ	2017	543-500385	Adult in Home Care	multiple	\$.175,783.42		\$175,783.42
ſ	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
			Subtotal		\$914,127.06	\$589,019.46	\$1,603,146.52
E			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

Increased Fiscal Current Medified Revised Modified Class/Object Class Title Job Number (Decreased) Year Budget Budget Amount 2017 540-500382 SS Contracts multiple 32,686.96 \$32,686.96 2018 540-500382 SS Contracts multiple 68,649.44 \$68,649.44 mutiple 2019 540-500382 SS Contracts 68,649.44 \$68,649.44 SS Contracts 2020 540-500382 mutiple 68,649.44 \$68,649.44 Sublotal \$169,985.84 \$68,649.44 \$238,635,28

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$ 726,508.88		\$726,508.88
2018	543-500385	Adult In Home Care	muttiple	\$ 1,525,810.26		\$1,525,810.28
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26	-	\$1,525,810.26
2020	543-500385	Adult In Home Care	mutiple		\$ 1,525,810.26	\$1,525,810.26
		Subtotal		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66
		Total		\$3,948,115.24	\$1,594,459.70	\$5,542,574.94

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	muttiple	~ \$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
		. Subtotal		\$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	
		Subtotal	-	\$3,071,203.72	\$1,240,317.52	\$4,311,521.24
		Total		\$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 8udget '
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
		Sublotal		\$7,776.14	\$3,138.07	\$10,914.21

Fiscal Year	Class/Object	Class Yitle	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$60,967.12	<u> </u>	\$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	
		Subtotal		\$317,054.48	\$128,043.68	\$445,098.15
		Total		\$324,830.62	\$131, 1 81.75	\$456,012.37

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	mutiple	\$3,228.46		\$3,228.46
2018	540-500382	SS Comracts	multiple	\$8,780.44		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$8,780.44
		Subtotal		\$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	mutiple	\$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
		Sublotal		\$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
- 2020	0.00002	Subtotal	1	\$171,506.44	\$0.00	\$171,506.44

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	(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	muliple	\$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
		Subtotal		\$2,010,715.08	\$0.00	\$2,010,715.08
	+	Total		\$2,182,221.52	\$0.00	\$2,182,221.52

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
	<u> </u>	Subtolal		. \$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	mutiple			\$0.00
2018	543-500385	Adult In Home Care	mutiple			\$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
		Subtotal		\$0.00	\$812,033.14	\$812,033.14
· · · · · ·		Total		\$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 Yèar	Class/Object	Class Title	Job Mumber	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
		Sublotal		\$242,804.13	\$89,061.18	\$331,865.31

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
	1	Subtotal	•	\$1,655,889.71	\$605,340.38	\$2,261,230.09
		Total	}	\$1,898,693.84	\$694,401.56	\$2,593,095.40

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	mutiple	•	\$ 73,565.15	\$73,565.15
		Subtotal		\$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	mutiple	\$246,470.00	_ \	\$246,470.00
2019	543-500385	Adult In Home Care	muttiple	\$246,470.00		\$246,470.00
2020	543-500385	Adult In Home Care	multiple		\$ 245,470.00	\$246,470.00
	1	Sublotal		\$668,972.50	\$246,470.00	\$915,442.50
	<u> </u>	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 Your	Ctass/Object	Class Titlo	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	Ĭ	\$47,436.08	\$9,577.10	\$57,013.18

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
	ĪT	Subtotal		\$365,180.60	\$73,739.80	\$438,920.40
		Total		\$412,616.68	\$83,316.90	\$495,933.58

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
		Sublotal		\$196,745.12	\$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; 65% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
,2017	543-500385	Aduli 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
		Subtolal		\$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 Trile	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	- " <u>-</u>	\$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
		Subtotal		\$188,481.80	\$76,122.80	\$264,604.60

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
		Subtotal		\$469,727.87	\$189,701.42	\$659,429.29
		Total		\$658,209.67	\$265,824.22	\$924,033.89

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 Yazı	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
		Sublotal		\$37,469.80	\$15,127.93	\$52,597.73

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$429,691.74		\$429,691.74
2018	543-500385	Adult In Home Care	multiple	\$902,442.38		\$902,442.36
2019	543-500385	Adult In Home Care	mutiple	\$902,442.36	•	\$902,442.38
2020	543-500385	Adult In Home Care	mutiple	\$0.00	\$ 902,442.36	\$902,442.36
		. Subtotal		\$2,234,576.46	\$902,442.36	\$3,137,018.82
		Total		\$2,272,046.26	\$917,570.29	\$3,189,616.55
		G	irend Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,568.68





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 03301-3857 603-271-9546 1-800-852-3345 Ext. 8548 Fax: 603-271-4912 TDD Access: 1-800-738-2964 www.dbhs.nh.gov

January 11, 2017

Jeffrey A. Meyers Commissioner

Christine L. Santaniello Director

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 tisted 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	Bedin, 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 Page 2 of 3

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, safety 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.

th-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 Page 3 of 3

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. Santabi

Director

Approved by: Juffi

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

		30/81/202	INAL, IVAG	IE INC	NAL			
Fiscal Year	Class/Object	Class Title	Job Number	Cur	Current Modified Budget		Increased Decreased) Amount	Revised Modified Budgel
2017	540-500382	SS Contracts	muliple	\$	25,107.46		\$0.00	\$25,107.46
2018	540-500382	SS Contracts	multiple	S	50,214,92	5	2,523.72	
2019	540-500382	SS Contracts	multiple	\$	12,558.52	S	40,180.12	
		' Sublotal	<u> </u>		\$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 Increased Fiscal Current Modified Revised Modified Class/Object Class Title Job Numbe (Decreased) Year Budget Budget Amount 2017 543-500385 Adult In Home Care muliple 175,783,42 \$0.00 \$175,783,42 2018 543-500385 Payments to Providers multiple 351,557,26 17,614.56 5369,171.82 2019 543-500385 Payments to Providers mutiple 87,886.92 281,284.90 \$369,171.82 Subtotal \$615,227.60 \$298,899.46 \$914,127.06 Total \$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	Cur	rent Modified Budget		Increased Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	S	32,686.96		\$0.00	\$32,688,96
2018	540-500382	SS Contracts.	multiple	\$	65,373.92	5	3.275.52	
2019	540-500382	SS Contracts	multiple	\$	15,343,48	\$	52,305,96	
		Subiotal		ļ	3114,404.36		\$55,581.48	

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	\$ 726,508.88	\$0.00	\$726,508.88
2018	543-500385	Payments to Providers	multiple	\$ 1,453,008.18	\$ 72,802.08	
2019	543-500385	Payments to Providers	multiple	\$ 363,254.44		- 1101-10100
		Sublotal		\$2,542,771.50	\$1,235,357.90	\$3,778,129,40
		Tota!		\$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,

Fiscal Year	Class/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budgel
2017	540-500382	SS Contracts	multiple	\$76;415,88	\$0.00	\$76,415;88
2018	540-500382	SS Contracts	mytiple	\$152,831.76	\$7,665,98	
2019	540-500382	SS Contracts	multiple '	538,232,44	\$122,265,28	
	<u> </u>	Subtot	al	\$267,480.08	\$129,931.24	

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% FÉDERAL: 55% GENERAL

г				MAL, 33/8 C	PERENAL	•	
	Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
Ļ	2017	543-500385	Adult in Home Care	multiple	S 590,568,68	\$0.00	\$590,568.68
L	2018	543-500385	Adult In Home Care	multiple	5 1,181,137.36		
L	2019	543-500385	Adult In Home Care	multiple	\$ 295,293.92		
ŀ			Subtotal		\$2,066,999.96		
L		<u> </u>	Total		\$2,334,480.04	\$1,134,135.00	

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 (Oecreased) Amount	Revised Modified Budget			
2017	540-500382	SS Contracts	multiple	\$1,500,00	\$0.00	\$1,500.00			
2018	540-500382	SS Contracts	mutiple	\$2,987,50	\$150.57	7 75 5 5 5 5			
2019	540-500382	SS Contracts	mutiple	\$750.00	\$2,388.07				
		Subtotal		\$5,237.50	\$2,538.64				

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	muhipte	\$121,934.24	\$6,109.44	***************************************
2019	543-500385	Adult In Home Care	multiple	\$30,483.56	\$97,560,12	
	 	Subtotal		\$213,384.92	\$103,669.56	
	<u> </u>	Total		\$218,622.42	\$106,208.20	

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 Mumber	Gurrent Modifies Budger	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	
2019	540-500382	SS Contracts	mutiple	\$1,619.02	\$5,161.42	
•	1	Subtotal		\$11,304.40	\$5,484,94	

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
L	2017	543-500385	Adult In Home Care	multiple	\$29,650.10	\$0.00	\$29,650,10
٠Į	2018	543-500385	Adult In Home Care	mutiple	\$59,300.20	. \$2,971,20	
Į	2019	543-500385	Adult In Home Care	mutiple ·	\$14,829.84	\$47,441.56	
			Sublotal		\$103,780.14	\$50,412.76	\$154,192.90
Į	<u> </u>		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	Jab Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$32,981.88	\$0.00	\$32,981,68
2018	540-500382	SS Contracts	multiple	\$65,954.18	\$3,308,10	
2019	540-500382	SS Contracts	multiple	\$16,498,40	\$52,763.88	
	L	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	\$385,648.80
2018 -	543-500385	Adult In Home Care	multiple	\$773,288.02	\$38,745,12	
2019	543-500385	Adult In Home Care	multiple	\$193,324.40	\$618,708,74	
		Subtolal		\$1,353,261.22	\$657,453.86	
		Total		\$1,468,695.68	\$713,525.84	

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
2017	540-500382	SS Contracts	Trudicia.	S64 681 77	50.00

Class/Object	Class Title	Job Number	Budget	(Decreased) Amount	Revised Modified Budget
540-500382	'SS Contracts	multiple	\$64,681.77	\$0.00	\$64,681,77
540-500382	SS Contracts	multiple	\$84,811.74	\$4,249,44	\$39,061,18
540-500382	SS Contracts	multiple	\$21,203.44	\$67,857.74	589,061,18
<u> </u>	Subtotal		\$170,696.95	\$72,107.18	\$242,804.13
	540-500382 540-500382	540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts	540-500382 SS Contracts multiple 540-500382 SS Contracts multiple	Class/Object Class little Job Number Budget 540-500382 SS Contracts multiple \$64,681.77 540-500382 SS Contracts multiple \$84,811.74 540-500382 SS Contracts multiple \$21,203,44	Class Fine

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

40 M. EDELINE DELICITIE									
Fiscal Year	Class/Object	Class Title	Jab Number	Current Modified Budget	(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	\$576,447,76	\$28,892.62	\$605,340.38			
2019	543-500385	Adult In Home Care	multiple	\$144,114,34	5461,226.04	\$605,340.38			
		Subtotal		\$1,165,771.05	\$490,118.66	\$1,655,889.71			
		Total		\$1,336,468.00	\$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
·		Subtotal		\$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			
2017	543-500385	Adult In Home Care	mutilpte	\$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			
		Subtolal		\$469,420.00	\$199,552.50	\$668,972.50			
		Total		\$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%1 EBENAC, 00% OCHENAE								
Facal 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	\$0.00	\$9,127.68			
2018	540-500382	SS Contracts	mutiple	\$18,236.20	\$918.00	\$19,154.20			
2019	540-500382	SS Contracts	ကပု() pie	\$4,563.84	514,590.36	\$19,154.20			
		Subtotal		\$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	multipla_	\$70,221.40	. \$0.00	\$70,221.40
2018	543-500385	Adult In Home Care	multiple	5140,442.80	\$7,036.80	\$147,479.60
2019	543-500385	Adult In Home Care	multiple	\$35,120.28	\$112,359.32	\$147,479.60
		Subtotal		\$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% PEDERAL, 80% 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	mutiple	\$18,914.22	\$60,544.62	\$79,458.84			
		Subtolat		\$132,399.54	\$84,346.58	\$196,745.12			

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

Fiscol Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$117,182.56	\$0.00	\$117,182.56
2018	543-500385	Adult In Home Care	mutiple	\$234,365.12	\$11,742,72	5246,107.84
2019	543-500385	Adult In Home Care	mutiple	\$58,591.28	\$187,516.56	\$248,107.84
		Subtotal	-	\$410,138.95	\$199,259,28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$805,144.36

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% PEDERAL, 80% GENERAL									
Fiscal Year	Class/Object	Class Title	Jos Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget				
2017	540-500382	SS Contracts	mutiple	\$36,236.20	\$0.00	\$38,236,20				
2018	540-500382	SS Contracts	multiple	572,472,40	\$3,650,40					
2019	540-500382	SS Contracts	multiple	\$18,118.10	\$58,004,70					
_		Subtotal		. \$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: ELOERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT, 45% FEDERAL: 55% GENERAL

Fiscal Yoar	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	muttiple	\$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	
		Subtotal		\$316,135.21	\$153,592.66	
		Total		\$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 A FEUI	CRAL, DUTE L	DEMERAL	•	
Fiscal Year	Class/Object	***Crass 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	
		Subtotal		\$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 Tale	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	
2019	543-500385	Adult In Home Care	multiple	\$214,850.66	\$687,591.70	
	· .	Subiolal		\$1,503,925.88	\$730,650.58	
		Total		\$1,529,147.80	\$742;898.46	\$2,272,046,26

Grand Total: \$18,055,822.57





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 TOD Access: 1-800-736-2964 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
δ.		TOTAL:	\$9,746,988.95

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 2 of 3

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.

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 3 of 3

Nine (9) of the selected vendors are included in this package. The Department awarded two (2) separate contracts tetroactively 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) #83.044, 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. Ayan

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% Foderal Funds; 70.14% General Funds)

Androscoppin Valley Home Care (Vendor #157347)

: Androscoppin valvey frome Care		(Tender wild and	
Class / Account	Class Title	State Fisical 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, 3 73.92
540-500382	Social Services Contracts	2019	\$ 16,343.48
		Subtotal	\$114,404.36

. Child and Family Services (Vendor #177166).

Class / Account	Ctass 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 Aegncy (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
540-5003B2	Social Services Contracts	2019	\$4,563.84
		Subtotal	\$31,927.72

The Homemakers Health Services (Vendor #154849)

. Class / Account \	Class Thie	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	\$35,236.20
540-500382	Social Services Contracts	2018	\$72,472.40
540-500382	Social Services Contracts	2019	\$18,118.10
		Subtotal	\$125,826.70

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 Titte	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 #177186)

Class / Account	Class Title	Stato 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	Stato Fiscal Yoar	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 Aegncy (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	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 Aegncy (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 Vear	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)

	<u> </u>			
	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	\$224,498.40
7872-540-500382	Social Services Contracts	2018	\$448,958.10
7872-540-500382	Social Services Contracts	2019	\$112,261.4
9255-543-500385	Adult In Home Care	2017	\$2,560,365.1
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	\$9,746,988.93

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

	,	· ·
Grand Total SFY17	2017	\$2,784,863.63
Grand Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,392,465.62
Total Contract		59,746,988.95

Account Name	Account #	Revised Modified Budget
	7872-540-	
Social Services Contracts	500382	\$785,718.04
	9255-543-	.
Aduli In Home Care	500385	\$8,961,270.91
	9255-566-	
Adult Group Day Care	500918	\$0.00
Summary of Totals		59,746,988.95



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

In Home Care, In Home Health Alde	٥,	ln
Nome Nursing Services	•	

RFA-2017-BEAS-01-INHON

-RFA Name	RFA Numb	21			Reviewer Names
				.1	Tracey Yarr, Administrator It Elderly & Adult Services
Bidder Namo	Passifall	Marimuni Points	Actual Points	2	Rachel Latin, Prog Operations Administrator BEAS Adult Protein
f. Andrescoggin Valley Home Core		150	134	3	Angele Rivers, Supervisor V, BSAS Adult Pritch Intake Unit
2. Area Home Care Family Services		150	134	. 4	
Child & Femily Services (Hillsborough CO)		150	140	. 5	
4. Child & Family Sorvices (Merrimack CO)		150	140	G	·
5. CornerStone VNA		150	122	7	
G. Franklin VNA & Hospice		150	174	. 8	
7. Late Sunapee Region VNA & Hospice		. 150	93	9	
8. Lakes Region Community Services (Belknap CO)		150	131		•
9. Lakes Region Community Services (Gration CO)		150	147		
10. Lakes Region Community Services (Sullivan CO)		150	147		,
11. North Country Home Health & Hospice Agency (Coos Co)		150	139		
12. North Country Home Health & Hospice Agency. [Oration CO]		150	119		
13. Northwoods Home Hoalth & Hospice		150	80		•
14. The Homemakers Health Services		150	142		
15. Visiting Nurse Home Care & Hospice of Carroll County		150	123		• •
16. VNA at HCS, Inc.		150	149	,	

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 Visiting Nurse Home Care & Hospice of Carroll County ("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), and 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, 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, 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:

- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$1,420,516.91.
- 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, 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.

ale. 2 k

RFA-2017-BEAS-01-INHOM-11-A04 Visiting Nurse Home Care & Hospice of Carroll County Contractor Initials:

John Botor Innibials.

9/1/2021 Date: 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
	DocuSigned by:
9/1/2021	Christine Santaniello
Date	Christine Santaniello BOOM: Christine Santaniello Name: Christine Santaniello
	Title: Associate Commissioner
	Visiting Nurse Home Care & Hospice of Carroll County
	DocuSigned by:
9/1/2021	Sandra Kuka
Date	Sandra Kuka Name: Sandra Ruka
	Title: Executive Director

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

Date

Date

Decousigned by:

J. Unistoplar 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

Name:
Title:

Name:
Title:

In-Hon	ne Care, In-Home I	lealth Aide, In-F	lome Care Nursing		
Visi	ting Nurse Home C	are & Hospice	of Carroll County		
	01/01/2017 throu	igh 06/30/2017 Ser	vice Units	· · · · · · · · · · · · · · · · · · ·	
		Total # of Units of		Total Amount of	
		Service anticipated to be		Monthly Funding being Requested for each	
			Rate per		
In Home Services	Unit Type	delivered.	Service	Service	
Title XX In Home Services	1/2 Hour	9,429	\$9.58	\$ 90,325.03	
Title IIIB In Home Services	1/2 Hour	390	\$9.58		
Title IIIB Home Health Aide	1/2 Hour	2,600	\$12.50	\$ 32,500.00	
Title IIIB Nursing	1/2 Hour	0	\$24.50	-	

	07/01/2017 throu	gh 06/30/2018 Service	Units	
		Total # of Units of Service anticipated to be	Rate per	Total Amount of Monthly Funding being Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	18,857	\$10.06	\$ 189,701.42
Title IIIB In Home Services	1/2 Hour	780]	\$10.06	
Title IIIB Home Health Aide	1/2 Hour	5,200	\$13.13	\$ 68,276.00
Title IIIB Nursing	1/2 Hour	0	\$25.73	-

	07/01/2018 throu	gh 06/30/2019 Ser	vice Units	
		Total # of Units of	· · · · · · · · · · · · · · · · · · ·	Total Amount of
	1	Service		Monthly Funding being
	anticipated to be Rate per Requested for			
In Home Services	Unit Type	delivered.	Service _	Service
Title XX In Home Services	1/2 Hour	18,857	\$10.06	
Title IIIB In Home Services	1/2 Hour	780	\$10.06	
Title IIIB Home Health Aide	1/2 Hour	5,200	\$13. <u>13</u>	\$ 68,276.00
Title III8 Nursing	1/2 Hour	0	\$25.73	-

	07/01/2019 throu	igh 06/30/2020 Service Unit	S	·		
		Total # of Units of	<u></u>	Total Amount of		
		Service		Monthly Funding being		
		anticipated to be	anticipated to be Rate per Requested for each			
In Home Services	Unit Type	delivered.	Service	Service		
Title XX In Home Services	1/2 Hour	15,808	\$12.00	\$ 189,701.42		
Title IIIB In Home Services	1/2 Hour	654	\$12.00	\$ 7,846.80		
Title IIIB Home Health Aide	1/2 Hour	4,267	\$16.00	\$ 68,276.00		
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$.		

07/01/2020 through 06/30/2021 Service Units							
Total # of Units of Total Amount of							
Service Monthly Funding							
anticipated to be Rate per Requested for ea							
In Home Services	Unit Type	delivered.	Service	Service			
Title XX In Home Services	1/2 Hour	15,808	\$12.00	\$ 189,701.42			
Title IIIB In Home Services	1/2 Hour	654	\$12.00				
Title IIIB Home Health Aide	1/2 Hour	4,267	\$16.00	\$ 68,276.00			
Title III8 Nursing	1/2 Hour	0	\$25.73	-			

07/01/2021 through 06/30/2022 Service Units						
· · · · · · · · · · · · · · · · · · ·		Total # of Units of			Total Amount of	
Service Monthly Funding						
anticipated to be Rate per Requested for eacl						
In Home Services	Unit Type	delivered.	Service	ce	Service	
Title XX In Home Services	1/2 Hour	12,878	\$12	2.00		
Title IIIB In Home Services	1/2 Hour	654	\$12	2.00	\$ 7,846.80	
Title IIIB Home Health Aide	1/2 Hour	4,267	\$16	6.00	\$ 68,276.00	
Title IIIB Nursing	1/2 Hour	1 0	\$25	5.73	\$	

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 VISITING NURSE HOME CARE & HOSPICE OF CARROLL COUNTY is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on November 16, 1992. 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: 183187

Certificate Number: 0005350100



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 15th day of April A.D. 2021.

William M. Gardner Secretary of State

CERTIFICATE OF AUTHORITY

- I, Joan Lanoie, hereby certify that:
- 1. I am a duly elected Clerk/Secretary/Officer of Visiting Nurse Home Care and Hospice of Carroll County
- 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 Jan. 10, 2012, at which a quorum of the Directors/shareholders were present and voting.

VOTED: That Sandra Ruka, Executive Director (may list more than one person)

is duly authorized on behalf of Visiting Nurse Home Care and Hospice of Carroll County to enter into contracts or agreements with the

- 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.

Signature of Elected Officer
Name: Joan (anoce
Title: Plesident

ACORD... CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
7/30/2021

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).

this certificate does not co	infer any rights to the certificate holder						
PRODUCER		NAME: Lorraine Michals					
USI Insurance Services LLC		PHONE (A/C, No, Ext): 603-665-6028 (A/C, No):					
3 Executive Park Drive, S	uite 300	E-MAIL ADDRESS: lorraine.michals@usi.com					
Bedford, NH 03110		INSURER(S) AFFORDING COVERAGE					
855 874-0123		INSURER A : Philadelphia Indemnity Insurance Co. 18058					
INSURED		INSURER B : Technology Insurance Company, Inc.	42376				
•	Home Care & Hospice	INSURER C:	`				
Carroll County PO Box 432 North Conway, NH 03860		INSURER D :					
		INSURER E :					
		INSURER F:					
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 SUI	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	t,IMIT:	5
Α	X COMMERCIAL C	ENERAL LIABILITY		PHPK2219727	01/01/2021	01/01/2022	EACH OCCURRENCE	\$1,000,000
	CLAIMS-MA	DE X OCCUR					DAMAGE TO RENTED PREMISES (Ea occurrence)	s 100,000
							MED EXP (Any one person)	\$5,000
							PERSONAL & ADV INJURY	s 1,000,000
	GEN'L AGGREGATE]				GENERAL AGGREGATE	\$3,000,000
	POLICY F	RO- ECT LOC	1				PRODUCTS - COMP/OP AGG	\$3,000,000
	OTHER:							\$
	AUTOMOBILE LIABIL	ITY					COMBINED SINGLE LIMIT (Ea accident)	\$
	OTUA YNA						BODILY INJURY (Per person)	S
	OWNED AUTOS ONLY	SCHEDULED AUTOS					BODILY INJURY (Per accident)	s
	HIRED AUTOS ONLY	NON-OWNED AUTOS ONLY					PROPERTY DAMAGE (Per accident)	\$
								\$
Α	X UMBRELLA LIA	X OCCUR		PHUB750807	01/01/2021	01/01/2022	EACH OCCURRENCE	s1,000,000
•	EXCESS LIAB	CLAIMS-MADE	.				AGGREGATE	s1,000,000
		TENTION \$10000						<u>s</u>
В	WORKERS COMPENS AND EMPLOYERS' LL	A DILLITY		TWC3993172	07/01/2021	07/01/2022	X PER OTH-	
!	ANY PROPRIETOR/PA		NIA				E.L. EACH ACCIDENT	s500,000
	(Mandatory In NH)	لنب	1				E.L. DISEASE - EA EMPLOYEE	s500,000
	If yes, describe under DESCRIPTION OF OP	ERATIONS below					E.L. DISEASE - POLICY LIMIT	\$500,000
Α	Professional L	iab		PHSD1596903	01/01/2021	01/01/2022	\$1M Occur \$3M Agg	regate
	Crime		1				\$50,000 Per Occure	nce
	—. — —	·						

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
RE: This certificate covers all operations usual & customary to the insured's business as a home and hospice care service.

CERTIFICATE HOLDER	CANCELLATIO

State of NH

Department of Health and Human Services
129 Pleasant St.

Concord, NH 03301-3857

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

See Hot

© 1988-2015 ACORD CORPORATION. All rights reserved.



Qur Missign

We use our passion for compassion to provide exceptional home health care, enabling independent living and quality of life for our clients and their families.

Passionate people. Compassionate care.

b Berry Dunn



FINANCIAL STATEMENTS

June 30, 2020 and 2019

With Independent Auditor's Report



INDEPENDENT AUDITOR'S REPORT

Board of Directors
Visiting Nurse Home Care & Hospice of Carroll County

We have audited the accompanying financial statements of Visiting Nurse Home Care & Hospice of Carroll County, which comprise the balance sheets as of June 30, 2020 and 2019, 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.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

DocuSign Envelope ID: 8CB5D83D-BBE3-4CC1-A2E0-3CA45C1C5A16

Board of Directors
Visiting Nurse Home Care & Hospice of Carroll County
Page 2

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Visiting Nurse Home Care & Hospice of Carroll County as of June 30, 2020 and 2019, 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. GAAP.

Other Matter

Effect of Adopting New Accounting Standards

Berry Dunn McNeil & Parker, LLC

As discussed in Note 1, the Association adopted new accounting guidance, Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers* (Topic 606), FASB ASU No. 2018-08, Clarifying the Scope of the Accounting Guidance for Contributions Received and Contributions Made, and related guidance. Our opinion is not modified with respect to these matters.

Manchester, New Hampshire

February 10, 2021

Balance Sheets

June 30, 2020 and 2019

ASSETS

	<u>2020</u>	2019
Current assets Cash and cash equivalents Patient accounts receivable, net Other current assets	\$ 1,466,892 326,819 128,185	\$ 755,094 407,086 115,770
Total current assets	1,921,896	1,277,950
Assets limited as to use Property and equipment, net	2,814,276 50,074	2,693,310 <u>77,111</u>
Total assets	\$ <u>4,786,246</u>	\$ <u>4,048,371</u>
LIABILITIES AND NET ASSETS		
Current liabilities Accounts payable and accrued liabilities Accrued payroll and related expenses Deferred revenue Total current liabilities	\$ 36,836 199,888 527,281 764,005	\$ 40,480 159,319
Net assets Without donor restrictions With donor restrictions	4,003,694 18,547	3,839,499 9,073
Total net assets	4,022,241	3,848,572
Total liabilities and net assets	\$ <u>4,786,246</u>	\$ <u>4,048,371</u>

Statements of Operations

Years Ended June 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Operating revenue		
Net patient service revenue	\$ 2,827,293	\$ 2,763,723
Grant revenue	203,969	194,742
Net assets released for operations	21,527	36,181
Other operating revenue	121,533	<u>86,646</u>
Other operating revenue	121,555	00,040
Total operating revenue	3,174,322	3,081,292
Operating expenses		
Salaries and benefits	2,401,036	2,267,251
Other operating expenses	817,850	792,369
Depreciation	27,037	<u>27,478</u>
Total operating expenses	3,245,923	3,087,098
Operating loss	<u>(71,601</u>)	(5,806)
Other revenue and gains		
Contributions	84,105	67,997
Investment income, net	69,406	75,346
Change in fair value of investments	82,285	<u>138,566</u>
Total other revenue and gains	235,796	281,909
Excess of revenue over expenses and increase in net assets without donor restrictions	\$ <u>164,195</u>	\$ <u>276,103</u>
Het assets without donor restrictions	+ <u></u>	- 2.0.100

Statements of Changes in Net Assets

Years Ended June 30, 2020 and 2019

·	Without Donor Restrictions	With Donor Restrictions	<u>Total</u>
Balances, June 30, 2018	\$ <u>3,563,396</u>	\$ <u>20,278</u>	\$ <u>3,583,674</u>
Excess of revenue over expenses Net assets released from restrictions Contributions	276,103 - 	(36,181) 24,976	276,103 (36,181) <u>24,976</u>
Increase (decrease) in net assets	276,103	(11,205)	264,898
Balances, June 30, 2019	3,839,499	9,073	3,848,572
Excess of revenue over expenses Net assets released from restrictions Contributions	164,195 - 	(21,527) 31,001	164,195 (21,527) 31,001
Increase in net assets	164,195	9,474	<u>173,669</u>
Balances, June 30, 2020	\$ <u>4,003,694</u>	\$ <u>\ \ 18,547</u>	\$ <u>4,022,241</u>

Statements of Cash Flows

Years Ended June 30, 2020 and 2019

		<u>2020</u>		<u>2019</u>
Cash flows from operating activities Increase in net assets Adjustments to reconcile increase in net assets to net cash provided by operating activities	\$	173,669	\$	264,898
Depreciation Change in fair value of investments (Increase) decrease in		27,037 (82,285)		27,478 (138,566)
Patient accounts receivable Other current assets Increase (decrease) in		80,267 (12,415)		73,311 (30,062)
Accounts payable and accrued liabilities Accrued payroll and related expenses Deferred revenue		(3,644) 40,569 <u>527,281</u>	,	3,633 9,916
Net cash provided by operating activities		750,479 ·	_	210,608
Cash flows from investing activities Investment purchases Proceeds from sale of investments Capital expenditures	•	,160,083) ,121,402 	-	(485,910) 287,278 (2,118)
Net cash used by investing activities		(38,681)	_	(200,750)
Net increase in cash and cash equivalents		711,798		9,858
Cash and cash equivalents, beginning of year		755,094	_	745,236
Cash and cash equivalents, end of year	\$ <u>_1</u>	<u>,466,892</u>	\$ ₌	755,094

Notes to Financial Statements

June 30, 2020 and 2019

1. Summary of Significant Accounting Policies

Organization

Visiting Nurse Home Care & Hospice of Carroll County (the Association) is a non-stock, non-profit corporation organized in the State of New Hampshire. The Association's primary purpose is to provide comprehensive home care services to communities in New Hampshire.

Basis of Presentation

Net assets and revenues, expenses, gains, and losses are classified as described below 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 958 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 (board).

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions are to 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 not-for-profit corporation as described in 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.

Notes to Financial Statements

June 30, 2020 and 2019

Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles (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.

The Association has cash deposits in a major financial institution 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.

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 accounts in the statement of operations and changes in net assets, 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 assets designated by the board.

Notes to Financial Statements

June 30, 2020 and 2019

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. Provision for depreciation 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.

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 FASB 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.

Notes to Financial Statements

June 30, 2020 and 2019

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 net assets 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 statement 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.

Newly Adopted Accounting Pronouncements

In 2020, the Association adopted FASB Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606), and related guidance, which supersedes accounting standards that previously existed under U.S. GAAP and provides a single revenue model to address revenue recognition to be applied by all companies. Under the new standard, which added Topic 606 to the ASC, entities recognize revenue when a customer obtains control of promised goods or services in an amount that reflects the consideration to which the company expects to be entitled in exchange for those goods or services. ASU No. 2014-09 also requires companies to disclose additional information, including the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. The Association elected to adopt this ASU retrospectively with the cumulative effect recognized at the date of initial application; therefore, the financial statements and related notes have been presented accordingly. The balance of accounts receivable at the beginning of 2019 was \$480,397. The adoption had no significant impact for the years ended June 30, 2020 and 2019.

In 2020, the Association also adopted FASB ASU No. 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made, which clarifies and improves the accounting guidance for contributions received and contributions made. The amendments in this ASU assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of ASC Topic No. 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other accounting guidance, and (2) distinguishing between conditional and unconditional contributions. This ASU was adopted by the Association for the years ended June 30, 2020. Adoption of the ASU did not have a material impact on the Association's financial reporting.

Uncertainty

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 implemented certain relief measures and also issued guidance for limiting the spread of COVID-19.

1

VISITING NURSE HOME CARE & HOSPICE OF CARROLL COUNTY

Notes to Financial Statements

June 30, 2020 and 2019

Local, U.S., and world governments have 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.

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 from CMS of provider relief funds totaling \$141,476 to offset the impact of costs and lost revenue as a result of the pandemic. These funds are reflected as deferred revenue until it is determined that the Association met the conditions of the grant. The Association also received \$39,000 of CARES Act money passed through the State of New Hampshire for hazard pay. These funds are recognized as revenue in the financial statements. While management expects this matter to impact operating results, the related financial impact and duration cannot be reasonably estimated.

On April 17, 2020, the Association received a loan from the U.S. Small Business Association within the CARES Act under the Paycheck Protection Program (PPP) in the amount of \$385,805. The loan is unsecured, has a two-year term with a maturity date of April 2022, bears an annual interest rate of 1%, and shall be payable monthly with the first six monthly payments deferred. The principal amount of the PPP is subject to forgiveness, upon the Association's request, to the extent that the proceeds are used to pay qualifying expenditures, including payroll costs, interest on mortgages, rent and utilities, incurred by the Association. It is the Association's intent to apply for forgiveness. Forgiveness is subject to the sole approval of the SBA. The Association has chosen to follow the conditional contribution model for the PPP and has opted to not record any income until forgiveness is received. The full amount of the PPP received is reported as deferred revenue in the current liabilities section of the balance sheet at June 30, 2020.

2. Availability and Liquidity of Financial Assets

As of June 30, 2020, the Association has working capital of \$1,157,891 and average days (based on normal expenditures) cash and liquid investments on hand of 166 which includes only cash and cash equivalents, as all investments are board designated for investment.

Notes to Financial Statements

June 30, 2020 and 2019

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 (unfunded capital expenditures), were as follows:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents Patient accounts receivable, net Grant receivable	\$ 1,466,892 326,819 44,180	\$ 755,094 407,086 32,592
Financial assets available to meet cash needs for general expenditures and unfunded capital expenditures within one year	\$ <u>1,837,891</u>	\$ <u>1,194,772</u>

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

- Operating within a prudent range of financial soundness and stability;
- · Maintaining adequate liquid assets; and
- Maintaining sufficient reserves to provide reasonable assurance that long-term commitments and obligations under endowments with donor restrictions and quasiendowments that support mission fulfillment will continue to be met, ensuring the sustainability of the Association.

3. Investments and Assets Limited As To Use

Investments and assets limited as to use, stated at fair value, are as follows:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 39,792	\$ 142,585
Equity securities	1,066,416	982,595
Mutual funds	<u>1,708,068</u>	_1,568,130
Total investments	\$ <u>2,814,276</u>	\$ <u>2,693,310</u>

Notes to Financial Statements

June 30, 2020 and 2019

Fair Value Measurement

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 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.

The fair value of all the Association's investments is measured on a recurring basis using Level 1 inputs.

4. Property and Equipment

Property and equipment consists of the following:

•	<u>2020</u>	<u>2019</u>
Furniture and equipment Leasehold improvements	\$ 362,467 	\$ 362,467 155,877
Total cost Less accumulated depreciation	518,344 <u>468,270</u>	518,344 <u>441,233</u>
Property and equipment, net	\$ <u>50,074</u>	\$ <u>77,111</u>

Notes to Financial Statements

June 30, 2020 and 2019

5. Net Patient Service Revenue

Net patient service revenue is as follows:

	<u>2020</u>	<u> 2019</u>
Medicare Medicaid		\$ 2,097,302
Other third-party payers and private pay	284,607 579,380	239,329 <u>427,092</u>
Total	\$ <u>2,827,293</u>	\$ <u>2,763,723</u>

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 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 and municipal appropriations. The cost to provide these services is not considered material to the financial statements.

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.

Notes to Financial Statements

June 30, 2020 and 2019

6. Functional Expenses

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

	<u>2020</u>	<u>2019</u>
Program services		
Salaries and benefits	\$ 1,840,885	\$ 1,702,471
Other operating expenses	, , , , , , , , , , , , , , , , , , , ,	,,
Program supplies	60,655	74,064
Contract services	134,309	135,426
Transportation	101,173	99,193
Software maintenance	55,978	60,061
Other	213,323	214,347
Depreciation	<u> 20,854</u>	20,768
Total program services	2,427,177	2,306,330
Administrative and general		
Salaries and benefits	560,151	564,780
Other operating expenses	ŕ	·
Contract services	166,629	114,773
Transportation	5,932	5,837
Software maintenance	16,598	19,406
Other	63,253	69,262
Depreciation	<u>6,183</u>	<u>6,710</u>
Total administrative and general	<u>818,746</u>	780,768
Total	\$ <u>3,245,923</u>	\$ <u>3,087,098</u>

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

7. Commitments and Contingencies

Leases

Leases that do not meet the criteria for capitalization are classified as operating leases with related rental charges to operations as incurred.

Notes to Financial Statements

June 30, 2020 and 2019

The following is a schedule, by fiscal year, of future minimum lease payments under operating leases for office facilities that have initial or remaining lease terms in excess of one year:

2021 2022 2023		7,836 7,836 7,973
Total	\$ <u>10</u>	3,645

Rental expense amounted to \$47,958 in 2020 and \$47,840 in 2019.

Malpractice Insurance

The Association insures its medical malpractice risks on a claims-made basis. There were no known malpractice claims outstanding at June 30, 2020 and 2019, which, in the opinion of management, will be settled for amounts in excess of insurance coverage, 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 in future periods.

8. Net Assets

At June 30, 2020 and 2019, net assets without donor restrictions are fully available to support operations of the Association.

Net assets with donor restrictions were as follows:

		<u>2020</u>		<u>2019</u>
Specific purpose				
Hospice pet care	\$	4,665	\$	4,665
Evergreen		-		2,000
Advanced care planning		3,500		-
Crossings program	_	10,382	_	2,408
Total net assets with donor restrictions	\$	18,547	\$_	9,073

Notes to Financial Statements

June 30, 2020 and 2019

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 accounts receivable, by funding source:

	<u>2020</u>	<u>2019</u>
Medicare Medicaid Other	63 % 5 <u>32</u>	66 % 4 30
Total	<u>100</u> %	<u>100</u> %

10. Subsequent Events

For financial reporting purposes, subsequent events have been evaluated by management through February 10, 2021, which is the date the financial statements were available to be issued.

Visiting Nurse Home Care & Hospice of Carroll County Board of Directors

Effective 4/28/21

•		
2018-2020		
Myles Crowe, Secretary		
2018-2020		
Ashley Gore, Treasurer	4/14/15	
2018-2020		
Tyler Cyr	5/1/18	
2019-2021		
Theresa "Tracy" Grisez	6/4/19	
2020-2022		
Jessica Kroski	9/15/20	
2020-2022		
Valerie Lozier, PsyD, FNP-BC	9/15/20	
2019-2021		
Patricia Mason	6/4/19	
2018-2020		
Andrea Masters	5/1/18	
2020-2022		
Gail Paine		
2020-2022		
Diane Ryan	9/15/20	

Sandra L. Ruka

PROFESSIONAL INFORMATION

Registered Nurse State of NH # 024267-21 1978 to present

EXPERIENCE

Date 2008-present	Title Executive Director	Employer Visiting Nurse Home Care & Hospice of Carroll County (formerly Visiting Nurse and Hospice Care Services of Northern Carroll County name change post merger with Carroll County Health and Home Care services)
2002-2008	Hospice Administrator Quality Improvement Clinical Director	Visiting Nurse and Hospice Care Services of Northern Carroll County
1999-2002	Patient Advocate	The Memorial Hospital North Conway, NH
1998-2002	Case Manager / Department Head	The Memorial Hospital North Conway, NH
1996-1997	Clinical Instructor Certified Nursing Assistant Program	College for Lifelong Learning Conway, NH
1991-1998	Staff RN -Clinical Nurse III Maternity Department 230 deliveries/yearly	The Memorial Hospital North Conway, NH
1989-1991	Staff RN-Emergency Department 1800 visits yearly Staff RN- Maternity Department	The Memorial Hospital North Conway, NH
1988-1989	Clinical Manager Emergency Department	The Memorial Hospital North Conway, NH

	10 staff members	
1986-1988	Staff RN- Emergency Department	The Memorial Hospital North Conway, NH
1981-1986	Night Supervisor	The Memorial Hospital North, Conway, NH
1979-1981	Assistant Head Nurse 29 bed Medical Surgical Unit	The New England Baptist Hospital Boston, MA
1978-1981	Staff Nurse 29 bed Medical Surgical Unit	The New England Baptist Hospital Boston, MA

EDUCATION

<u>Date</u>	Educational Institution	<u>Program</u>
2000-2003	University of New Hampshire	MS in Nursing
1998-2001	University of New Hampshire	BS in Nursing
1996 – 1997	College for Life Long Learning	Liberal Arts Courses
1975 – 1978	New England Baptist Hospital School of Nursing	Diploma in Nursing
1975 – 1978	Pine Manor College	Associate of Science

PROFESSIONAL MEMBERSHIPS

Member Board of Directors Home Care Association of New Hampshire Chair Education Committee Home Care Association of New Hampshire Member of NH Home Care Association's Legislative Action Committee Member of NH Home Care Associations Dual Eligible's Committee President Board of Managers-Rural Home Care Network Board of Managers White Mountain Community Health Council Agency membership Home Care Association of New Hampshire Agency membership Visiting Nurse Association of America

HONORS

Visiting Nurse and Hospice Care Services of Northern Carroll County recipient of the Bob Morrell Community Service Award 2009

Sigma Theta Tau International Nursing Honor Society

Recipient The Memorial Hospital Scholarship, 1998, North Conway, NH.

Recipient The Memorial Hospital Volunteers Scholarship, 1998, North Conway, NH

PUBLICATIONS

Ongoing bi-weekly newspaper articles "Home Health Matters" highlighting current issues and trends in home health and health care industry

Nov. 2003 poster presentation on Long Term Care Nurse Role in End of Life decision Making (Master's thesis) at Gerontological Society of America Annual Symposium

PRESENTATIONS

Monthly community meetings to present available community services

Formal presentations to local community groups regarding community services and supports

May 2012 and Nov. 2007 Panel member presentation on Hospice Care and End of Life Care

June 2007 Role of LNA in Hospice Care to Carroll County Home and Health Care

June 2005 Presented seminar on End of Life Care for University of New Hampshire Continuing Education

Multiple community presentations on home and hospice care

Appearances on local access cable television and radio discussing hospice care and home care

PROFESSIONAL ACCOMPLISHMENTS

Provided oversight and direction to the successful merger of Visiting Nurse and Hospice Care Services of Northern Carroll County and Carroll County Health and Home Care Services. This merger affords the agency the opportunity to provide integrated community based services to the residents of Carroll County.

CONTRACTOR NAME

Key Personnel

<u>.</u>	,			
Name	Job Title	Salary	% Paid from this Contract	Amount Paid from this Contract
Sandra Ruka	Executive Director	\$90,205	5%	\$4510



Lori A. Shibinette Commissioner

Deborah D. Sebeetz Director

STATE OF NEW HAMPSHIRE DEPARTMENT OF HEALTH AND HUMAN 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

DIVISION OF LONG TERM SUPPORTS AND SERVICES

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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Waypoint (fke Child & Family Services)	177166	Manchester	\$4,869,430.28	\$ 2,801,630.48	\$7,671,060.76	O: 12/21/16 (#18) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

the man

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

			\			
Cornerstone VNA	230881	Rochester	\$456,012.37	\$ 262,363.50	. \$ 718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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: 12/21/18 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#38)
Lakes Region Community Services	177251	Laconia	\$2,593,095.40	\$1,388,803.12	\$3,981,898.52	O: 3/08/17 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	·
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,616.55	\$1,835,140.58	\$5,024,757.13	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Visiting Nurse Home Care & Hospice of Carroli County	225191	 North Conway	\$924,033.89	\$531,648.44	\$1,455,682.33	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	\$0	\$806,144.36	(#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

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

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,

Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017 ,	540-500382	SS Contracts	multiple	\$	25,107.46			\$	25,107.40
2018	540-500382	SS Contracts	multiple	\$	52,738.64			S	52,738.64
2019	540-500382	SS Contracts	multiple	\$	52,738.64			\$	52,738.64
2020	540-500382	SS Contracts	muttiple	. \$	141,774.58			\$	141,774.58
2021	540-500382	SS Contracts	multiple	\$	-	S	141,774.58	\$	141,774.58
2022	540-500382	SS Contracts	multiple	S		S	141,774.58	S	141,774.58
		Subtota	1	\$	272,359.32	\$	283,549.16	S	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	ber Current Modified Increased (Decreased) Budget 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	S -	\$ 689,019.46	\$ 689,019.46
2022	543-500385	, Adult In Home Care	multiple	S .	\$ 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	Ċ	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	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	\$		S	68,649.44
2021	540-500382	SS Contracts	multiple	S	-	\$	68,649,44	S	.68,649.44
2022	540-500382	SS Contracts	multiple	\$	-	5	68,649.44	\$	68,649.44
		Subtotal		\$	238,635.28	\$	137,298.88	\$	375,934.16
		36.02			230,033.20	<u>•</u>	137,288.00	_	373,8

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,

Fiscal Year Class/Object		bject Class Title		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	\$ 1,525,810.28		\$ 1,525,810.26		
2020	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26	\$ -	\$ 1,525,810.26		
2021	543-500385	Adult in Home Care	multiple	S .	\$ 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	1	\$ 5,542,574.94	\$ 3,188,919.40	\$ 8,731,494.34		

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	Ċ	rent Modifled Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	5	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	mutiple	\$	160,497.72	S		\$	160,497,72
2021	540-500382	SS Contracts	mutiple	_ \$	-	\$	160,497.72	\$	160,497.72
2022	540-500382	SS Contracts	multiple	5	-	\$	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; 65% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult to 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	7	\$ 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		(D	rcreased ecreased) Amount	Revised Modified Budget	
2017	540-500382	SS Contracts	multiple	S	1,500.00			5	1,500.00
2018	540-500382	SS Contracts	mutiple	\$	3,138.07			S	3,138.07
2019	540-500382	SS Contracts	mutiple	5	3,138.07			5	3,138.07
2020	540-500382	SS Contracts	multiple	S	3,138.07	\$		\$	3,138.07
2021	540-500382	SS Contracts	multiple	\$		S	3,138.07	\$	3,138.07
2022	540-500382	SS Contracts	multiple	\$		S	3,138.07	\$	3,138.07
	_	Subtotal		\$	10,914.21	S	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	Cur	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	S	50,967.12			S	80,987.12
2018	543-500385	Adult In Home Care	multiple	5	128,043.68			S	128,043.68
2019	543-500385	Adult In Home Care	multiple	\$	128,043.88			S	128,043.68
2020	543-500385	Adult In Home Care	multiple	5	128,043.68	Ş		S ·	128,043.68
2021	543-500385	Adult In Home Care	multiple	5		\$	128,043.68	\$	128,043.68
2022	543-500385	Adult In Home Care	multiple	\$		Ş	128,043.68	S	128,043.68
		Subtotal		\$	445,098.16	\$	256,087.36	\$	701,185.52
		Grand Total		S	456,012.37	\$	262,363.50	\$	718,375.87

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	Ctass/Object	Class Title	Joo Number Bu		ent Modified Budget		Increased Decreased) Amount		sed Modified Budget
2017	540-500382	SS Contracts	mutiple					S	
2018	540-500382	SS Contracts	multiple		-			Š	
2019	540-500382	SS Contracts	multiple					S	
2020	540-500382	SS Contracts	mutiple	S	69,262,28	S		S	69,262,28
2021	540-500382	SS Contracts	multiple	\$		s	69,262,28	Š	69,262,28
2022	540-500382	SS Contracts	multiple	\$	-	\$	69,262.28	\$	69,262.28
		Subtotat		S	69,262.28	\$	138,524,56	Š	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 Tele	Job Number	Cum	ent Modified Budget		Increased Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult in Home Care	multiple					S	
2018	543-500385	Adult In Home Care	multiple					S	
2019	543-500385	Adult In Home Care	multiple		-			S	
2020	543-500385	Adult In Home Care	mutiple	S.	812,033,14	S	 :	s	812,033.14
2021	543-500385	Adult In Home Care	multiple	Ś	-	5	812,033.14	s	812,033,14
2022	543-500385	Adult In Home Care	multiple	S	-	S	812,033,14		812,033,14
		Subtotal		\$	812,033.14	\$	1,624,066.28	_	2,436,099.42
		Grand Total		\$	881,295.42		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	 ent Modified Budget		ncreased (ocreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$ 3,228.46			\$	3,228,46
2018	540-500382	SS Contracts	multiple	\$ 6,780,44			s	6,780,44
2019	540-500382	SS Contracts	multiple	\$ 6,780.44		_	s	6,780,44
2020	540-500382	SS Contracts	multiple	\$ 6,780.44	\$		S	6,780,44
2021	540-500382	SS Contracts	multiple	\$	5	6,780,44	S	6,780,44
2022	540-500382	SS Contracts	multiple	\$ 	5	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		(Decrepted)		Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	29,650.10			S	29,650.10
2018	543-500385	Adult In Home Care	multiple	\$	62,271.40			S	62,271,40
2019	543-500385	Adult In Home Care	multiple	Ş	62,271.40		•	S	62,271,40
2020	543-500385	Adult In Horne Care	multiple	s	62,271,40	S		S	62,271,40
2021	543-500385	Adult In Home Care	mutipla	S	-	S	62,271,40		62,271,40
2022	543-500385	Adult In Home Care	muttiple	\$		5	62,271,40	<u> </u>	62,271,40
		Subtotal		\$	216,464.30	\$	124,542.80	\$	341,007.10
	·	Grand Total		\$	240,034.08	\$	138,103.68	\$	378,137.76

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.

Fiscal Year	Class/Object	Class Title	Job Number	ā	ent Modified Budget	Increased (Decreased) Amount	Revi	ised 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		5	69,262.28
2020	540-500382	SS Contracts	multiple	S	-	\$	5	
2021	540-500382	SS Contracts	multiple	\$			5	
2022	540-500382	SS Contracts	multiple	-5	-		\$	
		Subtotal		\$	171,506.44	\$	· S	171,506.44
	!					•	ī	· -

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	mutiple	\$ 812,033,14		\$ 812,033.14
2020	543-500385	Adult In Home Care	multiple	S -	s .	· \$ -
2021	543-500385	Adult In Home Care	mutiple	\$.		\$ -
2022	543-500385	Adult In Home Care	mutiple	\$.		\$.
		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	Cur	rent Modified Budget		Increased Decreased) Amount	Rav	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	64,681.77			\$	64,681,77
2018	540-500382	SS Contracts	multiple	\$	89,061.18			S	89,061,18
2019	540-500382	SS Contracts	multiple	s	89,061.18			S	89,061,18
2020	540-500382	SS Contracts	multiple	S	89,061,18	S		Ś	89,061,18
2021	540-500382	SS Contracts	multiple	\$		S	89,061,18	Š	89.061.18
2022	540-500382	SS Contracts	multiple	\$		S	89,061.18		89,061.18
		Subtotal		5	331,865.31	\$	178,122.36		509,987.67
	 		<u> </u>						-

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

		70/81/20	CIONE, JUNE	OFINEIONE		
Fiscal Year	Class/Object	, Class Title	Job Number	Current Modifie Budget	d (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 445,208.9	95	\$ 445,208,95
2018	543-500385	Adult In Home Care	mutiple	\$ 605,340.3	38	\$ 605,340,38
2019	543-500385	Adult In Home Care	multiple	\$ 605,340.3	38	\$ 605,340,38
2020	543-500385	Adult In Home Care	multiple	\$ 605,340.3	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	S	- \$ 605,340.38	\$ 605,340.38
		Subtotal	,	\$ 2,261,230.0	9 \$ 1,210,680.76	
		Grand Total		\$ 2,593,095.4	10 \$ 1,388,803.12	\$ 3,981,898.52

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, 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget	_	ncreased Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	52,532.50			\$	52,532.50
2018	540-500382	SS Contracts	multiple	\$	73,565.15			5	73,565.15
2019	540-500382	SS Contracts	multiple	\$	73,565.15			\$	73,565.15
2020	540-500382	SS Contracts	multiple	S	73,565.15	S	•	\$	73,565.15
2021	540-500382	SS Contracts	mutiple	\$	-	S	73,565.15	\$	73,565.15
2022	540-500382	SS Contracts	multiple	\$		\$	73,585.15	\$	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

			79791 60	CITCHE, OUR		W1018				
	Fiscal Year	Class/Object	Class Title	Job Number	Curi	ent Modified Budget		Increased Decreased) Amount	Re	vised Modified Budget
	2017	543-500385	Adult In Home Care	multiple	\$	176,032.50			\$	176,032.50
С	2018	543-500385	Adult In Home Care	mutiple	\$	246,470.00			\$	246,470.00
	2019	543-500385	Adult In Home Care	multiple	\$	246,470.00			5	246,470.00
	2020	543-500385	Adult in Home Care	multiple_	\$	246,470.00	· S		\$	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		\$	915,442.50	\$	492,940.00	\$	1,408,382.50
			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

2017 540-50 2018 540-50		S Contracts S Contracts	multiple	S	9,127,68			•	0.403.60
	0382 S	S Codente			-,			3	9,127.68
2040 540 50		3 COTE BOOKS	_mutiple	\$	19,154,20			\$	19,154.20
2019 540-50	0382 S	S Contracts	mutiple	\$	19,154.20			. \$	19,154.20
2020 540-50	0382 S	S Contracts	multiple	\$	9,577.10	\$	-	\$	9,577.10
2021 540-50	0382 S	S Contracts	multiple	s		Ş-	9,577.10	S	9,577.10
2022 540-50	0382 S	S Contracts	multiple	S	-	S	9,577.10	\$	9,577.10
- I ·	,	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	Cun	rent Modified Budget		Increased Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	70,221.40			S	70,221.40
2018	543-500385	Adult In Home Care	multiple	\$	147,479.60			S	147,479.60
2019	543-500385	Adult In Home Care	multiple	S	147,479.60		-	Ş٠	147,479.60
2020	543-500385	Adult In Home Care	multiple	\$	73,739.80	\$	•	S	73,739,80
2021	543-500385	Adult In Home Care	multiple	\$		\$	73,739.80	S	73,739.80
2022	543-500385	Adult In Home Care	multiple	\$		S	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

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		ent Modified Budget	Increased (Decreased) Amount	Rev	ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	37,828.44		\$	37,828.44
2018	540-500382	SS Contracts	mutiple	\$	79,458.84		\$	79,458.84
2019	540-500382	SS Contracts	mutiple	\$_	79,458.84		S	79,458.84
2020	540-500382	SS Contracts	multiple	\$		\$ ·	- \$	
2021	540-500382	SS Contracts	multiple	\$	-	\$	- S	
2022	540-500382	SS Contracts	multiple	\$	•	S	. \$	
•		Sublota		\$	196,746.12	\$	- \$	198,746.12

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	Cur	rent Modified Budget	Increased (Decreased) Amount	Revi	sed 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		S	248,107.84
2019	543-500385	Adult In Home Care	multiple	S	246,107.84		S	248,107.84
2020	543-500385	Adult In Home Care	mutiple	5	-	\$.	\$	
2021	543-500385	Adult In Home Care	multiple:	 \$		\$	\$	-
2022	543-500385	Adult In Home Care	mutiple	5		\$. \$	
		Subtotal		\$	609,398.24	\$. \$	609,398.24
		Grand Total		\$	B06,144.36	\$	\$	806,144.36

Visiting Nurse Home Care & Hospice of Carroll County

05-85-48-481010-7872 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	Curi	ent Modified Budget		increased Decreased) Amount	Rev	ised Modified Budget
2017 .	540-500382	SS Contracts	multiple	\$_	36,236.20			\$	36,236.20
2018	540-500382	SS Contracts	multiple	s.	76,122.80			\$	76,122.80
2019	540-500382	SS Contracts	multiple	S	76,122.80			\$	76,122.80
2020	540-500382	SS Contracts	multiple	S	76,122.80	\$	-	S	78,122.80
2021	540-500382	SS Contracts	multiple	5	-	S	76,122.80	\$	76,122.80
2022	540-500382	SS Contracts	multiple	\$	•	5	76,122.80	5	76,122.80
•		Sublotal		\$	264,604.60	\$	152,245.60	5	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,

Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget		Increased Decreased) Amount	Ra	vised Modified Budget
2017	543-500385	Adult In Home Care	muttiple	\$	90,325.03			\$	90,325.03
2018	543-500385	Adult In Home Care	multiple	\$	189,701.42			S	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	S		\$	189,701.42
2021	543-500385	Adult In Home Care	multiple	S	-	\$	189,701.42	\$	189,701.42
2022	2022 543-500385 A	Adult In Home Care	multiple	S	-	\$	189,701.42	\$	189,701.42
	1	Subtota	1	\$	659,429.29	\$	379,402.84	\$	1,038,832.13
		Grand Total	1	\$	924,033.89	\$	531,648.44	\$	1,455,682.33

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% Fi	EDERAL,	60% G	ENERAL

Fiscal Year	Class/Object	. Class Title	Job Number		ent Modified : Budget	(D	ncreased ecreased) Amount	Revi	sed 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	mutiple	S	15,127.93			s	15,127,93
2020	540-500382	SS Contracts	multiple	S	15,127.93	\$		5	15,127,93
2021	540-500382	SS Contracts	multiple	\$		Ş ·	15,127,93	S	15,127.93
2022	540-500382	SS Contracts	multiple	s	-1	\$	15,127.93	S	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 ¹	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	\$ 902,442.35		\$ 902,442,38
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	muttiple	\$ -	\$ 902,442.36	\$ 902,442.36
	I	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% GE	NERAL

Fiscal Year	Class/Object	Class Title	Job Number	Cu	rrent Modified Budget	(Ooc	Increased reased) Amount	-	vised Modified Budget
2017	540-500382	SS Contracts	multiple	S	379,541.17	5		s	379,541,17
2018	540-500382	SS Contracts	multiple	\$	713,556.69	S	-	S	713,556.68
2019	540-500382	SS Contracts	multiple	\$	713,558.69	\$		S	713,558,69
2020	540-500382	SS Contracts	multiple	\$	713,558.69	S		\$	713,556.69
2021	540-500382	SS Contracts	multiple	\$	-	S	713,558.69	\$	713,556.69
2022	540-500382	SS Contracts	multiple	S		\$	713,558.69	Ş	713,558.69
		. Subtotal		\$	2,520,211:24	S	1,427,113.38	S	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	Ravised 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	S -	\$ 8,475,189.42
2021	543-500385	Adult In Home Care	multiple	\$ -	\$ 6,475,189.42	\$ 8,475,189.42
2022	543-500385	Adult In Home Care	multiple	ş ·	\$ 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



Exhibt A Amendment

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 Visiting Nurse Home Care & Hospice of Carroll County (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 1529 White Mountain Highway, North Conway, NH 03860.

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:

- 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: \$1,455,682.33.
- 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:
 - 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.
- 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.



Exhibt A Amendment

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

ame: Deborah D. Scheetz

Title: Director

Visiting Nurse Home Care & Hospice of Carroll County

5" · A1 · 20 20

Date

Name: Shann Ruke

Thile: Excessive Dio a. l.



Exhibt A Amendment

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		Catherine Pinos		
Date	Name: Title:	Catherine Pinos, Attorney		
	proved by the Governor and Executive Council o			
	OFFICÉ	OFFICE OF THE SECRETARY OF STATE		
	•	,		
Date	Name:			



Exhibt A Amendment #3

Scope of Services

1. Provisions Applicable to All Services

- 1.1. The Contractor shall provide services for Carroll 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.

Visiting Nurse Home Care & Hospice of Carroll County

Exhibit A Amendment #3

Contractor Initials ______

Date 5.21.40

RFA-2017-BEAS-01-INHOM-11-A03

Page 1 of 10



Exhibt 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 2.1, above, by accepting applications for services directly from an individual and in accordance with Section 2.3.2, below.
 - 2.3.1.2. The Contractor shall assist individuals in accessing the services in Section 2.1, 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

Visiting Nurse Home Care & Hospice of Carroll County

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-11-A03

Page 2 of 10

. Date 5.01.20



Exhibt 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 1.3, 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 1.3, 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 1.3, 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 1.3, 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

Visiting Nurse Home Caré & Hospice of Carroll County

Exhibit A Amendment #3

Contractor Initials ______



Exhibt A Amendment #3

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 personcentered 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 2.3.7 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.

Visiting Nurse Home Care & Hospice of Carroll County

Exhibit A Amendment #3

Contractor Initials 42

3 Page 4 of 10

Date 5 di do



Exhibt 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 2.3.7 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, selfneglect, 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 Visiting Nurse Home Care & Exhibit A Amendment #3 Hospice of Carroll County

Contractor Initials //

RFA-2017-BEAS-01-INHOM-11-A03

Page 5 of 10

Dale 5 AIN



Exhibt A Amendment #3

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 2.3.9.4, 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.

Visiting Nurse Home Care & Hospice of Carroll County

Exhibit A Amendment #3

Contractor Initials ______

Page 6 of 10

Dale 5 81 00

RFA-2017-BEAS-01-INHOM-11-A03



Exhibt A Amendment #3

- 2.3.9.4.4: Individual has no respite services while living with a caregiver.
- 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, e Care & Exhibit A Amendment #3 Contractor Initials

Visiting Nurse Home Care & Hospice of Carroll County

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



Exhibt A Amendment #3

processes, procedures, and staff that includes, but is not limited to:

- 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.

Visiting Nurse Home Care & Hospice of Carroll County

Exhibit A Amendment #3

Contractor Initials ______

.Page 8 of 10

Dalo 5 2120

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



Exhibt A Amendment #3

- 2.8.2. A description of how additional staff resources swill 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.
- 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 2.3.6.2.
 - .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:

Visiting Nurse Home Care & Hospice of Carroll County

Exhibit A Amendment #3

Contractor Initials

Date 5.0700

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



Exhibt A Amendment #3

- 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:
 - 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.

Visiting Nurse Home Care & Hospice of Carroll County RFA-2017-BEAS-01-INHOM-11-A03 Exhibit A Amendment #3

Contractor Initials 4

Date 5 21-08 0

Page 10 of 10

Exhibit 8-1 Amendment #3 Rate Sheet

Adult In-Home Care - Visiting Nurse Home Care & Hospice

0	1/01/2017 through 0	6/30/2017 Service	Units		
In Home Services	Unit Type	Total # of Units of Service anticipated to be delivered.	Rate per Service	Total Amount of Monthly Funding boin Requested for each Service	
Title XX In Home Services	1/2 Hour	9,429	\$ 9.58	\$.90,325.03	
Title IIIB In Home Services	1/2 Hour	390	\$9.58	\$ 3,736.20	
Title III8 Home Health Aide	1/2 Hour	2,600	\$12.50	\$ 32,500.00	
Title IIIB Nursing	1/2 Hour	0	\$24,50	\$	

	07/01/2017 through 0	6/30/2018 Service	Units		
tn Home Scrvices	- 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	18,857	\$10.06	\$ 189,701.42	
Title IIIB In Home Services	1/2 Hour	780	\$10.06	5 7,846.80	
Title III8 Home Health Aide	1/2 Hour	5,200	\$13.13	\$ 68,276.00	
Title III8 Nursing	1/2 Hour	0	\$25.73	\$	

	7/01/2018 through 0	5/30/2019 Service	Units		
h- Homo Comileon	11-11-7	Total # of Units of Service anticipated to be	Carlo and Carlos	Total Amount of Monthly Funding being Requested for each Service	
In Home Services	Unit Type	delivered.	Rate per Service		
Title XX In Home Services	1/2 Hour	18,857	\$10.06	\$ 189,701.42	
Title IIIB to Home Services	. 1/2 Hour	780	\$10.06	\$ 7.846.80	
Title IIIB Home Health Aide	1/2 Hour	5,200	\$13.13	\$ 68,276.00	
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -	

	7/01/2019 through 0	6/30/2020 Service	Units	
În 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	15,808	\$12.00	\$ 189,701.42
Title IIIB in Home Services	1/2 Hour	654	\$12.00	\$ 7,846.80
Title IIIB Home Health Alde	1/2 Hour	4,267	\$16.00	\$ 68,276.00
Title III8 Nursing	1/2 Hour	0	\$25.73	\$

0	7/01/2020 through 06	5/30/2021 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	15,808		\$ 189,701.42
Title IIIB In Home Services	1/2 Hour	654	\$12.00	\$ 7,846.80
Title tilB Home Health Aide	1/2 Hour	4,267	\$16.00	\$ 68,276.00
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$

0	7/01/2021 through 0	6/30/2022 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	15,808	\$12.00	\$ 189,701.42
Title IIIB to Home Services	1/2 Hour	654	\$12.00	\$ 7,846.80
Title III8 Home Health Aide	1/2 Hour	4,267	\$16.00	\$ 68,276.00
Title IIIB Nursing	1/2 Hour	.0	\$25.73	\$

Visiting Nurse Home Care Hospice of Carroll County RFA-2017-BEAS-01-INHOM-11-A03







Jeffrey A. Meyers
Commissioner

Deborah D. Scheetz 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
n Community	177251	Laconia	\$1,898,693.84	\$694,401.56	\$2,593,095.40
pee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 2 of 4

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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

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.

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

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

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 Tale	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
	. [Subtotal		\$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 Your	Class/Object	Class Trile	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
		Subtotal		\$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

	, TANTEDCIONE, ON OCCUPANE ,											
Fiscal Year	Class/Object	Class Title	Job Number	Cun	rent Modified Budget	(Increased Docreased) 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	mutiple			\$	68,649.44	\$68,649.44				
		Subtotal			\$169,985,84		\$68,649,44	\$238 635.28				

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget						
2017	543-500385	Adult In Home Care	mutiple	\$ 726,508.88		\$728,508.88						
2018	543-500385	Adul In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.26						
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.26						
2020	543-500385	Adult In Home Care	muliple	•	\$ 1,525,810.26	\$1,525,810.26						
		Sublotal		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66						
		Total	, , , , ,	\$3,948,115.24	\$1,594,459.70	\$5,542,574.94						

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	f	\$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	\$5 Contracts	multiple		\$160,497.72	
		Subtotal		\$397,411.32	\$160,497.72	

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	
		Subtotal		\$3,071,203.72	\$1,240,317.52	\$4,311,521.24
<u>. </u>		Total		\$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
1 2017	540-500382	5S Contracts	multiple	\$1,500.00		\$1,500.00
2018	540-500382	SS Contracts	muttiple '	\$3,138.07	· ·	\$3,138.07
2019	540-500382	SS Contracts	muttiple	\$3,138.07	-	\$3,138.07
2020	540-500382	SS Contracts	multiple		\$ 3,138.07	
	l	Subtotal		\$7,775.14	\$3,138.07	

Fiscal Year	Class/Object	Class Trile	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
		Subtotal		\$317,054.48	\$128,043.68	\$445,098.16
		Total		\$324,830.62	\$131,181.75	

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 Confracts	mutiple	\$3,228.48		\$3,228.46
2018	540-500382	SS Comracts	multiple	\$8,780.44		\$8,780.44
2019	540-500382	SS Contracts	multiple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	multiple		\$ 6,780.44	\$6,780.44
		Subtolal		\$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 Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$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
		Subtotal		\$154,192.90	\$62,271.40	\$216,464.30
	·	Total	٠	\$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
_		Subtotal		\$171,506.44	\$0.00	\$171,506.44

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
		Subtotal		\$2,010,715.08	\$0.00	\$2,010,715.08
		Total		\$2,182,221.52	\$0.00	\$2,182,221.52

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	
	<u> </u>	Subtotal		, \$0.00	\$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	Rovised Modified Budget
2017	543-500385	Adult in Home Care	multiple			\$0.00
2018	543-500385	Adult In Home Care	mutiple			\$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	
		Subtotal		\$0.00	\$812,033,14	\$812,033.14
		Total		\$0.00	\$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 Mumber	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	
		Subtotal		\$242,804,13	\$89,061.18	

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	
		Sublotal	•	\$1,655,889.71	\$605,340,38	
		Total	_	\$1,898,693.84	\$694,401.56	

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	mutiple		\$ 73,565.15	\$73,565.15
		Subtotal		\$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

	4010120010101010101010101010101010101010							
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	mutiple	\$245,470.00		\$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		
		Subtotal		\$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 Your	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
		Subtotal		\$47,436.08	\$9,577.10	\$57,013.18

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		\$147,479.80
2019	543-500385	Adult In Home Care	multiple	\$147,479.60		\$147,479.50
2020	543-500385	Adult In Home Care	multiple	\$0.00	\$ 73,739.80	\$73,739.80
		Subtotal		\$365, 180.60	\$73,739.80	\$438,920.40
		Total		\$412,616.68	\$83,316.90	\$495,933.58

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 Mumber	Current Modified Budget	(Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$37,828.44		\$37,828.44
201B	540-500382	SS Contracts *	multiple	\$79,458.84	_	\$79,458.84
2019	540-500382	SS Contracts	mutiple	\$79,458.84		\$79,458.84
2020	540-500382	SS Contracts	multiple	\$0.00		\$0.00
		Subtotal		\$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 (Docreased) 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
		. Subtolal		\$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 Trile	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	muliple	\$76,122.80	_	\$76,122.80
2020	540-500382	SS Contracts	multiple		\$76,122.80	\$76,122.80
		Subtotal		\$188,481.80	\$76,122.80	\$264,604.60

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Docreased) Amount	Revised Medified 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
		Sublotal		\$469,727.87	\$189,701.42	\$659,429.29
		Total		\$658,209.67	\$265,824.22	. \$924,033.89

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

		40 A FEDI	CANE, OUR C	JENEVAE.	•	
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	mutiple_	\$0.00	\$ 15,127.93	\$15,127.93
		Sublotal		\$37,469.80	\$15,127.93	\$52,597.73

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Docreased) 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	mutiple	\$902,442.36	•	\$902,442.36
2020	543-500385	Adult In Home Care	mutiple	\$0.00	\$ 902,442.36	\$902,442.36
		Subtotal	-	\$2,234,576.46	\$902,442.36	\$3,137,018.82
		Total		\$2,272,046.26	\$917,570.29	\$3,189,616.55
		G	rand Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,568.68



STATE OF NEW HAMPSHIRE

DEPARTMENT OF HEALTH AND HUMAN SERVICES

DIVISION OF LONG TERM SUPPORTS AND SERVICES

BUREAU OF ELDERLY & ADULT SERVICES

Commissioner

Christine L. Santaniello Director 129 PLEASANT STREET, CONCORD, NH 03301-3857 603-271-9546 1-800-852-3345 Ext. 8646 Fax: 603-271-4912 TDD Access: 1-800-735-2964 www.dbhs.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

It man

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

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.

th-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 Page 3 of 3

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

Respectfully submitted,

Approved by:

Commissioner

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

		30 76 7 4.02	NAC, 10 % G	CIVERAL	•	
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	\$25,107.48
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
		Sublotal		\$87,880.90	\$42,703.84	\$130,584.74

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, MHS: ELDERLY - ADULT SERVICES, GRANTS TO LOCALS, SOCIAL SERVICE BLOCK GRANT,

45% FEDERAL; 55% GENERAL Increased Fiscal **Current Modified** Revised Modified Class/Oblect Class Title Job Number (Decreased) Year Budget Budget Amount 2017 543-500385 Adult in Home Care 175,783,42 multiple \$0.00 \$175,783,42 2018 Payments to Providers 543-500385 multiple 351,557.26 17,614.56 5369,171,82 2019 Payments to Providers 543-500385 multiple 87,886.92 281,284.90 \$369,171.82 Subtotal \$615,227.60 \$298,899,46 \$914,127,06 Total \$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	Curi	ent Modified Budget	(Increased Decreased) . Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$	32,686,96		\$0.00	\$32,686.96
2018	540-500382	SS Contracts.	multiple	S	65,373.92	5	3,275.52	\$68,649,44
2019	540-500382	SS Contracts	multiple	S	15,343,48	\$	52,305.96	\$58,649.44
•		Sublotal			5114,404.36		\$55,581.48	\$169,985.84

- 4							
	Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified . Budget
ı	2017	543-500385	Adult In Home Care	multiple	\$ 726,508.88	\$0.00	\$726,508.88
(2018	543-500385	Paymonts to Providers	muttiple	\$ 1,453,008.18	\$ 72,802.08	\$1,525,810.26
[2019	543-500385	Payments to Providers	multiple	5 363,254,44	\$ 1,162,555.82	
ĺ			Sublotal		\$2,542,771.50	\$1,235,357.90	\$3,778,129.40
			Total		\$2,657,175.86	\$1,290,939.38	\$3,948,115.24

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/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$76,415,88		576,415,88
2018	540-500382	SS Contracts	multiple	\$152,831.76		
2019	540-500382	SS Contracts	multiple	538,232.44	\$122,265,28	
		Sublotal		\$267,480.08	\$129,931.24	\$397,411,32

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 increased Fiscal **Current Modified** Revised Modified Class/Object Class Title Job Number (Decreased) Year Budget **Sudget** Amount 2017 543-500385 Adult In Home Care 590,568.68 multiple. \$0.00 \$590,568.68 2018 543-500385 Adult In Home Care \$ 1,181,137,36 \$1,240,317.52 mutiple \$59,180.16 2019 543-500385 Adult In Home Care multiple 295,293.92 \$94<u>5,</u>023.60 \$1,240,317,52 Sublotal \$2,066,999.96 \$1,004,203.76 \$3,071,203,72 ·Total \$2,334,480.04 \$1,134,135.00

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

		4971720	LICAL, OVA C	JENERAL		
Fisc Yea	Class()Chiacl	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
201	7 540-500382	SS Contracts	multiple	\$1,500.00	\$0.00	\$1,500,00
201	8 540-500382	SS Contracts	multiple	\$2,987.50	\$150.57	
201	9 540-500382	SS Contracts	muliple	\$750.00	\$2,388.07	
Ĺ		Subtotal		\$5,237.50	\$2,538.64	\$7,776.14

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mylliple	\$60,967,12	\$0.00	\$60,967,12
2018	543-500385	Adult In Home Care	multiple	\$121,934,24	\$6,109.44	
2019	543-500385	Adut In Home Care	mutiple	\$30,483.56		
		Subtotal		\$213,384.92	\$103,669.56	\$317,054,48
	<u> </u>	Total		\$218,622.42	\$106,208.20	\$324,830.62

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

		407/1/201	CHAC, GOAL	JENEKAL		
Fiscal Year	Class/Object	Class Title	nadmuM CoL	Current Modified Budget	Increased (Decreased) Amount	Revised Modilied Budget
2017	540-500382	SS Contracts	muliple	\$3,228,46	50.00	\$3,228.46
2018	540-500382	SS Contracts	multiple:	\$6,456.92	5323.52	\$6,780,44
2019	540-500382	SS Comracts	muliple	\$1,619.02	\$5,161.42	. 55,780.44
		Subtotal		\$11,304,40	55,484.94	\$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
Ĺ	2017	543-500385	Adult In Home Care	mutiple	\$29,650.10	\$0.00	\$29,650.10
.[2018	543-500385	Adult In Home Care	mutiple	\$59,300.20	. \$2,971.20	562,271,40
L	2019	543-500385	Adult In Home Care	mutiple ·	514,829.84	\$47,441.56	* 562,271.40
(Subjoiel		\$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	mutiple	\$32,981.88	\$0.00	\$32,981.68
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
		· · Sublotal		\$115,434,46	\$56,071.98	\$171,506.44

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
201B -	543-500385	Adult In Home Care	muttiple	\$773,288.02	\$38,745.12	\$812,033.14
2019	543-500385	Adult In Home Care	multiple	\$193,324.40	\$618,708.74	
		Subtolal		\$1,353,261.22	\$657,453.86	\$2,010,715.08
		Total		\$1,468,695.68	\$713,525.84	\$2,182,221.52

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	Crass/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$64,681,77	\$0.00	\$54,681.77
2018	540-500382	SS Contracts	multiple	\$84,811,74	\$4,249,44	589,061,18
2019	540-500382	SS Contracts	multiple	521,203,44	\$67,857.74	589,061.18
	1	Subtotal	,	\$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 Increased Fiscal Current Modified Revised Modified Class/Object Class Title Job Number (Oecreased) Year Budger Budget Amount 2017 543-500385 Adult In Home Care \$445,208.95 \$0.00 muliple \$445,208.95 2018 543-500385 Adult In Home Care mutiple \$576,447,76 \$28,892.62 \$605,340.38 2019 543-500385 Adult In Home Care multiple 5144,114,34 \$461,226.04 \$605,340,38 Subtotat \$1,165,771.05 \$490,118.65 \$1,655,889.71 \$1,336,468.00 \$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

			-10-1	2011010		
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
•		Subtotal		\$140,095.00	\$59,567.80	\$199,662.80

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified
2017	543-500385	Adult In Home Care	mutilpte	\$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
		Subtolal		\$469,420.00	\$199,552.50	\$668,972.50
		o Total		\$609,515.00	\$259,120.30	\$868,635.30

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 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Bridge) Critiest Wodiglod	(Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$9,127,68	\$0.00	59,127.68
2018	540-500382	SS Contracts	mutiple	\$18,235.20	\$918,00	519,154.20
2019	540-500382	SS Contracts	mutiple	\$4,560.84	\$14,590.36	\$19,154.20
		Sublotal		\$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
		Subtotal		\$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 Fiscal	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
		Subtotal		\$132,399.54	\$84,346.58	\$195,746.12

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	mutiple	\$234,365.12	\$11,742.72	5246,107.84
2019	543-500385	Adult In Home Care	muliple	\$58,591.28	\$187,516.56	\$248,107.84
		Subtotal		\$410,138.96	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$805,144.36

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,

		10/11/201	- NAC 100 10 C	<u> </u>	to .	
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$36,236.20	\$0.00	536,236,20
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
<u> </u>		Subtotal		\$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

	TO A T COURTE SOM OCHERAL								
Fiscal Your	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	mulliple	\$45,160.12	\$144,541.30	\$189,701.42			
		Subtotal		\$316,135.21	\$153,592.66	· \$469,727.87			
		Total		\$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 Trile	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
		Subtotal		\$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	Adul 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
		Subtotal		\$1,503,925.88	\$730,650.58	\$2,234,576.46
		Total		\$1,529,147.80	\$742,898.46	\$2,272,046.26

Grand Total: \$18,055,822.57





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

BUREAU OF ELDERLY & ADULT SERVICES

Maureen U. Ryan Director of Human Services

Jeffrey A. Meyers

Commissioner

129 PLEASANT STREET, CONCORD, NH 03301-3857 603-271-9203 1-800-351-1888 Fax: 603-271-4643 TDD Access: 1-800-736-2964 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
a.		TOTAL:	\$9,746,988.95

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 2 of 3

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.

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 3 of 3

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 Ü. Ayan

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% Foderal Funds; 70.14% General Funds)

Androscoppin Valley Home Care (Vendor #157347)

. Alluit	scoppin valley nome care	(Acioni Mist	<u> </u>
Class / Account	Class Title	State Fisical 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	\$15,343.48
		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)

demonstrative from the first from th				
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 Aegncy (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 #154849)

The Home result Services (461001 ×134048)				
Class / Account \	Class Thie	State Fiscal	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	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 Madified 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	\$125,826.70

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
	1	Subtotal	\$25,221.92

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

05-95-46-46 to 10-16/2 Summary for An Vertical				
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% Foderal Funds; 54.314% General Funds)

Androscoggin:Valley Home Care (Vendor #157347)

	1		
Cines / 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
1		Subtotal'	\$615,227.60

Area Homo 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 #177186)

Child and Family Services (Vendor #177 166)					
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	Stato Fiscal Yoar	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 Aegncy (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).

		1	
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 Nume 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	5103,780,14

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 fe	or 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 Fiscol 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
u		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 Aegncy (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)

Ciass/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)

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	` 5224,498.46
7872-540-500382	Social Services Contracts	2018	\$448,958.10
7872-540-500382	Social Services Contracts	2019	\$112,261.48
9255-543-500385 1	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	aji	\$785,718.04
9255-543-500385	Adult In Home Care	lla	\$8,961,270.91
9255-566-500918	Adult Group Day Care	. ail	\$0.00
		Total	59,746,988.95

Grand Total SFY17	2017 -	\$2,784,863.63
Grand Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,392,465.62
Total Contract		59,746,988.95

Account Name	Arcount #	Revised Modified Budget
	7872-540-	
Social Services Contracts	500382	\$785,718.04
	9255-543-	
Adult In Home Care	500385	\$8,961,270.91
	9255-566-	
Adult Group Day Care	500918	\$0.00
Summary of Totals		59,746,988.95



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

In Home Care, in Home Health Alde, In
Home Nursing Services
RFA Name

RFA-2017-BEAS-01-INHON

RFA Number

Acturi Points

邸

Bidder Namo	PassiFall	Nesim Poin
f. Androscoggin Valley Home Care		150
2. Area Home Care Family Services		150
3 Child & Family Services (Hillsborough CO)		150
4. Chlid & Family Sorvices (Merrimack CO)		150
5. CornerSione VNA	•	150
5. Franklin VNA & Hospice		150
7. Late Sunapse Region VNA & Hospice		. 150
6. Lakes Region Community Services (Belknap CO)		150
9. Lekes Region Community Services (Gration CO)		150
10. Lakas Region Community Services (Sullivan CO)		150
11. North Country Home Health & Hospice Agency (Coos Co)		150
12. North Country Home Health & Hospice Agency (Grahon CO)		130
13. Northwoods Home Health & Hospice		153
14. The Homemakers Health Services		- 5
15. Visiting Nurse Home Care & Hospice of Carroll County		150
16. VNA at HCS. Inc.		150

Angels I	trator.BE	upe/vla	n Prot
<u></u>			
			_
•			
•	·		

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 VNA at HCS, Inc. ("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), and 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, 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, 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: \$4,857,482.77.
- 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, 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 #2 Rate Sheet by replacing in its entirety with Exhibit B-1 Amendment #4 Rate Sheet, which is attached hereto and incorporated by reference herein.

Contractor Initials:

RFA-2017-BEAS-01-INHOM-12-A04

VNA at HCS, Inc.

Date:____

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.

State of New Hampshire -

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

	Department of Health and Human Services
	DocuSigned by:
9/2/2021	Christine Santaniello
	BD6054FFECED4B4
Date	Name: Christine Santaniello
	, Title: Associate Commissioner
	VNA at HCS, Inc.
	— DocuSigned by:
9/2/2021	Maura McQuery
 ,	-57 (090C3AF0/414
Date	Name: Maura McQueeny
	Title: CEO HCS

The preceding Amendment, having been re execution.	eviewed by this office, is approved as to form, substance, and
	OFFICE OF THE ATTORNEY GENERAL
9/3/2021 Date	J. Unstopher Marshall DSBD458E8004403 Name: J. Christopher Marshall Title: Assistant Attorney General
I hereby certify that the foregoing Amendmenthe State of New Hampshire at the Meeting	ent was approved by the Governor and Executive Council of on: (date of meeting)
	OFFICE OF THE SECRETARY OF STATE
Date	Name:

Exhibit B-1 Rate Sheet, Amendment #4

In-Hor	ne Care, In-Home F	lealth Aide, In-Home C	are Nursing	
-	VN.	A at HCS, Inc.		•
-	01/01/2017 throu	igh 06/30/2017 Service Un	its	
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	44,853	\$9.58	\$ 429,691.74
Title IIIB In Home Services	1/2 Hour	693	\$9.58	\$ 6,638.94
Title IIIB Home Health Aide	1/2 Hour	46	\$12.50	\$ 575.00
Title IIIB Nursing	1/2 Hour	0	\$24.50	

	07/01/2017 throu	gh 06/30/2018 Ser	vice Units	
		Total # of Units of		Total Amount of
	3	Service	l •	Monthly Funding being
	i e	anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	89,706	\$10.06	\$ 902,442.36
Title IIIB In Home Services	1/2 Hour	1,385	\$10.06	\$ 13,933.10
Title IIIB Home Health Aide	1/2 Hour	91	\$13.13	\$ 1,194.83
Title IIIB Nursing	1/2 Hour	. 0	. \$25.73	\$

	07/01/2018 throu	gh 06/30/2019 Service U	nits	
		Total # of Units of		Total Amount of
		Service	•	Monthly Funding being
anticipated to be		Rate per	Requested for each	
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	89,706	\$10.06	\$ 902,442,36
Title IIIB In Home Services	1/2 Hour	1,385	\$10.06	\$ 13,933,10
Title IIIB Home Health Aide	1/2 Hour	91	\$13.13	\$ 1,194.83
Title IIIB Nursing	1/2 Hour	0	\$25.73	Š -

	07/01/2019 throu	igh 06/30/2020 Service Unit	ts	
-		Total # of Units of		Total Amount of
	į.	Service		Monthly Funding being
		anticipated to be	Rate per	Requested for each
In Home Services	Unit Type	delivered.	Service	Service
Title XX In Home Services	1/2 Hour	75,204	\$12.00	\$ 902,442.36
Title IIIB In Home Services	1/2 Hour	1,161	\$12.00	\$ 13,933.10
Title IIIB Home Health Aide	1/2 Hour	75	\$16.00	\$ 1,194.83
Title IIIB Nursing	1/2 Hour	0	\$25.73	5

	07/01/2020 throu	igh 06/30/2021 Service Uni	ts		
		Total # of Units of		Tota	I Amount of
		Service		Monthly	Funding being
			sted for each		
In Home Services	Unit Type	delivered.	Service	Service	
Title XX In Home Services	1/2 Hour	75,204	\$12.00	\$	902,442.36
Title IIIB in Home Services	1/2 Hour	1,161	\$12.00	\$	13,933.10
Title IIIB Home Health Aide	1/2 Hour	75	\$16.00	\$	1,194.83
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$	•

	07/01/2021 throu	igh 06/30/2022 Service Un	iits	
In Home Services	Total # of Units of Service Service anticipated to be Rate per In Home Services Unit Type delivered. Service			
Title XX In Home Services	1/2 Hour	61,264	\$12.00	Service \$ 735,168.00
Title IIIB In Home Services	1/2 Hour	1,161	\$12.00	
Title IIIB Home Health Aide	1/2 Hour	75	\$16.00	
Title IIIB Nursing	1/2 Hour	1 0	\$25.73	\$.

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 VNA AT HCS, INC. is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on November 18, 1981. 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: 67798

Certificate Number: 0005364445



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 7th day of May A.D. 2021.

William M. Gardner Secretary of State

CERTIFICATE OF AUTHORITY

١,	Julie Greenwood	, 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 <u>VNA at HCS.</u> (Corporation/LLC Name)	
	. The following is a true copy of a vote taken at a meeting of the Board of Directors/shareholde eld on May 13, 2020, at which a quorum of the Directors/shareholders were present and votin	

VOTED: That Maura McQueeney, CEO (may list more than one person)
(Name and Title of Contract Signatory)

is duly authorized on behalf of <u>VNA at HCS</u> 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:

8/18/21

Signature of Elected Officer Name: Julie E. Greenwood

Title: Chair of the Board of Directors

Julie Expressor

HOMEHEA-02



CERTIFICATE OF LIABILITY INSURANCE

MCORMIER

DATE (MM/DD/WWY) 7/28/2021

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). CONTACT Maureen Cormier Berkshire Insurance Group, Inc. PHONE (A/C, No. Ext): (866) 636-0244 FAX (A/C, No): (413) 447-1977 PO Box 4889 Pittsfield, MA 01202 ADDRESS INSURER(S) AFFORDING COVERAGE NAIC # INSURER A : Philadelphia Indemnity Insurance Company 18058 INSURED INSURER B: ATLANTIC CHARTER INSURANCE GROUP Home Healthcare Hospice & Community Services, Inc. NSURER C : 312 Marlboro Street INSURER D : PO Box 564 Keene, NH 03431 INSURER E : INSURER F : **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. ADDL SUBR POLICY EFF POLICY EXP TYPE OF INSURANCE POLICY NUMBER LIMITS AX COMMERCIAL GENERAL LIABILITY 1,000,000 EACH OCCURRENCE CLAIMS-MADE X OCCUR DAMAGE TO RENTED PREMISES (Ea occurrence) 100,000 PHPK2223207 1/4/2021 1/4/2022 5.000 MED EXP (Any one person) 1,000,000 PERSONAL & ADV INJURY 3,000,000 GEN'L AGGREGATE LIMIT APPLIES PER: GENERAL AGGREGATE Х PEC+ 3,000,000 POLICY PRODUCTS - COMP/OP AGG OTHER: COMBINED SINGLE LIMIT (Ea accident) AUTOMOBILE LIABILITY 1,000,000 ANY AUTO PHPK2223202 1/4/2021 1/4/2022 BODILY INJURY (Per person) OWNED AUTOS ONLY SCHEDULED AUTOS BODILY INJURY (Per accident)
PROPERTY DAMAGE
(Per accident) HIRED AUTOS ONLY **MONSONIE** Α Х X OCCUR 4,000,000 UMBRELLA LIAB EACH OCCURRENCE PHUB752148 1/4/2021 1/4/2022 **EXCESS LIAB** CLAIMS-MADE 4.000.000 AGGREGATE 10,000 DED X RETENTIONS В WORKERS COMPENSATION AND EMPLOYERS' LIABILITY X PER STATUTE WCA00539810 7/1/2021 7/1/2022 ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) 1.000.000 E.L. EACH ACCIDENT Ν NIA 1,000,000 E.L. DISEASE - EA EMPLOYEE If yes, describe under DESCRIPTION OF OPERATIONS below 1,000,000 E.L. DISEASE - POLICY LIMIT **Prof Liability** PHPK2223207 1/4/2021 1/4/2022 1,000,000 Per claim Prof Liability PHPK2223207 1/4/2021 Δ 1/4/2022 Aggregate 3,000,000 DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Named insured: Home Healthcare Hospice & Community Services, Inc. & VNA at HCS, Inc. PO Box 564 Keene, NH 03431 **CERTIFICATE HOLDER** 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. State of New Hampshire Department of Health and Human Services 129 Pleasant Street

ACORD 25 (2016/03)

Concord, NH 03301-3857

AUTHORIZED REPRESENTATIVE Mauren Couriur



Mission of Home Healthcare, Hospice and Community Services (HCS) and the VNA at HCS:

Our mission is to provide services which enable people to function throughout life at their optimal level of health, well-being and independence, according to their personal beliefs and choices.

b Berry Dunn



CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2020 and 2019 With Independent Auditor's Report



INDEPENDENT AUDITOR'S REPORT

Board of Directors Home Healthcare, Hospice & Community Services, Inc. and Affiliate

We have audited the accompanying consolidated financial statements of Home Healthcare, Hospice & Community Services, Inc. and Affiliate (the Association), which comprise the consolidated balance sheet as of June 30, 2020, and the related consolidated statements of operations, changes in net assets, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

DocuSign Envelope ID: 335AE0E0-B602-4F10-8A6C-F774EDC5CFB9

Board of Directors Home Healthcare, Hospice & Community Services, Inc. and Affiliate Page 2

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Home Healthcare, Hospice & Community Services, Inc. and Affiliate as of June 30, 2020, and the results of their operations, changes in their net assets and their cash flows for the year then ended, in accordance with U.S. generally accepted accounting principles.

Prior Period Financial Statements

The consolidated financial statements as of June 30, 2019 and for the year then ended were audited by another auditor, whose report dated March 6, 2020 expressed an unmodified opinion on those statements.

Other Matter

Effect of Adopting New Accounting Standards

Berry Dunn McNeil & Parker, LLC

As discussed in Note 1, the Association adopted new accounting guidance, Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606), and FASB ASU No. 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made, and related guidance. Our opinion is not modified with respect to these matters.

Manchester, New Hampshire

February 11, 2021

Consolidated Balance Sheets

June 30, 2020 and 2019

ASSETS

		<u>2020</u>		<u>2019</u>
Current assets Cash and cash equivalents Investments Patient accounts receivable, net Other receivables Prepaid expenses	\$	2,916,261 16,486 1,598,291 380,859 231,568	\$	343,467 17,267 1,837,946 340,973 224,029
Total current assets		5,143,465		2,763,682
Assets limited as to use		11,514,211		12,642,547
Property and equipment, net	_	2,455,254	_	2,657,038
Total assets	\$ _	19,112,930	\$ ₌	18,063,267
LIABILITIES AND NET ASSETS				
Current liabilities Line of credit Accounts payable and accrued expenses Accrued payroll and related expenses Deferred revenue Total current liabilities	\$ _	890,003 1,094,280 2,211,990	\$	533,503 1,300,311 1,002,194 31,262
i otal current liabilities	-	4,196,273	-	2,867,270
Net assets Without donor restrictions With donor restrictions	_	14,033,130 883,527	_	14,267,831 928,166
Total net assets	_	<u>14,916,657</u>	-	<u>15,195,997</u>
Total liabilities and net assets	\$ _	19,112,930	\$_	18,063,267

Consolidated Statements of Operations

Years Ended June 30, 2020 and 2019

		<u>2020</u>	<u>2019</u>
Operating revenue			
Net patient service revenue	\$	11,583,216	\$ 12,964,264
Other operating revenue		2,792,163	2,598,094
Net assets released for operations	-	<u> 177,847</u>	<u>107,946</u>
Total operating revenue	.ı _	14,553,226	15,670,304
Operating expenses			
Salaries and related expenses		11,520,776	11,958,073
Other operating expenses		4,324,791	4,751,034
Depreciation	_	<u> 393,511</u>	<u>431,929</u>
Total operating expenses	_	16,239,078	<u>17,141,036</u>
Operating loss	_	(1,685,852)	(1,470,732)
Other revenue and gains			
Contributions and fundraising income		678,399	634,736
Investment income, net		183,351	171,101
Change in fair value of investments	_	<u>589,401</u>	724,386
Total other revenue and gains	-	1,451,151	1,530,223
(Deficit) excess of revenue over expenses		(234,701)	59,491
Net assets released for capital acquisition	_	_	<u>2,835</u>
(Decrease) increase in net assets without donor restrictions	\$_	(234,701)	\$ <u>62,326</u>

Consolidated Statements of Changes in Net Assets

Years Ended June 30, 2020 and 2019

		<u>2020</u>		<u>2019</u>
Net assets without donor restrictions (Deficit) excess of revenue over expenses Net assets released for capital acquisition	\$	(234,701) 	\$ _	59,491 2,835
Change in net assets without donor restrictions		(234,701)	_	62,326
Net assets with donor restrictions Contributions Investment income Change in fair value of investments Net assets released for operations Net assets released for capital acquisition		118,821 3,364 11,023 (177,847)	_	12,822 13,833 58,120 (107,946) (2,835)
Change in net assets with donor restrictions	_	(44,639)	_	(26,006)
Change in net assets		(279,340)		36,320
Net assets, beginning of year	_	15,195,997	_	<u>15,159,677</u>
Net assets, end of year	\$	14,916,657	\$	<u>15,195,997</u>

Consolidated Statements of Cash Flows

Years Ended June 30, 2020 and 2019

		<u>2020</u>		<u>2019</u>
Cash flows from operating activities Change in net assets Adjustments to reconcile change in net assets to net cash provided (used) by operating activities	\$	(279,340)	\$	36,320
Depreciation Change in fair value of investments Investment income restricted for reinvestment (Increase) decrease in the following assets: Investments Patient accounts receivable Other receivables Prepaid expenses Increase (decrease) in the following liabilities: Accounts payable and accrued expenses Accrued payroll and related expenses Deferred revenue		393,511 (600,424) (3,364) 781 239,655 (39,886) (7,539) (410,308) 92,086 2,180,728		431,929 (782,506) (13,833) 671 (233,193) (133,627) 25,621 798,006 (112,698) (78,730)
Net cash provided (used) by operating activities	_	1,565,900	_	(62,040)
Cash flows from investing activities Purchase of investments Proceeds from sale of investments Capital expenditures Net cash provided by investing activities	- -	(5,092,124) 6,824,248 (191,727) 1,540,397	_	(4,235,594) 4,637,711 (110,564) 291,553
Cash flows from financing activities Proceeds from line of credit Repayments on line of credit	_	(533,503)	_	1,522,000 (1,655,622)
Net cash used by financing activities	_	<u>(533,503</u>)	_	(133,622)
Net increase in cash and cash equivalents		2,572,794		95,891
Cash and cash equivalents, beginning of year	_	343,467	_	247,576
Cash and cash equivalents, end of year	\$_	2,916,261	\$_	343,467

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

1. Summary of Significant Accounting Policies

Organization

Home Healthcare, Hospice & Community Services, Inc. is a non-stock, non-profit corporation in New Hampshire whose primary purpose is to act as a holding company and provide management services to its affiliate.

<u>Affiliate</u>

VNA at HCS, Inc., is a non-stock, non-profit corporation in New Hampshire whose primary purposes are to provide home healthcare, hospice and community services.

Principles of Consolidation

The consolidated financial statements include the accounts of the Home Healthcare, Hospice & Community Services, Inc., and its affiliate, VNA at HCS, Inc. (collectively, the Association). They are related through a common board membership and common management. All significant intercompany balances and transactions have been eliminated in consolidation.

The Association prepares its consolidated financial statements in accordance with U.S. generally accepted accounting principles (U.S. GAAP) established by the Financial Accounting Standards Board (FASB). References to U.S. GAAP in these notes are to the FASB Accounting Standards Codification (ASC).

Basis of Presentation

U.S. GAAP requires the Association to report information regarding its financial position and activities according to the following net asset classification:

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 are to 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 consolidated statements of operations and changes in net assets.

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

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 consolidated financial statements.

Use of Estimates

The preparation of consolidated financial statements in conformity with 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 consolidated 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.

The Association has cash deposits in a major financial institution 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.

Investments

Investments in short-term investment options are reported as current assets. Investments held for long-term return are reported as non-current assets.

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

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

Investments, in general, are exposed to various risks, such as interest rate, credit, and overall market volatility risks. 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 consolidated balance sheets.

Assets Limited as to Use

Assets limited as to use include designated assets set aside by the Board of Directors and donor contributions.

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.

Property is reviewed for impairment whenever events or changes in circumstances indicate the related carrying amount may not be recoverable. When required, impairment losses on assets to be held and used are recognized based on the excess of the assets' carrying amount over the fair value of the asset.

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.

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

Providers of hospice services to clients eligible for Medicare hospice benefits are paid on a perdiem 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.

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 FASB 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 net assets 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 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 consolidated financial statements.

Newly Adopted Accounting Pronouncements

In 2020, the Association adopted FASB Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606), and related guidance, which supersedes accounting standards that previously existed under U.S. GAAP and provides a single revenue model to address revenue recognition to be applied by all entities. Under the new standard, which added Topic 606 to the ASC, entities recognize revenue when a customer obtains control of promised goods or services in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. ASU No. 2014-09 also requires entities to disclose additional information, including the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. The Association elected to adopt this ASU retrospectively with the cumulative effect recognized at the date of initial application; therefore, the financial statements and related notes have been presented accordingly. The balance of accounts receivable at the beginning of 2019 was \$2,132,956. The adoption had no significant impact for the years ended June 30, 2020 and 2019.

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

In 2020, the Association also adopted FASB ASU No. 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made, which clarifies and improves the accounting guidance for contributions received and contributions made. The amendments in this ASU assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of ASC Topic No. 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other accounting guidance; and (2) distinguishing between conditional and unconditional contributions. This ASU was adopted by the Association for the year ended June 30, 2020. Adoption of the ASU did not have a material impact on the Association's financial reporting.

Uncertainty

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 implemented certain relief measures and also issued guidance for limiting the spread of COVID-19.

Local, U.S., and world governments have 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.

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 federal grant funding under the CARES Act totaling \$600,871 to offset the cost impact. While management expects this matter to impact operating results, the related financial impact and duration cannot be reasonably estimated. These funds are reported in deferred revenue in the 2020 balance sheet. When it has been determined that the conditions of the funding have been met, the Association will reflect the funds as other operating income.

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

On April 16, 2020, the Association received a loan from the U.S. Small Business Association (SBA) within the CARES Act under the Paycheck Protection Program (PPP) in the amount of \$1,496,000. The loan is unsecured, has a two-year term with a maturity date of April 2022, bears an annual interest rate of 1%, and shall be payable monthly with the first six monthly payments deferred. The principal amount of the PPP is subject to forgiveness, upon the Association's request, to the extent that the proceeds are used to pay qualifying expenditures, including payroll costs, interest on mortgages, rent and utilities, incurred by the Association. It is the Association's intent to apply for forgiveness. Forgiveness is subject to the sole approval of the SBA. The Association has chosen to follow the conditional contribution model for the PPP and has opted to not record any income until forgiveness is received. The full amount of the PPP received is reported as a refundable advance in the current liabilities section of the balance sheet at June 30, 2020.

2. Availability and Liquidity of Financial Assets

As of June 30, 2020, the Association has working capital of \$947,192 and average days (based on normal expenditures) cash and liquid investments on hand of 67 which includes only cash and cash equivalents and excludes assets limited as to use, which are assets designated for long-term investment by the board of directors or restricted by donors.

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 (unfunded capital expenditures), were as follows:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents Investments Patient accounts receivable, net Other receivables	\$ 2,916,261 16,486 1,598,291 380,859	\$ 343,467 17,267 1,837,946 340,973
Financial assets available to meet cash needs for general expenditures and unfunded capital expenditures within one year	\$ <u>4,911,897</u>	\$ <u>2,539,653</u>

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

In addition, approximately \$10.6 million in board designated funds at June 30, 2020 could be made available to the Association upon approval by the board of directors. The Association also has \$1,000,000 in availability under the line of credit as of June 30, 2020.

3. Investments and Assets Limited as to Use

Investments and assets limited as to use, stated at fair value, are as follows:

		<u>2020</u>		<u>2019</u>
Cash and cash equivalents U.S. Government and corporate bonds Marketable securities Mutual funds	\$ 	624,939 2,382,139 5,818,290 2,705,329	\$ _	329,576 3,404,633 5,988,449 2,937,156
Total investments and assets limited as to use	\$ <u></u>	11,530,697	\$	<u>12,659,814</u>
Investments without restrictions or designations	\$_	16,486	\$_	17,267
Assets limited as to use			-	
Board-designated for future use		10,630,684		11,760,468
Donor-restricted, time or purpose		649,296		647,848
Donor-restricted, perpetual in nature		234,231	_	234,231
Total assets limited as to use	_	11,514,211	_	12,642,547
Total investments and assets limited as to use	\$	11,530,697	\$_	<u>12,659,814</u>

Fair Value

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 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.

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

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.

The fair values of all of the Association's investments, which are presented in the following table, are measured on a recurring basis using Level 1 inputs with the exception of corporate bonds which are valued based on quoted market prices of similar investments and categorized as level 2 investments.

		Assets at Fa	air∖	/alue as of J	lun	e 30, 2020
		Level 1		Level 2		<u>Total</u>
			_	•		
Cash and cash equivalents	\$	624,939	\$	•	\$	624,939
Corporate bonds		-		1,327,046		1,327,046
Government bonds		1,055,093		-		1,055,093
Equity securities		5,818,290		-		5,818,290
Mutual funds	_	2,705,329	_		_	2,705,329
Total :	\$_	10,203,651	\$_	1,327,046	\$_	11,530,697
	_				_	
		Assets at Fa	air \	/alue as of Ju	une	30, 2019
·	_	Assets at Fa	air \	/alue as of Ju Level 2	une	30, 2019 <u>Total</u>
Cash and cash equivalents	-		<u>air \</u> \$		une \$	
Cash and cash equivalents Corporate bonds	\$	Level 1				Total
•	\$	Level 1		Level 2		<u>Total</u> 329,576
Corporate bonds	\$	<u>Level 1</u> 329,576		Level 2		<u>Total</u> 329,576 1,125,332
Corporate bonds Government bonds	\$	329,576 - 2,279,301		Level 2		Total 329,576 1,125,332 2,279,301

Investment income and gains for cash equivalents and investments consist of the following:

	<u>2</u>	2020	<u>2019</u>
Net assets without donor restrictions Investment income, net of fees Change in fair value of investments	· ·	183,351 \$ 589,401	171,101 724,386
Restricted net assets Investment income Change in fair value of investments		3,364 11,023	13,833 58,120
Total	\$	<u>787,139</u> \$_	967,440

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

4. Property and Equipment

Property and equipment consists of the following:

	<u>2020</u>	<u>2019</u>
Land Building and improvements Furniture, fixtures, and equipment	\$ 482,961 5,384,931 3,193,917	\$ 482,961 5,384,931 3,121,014
Total cost	9,061,809	8,988,906
Less accumulated depreciation	6,606,555	6,331,868
Total property and equipment, net	\$ <u>2,455,254</u>	\$ <u>2,657,038</u>

5. Line of Credit

The Association has an unsecured \$1,000,000 line of credit payable on demand with a local bank with interest at 1% above the bank's base rate (4.50% at June 30, 2020). There was no outstanding balance at June 30, 2020 and \$533,503 outstanding at June 30, 2019.

6. Net Assets with Donor Restrictions

Net assets with donor restrictions consists of the following:

		<u> 2020</u>		<u> 2019</u>
Time or purpose restrictions for:				
Haskell fund accumulated earnings	\$	304,618	\$	304,814
Johnson Family fund accumulated earnings		7,009		7,009
Respite		· -		4,089
Hospice accumulated earnings		3,208		3,208
Capital acquisition		105,000		
Operations		•		107,593
Meal sites		-		1,337
Hospice memorial garden		130,154		134,641
Donated motor vehicles	•	•		41,758
Barbara Duckett scholarship		99,307	_	89,486
Total	\$	649,296	\$_	693,935

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

Hospice	\$ 10,0	00 \$	10,000
Operations	8,6	23	8,623
Johnson Family fund	10,2)2	10,202
Bednariendowment fund	50,06	00	50,000
Haskell endowment fund	120,5	70	120,570
Jones endowment fund	34,83	<u> 86</u>	<u>34,836</u>
Total	\$234,2	<u>31</u> \$_	234,231

7. Endowments

The Association has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary. As a result of this interpretation, the Association classifies as a donor-restricted endowment (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent donor-restricted endowment gifts, and (c) accumulations to the donor-restricted endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Association in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with the UPMIFA, the Association considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund;
- (2) The purposes of the organization and the donor-restricted endowment fund:
- (3) General economic conditions:
- (4) The possible effect of inflation and deflation:
- (5) The expected total return from income and the appreciation of investments;
- (6) Other resources of the Association;
- (7) The investment policies of the Association:
- (8) The spending policy; and
- (9) Funds with deficiencies.

Return Objectives and Risk Parameters

The investment portfolio is managed to provide for the long-term support of the Association. Accordingly, these funds are managed with disciplined, longer-term investment objectives and strategies designed to meet cash flow and spending requirements. Management of the assets is designed to attain the maximum total return consistent with acceptable and agreed-upon levels of risk. The Association benchmarks its portfolio performance against a number of commonly used indices.

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Association relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Association targets an asset allocation strategy wherein assets are diversified among several asset classes. The pursuit of maximizing total return is tempered by the need to minimize the volatility of returns and preserve capital. As such, the Association seeks broad diversification among assets having different characteristics with the intent to endure lower relative performance in strong markets in exchange for greater downside protection in weak markets.

Spending Policy

The Association's spending policy is equal to investment returns. All available investment returns earned on endowments are expended, or released from endowment in the year earned.

The following summarizes changes in endowment assets:

·	18/:4b 4	With Donor		
	Without Donor Restrictions	Purpose Restrictions	Perpetual in Nature	· <u>Total</u>
Balance June 30, 2018	\$11,363,748	\$ 346,821	\$ 234,231	\$11,944,800
Investment income, net Realized and unrealized gains on	169,336	9,153	-	178,489
investments	723,838	38,445	-	762,283
Net assets released from restrictions Use of board designated funds for	-	(79,584)	-	(79,584)
operations	<u>(496,454</u>)		<u></u>	<u>(496,454</u>)
Balance June 30, 2019	11,760,468	314,835	234,231	12,309,534
Investment income, net Réalized and unrealized gains on	183,351	3,364	•	186,715
investments	589,401	11,023	-	600,424
Net assets released from restrictions Use of board designated funds for	-	(14,387)	-	(14,387)
operations	<u>(1,902,536</u>)	<u></u>		<u>(1,902,536</u>)
Balance June 30, 2020	\$ <u>10,630,684</u>	\$ <u>314,835</u>	\$ <u>234,231</u>	\$ <u>11,179,750</u>

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

8. Net Patient Service Revenue

Net patient service revenue is as follows:

	2020	<u>2019</u>
Medicare Medicaid	\$ 8,644,74 607,87	
Other third-party payers Private pay	2,033,18 297,41	, ,
Total	\$ <u>11,583,21</u>	<u>6</u> \$ <u>12,964,264</u>

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 \$908,362 and \$1,104,471 for the years June 30, 2020 and 2019, 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 received directly from the public, United Way, municipal appropriations, and investment income earned from assets limited as to use. Federal and state grants consisted of monies received from the State of New Hampshire.

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

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.

9. <u>Functional Expenses</u>

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

	<u>2020</u>	<u>2019</u>
Program services	-	
Salaries and benefits	\$ 9,899,498	\$10,338,358
Program supplies	541,049	
Travel	382,312	520,520
Contract services	1,248,462	•
Other operating expenses	1,019,549	•
Depreciation	338,144	400,181
Total program services	13,429,014	14,133,011
Administrative and general		
Salaries and benefits	1,621,278	1,619,715
Travel	66,783	90,925
Contract services	899,697	1,056,333
Other operating expenses	166,939	209,304
Depreciation	<u> 55,367</u>	<u>31,748</u>
Total administrative and general	2,810,064	3,008,025
Total	\$ <u>16,239,078</u>	\$ <u>17,141,036</u>

Management's estimate of cost allocations at a functional level is based on Medicare cost report methodology.

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

10. Contingencies

Malpractice Insurance

The Association maintains medical malpractice insurance coverage on a claims-made basis. The Association is subject to complaints, claims, and litigation due to potential claims which arise in the normal course of business. U.S. GAAP requires the Association to accrue the ultimate cost of malpractice claims when the incident that gives rise to claim occurs, without consideration of insurance recoveries. Expected recoveries are presented as a separate asset. The Association has evaluated its exposure to losses arising from potential claims and determined no such accrual is necessary at June 30, 2020. The Association intends to renew coverage on a claims-made basis and anticipates that such coverage will be available in future periods.

Litigation

The Association is involved in litigation arising in the normal course of business. After consultation with legal counsel, management estimates these matters will be resolved without a material adverse effect on the Association's future financial position or results of operations.

11. Retirement Plan

The Association sponsors a defined contribution plan. The retirement contributions by the Association amounted to \$130,516 and \$144,683 for 2020 and 2019, respectively.

12. 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 accounts receivable, by funding source:

	<u>2020</u>	<u>2019</u>
Medicare Medicaid and other third-party payers	62 % 38	66 % <u>34</u>
Total	<u>100</u> %	100 %

13. Subsequent Events

For financial reporting purposes, subsequent events have been evaluated by management through February 11, 2021, which is the date the consolidated financial statements were available to be issued.

Julie Greenwood

Jane Larmon

Chair:

Vice-Chair:

Home Healthcare, Hospice and Community Services/VNA at HCS 2020/2021 Board of Directors

jane Barmon
Treasurer: Eric Horne
<u>Secretary:</u> Julie Green
<u>Directors:</u> Susan Abert
Dianne Bolton
Michael Chelstowski
Mary Ann Davis
Anne Heffernon
Virginia Jordan
Maura McQueeney
Dawn Michelizzi
Brian Reilly
Judy Sadoski
William Schofield
J. David Stinson
David Therrien

Immediate Past President
Allen Mendelson

Kelly M. Ryan

Objective:

To utilize degree in mental health and human services and flourish in the New Hampshire health care system.

Employment History:

Home Support Provider Supervisor

August 2019 to current Home Healthcare, Hospice and Community Services, Keene, NH

- Process referrals to admit clients, develop care plans and review plan with support staff assuring client satisfaction.
- Participates in yearly home visits with clients to update plan of care as well as process redeterminations to ensure billing compliance.
- Responsible for the day-to-day operations and scheduling of Home Support Providers, including participation in orientation and coordinating client requests for services.
- Develop rapport with clients and/or responsible parties through telephone or personal contact to meet client needs.
- Promote harmonious relationships and favorable attitudes among the health care team.
- Review Celtrak for communication with Home Support Providers and ensure accuracy of visits for payroll needs.
- Assist in data collection and preparation of statistical reports for the Flome Support program.
- Update and create new forms to facilitate current policies and procedures.
- Maintain relationship with the Bureau of Elderly and Adult Services and other outside agencies for optimal client service.

Admissions Coordinator

March 2018 to July 2019 Genesis Healthcare, Keene, NH

- Adhered to admission sign-in compliance while ensuring resident and familial satisfaction and comfort.
- Monitored state wide referrals via various electronic health record systems.
- Built new referrals electronically; prepared for follow up on referral and supported the clinical review process.
- Collected and stored pertinent documents to assist in chart preparation while upholding strict HIPAA standards.
- Ensured room readiness for new admissions and be ever ready to give tours of two Genesis Facilities in Keene.
- Completed new resident and patient admission kits for skilled nursing and long term care.
- Provided education and support on resident rights, Medicare and Medicaid, and multiple medical consents.
- Promoted patient and resident safety by continuously educating self on how to effectively and compassionately
 communicate with the aging population.

Lead Pharmacy Technician

February 2016 to March 2018 Rite Aid Pharmacy, Hillsborough, NH

- Prioritized large amounts of workflow; researched clinical pharmacology while dispensing proper medications.
- Checked validity of prescriptions while calculating medical signas to properly process insurance claims.
- Oversaw inventory for dispensing supplies and medication needs; placed weekly order as necessary.
- Earned Employee of the Quarter (June 2017) by ensuring customer and company satisfaction.

Program Coordinator

July 2014 to April 2015 Tri-County Mental Health Services, Lewiston, ME

- Promoted to Wellness and Recovery Program Coordinator due to a demonstrated leadership style.
- Develop treatment plans with case managers for proper service delivery and billing via electronic health record.
- Facilitate staff meetings to assist in identifying opportunities to increase productivity and participant satisfaction.
- Responsible for interviewing, hiring, and training new staff members.

Skills Development Guide

October 2013 to July 2014 Tri-County Mental Health Services, Lewiston, ME

- Engage in public relations to gain interest and revenue.
- Provide support to participants in their goals towards independence.
- Generate progress notes and assist in updating treatment plans.
- Model grounding practices and calming techniques proving fewer crisis situations.

Education:

May 2013 University of Maine, Augusta, ME

Bachelor's Degree in Mental Health and Human Services

May 2011 Central Maine Community College, Auburn, ME

Associate Degree in Mental Health and Human Services

Mary E. Lucas

DA		4:
Ľa	uca	tion

1997-1998 Vermont Technical College, Randolph Center, VT RN - Associate Degree in Nursing, May 1998 1994 - 1995Thompson School for Practical Nurses, Brattleboro, VT Diploma in Nursing, June, 1995 1991 - 1993Greenfield Community College, Greenfield, MA Business Administration/Management

Employment

1999-Present Home Healthcare, Hospice and Community Services, Keene, NH 1999 - 2001, Staff Nurse 2001 – 2002, Support Services Coordinator 2002 – 2006, Support Services Manager 2006 - 2009, Home Health Nurse 2009 - 2011, Home Health Aide Supervisor 2001 – 2016, Hospice/Home Health Aide Supervisor 2016 – 2018, Clinical Manager of Customized Care 2018 - present, RN Administrator, The Castle Center 1998 - 1999 Langdon Place of Keene, NH

RN Charge Nurse on Alzheimer's Unit for 24 residents. Implementing care plans of residents with a psychiatrist on a bi-weekly basis, resident assessments, treatments, medication nurse.

1998 - 1997LPN Charge Nurse, Skilled Nursing Care for 25 residents. Duties included: medication nurse, treatment nurse, oversee duties of CNA, resident assessments, update nursing care plans.

1996 - 1997Linda Manor Extended Care 1996 - LPN - Charge Nurse for 41 residents 1997 - LPN - Sub-Acute unit of 20 patients.

> Duties included: medication nurse, treatment nurse, update nursing care plans, supervision of CNA staff, communication of resident's care with physician.

1995 - 1996Center for Extended Care of Amherst, Amherst, MA LPN - Long Term Care Facility

Duties included: medication nurse, treatment nurse, resident assessments, scheduling MD., Podiatrists, Optometrist appointments, update nursing care

plans, supervision of CNA staff, communication of resident's care with physician.

1994 - 1995Heritage Hall South, Agwam, MA

LPN – Respiratory Care Unit

Duties included: vent care, in-line suctioning, trachea care, medication nurse, treatment nurse, assessment of residents, communication of resident's care with physician, supervision of CNA staff. IV Certification.

CONTRACTOR NAME: VNA at HCS

Key Personnel

Name	Job Title	Salary	% Paid from this Contract	Amount Paid from this Contract
Kelly Ryan	Homemaking Manager	\$55,000.00	100%	\$55,000.00
Mary Lucas RN	Castle Center Administrator	\$80,000.00	10%	\$8,000.00
<u> </u>	-			
<u></u>				





Lori A. Shibinette Commissioner

Deborah D. Scheetz 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

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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Area Home Care & Family Services, Inc.	166931	Portsmouth	\$ 5,542,574.94	\$3,168,919.40	\$8,731,494.34	O: : 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Waypoint (fka Child & Family Services)	177166	Manchester	\$4,869,430.28	\$2,801,630.48	\$7,671,060.7 6	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

•						
Cornerstone VNA	230881	Rochester	\$456,012.37	\$262,363.50	\$718,375.87	O: 12/21/16 (#16) A1:2/7/201 8 (#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 (#18) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
The Homemaker Health Services (contract essigned to Easter Seals New Hampshire - Effective 9/1/18)	154177	Rochester	\$2,182,221.52	\$0	\$2,182,221.52	O: 12/21/18 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#38)
Lakes Region Community Services	177251	Laconia	\$2,593,095.40	\$1,388,803.12·	\$3,981,898.52 	O: 3/08/17 (#16) A1:2/7/201 8 (#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) A1:2/7/201 8 (#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) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

His Excellency, Governor Christopher T. Sununu and the Honorable Council
Page 3 of 4

		Total:	\$25,244,568.68	\$14,377,492.22	\$39,622,060.90	,
VNA at HCS, Inc.	177274	Keene, NH	\$3,189,616.55	\$1,835,140.58	\$5,024,757 .13	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
Visiting Nurse Home Care & Hospice of Carroli County	225191	 North Conway	\$924,033.89	\$531,648.44	\$1,455,682.33	O: 12/21/16 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)
North Country Home Health & Hospice Agency, Inc.	154643	Littleton, NH	\$806,144.36	. \$0	\$806,144.36	O: 2/15/17 (#16) A1:2/7/201 8 (#14) A2: 6/5/19 (#36)

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

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,

Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget	(I	Decreased) Amount	Rev	ised Modified Budget
2017 ,	540-500382	SS Contracts	multiple	\$	25,107.46			\$	25,107.46
2018	540-500382	SS Contracts	multiple	S	52,738.64			\$	52,738.64
2019	540-500382	SS Contracts	multiple	S	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	S		\$	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	Object Class Title Job Number Current Modified Budget			(Dec	reased reased) mount	Revised Modified Budget		
2017	543-500385	Adult in Home Care	multiple	\$ 175,	783.42			S	175,783.42
2018	543-500385	Adult In Home Care	multiple	5 369,	171.82			\$	369,171.82
2019	543-500385	Adult In Home Care	multiple	\$ 369,	171.82			S	369,171.82
2020	543-500385	Adult in Home Care	multiple	\$ 689,	019.45	\$	-	\$	689,019.46
2021	543-500385	Adult in Home Care	multiple	\$	•	S 6	89,019.46	\$_	689,019.46
2022	543-500385	, Adult in Home Care	multiple	S		\$ 6	89,019.46	\$	689,019.46
		Subtotal		\$ 1,603,	146.52	\$ 1,3	78,038.92	\$	2,981,185.44
		Grand Total		\$ 1,875,	505.84	\$ 1,6	61,588.08	\$	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,

Fiscal Year	Class/Object	Class Thie	Job Number	Curi	ent Modified Budget		Increased Decreased) Amount	Revised Modific Budget	
2017	540-500382	SS Contracts	multiple	S	32,686.96			S	32,686.96
2018	540-500382	SS Contracts	multiple	\$	68,649.44			\$	68,649,44
2019	540-500382	SS Contracts	multiple	\$	68,649.44			S	68,649,44
2020	540-500382	SS Contracts	multiple	\$	68,649.44	\$		\$	68,649,44
2021	540-500382	SS Contracts	multiple	S	•	\$	68,649.44	\$.68,649.44
2022	540-500382	SS Contracts	mutiple	\$		\$.	68,649.44	S	68,649.44
		Subtota)	\$	238,635.28	\$	137,298.88	\$	375,934.16
						_			

1		45% FED	ERAL; 55%	GENERAL		
Fiscal Year	Class/Object	itass/Object Class Thie		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	mutiple	\$ 1,525,810.26		\$ 1,525,810.26
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$ 1,525,810.26
2020	543-500385	Adult in Home Care	mutiple	\$ 1,525,810.26	\$	\$ 1,525,810.26
2021	543-500385	Adult In Home Care	multiple	S -	\$ 1,525,810.26	\$ 1,525,810.26
2022	543-500385	Adult In Home Care	muttiple	S	\$ 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

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,

Fiscal Year	Class/Object	Class Title	Job Number	ä	ent Modified Budget		ncreased lecreased) Amount	Revised Modif Budget	
2017	540-500382	SS Contracts	multiple	\$	76,415.88			Ş	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	muttiple	\$	160,497.72	S		\$	160,497,72
2021	540-500382	SS Contracts	multiple	\$	-	\$	160,497.72	S	160,497.72
2022	540-500382	SS Contracts	multiple	\$	-إ	\$	160,497.72	\$	160,497.72
		Subtota	si	\$	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	5 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 Numbér	Curi	rent Modified Budget	Increased (Decreased) Amount		Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	5	1,500.00			\$	1,500.00
2018	540-500382	SS Contracts	multiple	S	3,138.07			S	3,138.07
2019	540-500382	SS Contracts	mutiple	5	3,138.07	•		S	3,138.07
2020	540-500382	SS Contracts	multiple	S	3,138.07	S		\$	3,138.07
2021	540-500382	SS Contracts ·	multiple	\$		\$	3,138.07	\$	3,138.07
2022	540-500382	SS Contracts	multiple	S	•	S	3,138.07	\$	3,138.07
		Subtotal		\$	10,914.21	S	6,276.14	\$	17,190.3
	!	Suototai			10,914.21		0,2/8.14		17,

Fiscal Year	Class/Object	Class Title	Job Number	Cur	rent Modified Budget		Increased Decreased) Amount	Revised Modified Budget		
2017	543-500385	Adult In Home Care	multiple	s	60,987.12			S	60,967.12	
2018	543-500385	Adult In Home Care	multiple	\$	128,043.68	,		S	128,043.68	
2019	543-500385	Adult In Home Care	multiple	S	128,043.68			\$	128,043.68	
2020	543-500385	Adult In Home Care	multiple	5	128,043.68	S	-	S.	128,043.68	
2021	543-500385	Adult In Home Care	multiple	\$		5	128,043.68	s	128,043.68	
2022	543-500385	Adult In Home Care	multiple	S		5	128,043.68	4	128,043.68	
	j i	Subtotal		\$	445,098.16	\$	256,087.36	\$	701,185.52	
		Grand Total		\$	456,012.37	\$	262,363.50	\$	718,375.87	

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

2017 540				L	Budget	Increased (Decreased) Amount		Revised Mo Budge	
	0-500382	SS Contracts	mutiple					Š	
2018 540	0-500382	SS Contracts	mutiple					-\$	
2019 540	0-500382	SS Contracts	muttiple					S	
2020 540	0-500382	SS Contracts	multiple	S	69,262.28	\$	-	Ş.	69,262.26
2021 540	0-500382	SS Contracts	multiple	\$		5	69,262.28	\$	69,262,28
2022 540	0-500382	SS Contracts	multiple	\$	-	\$	69,262.28	\$	69,262.28
		Subtotat		\$	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	Number Current Modified (Decreased Budget 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	S -	\$ 812,033.14
2021	543-500385	Adult In Home Care	multiple	s .	5 812,033,14	
2022	543-500385	Adult In Home Care	multiple	\$.	S 812,033,14	· · · · · · · · · · · · · · · · · · ·
		Subtotal		\$ 612,033.14		
	<u> </u>	Grand Total		\$ B81,295.42	\$ 1,762,590.84	

Franklin VNA & Hospice

05-85-48-481010-7872 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

Year	Class/Object Class Title		Budget			(C	ncreased lecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	S	3,228.46			\$	3,228.46
2018	540-500382	SS Contracts	multiple	\$	6,780.44			S	6,780.44
2019	540-500382	SS Contracts-	multiple	S	6,780.44			\$	6,780.44
2020	540-500382	SS Contracts	mutiple	\$	6,780.44	- 5		S	6,780.44
2021	540-500382	SS Contracts	multiple	\$	•	\$	6,780.44	s	6,780.44
2022	540-500382	SS Contracts	multiple	\$		\$	6,780.44	S	6,780,44
		Subtotal		\$	23,569.78	\$	13,560.88	\$	37,130.68

			CHAL JUN	GEN	LIVAL					
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget		led (Decreased) Amount		Revised Modified Budget		
2017	543-500385	Adult In Home Care	mutiple	S	29,650.10			s	29,650.10	
2018	543-500385	Adult In Home Care	multiple	S	62,271.40			S	62,271,40	
2019	543-500385	Adult In Home Care	mutiple	S	62,271.40	_	•	\$	62,271.40	
2020	543-500385	Adult In Home Care	mutiple	\$	62,271.40	\$	-	\$	62,271.40	
2021	543-500385	Adul In Home Care	mutiple	S		\$	62,271.40	\$	62,271.40	
2022	543-500385	Adult In Home Care	multiple	\$	-	\$	62,271.40	S	62,271.40	
		Subtotal		\$	216,464.30	\$	124,542.80	\$	341,007.10	
		Grand Total		\$	240,034.08	\$	138,103.68	\$	378,137,76	

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

Class/Object	Class Title	Job Number	Current Modified Budget		Increased (Decreased) Amount	Ravi	ised Modified Budget
540-500382	SS Contracts	multiple	s	32,981.88		\$	32,981.88
540-500382	SS Contracts	multiple	v	69,262.28		S	69,262.28
540-500382	SS Contracts	mutiple	S	69,262.28	•	S	69,262.28
540-500382	SS Contracts	multiple	\$		S	. \$	
540-500382	SS Contracts	mutiple	Ş	-		\$	
540-500382	SS Contracts	mutiple	\$	-		\$.	
	Subtotal		\$.	171,506.44	\$. \$	171,506.44
}				i	•		,
	540-500382 540-500382 540-500382 540-500382 540-500382	540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts 540-500382 SS Contracts	540-500382 SS Contracts multiple 540-500382 SS Contracts multiple 540-500382 SS Contracts multiple 540-500382 SS Contracts multiple 540-500382 SS Contracts multiple 540-500382 SS Contracts multiple	540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$ 540-500382 SS Contracts multiple \$	540-500382 SS Contracts multiple \$ 32,981.88 540-500382 SS Contracts multiple \$ 69,262.28 540-500382 SS Contracts multiple \$ 69,262.28 540-500382 SS Contracts multiple \$ - 540-500382 SS Contracts multiple \$ -	Sudget Amount	540-500382 SS Contracts multiple \$ 32,981.88 \$ 540-500382 SS Contracts multiple \$ 69,262.28 \$ 540-500382 SS Contracts multiple \$ 69,262.28 \$ 540-500382 SS Contracts multiple \$ - \$

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	S -	S -	\$.
2021	543-500385	Adult In Home Care	multiple	\$ ·		S -
2022	543-500385	Adult In Home Care	multiple	S -		\$ -
		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	Curi	Current Modified Budget		Current Modified Budget		Surrent Modified (Decre		(Decreased) Amount		ised Modified Budget
2017	540-500382	SS Contracts	multiple	S	64,681.77			S	64,681.77				
2018	540-500382	SS Contracts	multiple	S.	89,061.18			\$	89,061.18				
2019	540-500382	SS Contracts	multiple	S·	89,061.18			S	89,061.18				
2020	540-500382	SS Contracts	multiple	S	89,061.18	S		\$	89,061.18				
2021	540-500382	SS Contracts	multiple	\$	•	\$	89,061.18	\$	89,061.18				
2022	540-500382	SS Contracts	muttiple	S	-	S	89,061.18	\$	89,061.18				
		Subtotal		\$	331,865.31	\$	178,122.36	5	509,987.67				
	[- ']	•	1	1									

Fiscal Year	Class/Object	. Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Ravised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$ 445,208.95		\$ 445,208.95
2018	543-500385	Adult In Home Care	mutiple	\$ 605,340.38		S 605,340.38
2019	543-500385	Adult In Home Care	_muttiple	\$ 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	S	\$ 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

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	Ctass/Object	Budget				ncressed Recressed) Amount	Rev	ised Modified Budget	
2017	540-500382	SS Contracts	multiple	s	52,532.50			\$	52,532,50
2018	540-500382	SS Contracts	multiple	4	73,565.15			5	73,565.15
2019	540-500382	SS Contracts	multiple	u	73,565,15			S	73,585.15
2020	540-500382	SS Contracts	multiple	s	73,565.15	S		\$	73,565,15
2021	540-500382	SS Contracts	mutiple	\$		\$	73,565.15	S	73,565.15
2022	540-500382	SS Contracts	multiple	\$	•	\$	73,585.15	\$	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	Curr	ent Modified Budget		Increased Decreased) Amount	Ro	vised Modified Budget
2017	543-500385	Adult In Home Care	multiple	S	176,032.50			\$	176,032.50
2018	543-500385	Adult In Home Care	mutiple	\$	246,470.00			5	246,470.00
2019	543-500385	Adult In Home Care	multiple	\$_	245,470.00			5	246,470.00
2020	543-500385	Adult In Home Care	mutiple	S	246,470.00	∵S	•	\$	246,470.00
2021	543-500385	Adult In Home Care	mutiple	\$		\$	246,470.00	\$	246,470.00
2022	543-500385	Adult In Home Care	multiple	\$	-	\$	246,470.00	\$	246,470.00
		Subtotal		\$	915,442.50	\$	492,940.00	\$	1,408,382.50
		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		ent Modified Budget	(0	ncreased lecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	S	9,127.68			\$	9,127.68
2018	540-500382	SS Contracts	mutiple	\$	19,154.20			5	19,154.20
2019	540-500382	SS Contracts	multiple	\$	19,154.20			. S	19,154.20
2020	540-500382	SS Contracts	multiple	\$	9,577.10	\$		\$	9,577,10
2021	540-500382	SS Contracts	multiple	\$		Ş.	9,577.10	S	9,577.10
2022	540-500382	SS Contracts	multiple	S	-	S	9,577.10	\$	9,577.10
		Subtotal		\$	57,013.18	\$	19,154.20	\$	76,167.38
		 .		-					

Fiscal Year	Class/Object	Class Title	Job Number	ð	rent Modified Budget		Increased Decreased) Amount		ised Modified Budget
2017	543-500385	Adult In Home Care	mutúple	\$	70,221.40			S	70,221.40
2018	543-500385	Adult In Home Care	multiple	\$	147,479.60			S	147,479.60
2019	543-500385	Adult In Home Care	multiple	S	147,479.60			\$	147,479.60
2020	543-500385	Adult In Home Care	multiple	\$	73,739.80	S	-	S	73,739.80
2021	543-500385	Adult In Home Care	multiple	S	-	S	73,739.80	\$	73,739.80
2022	543-500385	Adult In Home Care	multiple	\$		\$	73,739.80	S	73,739.80
		Subtolal		\$	438,920.40	\$	147,479.60	\$	586,400.00
		Grand Total		\$	495,933.58	\$	166,633.80	\$	662,567.38

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. 50% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	ä	rent Modified Budget	increased (Decreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple	\$	37,828.44		\$	37,828.44
2018	540-500382	SS Contracts	mutiple	\$	79,458.84		S	79,458.84
2019	540-500382	SS Contracts	multiple	\$	79,458.84		5	.79,458.84
2020	540-500382	SS Contracts	multiple	S	-	S ·	S	
2021	540-500382	SS Contracts	multiple	\$		S .	S	
2022	540-500382	SS Contracts	multiple	S	-	\$ ·	S	-
		ı Sublotai		\$	196,746.12	\$.	. s	198,746.12

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	Cur	rent Modified Budget	Increased (Decreased) Amount	Rev	ised Modified Budget
2017	543-500385	Adult In Home Care	multiple	S	117,182.56		\$	117,182.56
2018	543-500385	Adult In Home Care	multiple.	5	246,107.84		s	248,107.84
2019	543-500385	Adult In Home Care	multiple	S	246,107.84	•	S	246,107.84
2020	543-500385	Adult In Home Care	mutiple	\$	-	S .	S	
2021	543-500385	Adult In Home Care	mutiple	S		S	\$	-
2022	543-500385	Adult In Home Care	multiple	\$.1	\$. S	
		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, 80% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Ċ	rent Modified Budget		ncreased ecreased) Amount	Rev	Ised Modified Budget
2017	540-500382	SS Contracts	multiple	\$	36,238.20			\$	36,236.20
2018	540-500382	SS Contracts	multiple	\$	76,122.80			5	76,122.80
2019	540-500382	SS Contracts	multiple	\$	76,122.80		"	\$	76,122.80
2020	540-500382	SS Contracts	multiple	S	76,122.80	\$	-	\$	76,122.80
2021	540-500382	SS Contracts	multiple	S		5	76,122.80	\$	76,122.80
2022	540-500382	SS Contracts	multiple	S	•	5	78,122.80	. \$	76,122.80
•		Subtotal		\$	264,604.60	\$	152,245,60	\$	416,850.20

Fiscal Year	Class/Object	Class Title	Job Number	Curr	ent Modified Budget	Increased (Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care	mutuplo	5	90,325.03		5	90,325.03
2018	543-500385	Adult In Home Care	mutuple	\$	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	5	189,701,42	\$ -	5	189,701,42
2021	543-500385	Adult In Home Care	multiple	S		\$ 189,701,42	S	189,701,42
2022	543-500385	Adult In Home Care	multiple	S		\$ 189,701.42	\$	189,701.42
		Subtotal		\$	659,429.29	\$ 379,402.84	\$	1,038,832.13
	T - T	Grand Total		\$	924,033.89	\$ 531,648.44	\$	1,455,682.33

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,

Fiscal Year	Class/Object	Class Title	Job Number	Curi	rent Modified Budget	(D	ncreased ecreased) Amount	Revi	sed Modified Budget
2017	540-500382	SS Contracts	multiple '	\$	7,213,94			S	7,213,94
2018	540-500382	SS Contracts	multiple	\$	15,127,93	_		<u> </u>	15,127.93
2019	540-500382	SS Contracts	multiple	S	15,127,93			Š	15,127,93
2020	540-500382	SS Contracts	multiple	s	15,127,93	\$		Š	15,127,93
2021	540-500382	SS Contracts	multiple	\$		s ·	15,127,93	Š	15,127.93
2022	540-500382	SS Contracts	multiple	S		s	15,127.93	<u> </u>	15,127.93
		Subtotal		5	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	Cur	rent Modified Budget	Increased (Decreased) Amount	Re	vised Modified Budget
2017	543-500385	Adult In Home Care	multiple	\$	429,691,74		S	429,691,74
2018	543-500385	Adult in Home Care	multiple	5	902,442,36		\$	902,442.36
2019	543-500385	Adult In Home Care	multiple	5	902,442,36	·	Š	902,442,36
2020	543-500385	Adult In Home Care	multiple 1	s	902,442.36	S	. s	902,442.36
2021	543-500385	Adut In Home Care	multiple	S		\$ 902,442,3	5 5	902,442.36
2022	543-500385	Adult In Home Care	multiple	\$		\$ 902,442.3		902,442,36
		Subjotat		\$:	3,137,018,82		-	4,941,903.54
		Grand Total		\$:	3,189,616.55		 -	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,

Fiscal Year,	Class/Object	Class Title	Job Number	Cu	rrent Modified Budget	(Dec	Increased reased) Amount	Revised Modified Budget	
2017	540-500382	SS Contracts	multiple	S	379,541,17	s		S	379.541.17
2018	540-500382	SS Contracts	multiple	5	713,556.69	S		2	713,556.69
2019	540-500382	SS Contracts	multiple	S	713,556.69	S		Š	713,556.69
2020	540-500382	SS Contracts	mutiple	S	713,556.89	S	-	S	713,556,69
2021	540-500382	SS Contracts	multiple	\$	-	5	713,556,69	Š	713,556.69
2022	540-500382	SS Contracts	multiple	S		s	713,556,69	_	713,558,69
		Sublotal		\$	2,520,211:24	\$	1,427,113.38	s	3,947,324.62

Fiscel 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	s .	\$ 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	muttipla	\$ 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	
2022	543-500385	Adult In Home Care	multiple	\$	\$ 6,475,189,42	
		Subtotal		\$ 22,724,357,44		
•		Grand Total		\$25,244,568.68		



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 VNA at HCS, Inc. (hereinafter referred to as "the Contractor"), a nonprofit corporation with a place of business at 312 Marlboro Street, Keene, NH, 03431.

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, 2091 (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:

- Form P-37 General Provisions, Block 1.7, Completion Date, to read: June 30, 2022
- Form P-37, General Provisions, Block 1.8, Price Limitation, to read: \$5,024,757.13
- 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:
 - 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.

 Amendment #3

Contractor Initials Date 5/20

Page 1 of 3



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

6-2-2000

lame: Deborah D. Scheetz

Title: Director

05202020

me: Mayer MO

Title:

190 AND # & CET



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		Catherine Pinos	•
Date	Name: Title:	Catherine Pinos, Attorney	. ,
I hereby certify that the foreg the State of New Hampshire	going Amendment was a at the Meeting on:	pproved by the Governor and Executive C	louncil o
	OFFICE.	OF THE SECRETARY OF STATE	
	•		
	•	•	
Date	Name: Title:	•	



Exhibt A Amendment #3

Scope of Services

. 1. Provisions Applicable to All Services

- 1.1. The Contractor shall provide services for Cheshire 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.

VNA at HCS, Inc.

Exhibit A Amendment #3

Contractor Initials

Date 5/20/2020

RFA-2017-BEAS-01-INHOM-12-A03

Page 1 of 10



Exhibt 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.
- 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 2.1, above, by accepting applications for services directly from an individual and in accordance with Section 2.3.2, below.
 - 2.3.1.2. The Contractor shall assist individuals in accessing the services in Section 2.1, 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

VNA at HCS, Inc.

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-12-A03

Page 2 of 10



Exhibt 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 1.3, 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 1.3, 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 1.3, 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 1.3, 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

VNA at HCS, Inc.

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-12-A03

Page 3 of 10

Dale 5/20/2020



Exhibt A Amendment #3

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 personcentered 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 2.3.7 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.

VNA at HCS, Inc.

Exhibit A Amendment #3

Contractor Initials

Date 5/20/2020



Exhibt 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 2.3.7 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

VNA at HCS, Inc.

Exhibit A Amendment #3

Date 5/20/2020

Contractor Initials

RFA-2017-BEAS-01-INHOM-12-A03

Page 5 of 10



Exhibt A Amendment #3

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 2.3.9.4, 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:
 - 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.

VNA at HCS, Inc.

Exhibit A Amendment #3

Contractor Initials

Date 5/20/2020



Exhibt A Amendment #3

- 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:

VNA at HCS, Inc.

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-12-A03

Page 7 of 10

ن د و ر <u>ه خرات</u> Dale



Exhibt 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 swill 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.

VNA at HCS, Inc.

Exhibit A Amendment #3

Contractor Initials

Date 5/21/2020

RFA-2017-BEAS-01-INHOM-12-A03

Page 8 of 10



Exhibt 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 2.3.6.2.
 - 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:

VNA at HCS, Inc.

Exhibit A Amendment #3

Contractor Initials

RFA-2017-BEAS-01-INHOM-12-A03

Page 9 of 10

Date 5/20/2020



Exhibt A Amendment #3

- 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.

VNA at HCS; Inc.

. Exhibit A Amendment #3

Dale 5/20/2020

Contractor Initials

Exhibit B-1 Rate Sheet, Amendment #1

Adult In-Home Care - VNA at HCS, Inc.

	01/01/2017 through 0	6/30/2017 Service (Units			
		Total # of Units of Service anticipated to be		Total Amount of Monthly Funding being Requested for each		
In Home Services	Unit Type	dolivered.	Rate per Service	Service		
Title XX In Home Services	1/2 Hour	44,853	\$9.58	\$ 429,691.74		
Title IIIB in Home Services	1/2 Hour	693	\$9.58	\$. 6,638.94		
Title IIIB Home Health Alde	1/2 Hour	46	\$12.50	\$ 575.00		
Title III8 Nursing	1/2 Hour	0	\$24.50	\$.		

•	07/01/2017 through 06	/30/2018 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	89,706	\$10.06	\$ 902,442.36
Title IIIB In Home Services	1/2 Hour	1,385	\$10.06	\$ 13,933,10
Title IIIB Home Health Aide	1/2 Hour	91	\$13.13	\$ 1,194.83
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$

	07/01/2018 through 0	6/30/2019 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	89,706	\$10.06	\$, 902,442.36
Title til8 in Home Services	1/2 Hour	1,385	\$10.06	\$ 13,933.10
Title IIIB Home Health Aide	1/2 Hour	91	\$13,13	\$ 1,194.83
Title IIIB Nursing	1/2 Hour	0	\$25.73	-

	07/01/2019 through 06	/30/2020 Service I	Units	
		Total # of Units of Service anticipated to be		Total Amount of Monthly Funding being
1 In Home Service	unit Type	dolivored.	Rate per Service	'Requested for each Service
Title XX In Home Services	1/2 Hour	75,204	\$12.00	\$ 902,442.36
Title IIIB In Home Services	1/2 Hour	1,161	\$12.00	\$ 13,933.10
Title IIIB Home Health Aide	1/2 Hour	75	\$16.00	\$ 1,194.83
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -

0	7/01/2020 through 0	5/30/2021 Service I	Units	
		Total # of Units of		Total Amount of
·		Service		Monthly Funding being
		anticipated to be		Requested for each
In Home Services	Unit Typo	delivered	Rate per Service	Service
Title XX In Home Services	1/2 Hour	75,204	\$12.00	\$ 902,442.36
Title IIIB In Home Services	1/2 Hour	1,161	\$12.00	\$ - 13,933.10
Title IIIB Home Health Aide	1/2 Hour	75	\$16.00	\$ 1,194.83
Title IIIB Nursing	1/2 Hour	0	\$25.73	\$ -

07/0	01/2021 through 0	6/30/2022 Sorvice I	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	75,204	\$12.00	\$ 902,442.36
Title IIIB in Home Services	1/2 Hour	1,161	s12.00	\$ 13,933.10
Title IIIB Home Health Aide	1/2 Hour	75	\$16.00	\$ 1,194.83
Title IIIB Nursing 14	1/2 Hour	0	\$25,73	<u> </u>

Contractor Initials

VNA at HCS RFA-2017-BEAS-01-INHOM-12-A03 Exhibit 8-1 Amendment #3 Page 1 of 1







Jeffrey A. Meyers Commissioner

Deborah D. Scheetz 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.dhbs.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
bee Community vices	174248	New London	\$868,635.30	\$320,035.15	\$1,188,670.45

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 4

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

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.

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 3 of 4

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.

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

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. Neyers 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	muttiple		\$ 141,774.58	\$141,774.58
	·	Sublotal		\$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 Your	Class/Object	Class Title	Job Number	Current Modified Sudget	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
		Subtotal		\$914,127.06	\$689,019.46	\$1,603,146.52
		_ Total	,	\$1,044,711.60	\$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 Tale	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	mutiple		\$ 68,649.44	\$68,649.44
		Sublotal		\$159,985.84	\$68,649.44	\$238,635.28

Fiscel Year	Class/Object	Class Titlo	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple	\$ 726,508.88		\$726,508.88
2018	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.26
2019	543-500385	Adult In Home Care	mutiple	\$ 1,525,810.26		\$1,525,810.26
2020	543-500385	Adult In Home Care	muliple	•	\$ 1,525,810.26	\$1,525,810.26
		Subtotal		\$3,778,129.40	\$1,525,810.26	\$5,303,939.66
		Total		\$3,948,115.24	\$1,594,459.70	\$5,542,574.94

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	f	\$78,415.88
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	
		· Subtotal		\$397,411.32	\$160,497.72	

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	
		Subtotal		\$3,071,203.72	\$1,240,317.52	
		Total		\$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
1 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	
		Sublotel		\$7,776.14	\$3,138.07	

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	
		Subtotal	I	\$317,054.48	\$128,043.68	
		· Total		\$324,830.62	\$131,181.75	

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	mutiple	\$6,780.44		\$8,780.44
2019	540-500382	SS Contracts	muliple	\$6,780.44		\$6,780.44
2020	540-500382	SS Contracts	mutiple		\$ 6,780.44	\$6,780.44
	<u> </u>	Subtolal		\$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	mutiple	\$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
	1	Subtotal	·	\$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	muliple	\$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
		Subtotal		\$171,506.44	\$0.00	\$171,506.44

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
	1	Subtotal		\$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	fncreased (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	\$89,262.28
		Subtotal		\$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 Trile	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mutiple			\$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
		Subtotal		\$0.00	\$812,033.14	\$812,033.14
		Total		\$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
[Subtotal		\$242,804.13	\$89,061.18	\$331,865.31

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
		Subtotal		\$1,655,889.71	\$605,340.38	\$2,261,230.09
		Total		\$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	mutiple		\$ 73,565.15	\$73,565.15
		Subtotal	•	\$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: 65% GENERAL

Fiscal Yoar	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	mutiple	\$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	<u></u>	\$ 246,470.00	\$246,470.00
	1	. Sublotal		\$658,972.50	\$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	Ctass/Object	Class Titlo	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
		Subtolei		\$47,436.08	\$ 9,577.10	\$57,013.18

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
	,	Subtotal		\$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 Mumber	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
		Subtotal		\$196,746.12	\$0.00	\$195,746.12

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; 65% GENERAL

Increased **Current Modified** Fiscal Revised Modified Class/Object Class Title Job Number (Decreased) Budget Yoar . Budget . Amount 2017 543-500385 Adult In Home Care, muliple \$117,182.56 \$117,182.56 Adult in Home Care \$246,107.84 2018 543-500385 multiple \$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 . Subtotal \$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 Trile	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	mutiple		\$76,122.80	\$76,122.80
		Subtotal		\$188,481.80	\$76,122.80	\$264,604.60

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		5189,701.42
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
		Subtotal		\$459,727.87	\$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	55 Contracts	multiple	\$15,127.93		\$15,127.93
2020	540-500382	SS Contracts	multiple	\$0.00	\$ 15,127.93	\$15,127.93
		Sublotal		\$37,469.80	\$15,127.93	\$52,597.73

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	mutiple	\$0.00	\$ 902,442.36	\$902,442.36
		Subtotal		\$2,234,576.46	\$902,442.36	\$3,137,018.82
		Total		\$2,272,046.26	\$917,570.29	\$3,189,616.55
	•	G	irand Totals:	\$18,055,822.57	\$7,188,746.11	\$25,244,668.68





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. 8546 Fax: 603-271-4912 TDD Access: 1-800-735-2964 www.dhbs.nb.gov

January 11, 2017

Jeffrey A. Meyers Commissioner

Christiae L. Suntaniello Director

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	Bedin, 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:	\$18,055,822.57

His Excellency, Governor Christopher T. Sununu and the Honorable Council Page 2 of 3

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 Councit.

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 Page 3 of 3

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. Santa

Director

Approved by: Juffrey 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

_	,	30 14 1 2 20	MAC, 10 A C	FIAFIXAC		
Fiscal Year	Class/Object	Class Title	Job Number	Currens Modified Budget	Increased (Oecreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	S 25,107,46	. \$0.00	\$25,107,46
2018	540-500382	SS Contracts	multiple	S 50,214,92		
2019	540-500382	SS Contracts	multiple	S 12,558.52		
		` Sublolal		\$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

•		,		UVE' 55 M O	CHERAL		•
	Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
l	2017	543-500385	Adult in Home Care	multiple	\$ 175,783.42	\$0.00	\$175,783,42
1	2018	543-500385	Payments to Providers	multiple	\$ 351,557.26	S 17,614,56	
Ĺ	2019	543-500385	Payments to Providers	muttiple	\$ 87,886.92	\$ 281,284,90	
Į		•	Subtotal	_	\$615,227.60	\$298,899.46	\$914,127,06
ĺ		• •	Total		\$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	\$ 32,685.96	\$0.00	\$32,688,96
2018	540-500382	SS Contracts.	multiple	\$ 65,373,92		
2019	540-500382	SS Contracts	multiple	\$ 15,343.48	\$ 52,305.96	
<u> </u>	<u> </u>	Sublotal		\$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

			- 117C, 33/9 C	PENGIONE		
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	543-500385	Adult In Home Care	mulliple	\$ 726,508,88	\$0.00	\$726,508.88
2018	543-500385	Payments to Providers	multiple	\$ 1,453,008,18		***************************************
2019	543-500385	Payments to Providers	mutiple	5 363,254.44		
		Subtotal		\$2,542,771.50	\$1,235,357,90	
ــــــــــــــــــــــــــــــــــــــ	<u> </u>	Total		\$2,657,175.86	\$1,290,939.38	

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,

Fiscal Year	Class/Objec:	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	576,415,88	\$0.00	\$76,415,88
2018	540-500382	SS Contracts	multiple	\$152,831,76	\$7,665.96	
2019	540-500382	SS Contracts	multiple	538,232,44	5122,265,28	
		Subtotal		\$267,480.08	\$129,931,24	

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	5 1,181,137,36	\$59,180,16	
2019	543-500385	Adult In Home Care	multiple	\$ 295,293.92		
		Subtotal		\$2,066,999.96	\$1,004,203.76	\$3,071,203,72
		·Total		\$2,334,480.04	\$1,134,135.00	\$3,468,615,04

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		
2019	540-500382	SS Contracts	mutiple '	\$750.00	\$2,388,07	
	<u> </u>	Subtotal		\$5,237.50	\$2,538.64	

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	Jab 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	muhiple	\$121,934,24	\$6,109,44	333,00,110
2019	543-500385	Adult In Home Care	multiple	\$30,483,56	\$97,560,12	
<u> </u>		- Subtotal		\$213,384.92	\$103,669.56	
		Total		\$218,622.42	\$106,208,20	

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,

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budger	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	mutiple	\$3:228.46	\$0.00	\$3,228.46
2018	540-500382	SS Contracts	multiple:	\$6,456,92	\$323.52	20 2000
2019	540-500382	SS Contracts	mutiple	\$1,619,02	\$5,161,42	33,100,11
		' 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
L	2017	543-500385	Adult In Home Care	mutiple	\$29,650,10	\$0.00	\$29,650.10
L	2018	543-500385	Adult In Home Care	mutiple	\$59,300.20	\$2,971,20	
	2019	543-500385	Adult In Home Care	mutiple ·	514,829.84	\$47,441,56	
			Subtotal		\$103,780,14	\$50,412.76	
Ĺ			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,

		70 / T L D	CIONE, BOAL	JUNCTORE		
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	
2019	540-500382	SS Contracts	multiple	\$16,498.40	\$52,763.88	
	L	- · Subtotal		\$115,434.45	\$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	\$385,648,80
2018 -	543-500385	Adult In Home Care	multiple	\$773,288.02	\$38,745,12	
2019	543-500385	Adult In Home Care	multiple	\$193,324.40	\$618,708,74	
		Subtolal		\$1,353,261.22	\$657,453,86	\$2,010,715,08
		Total		\$1,468,695.68	\$713,525.84	

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,

Fiscal 1Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified
2017	540-500382	SS Contracts	multiple	\$64,681,77	\$0.00	\$64,681,77
2018	540-500382	SS Contracts	multiple	S84,811,74	\$4,249,44	
2019	540-500382	SS Contracts	multiple	\$21,203.44	567,857,74	
i		Sublotal		\$170,696.95	\$72,107.18	

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	Jab 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	5576,447,76	\$28,892.62				
2019	543-500385	Adult In Home Care	multiple	5144,114,34	\$461,226,04				
		Subiolal		\$1,165,771.05	\$490,118.66				
		Total		\$1,336,468.00	\$562,225.84				

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	
2019	540-500382	SS Contracts	multiple	\$17,515.00	\$56,050.15	
<u></u>		Subtotal		\$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% FFDERAL: 55% GENERAL

Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified
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	
2019	543-500385	Adult In Home Care	multiple	\$58,677,50	\$187,792.50	
	<u> </u>	Subtolal		\$469,420.00	\$199,552.50	
		Total		\$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 50% GENERAL

TOWN COUNTRY OF THE PROPERTY O									
Fiscal Year	Class/Object	Class Title	Job Number	Current Modified Budget	(nc/eased (Decreased) - Amount	Revised Modified Budget			
2017	540-500382	SS Contracts	multiple	\$9,127.68	50.00	S9,127,68			
2018	540-500382	SS Contracts	multiple	\$18,235.20	\$918.00	\$19,154,20			
2019	540-500382	SS Contracts	multiple	\$4,563.84	\$14,590.36				
		Sublotal		\$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
		Subtotal		\$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, 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	\$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	muniple	\$18,914,22	\$60,544,62	\$79,458.84			
	1	Subtotal	I	\$132,399,54	\$64,346,58				

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	muliple	\$117,182.56	\$0.00	\$117,182.56
2018	543-500385	Adult In Home Care	mutiple	\$234,365.12	\$11,742,72	\$246,107,84
2019	543-500385	Adult In Home Care	mutiple	\$58,591.28	\$187,516.56	\$248,107,84
		Subtotal		\$410,138.95	\$199,259.28	\$609,398.24
		Total		\$542,538.50	\$263,605.86	\$805,144.36

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									
Fiscat Year	Class/Object	Class Title	ישלחיטא בסע	Current-Modified Budget	Increased (Decreased) Amount	Revised Modified Budgel			
2017	540-500382	SS Contracts	mutiple	\$36,236.20	\$0.00	538,236.20			
2018	540-500382	SS Contracts	multiple	\$72,472.40	53,650,40	\$76,122,80			
2019	540-500382	SS Contracts	muliple	\$18,118.10	\$58,004,70	578,122.80			
		Subtotal		.\$126,826.70	\$61,655,10	\$188,481.80			

05-95-48-481010-9255 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SVCS, MHS: 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	muliple	\$45,160.12	\$144,541.30	\$189,701.42
		Subtotal		\$316,135.21	\$153,592.66	· \$469,727.87
		, Tobi	}	\$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, 50% GENERAL

Fiscal. Yoar	Class/Object	Class Tale	Jab Number	Current Modified Budget	Increased (Decreased) Amount	Revised Modified Budget
2017	540-500382	SS Contracts	multiple	\$7,213.94	\$0.00	57,213,94
2018	540-500382	SS Contracts	mutliple	\$14,405.80	\$722.13	\$15,127.93
2019	540-500382	SS Contracts	multiple	\$3,602.18	\$11,525.75	\$15,127.93
		Subtotal		\$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

TOWN EVERAL, SOM OUNCIONE									
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		\$1,503,925.88	\$730,650.58	\$2,234,576.46			
		Total	_	\$1,529,147.80	\$742,898.46	\$2,272,046.26			

Grand Total: \$18,055,822.57





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

BUREAU OF ELDERLY & ADULT SERVICES

Maureen U. Ryan Director of Human Services

Jeffrey A. Meyers

Commissioner -

129 PLEASANT STREET, CONCORD, NH 03301-3857 603-271-9203 1-800-351-1888 Fax: 603-271-4643 TDD Access: 1-800-736-2964 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
<i>δ.</i>		· TOTAL:	\$9,746,988.95

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 2 of 3

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.

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council Page 3 of 3

Nine (9) of the selected vendors are included in this package. The Department awarded two (2) separate contracts entroactively 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)

. 7771074	designin valley riginio dele	TACIOGO MISTA	~ ,
Class / Account	Class Title	State Fisical 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)

The training desired and the training of the t				
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	\$257,480.08

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 Aegncy (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 Thie	Stato 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	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)

	ALINE DE LIGO LA CUIDO. H		
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, <u>602.</u> 18
		Subtotal	\$25,221.92

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

Class / Account	Class Thio	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 #177186)

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 Aegncy (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 Nume Assoc of Franklin (Vendor #154177)

Class / Account	Class Tille	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
Γ	543-500385	Adult In Home Care	2017	\$90,325.03
	543-500385	Adult In Home Care	2018	\$180,650.06
۲	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
	1 1	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 Aegncy (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	Sinte 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)

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	5448,958.10
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	11a	\$785,718.04
9255-543-500385	Adult In Home Care	ali _	\$8,961,270.91
9255-566-500918	Adult Group Day Care	ıla	\$0.00
		Total	\$9,746,988.95

Grand Total SFY17	2017	\$2,784,863.63
Grand Total SFY18	2018	\$5,569,659.70
Grand Total SFY19	2019	\$1,391,465.62
Total Contract		59,746,988.95

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



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

in Kome Care, in Home Health Ald	le, In
Home Nursing Services	•

RFA-2017-BEAS-01-INHON RFA Number

RFA Name

Pass/Fall	Hasimum Points	Actual Points
	150	134
	150	עו
	150	140
	150	140
	150	122
	150	174
	. 150	55
.'	150	131
	150	147
	150	147
,	150	139
	150	139
	150	EO
	150	142
	150	133
	150	149

Trac	Reviewer Names ler Tait, Administrator II Ede Aul Santices
4.0	nel Letin, Prog Operations hinistrator, BEAS Adult Proteir
3. And	ete Rivers, Supervisor V, BS. It Pricto Intake Unit
٠	
5	٠.
 5.	
, —	
 D.	
 9.	
	

	Bidder Name		PassiFall
١,	Androacoggin Valley Home Care		
2,	Area Home Care Family Services		
3	Child & Femily Services (Hillsborough CO)		
∢.	Child & Family Sorvices (Merrimack CO)	ļ	
[}] 5.	CornerStone VNA		
G.	Franklin VNA & Hospice	. !	
7.	Lake Sunapee Region VNA & Hospice	'	
8.	Lakes Region Community Services (Belknap CO)		
9.	Lakes Region Community Services (Grahon CO)		
10.	Lakes Region Community Services (Sullivan CO)		
11.	North Country Home Health & Hospice Agency (Coos Co)		
12.	Horth Country Home Health & Hospice Agency (Grafton CO)		
1).	Northwoods Home Health & Hospice		
14,	The Homemakers Health Services		Ĺ
15,	Visiting Nurse Home Care & Hospice of Carroll County		
16.	VNA at HCS. Inc.		