

County of Sullivan, NH

Type of meeting: Board of Commissioners Regular Business Meeting
Minutes
Date/Time: Monday, April 15, 2013, 3:00 PM
Place: Unity, NH – County Complex, Sullivan County Health Care Facility, Frank Smith Living Rm., 5 Nursing Home Dr, 03743

Attendees: Commissioners Jeffrey Barrette – Chair, Bennie Nelson – Vice Chair, and Ethel Jarvis – Clerk, Greg Chanis – County Manager, Peter Farrand – Human Resource Director/Notary, Samantha Fletcher – Human Resource Director Assistant, Ted Purdy – Sullivan County Health Care (SCHC) Administrator, Captain Douglass Roberts – Department of Corrections (DOC), John Cressy – Facilities & Operations Director, and Sharon Callum – Administrative Assistant/Minute Taker.

Guests: NH Interlocal Trust Benefit representatives Al Jones – Trust Administrator, Kirstin VanBuskirk – Service Manager, and Meredith Roy – Wellness Coordinator.

Public: State-County Delegates Suzanne Gottling (District 2) – Executive Finance Committee (EFC) Chair, Jim Grenier (District 7) – EFC Member and Ray Gagnon (District 5) – EFC Member (arrived later in meeting).

Agenda Item No. 5.b.ii. Certificate of Authority/Vote to accept the FY2014 and FY2015 grant funding of \$302,010 for the Regional Public Health Network Services and authorize the County Manager to sign the agreement

The group viewed and read through the Certificate of Authority/Vote and P37 Agreement.

3:06 Motion: to enter the Certificate of Vote/Authority into the minutes [Appendix A] and to accept and authorize the County Manager to execute the P37 Agreement and Exhibits. Made by: Jarvis. Seconded by: Nelson. Voice vote: All in favor.

Agenda Item No. 1. NH Interlocal Trust (NHIT) Benefit Review, Al Jones
Introductions were made to Al Jones, Kirsten VanBuskirk and Meredith Roy. The three provided handouts [Appendix B. 1-4 and Appendix C. 1-4] and spoke about: NHIT history; benchmarks; trends seen in the County employees usage of the health care program through Harvard Pilgrim Health Care (HPHC); wellness programs available for employees, which can be customized, also; recommendations to improve usage and lower costs, that included: employee educational opportunities; self-diagnosing or visit PCP vs. an emergency room visit for issues such as colds; using mail-in prescriptions and finding Rx alternatives to higher tier prescriptions –

NHIT reps noted they have seen a higher use of the lower tiered prescriptions which is good; price shopping for lower prices in the region on the same type of procedures, such as: mammograms, MRI, colonoscopy/screening and common lab tests; and create a team of employees to champion the employees: hear their needs, identify their wants, and come up with a plan.

3:25 Rep. Gagnon arrived.

HPHC has a website tool to identify lower cost alternatives; their wellness educational offerings provide incentives for healthy behaviors; long term plan design could include the County restructuring the deductibles. In response to Comm. Nelson noting that shopping around for lower cost tests is doctor driven, the NHIT representatives spoke about HPHC's "Save On" program - a call-in center of nurses where members can advise of a procedure or test that PCP's indicate should be done and the nurse at the call-in center will note the cost, where they can get the procedure performed cheaper, plus, that same nurse will make the appointment.

The Chair noted the County will continue conversations with Human Resources to decide on the offerings the County would take advantage of, concurring they need to educate staff more. NHIT reps confirmed they are available to provide educational opportunities for all shifts at the County's Unity Complex.

4:00 The meeting recessed. Mr. Jones, Ms. VanBuskirk and Roy left the room.

4:05 The meeting resumed.

Agenda Item No. 2. Sullivan County Health Care Administrator's Report, Ted Purdy

Agenda Item No. 2.a. Census

Mr. Purdy reviewed the following reports [Appendix D.1-6]:

- Medicare, Private, Medicaid, HCBC (Respite), Managed Care, and Medicare B Revenue: 6,800+ total variance.
- Revenue Review thru 3/31/2013: the Medicaid Assessment and Med B are a little under budget; Pro Share typically arrives in June; net variance from operations is \$9,720, effective Friday, laundry services are discontinued with Valley Regional Hospital, therefore, laundry revenue will decrease; he confirmed the revenue from the employee salad bar is seen in the Cafeteria revenue line.
- Sullivan County Nursing Home Quarterly Resident Census: under budget with 138; YTD Private above average with 19, Skilled YTD on average with 9, YTD Medicaid a little under budget with 108; they started the month slow at 134 but picked up - avg. is 135. Comm. Jarvis pointed out Ascutney would be discontinuing long term care service. Mr. Purdy confirmed Ascutney anticipates closing Sep. 1st, they currently have 22 long term care patients, and SCHC is in touch with them.

- Medicare Length of Stay Analysis: March net revenue less than Feb.
- Summary Admission /Discharge Report 3/1/2013 thru 3/31/2013: 8 admissions and 11 discharges.
- Summary Admission /Discharge Report 7/1/2012 thru 03/31/2013: 92 admissions and 91 discharges.
- Month-End Aged Analysis

Agenda Item No. 2.c. Account Write Off Report

Mr. Purdy distributed a document titled *Write Offs April 2013* [Appendix E. 1-10]. Total write offs reflect \$183,819.99 – Purdy expects a few more adjustments. He confirmed these were patient #'s; most aspects relating to Private Pay relate to the transition between Private pay and Medicaid: late in applying, penalty, or above assets; he confirmed the ultimate responsibility to complete the application is that of the patient's family, however, their facility helps facilitate the work; he discussed Senate Bill 138 – a bill that would assist long term care facilities collection process and he supports the bill - most people want to do the right thing, but, somewhere along the way, they get sidetracked; on the report acronym MXA = Medicaid portion of Medicare and MRB = Med A. Comm. Barrette questioned if the County held historical data on write offs, should we be budgeting for uncollectible debt, and is there a % we should plan on in uncollectible. The group briefly discussed this.

4:28 Motion: to write off the \$183,819.99. Made by: Nelson. Seconded by: Jarvis. Voice vote: All in favor.

Agenda item No. 3. Department of Corrections (DOC) Superintendent's Report, presented by Capt. D. Roberts.

Agenda Item No. 3.a. Census

Capt. Roberts distributed the *Daily Report dated April 15th, 2013 from Sergeant S. Coughlan* [Appendix F] and reviewed it at the meeting. He concurred that the population increase reflected few recent crimes in the area over last couple weeks.

Agenda Item No. 3.b. Staffing

They have one Correctional Officer position opening. A couple individuals are heading for the Correctional Academy. A recent hire is already certified.

4:32 *Capt. Roberts left the room.*

Agenda Item 4. County Manager's Report, Greg Chanis

Agenda Item 4.a. FY '13 Financials Update

Financials were distributed and reviewed at the Apr. 1st meeting. No new update.

Agenda Item 4.b. FY '14 Budget Update

Mr. Chanis pointed out the Commissioners are finished their FY '14 proposed budget reviews and need to set a date to ratify the budget they will present to the Executive Finance Committee of the Delegation. Commissioners decided to meet Mon., Apr. 22nd 3:00 PM, Newport - they will decide on fund balance usage and County grant allocations. Chanis will provide an updated spreadsheet reflecting changes discussed and include taxes to be raised.

Agenda Item No. 4.c. Biomass Chip Boiler Project Update

A spreadsheet titled *Biomass CHP Project Budget Update* [Appendix G] was distributed - highlighted items represented Change Orders (CO). Chanis reviewed all seven CO's:

CO1: PSNH requested equipment to tie into grid, some are duplicate safe guards,
CO2: changes to basis of design from the Woodard & Curran's (W&C) submitted bid,
CO3, CO4, CO6: pending CO's,

CO5: withdrawn CO due to estimated cost between \$70,000 - \$80,000,

CO6: windows were shown in original plan, but when they requested to add more, they discovered the cost did not include any windows - discussions continue with W&C on this issue, and

CO7: stair engineering - design originally showed a 20 ft. ladders; however, workers need access to carry pails to upper area, therefore, they would like to see stairs.

The remaining items reflected on spreadsheet are outside the W&C contract.

\$3,427,502 was project cost, subtract four grants assisting with funding of the project and Assigned Fund Balance (FB) per Commissioners of \$500,000, and it shows new amount to be financed at approximately \$2,251,172.

Mr. Chanis discussed an issue the design build contractor ran into: the State's renewable energy credit (REC) standard, the State expanding the portfolio to include thermal energy produced. Chanis feels the issue could be important to the County's biomass facility. The issue also pertains to emissions and Chanis spoke about the parts per million and the various systems that could be installed to attain the emission output they need to certify to sell REC's. When Senate Bill 148 was introduced, Chanis contacted Senator Odell to discuss the bill's intent and found it was to provide REC's to energy providers with new systems - not replacing ones already in place; Chanis pointed out the bill's language does not define that. He was invited to testify at a State hearing scheduled in Concord Wednesday. Chanis noted REC's don't have fixed amount, potentially, we could produce 30 and possibly see \$60,000 in REC revenue.

5:10 *Rep. Gottling and Gagnon left the meeting.*

Agenda Item No. 5.d. County website update discussion

Copies of the Apr. 8th 2013 NACo County News [Appendix H.1-2] national newsletter was distributed, which contained an article about "*Counties honored for their transparency on the Web*". Chanis noted Callum investigated further to discover a "*Sunshine Review*" on County websites where it graded NH websites poorly, with

Sullivan County the best. Callum pointed items the review indicates the website does not hold, are actually there on the County's website. She noted they are always updating the site and recently included the following additions: political party affiliations to the Commissioners and Delegation pages, individual contact information for Commissioner Chair – at this point Nelson and Jarvis okayed Callum to include their personal e-mails and telephones, though the County does not deal in business or individual permits- a grade in the survey - a link was added to County site to link to the NH State 'Doing Business in NH' page, plus, a link was added to NH State RSA's web page.

Agenda Item No. 5. County Commissioners Report

Agenda Item No. 5.a. Old Business: Update on Unity Complex Signs

Copies of an e-mail from Walter Keuenhoff of the NH DOT pertaining to installation of two new traffic signs on 2nd NH Turnpike (prior request of Board) to update wording to Sullivan County Complex, layout of the signs, and cost quote of \$288.50 [Appendix I.1-3], were distributed. Commissioners approved of the sign wording, layout, and cost quote. Ms. Callum will notify NH DOT to update signs.

Agenda Item No. 6. Public Participation

Rep. Grenier is interested in expanding the tax base, knows there is no plan, and asked what the County's involvement would be in this issue. The Chair pointed out the County has not discussed this in an official capacity, but, he looks at it as putting people to work; the type of issue is the same issue they found when presenting the regional dispatch proposal; our role has to be as a member of the towns or city; he'd like to see the Unity County Complex participate more as a business incubator: increasing the use of the facility's unoccupied wing and using more County lands for agricultural resources; he feels if the County takes on economic issues they need the blessing from the towns and city. Comm. Nelson noted the County at one time had on payroll an Economic Director, but, due to contention between towns, the Delegation denied funding the position further. Nelson and Barrette noted the County has aided in [CFDA] CDBG funding for various projects, such as: a [Pleasant Valley Estates Cooperative] sewage line update and the Wainshal Mills project; they've offered on two other applications which were denied. The Chair noted the County has the ability to apply for other projects throughout the region, and they would like to advertise their eligibility more. Rep. Grenier feels people believe the State will fix the problem and there is no local money for these types of issues, he's down on moratorium for certain types of construction, he's pro-business and requested if they see antibusiness legislation, or other State matters, to let him know.

5:24 *Rep. Grenier left the meeting.*

Agenda Item No. 7. Meeting Minutes

Agenda Item No. 7.a. February 19th 4:30 Executive Session

Not available in typed format for review –minutes were already permanently sealed.

Agenda Item No. 7.b. April 1st 3:00 PM Public Meeting Minutes

5:26 Motion: to approve the April 1st 3:00 PM public meeting minutes as printed. Made by: Nelson. Seconded by: Jarvis. Voice vote: All in favor.

Agenda Item No. 7.c. Apr. 1st Executive Session Meeting Minutes

5:27 Motion: approve the April 1st Executive Session minutes as typed. Made by: Nelson. Seconded by: Jarvis. Voice vote: All in favor.

Agenda Item No. 7.d. Apr. 1st, 5th and 8th FY14 Budget Work Session

Agenda Item No. 7.e. Apr. 8th FY14 County Grant & Other County Business Minutes

5:28 Motion: approve both the April 1st, 5th and 8th and Apr. 8th FY 14 County Grant & Other County Business Minutes as typed. Made by: Jarvis. Seconded by: Nelson. Voice vote: All in favor.

Comm. Jarvis discussed a verbal request received asking if the County would sell produce at the Claremont Farmers Market. Comm. Barrette and Mr. Chanis noted, though inmates grow produce, they donate produce to both Claremont and Newport food pantries.

5:30 Motion: to adjourn. Made by: Nelson. Seconded by: Barrette. Voice vote: All in favor.

Respectfully submitted,



Ethel Jarvis, Clerk
Board of Commissioners

EJ/sjc

Date minutes approved: May 6, 2013



Monday April 15th, 2013
3:00 PM Regular Business Meeting
Sullivan County NH, Board of Commissioners

AGENDA – 2nd Revision

Meeting Location: Unity County Complex

Sullivan County Health Care Facility – Frank Smith Living Room – 1st Floor
MapQuest/Google Address: 5 Nursing Home Drive, Claremont, NH 03743

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|-------------------|----|--|
| 3:00 PM – 4:00 PM | 1. | NH Interlocal Trust Benefit Review, <i>Al Jones</i> |
| 4:00 PM – 4:20 PM | 2. | Sullivan County Health Care Administrator's Report, <i>Ted Purdy</i> <ul style="list-style-type: none">a. Census Reviewb. Staffing Updatec. Account Write Off Report |
| 4:20 PM – 4:40 PM | 3. | Department of Corrections (DOC) Superintendent's Report, <i>Given by Capt. Douglass Roberts for Supt. Cunningham</i> <ul style="list-style-type: none">a. Population Census Reviewb. Staffing Update |
| 4:40 PM – 5:00 PM | 4. | County Manager's Report, <i>Greg Chanis</i> <ul style="list-style-type: none">a. FY '13 Financials Updateb. FY '14 Budget Updatec. Biomass Chip Boiler Project Updated. County website update discussion |
| 5:00 PM – 5:20 PM | 5. | Commissioners' Report <ul style="list-style-type: none">a. Old Businessb. New Business<ul style="list-style-type: none">i. Set time for final budget reviewii. Certificate of Authority/Vote to accept the FY 2014 and FY 2015 grant funding of \$302,010 for the Regional Public Health Network Services and authorize the County Manager to sign the agreement |
| 5:20 PM – 5:40 PM | 6. | Public Participation |

The times reflected on this agenda, other than the start time, are estimates. Actual time will depend on level of interest and participation.



- 5:40 PM – 6:00 PM 7. Meeting Minutes Review
- a. Feb. 19th 4:30 Executive Session (Review only / Already Permanently Sealed)
 - b. Apr. 1st 3:00 PM Public Meeting Minutes
 - c. Apr. 1st Executive Session Meeting Minutes
 - d. Apr. 1st, 5th, and 8th FY14 Budget Work Session
 - e. Apr. 8th FY 14 County Grant & Other County Business Minutes
- 6:00 PM 8. Adjourn meeting

Upcoming Events / Meetings:

Apr 12th Fri.

Greater Sullivan County Commission on Wellness

Time: 9 AM

Place: Claremont, NH – Opera House Square – Moody Building

Apr 17th Wed.

Greater Sullivan Public Health RCC Meeting

Time: 9 AM

Place: Newport, NH -14 Main Street

May 3rd Fri.

SC Conservation District Meeting

Time: 2 PM

Place: Claremont, NH – Log Cabin Nursery

May 7th Tue.

County Board of Commissioners Meeting

Time: 3 PM

Place: Newport, NH – 14 Main Street, County Commissioners Conference Room

CERTIFICATE OF VOTE/AUTHORITY

I, Ethel Jarvis of the County of Sullivan, NH, do hereby certify that:

1. I am the duly elected Board of Commissioner Clerk of the (Corporation:) County of Sullivan, NH;
2. I maintain and have custody of and am familiar with the seal and minute books of the Corporation;
3. I am duly authorized to issue certificates with respect to the contents of such books and to affix such seal to such certificates;
4. The following are true, accurate and complete copies of the resolutions duly adopted by the Corporation at a meeting of the Board of Commissioners held in accordance with New Hampshire State laws on Monday, April 15, 2013;

RESOLVED: That this Corporation may enter into any and all agreements and contracts, amendments, renewals, revisions or modifications thereto, with the State of New Hampshire, acting through its Department of Health and Human Services, Division of Public Health Services, for grant funding of the Regional Public Health Network Services agreement.

RESOLVED: That the County Manager is hereby authorized on behalf of this corporation to enter into said agreements and contracts with the State of New Hampshire Department of Health and Human Services, Division of Public Health Services, and to execute any and all documents, agreements, contracts, and other instruments, and any amendments, revisions, or modifications thereto, as he may deem necessary, desirable or appropriate. Greg Chanis is the duly appointed County Manager of the Corporation.

5. The foregoing resolutions have not been amended or revoked and remain in full force and effect as of April 15, 2013.

IN WITNESS WHEREOF, I have hereunto set my hand as the Commissioner Clerk of the County of Sullivan, NH this 15th day of April, 2013.

Ethel Jarvis
Ethel Jarvis, Board of Commissioner Clerk

STATE OF NH
COUNTY OF SULLIVAN

(SEAL OF COUNTY OF SULLIVAN, NH)

NOTARY:

The undersigned hereby certifies that the foregoing *Certificate of Vote* is the instrument described therein, that the signatures and seal of Sullivan County on this Certificate of Vote are genuine.

Pat Hayward
Justice of the Peace/Notary Public

My commission expires: January 27, 2015

(Notary Seal)

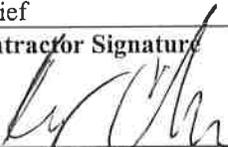
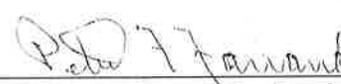
Subject: Regional Public Health Network Services

AGREEMENT

The State of New Hampshire and the Contractor hereby mutually agree as follows:

GENERAL PROVISIONS

1. IDENTIFICATION.

1.1 State Agency Name NH Department of Health and Human Services Division of Public Health Services		1.2 State Agency Address 29 Hazen Drive Concord, NH 03301-6504	
1.3 Contractor Name County of Sullivan, NH		1.4 Contractor Address 14 Main Street Newport, NH 03773	
1.5 Contractor Phone Number (603) 863-2560	1.6 Account Number 05-95-90-902510-5171-102-500731, 05-95-49-491510-2988-102-500734, 05-95-902510-5178-102-500731	1.7 Completion Date June 30, 2015	1.8 Price Limitation \$302,010.00
1.9 Contracting Officer for State Agency Lisa L. Bujno, MSN, APRN Bureau Chief		1.10 State Agency Telephone Number 603-271-4501	
1.11 Contractor Signature 		1.12 Name and Title of Contractor Signatory Greg Chanis, County Manager	
1.13 Acknowledgement: State of <u>New Hampshire</u> , County of <u>Sullivan</u> On <u>4/15/2013</u> , before the undersigned officer, personally appeared the person identified in block 1.12, or satisfactorily proven to be the person whose name is signed in block 1.11, and acknowledged that s/he executed this document in the capacity indicated in block 1.12.			
1.13.1 Signature of Notary Public or Justice of the Peace [Seal] 			
1.13.2 Name and Title of Notary or Justice of the Peace PETER FARRAND, HUMAN RESOURCE DIRECTOR			
1.14 State Agency Signature		1.15 Name and Title of State Agency Signatory Lisa L. Bujno, Bureau Chief	
1.16 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director, On: _____			
1.17 Approval by the Attorney General (Form, Substance and Execution) By: _____ On: _____			
1.18 Approval by the Governor and Executive Council By: _____ On: _____			

2. EMPLOYMENT OF CONTRACTOR/SERVICES TO BE PERFORMED. The State of New Hampshire, acting through the agency identified in block 1.1 ("State"), engages contractor identified in block 1.3 ("Contractor") to perform, and the Contractor shall perform, the work or sale of goods, or both, identified and more particularly described in the attached EXHIBIT A which is incorporated herein by reference ("Services").

3. EFFECTIVE DATE/COMPLETION OF SERVICES.
3.1 Notwithstanding any provision of this Agreement to the contrary, and subject to the approval of the Governor and Executive Council of the State of New Hampshire, this Agreement, and all obligations of the parties hereunder, shall not become effective until the date the Governor and Executive Council approve this Agreement ("Effective Date").

3.2 If the Contractor commences the Services prior to the Effective Date, all Services performed by the Contractor prior to the Effective Date shall be performed at the sole risk of the Contractor, and in the event that this Agreement does not become effective, the State shall have no liability to the Contractor, including without limitation, any obligation to pay the Contractor for any costs incurred or Services performed. Contractor must complete all Services by the Completion Date specified in block 1.7.

4. CONDITIONAL NATURE OF AGREEMENT.
Notwithstanding any provision of this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds, and in no event shall the State be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of appropriated funds, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this Agreement immediately upon giving the Contractor notice of such termination. The State shall not be required to transfer funds from any other account to the Account identified in block 1.6 in the event funds in that Account are reduced or unavailable.

5. CONTRACT PRICE/PRICE LIMITATION/PAYMENT.
5.1 The contract price, method of payment, and terms of payment are identified and more particularly described in EXHIBIT B which is incorporated herein by reference.
5.2 The payment by the State of the contract price shall be the only and the complete reimbursement to the Contractor for all expenses, of whatever nature incurred by the Contractor in the performance hereof, and shall be the only and the complete compensation to the Contractor for the Services. The State shall have no liability to the Contractor other than the contract price.
5.3 The State reserves the right to offset from any amounts otherwise payable to the Contractor under this Agreement those liquidated amounts required or permitted by N.H. RSA 80:7 through RSA 80:7-c or any other provision of law.

5.4 Notwithstanding any provision in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made hereunder, exceed the Price Limitation set forth in block 1.8.

6. COMPLIANCE BY CONTRACTOR WITH LAWS AND REGULATIONS/ EQUAL EMPLOYMENT OPPORTUNITY.

6.1 In connection with the performance of the Services, the Contractor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, civil rights and equal opportunity laws. In addition, the Contractor shall comply with all applicable copyright laws.

6.2 During the term of this Agreement, the Contractor shall not discriminate against employees or applicants for employment because of race, color, religion, creed, age, sex, handicap, sexual orientation, or national origin and will take affirmative action to prevent such discrimination.

6.3 If this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all the provisions of Executive Order No. 11246 ("Equal Employment Opportunity"), as supplemented by the regulations of the United States Department of Labor (41 C.F.R. Part 60), and with any rules, regulations and guidelines as the State of New Hampshire or the United States issue to implement these regulations. The Contractor further agrees to permit the State or United States access to any of the Contractor's books, records and accounts for the purpose of ascertaining compliance with all rules, regulations and orders, and the covenants, terms and conditions of this Agreement.

7. PERSONNEL.

7.1 The Contractor shall at its own expense provide all personnel necessary to perform the Services. The Contractor warrants that all personnel engaged in the Services shall be qualified to perform the Services, and shall be properly licensed and otherwise authorized to do so under all applicable laws.

7.2 Unless otherwise authorized in writing, during the term of this Agreement, and for a period of six (6) months after the Completion Date in block 1.7, the Contractor shall not hire, and shall not permit any subcontractor or other person, firm or corporation with whom it is engaged in a combined effort to perform the Services to hire, any person who is a State employee or official, who is materially involved in the procurement, administration or performance of this Agreement. This provision shall survive termination of this Agreement.

7.3 The Contracting Officer specified in block 1.9, or his or her successor, shall be the State's representative. In the event of any dispute concerning the interpretation of this Agreement, the Contracting Officer's decision shall be final for the State.

Contractor Initials:
Date: 4/15/13

A.4.

8. EVENT OF DEFAULT/REMEDIES.

8.1 Any one or more of the following acts or omissions of the Contractor shall constitute an event of default hereunder ("Event of Default"):

- 8.1.1 failure to perform the Services satisfactorily or on schedule;
- 8.1.2 failure to submit any report required hereunder; and/or
- 8.1.3 failure to perform any other covenant, term or condition of this Agreement.

8.2 Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

- 8.2.1 give the Contractor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this Agreement, effective two (2) days after giving the Contractor notice of termination;
- 8.2.2 give the Contractor a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the contract price which would otherwise accrue to the Contractor during the period from the date of such notice until such time as the State determines that the Contractor has cured the Event of Default shall never be paid to the Contractor;
- 8.2.3 set off against any other obligations the State may owe to the Contractor any damages the State suffers by reason of any Event of Default; and/or
- 8.2.4 treat the Agreement as breached and pursue any of its remedies at law or in equity, or both.

9. DATA/ACCESS/CONFIDENTIALITY/PRESERVATION.

9.1 As used in this Agreement, the word "data" shall mean all information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations, computer programs, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.

9.2 All data and any property which has been received from the State or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason.

9.3 Confidentiality of data shall be governed by N.H. RSA chapter 91-A or other existing law. Disclosure of data requires prior written approval of the State.

10. TERMINATION. In the event of an early termination of this Agreement for any reason other than the completion of the Services, the Contractor shall deliver to the Contracting Officer, not later than fifteen (15) days after the date of termination, a report ("Termination Report") describing in detail all Services performed, and the contract price earned, to and including the date of termination. The form, subject matter, content, and number of copies of the Termination

Report shall be identical to those of any Final Report described in the attached EXHIBIT A.

11. CONTRACTOR'S RELATION TO THE STATE. In the performance of this Agreement the Contractor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Contractor nor any of its officers, employees, agents or members shall have authority to bind the State or receive any benefits, workers' compensation or other emoluments provided by the State to its employees.

12. ASSIGNMENT/DELEGATION/SUBCONTRACTS. The Contractor shall not assign, or otherwise transfer any interest in this Agreement without the prior written consent of the N.H. Department of Administrative Services. None of the Services shall be subcontracted by the Contractor without the prior written consent of the State.

13. INDEMNIFICATION. The Contractor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based or resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Contractor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant in paragraph 13 shall survive the termination of this Agreement.

14. INSURANCE.

14.1 The Contractor shall, at its sole expense, obtain and maintain in force, and shall require any subcontractor or assignee to obtain and maintain in force, the following insurance:

14.1.1 comprehensive general liability insurance against all claims of bodily injury, death or property damage, in amounts of not less than \$250,000 per claim and \$2,000,000 per occurrence; and

14.1.2 fire and extended coverage insurance covering all property subject to subparagraph 9.2 herein, in an amount not less than 80% of the whole replacement value of the property.

14.2 The policies described in subparagraph 14.1 herein shall be on policy forms and endorsements approved for use in the State of New Hampshire by the N.H. Department of Insurance, and issued by insurers licensed in the State of New Hampshire.

14.3 The Contractor shall furnish to the Contracting Officer identified in block 1.9, or his or her successor, a certificate(s) of insurance for all insurance required under this Agreement. Contractor shall also furnish to the Contracting Officer identified in block 1.9, or his or her successor, certificate(s) of insurance for all renewal(s) of insurance required under this Agreement no later than fifteen (15) days prior to the expiration date of each of the insurance policies. The certificate(s) of insurance and any renewals thereof shall be attached and are incorporated herein by reference. Each

Contractor Initials:

Date:

[Handwritten Signature]
4/15/13

A.S

certificate(s) of insurance shall contain a clause requiring the insurer to endeavor to provide the Contracting Officer identified in block 1.9, or his or her successor, no less than ten (10) days prior written notice of cancellation or modification of the policy.

15. WORKERS' COMPENSATION.

15.1 By signing this agreement, the Contractor agrees, certifies and warrants that the Contractor is in compliance with or exempt from, the requirements of N.H. RSA chapter 281-A ("Workers' Compensation").

15.2 To the extent the Contractor is subject to the requirements of N.H. RSA chapter 281-A, Contractor shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which the person proposes to undertake pursuant to this Agreement. Contractor shall furnish the Contracting Officer identified in block 1.9, or his or her successor, proof of Workers' Compensation in the manner described in N.H. RSA chapter 281-A and any applicable renewal(s) thereof, which shall be attached and are incorporated herein by reference. The State shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for Contractor, or any subcontractor or employee of Contractor, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.

16. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event of Default, or any subsequent Event of Default. No express failure to enforce any Event of Default shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other Event of Default on the part of the Contractor.

17. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given in blocks 1.2 and 1.4, herein.

18. AMENDMENT. This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Executive Council of the State of New Hampshire.

19. CONSTRUCTION OF AGREEMENT AND TERMS. This Agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns. The wording used in this Agreement is the wording chosen by the parties to express their mutual intent, and no rule of construction shall be applied against or in favor of any party.

20. THIRD PARTIES. The parties hereto do not intend to benefit any third parties and this Agreement shall not be construed to confer any such benefit.

21. HEADINGS. The headings throughout the Agreement are for reference purposes only, and the words contained therein shall in no way be held to explain, modify, amplify or aid in the interpretation, construction or meaning of the provisions of this Agreement.

22. SPECIAL PROVISIONS. Additional provisions set forth in the attached EXHIBIT C are incorporated herein by reference.

23. SEVERABILITY. In the event any of the provisions of this Agreement are held by a court of competent jurisdiction to be contrary to any state or federal law, the remaining provisions of this Agreement will remain in full force and effect.

24. ENTIRE AGREEMENT. This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire Agreement and understanding between the parties, and supersedes all prior Agreements and understandings relating hereto.

Contractor Initials: AC
Date: 4/15/13

Who We Are

Not for Profit Trust

Provide Health Insurance & Wellness Programs
for New Hampshire Towns, Cities, Counties and
School Districts

Partner with Harvard Pilgrim Health Care

- Network of Providers
- Member Services for Benefit Questions
- Claims Payments
- Member Savings Discounts



Sullivan County Employee Health Insurance

- HPHC Sets Benchmarks for Utilization
- Benchmarks are based on entire HPHC book of business (not just NHIT Members)

Preventive Care / "Well Visits"

- Below HPHC Benchmark
- Average PCP Visit Cost = \$115

Emergency Room Visits

- Utilization is higher than HPHC Benchmark
- Average ER Visit Cost = \$430

High Costing Outlier for Services Rendered = Radiology



Based on Utilization/Claims Paid July 1-December 31, 2012

B2

Sullivan County Pharmacy Utilization

Top Drug Categories (based on #scripts filled)

- PPIs
- Anti-Depressants
- Cholesterol
- Sleep Disorder

Mail Order Program Utilization = 19%



Based on Utilization/Claims Paid July 1-December 31, 2012

Recommendations

Employee Education

Medical/Rx Consumerism

- Identifying the Cost of Care
- How to best utilize your health plan
- Importance of Self-Care
- Finding Lower Cost Rx Alternatives

Wellness Offerings

- Incentives for Healthy Behaviors
- Long-term Wellness Program

Examples of cost differences **saveON**

Generic Name	Brand Name	Generic Price	Brand Price	Generic Price	Brand Price
Aspirin	Aspirin	0.05	0.05	0.05	0.05
Acetaminophen	Tylenol	0.10	0.10	0.10	0.10
Hydrocodone	Hydrocodone	0.20	0.20	0.20	0.20
Atorvastatin	Lipitor	0.50	1.00	0.50	1.00
Metoprolol	Metoprolol	0.15	0.15	0.15	0.15
Losartan	Losartan	0.30	0.30	0.30	0.30
Simvastatin	Zocor	0.40	0.80	0.40	0.80
Warfarin	Warfarin	0.10	0.10	0.10	0.10
Clonidine	Clonidine	0.20	0.20	0.20	0.20
Hydrochlorothiazide	Hydrochlorothiazide	0.15	0.15	0.15	0.15
Amoxicillin	Amoxicillin	0.10	0.10	0.10	0.10
Penicillin V	Penicillin V	0.05	0.05	0.05	0.05
Albuterol	Albuterol	0.10	0.10	0.10	0.10
Fluticasone	Fluticasone	0.10	0.10	0.10	0.10
Montelukast	Montelukast	0.10	0.10	0.10	0.10
Sumatriptan	Sumatriptan	0.10	0.10	0.10	0.10
Topiramate	Topiramate	0.10	0.10	0.10	0.10
Valproic Acid	Valproic Acid	0.10	0.10	0.10	0.10
Lithium	Lithium	0.10	0.10	0.10	0.10
Carbamazepine	Carbamazepine	0.10	0.10	0.10	0.10
Phenytoin	Phenytoin	0.10	0.10	0.10	0.10
Primidone	Primidone	0.10	0.10	0.10	0.10
Clonazepam	Clonazepam	0.10	0.10	0.10	0.10
Alprazolam	Alprazolam	0.10	0.10	0.10	0.10
Triazolam	Triazolam	0.10	0.10	0.10	0.10
Zolpidem	Zolpidem	0.10	0.10	0.10	0.10
Eszopiclone	Eszopiclone	0.10	0.10	0.10	0.10
Suvorexant	Suvorexant	0.10	0.10	0.10	0.10
Doxycycline	Doxycycline	0.10	0.10	0.10	0.10
Minocycline	Minocycline	0.10	0.10	0.10	0.10
Tetracycline	Tetracycline	0.10	0.10	0.10	0.10
Clarithromycin	Clarithromycin	0.10	0.10	0.10	0.10
Levofloxacin	Levofloxacin	0.10	0.10	0.10	0.10
Moxifloxacin	Moxifloxacin	0.10	0.10	0.10	0.10
Ofloxacin	Ofloxacin	0.10	0.10	0.10	0.10
Ciprofloxacin	Ciprofloxacin	0.10	0.10	0.10	0.10
Fluoroquinolones	Fluoroquinolones	0.10	0.10	0.10	0.10
Amoxicillin/Clavulanate	Amoxicillin/Clavulanate	0.10	0.10	0.10	0.10
Clindamycin	Clindamycin	0.10	0.10	0.10	0.10
Vancomycin	Vancomycin	0.10	0.10	0.10	0.10
Linezolid	Linezolid	0.10	0.10	0.10	0.10
Daptomycin	Daptomycin	0.10	0.10	0.10	0.10
Teicoplanin	Teicoplanin	0.10	0.10	0.10	0.10
Chloramphenicol	Chloramphenicol	0.10	0.10	0.10	0.10
Spectinomycin	Spectinomycin	0.10	0.10	0.10	0.10
Streptomycin	Streptomycin	0.10	0.10	0.10	0.10
Netilmicin	Netilmicin	0.10	0.10	0.10	0.10
Amikacin	Amikacin	0.10	0.10	0.10	0.10
Polymyxin B	Polymyxin B	0.10	0.10	0.10	0.10
Colistin	Colistin	0.10	0.10	0.10	0.10
Trimethoprim/Sulfamethoxazole	Trimethoprim/Sulfamethoxazole	0.10	0.10	0.10	0.10
Acyclovir	Acyclovir	0.10	0.10	0.10	0.10
Valacyclovir	Valacyclovir	0.10	0.10	0.10	0.10
Famciclovir	Famciclovir	0.10	0.10	0.10	0.10
Docosanol	Docosanol	0.10	0.10	0.10	0.10
Acyclovir Ointment	Acyclovir Ointment	0.10	0.10	0.10	0.10
Docosanol Ointment	Docosanol Ointment	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
Alclometasone	Alclometasone	0.10	0.10	0.10	0.10
Beclomethasone	Beclomethasone	0.10	0.10	0.10	0.10
Budesonide	Budesonide	0.10	0.10	0.10	0.10
Fluticasone	Fluticasone	0.10	0.10	0.10	0.10
Mometasone	Mometasone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
Alclometasone	Alclometasone	0.10	0.10	0.10	0.10
Beclomethasone	Beclomethasone	0.10	0.10	0.10	0.10
Budesonide	Budesonide	0.10	0.10	0.10	0.10
Fluticasone	Fluticasone	0.10	0.10	0.10	0.10
Mometasone	Mometasone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
Alclometasone	Alclometasone	0.10	0.10	0.10	0.10
Beclomethasone	Beclomethasone	0.10	0.10	0.10	0.10
Budesonide	Budesonide	0.10	0.10	0.10	0.10
Fluticasone	Fluticasone	0.10	0.10	0.10	0.10
Mometasone	Mometasone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
Alclometasone	Alclometasone	0.10	0.10	0.10	0.10
Beclomethasone	Beclomethasone	0.10	0.10	0.10	0.10
Budesonide	Budesonide	0.10	0.10	0.10	0.10
Fluticasone	Fluticasone	0.10	0.10	0.10	0.10
Mometasone	Mometasone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
Alclometasone	Alclometasone	0.10	0.10	0.10	0.10
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Fluticasone	Fluticasone	0.10	0.10	0.10	0.10
Mometasone	Mometasone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
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Fluticasone	Fluticasone	0.10	0.10	0.10	0.10
Mometasone	Mometasone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
Alclometasone	Alclometasone	0.10	0.10	0.10	0.10
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Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
Alclometasone	Alclometasone	0.10	0.10	0.10	0.10
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Budesonide	Budesonide	0.10	0.10	0.10	0.10
Fluticasone	Fluticasone	0.10	0.10	0.10	0.10
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Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
Alclometasone	Alclometasone	0.10	0.10	0.10	0.10
Beclomethasone	Beclomethasone	0.10	0.10	0.10	0.10
Budesonide	Budesonide	0.10	0.10	0.10	0.10
Fluticasone	Fluticasone	0.10	0.10	0.10	0.10
Mometasone	Mometasone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
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Mometasone	Mometasone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Hydrocortisone	Hydrocortisone	0.10	0.10	0.10	0.10
Triamcinolone	Triamcinolone	0.10	0.10	0.10	0.10
Fluocinonide	Fluocinonide	0.10	0.10	0.10	0.10
Clobetasol	Clobetasol	0.10	0.10	0.10	0.10
Alclometasone	Alclometasone</				

Examples of cost differences



Mammogram Claremont, NH Area	
Location	Price
Keene, NH	\$280
Claremont, NH	\$301
Springfield, VT	\$368
Braintreeboro, VT	\$368
Lebanon, NH	\$377
Peterborough, NH	\$383
Franklin, NH	\$412
Lebanon, NH	\$422
New London, NH	\$453
Windsor, VT	\$459

MRI: Lumbar Spine w/o dye Claremont, NH Area	
Location	Price
Lebanon, NH	\$560
Keene, NH	\$906
Franklin, NH	\$1,395
Lebanon, NH	\$1,753
Peterborough, NH	\$2,115
New London, NH	\$2,182
Lebanon, NH	\$2,424
Claremont, NH	\$2,600

Colonoscopy, screening Claremont, NH Area	
Location	Price
Springfield, VT	\$1,700
Keene, NH	\$1,850
Lebanon, NH	\$2,100
Lebanon, NH	\$2,400
Franklin, NH	\$2,450
Windsor, VT	\$2,600
Claremont, NH	\$2,600
New London, NH	\$3,200
Peterborough, NH	\$4,600

Common Lab Tests: Claremont, NH Area	
	Price Range
Comprehensive Metabolic Panel	\$13 - \$133
CBC, Complete	\$10 - \$94
Lipid Panel	\$17 - \$132
Thyroid Stimulating Hormone (TSH)	\$21 - \$201
Vitamin D	\$38 - \$355
TOTAL	\$100 - \$915



Long-Term Plan Design

- Consumer-Driven Health Plans
- Higher Deductibles
 - Incentive HRA Plan Design
- New 4-tier Rx plan design

Harvard Pilgrim's 4-Tier Prescription Drug Program for New Hampshire Interlocal Trust

REASON: THE BENEFIT OF NO COST CO-PAY & CO-COVERMENT

Harvard Pilgrim's 4-Tier Prescription Drug Program is fully self-funded and subject to the terms and conditions of the plan. It is a consumer-driven health plan designed to provide a high-quality, cost-effective prescription drug benefit to members of the New Hampshire Interlocal Trust. The program is designed to provide a high-quality, cost-effective prescription drug benefit to members of the New Hampshire Interlocal Trust. The program is designed to provide a high-quality, cost-effective prescription drug benefit to members of the New Hampshire Interlocal Trust.

Key Features:

- Tier 1:** Generic drugs, 10% co-pay.
- Tier 2:** Brand name drugs, 20% co-pay.
- Tier 3:** Specialty drugs, 30% co-pay.
- Tier 4:** Off-in-network, 50% co-pay.

Additional Information:

- Members must use in-network pharmacies.
- There is a maximum out-of-pocket limit for the plan.
- The plan is subject to the terms and conditions of the plan.

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B.4.

Harvard Pilgrim's 4-Tier Prescription Drug Program for New Hampshire Interlocal Trust

FEATURING TIER 1 DRUGS AT NO COST TO YOU – A \$0 COPAYMENT!



Harvard Pilgrim is doing more to help control premium increases and out-of-pocket costs – like ensuring your employees always pay a low copayment on our lowest-cost generic drugs. With our 4-Tier Prescription Drug Program for New Hampshire Interlocal Trust, members pay \$0 for Tier 1.

How the 4-Tier Prescription Drug Program works
Our four-tier benefit places all covered medications into one of four levels or tiers.

TIER 1 **\$0** TIER 1, OUR LOWEST COST TIER, CONSISTS OF MANY LOW-COST GENERIC DRUGS. Your employees will pay nothing, a \$0 copayment, for any prescription drug in Tier 1. Tier 1 drugs contain the same active ingredients as their brand-name counterparts.

TIER 2 **\$\$** TIER 2 CONSISTS PRIMARILY OF HIGHER-COST GENERIC DRUGS. These drugs contain the same active ingredients as their brand-name counterparts. Tier 2 may also include brand-name drugs that Harvard Pilgrim has determined to be more effective, less costly or to have fewer side effects than similar medications.

TIER 3 **\$\$\$** TIER 3 CONSISTS MOSTLY OF BRAND-NAME DRUGS WITHOUT GENERIC EQUIVALENTS. These drugs have been selected by the plan based on review of the relative safety, effectiveness and cost of the many brand-name drugs on the market. In some cases, Tier 3 may include generic drugs determined to be more costly than their brand-name alternatives.

TIER 4 **\$\$\$\$** TIER 4 CONSISTS OF DRUGS that the plan has not included in Tier 1, Tier 2 or Tier 3.

\$0–\$\$\$\$ The number of dollar signs indicates the cost level of prescriptions in that tier, \$0 being the lowest and \$\$\$\$ being the highest.

Did you know?
Generic drugs contain the same active ingredients as their brand-name counterparts.

More ways for your employees to save
With some Harvard Pilgrim plans, members can save a full, one month's copayment when using our mail order program for Tier 2, 3 or 4 maintenance medications (up to a 90-day supply)*. Members can access this information via www.harvardpilgrim.org under "Pharmacy Program."

Questions?
If you have questions or would like to learn more, please call New Hampshire Interlocal Trust at 1-888-960-6448.

*Savings vary based on specific plan design.

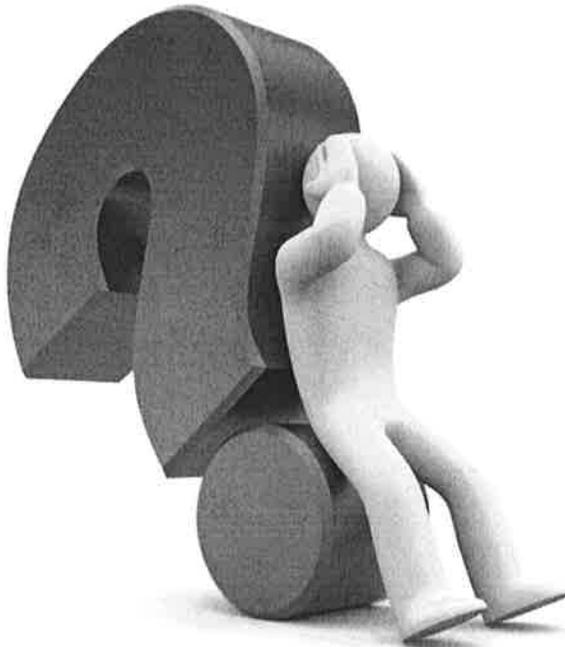


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Questions??



Wellness Offerings Available Through the NHIT

Interactive Educational Sessions (Each session is typically 30 to 60 minutes in duration. Session length and content can be adjusted to fit the needs of the group.)

Medical and Prescription Consumerism – The consumerism piece is a great way to start any wellness program. The goal of this session is to educate and encourage members to be proactive with their own (and family's) health care. The session teaches the best ways to utilize benefits from the health insurance. We discuss the importance of preventative health screenings and the no- or low-cost options that not only save the member money, but also the employer. Throughout the presentation we discuss the importance of self-care as alternative or complimentary medicine. Other topics that may/can be discussed during the presentation include: When to See Your Health Care Provider; Importance of Getting a Second Opinion; Benefits of Asking Questions; Mail-Order Prescriptions vs. Standard Fill; Additional Member Savings; Variations in Costs Between Similar Medical Services and from Hospital to Hospitals; How and when to seek alternate therapies; and many others.

Health Questionnaire (HQ) – The health questionnaire presentation educates participants on what the Harvard Pilgrim Health Questionnaire is, where they can find it, and what steps they need to complete before and after they fill out the HQ. This presentation is targeted towards those who are new to the insurance plan and also for those who may not have taken the HQ in the past and would like to learn more about it before they participate. This brief presentation discusses why taking the HQ is important, what the HQ can tell a participant about their health, and also where they can receive professional advice if they have an interest in changing their behavior. It also introduces members to the option of working with a Personal Health Coach: Offered at no additional cost by Harvard Pilgrim Health Care, a Personal Health Coach can work with any NHIT member to reach their goals in maintaining a healthy lifestyle.

Being Wise – Being a wise health care consumer will not only save you time and money, but it can also save your life. In these sessions we will provide you with the information, tools and resources to be proactive in your own health and healthcare decisions. Discussions include: The Importance of Self Care, What Drives Health Care Costs, Using Your Health Plan to its Fullest Potential, Making Informed Medical Decisions, Simple Ways to Add Healthy Years to Your Life, Show Me the Money – Savings, Importance of Knowing Your Numbers, and How to be a Confident Consumer.

Defining & Dealing with Stress – This interactive session begins with a self-assessment and body scan to help bring mind/body awareness to each individual. Participants will be provided with the tools to help identify stressors in their life and how those stressors are affecting them mentally and physically. The majority of the session is used to introduce participants to valuable stress management techniques that can be used almost anywhere. Techniques include, but are not limited to: deep breathing, visual mediations, and various forms of massage therapy. Participants are provided the time and encouraged to practice these techniques along with the instructor throughout the session.

Nutrition 101 – Available for those who have an interest in learning about the basics of nutrition. Learn about topics such as the key nutrients in a diet and educating oneself on how food is digested throughout the body. This presentation discusses how to properly read a nutrition label, what key ingredients to look for, and identifying proper portion sizes. Nutrition 101 is interactive and has an activity on portion distortion which gives examples of how our portion sizes have increased over the years. Participants will also learn the appropriate ranges for caloric intake depending on their age, gender and activity level, how to build a healthy plate and learn a few quick and easy recipes they can put to use in their own kitchen.

Rolling Out Stress – Self-Massage Techniques – Interested in a FREE massage?!? Join us for an interactive session on the different ways you can relieve your stress with self-massaging techniques. You will learn how to use a tennis ball and foam roller to help relieve some of those physical aches and pains caused by stress. Not only will these simple methods ease your tension and relieve sore muscles, they will show you how to treat yourself to a massage at your own convenience. Participants will have the use of a foam roller and tennis ball to practice the techniques described. (Comfortable clothing is suggested but not necessary, skirts and dresses are not recommended.)

Wallet & Waistline: Healthy Eating on a Budget – Turns out you can eat healthy without breaking the bank! Join us to find out how you can save – in your wallet AND your waistline – by choosing healthy food options. While learning techniques to navigate through your local food market, we will show you examples of healthy and wallet-friendly meal alternatives.

Cholesterol and Heart Health (Coming Soon) – Heart health is a broad topic and could not be covered in one session or even in one day. Quite often, high cholesterol can be reversed with regular exercise and healthy eating. We will provide participants with healthy tips and resources to help them take back (or maintain) their health. Other topics that may be discussed include: Importance of Knowing Your Numbers; Blood Pressure; Heart Disease and Heart Attacks; Ways to Keep your Heart Healthy: Nutrition, Fitness, Stress; and Recognizing and Reacting to a Heart Attack.

Wellness Challenges – (Each program typically runs 6 to 8 weeks in length, unless otherwise noted)

Aerobic Mile Challenge – The Aerobic Mile Challenge provides participants with a number of physical activity options beyond walking and running. There are over 30 different physical activities that are available for participants to log throughout the challenge. Each activity has been converted into miles, based on the time spent at a particular intensity level. The number of “miles” logged by a participant is used to measure each person’s success in the Challenge.

Step Towards a Healthier You: The 10,000 Steps Challenge – Involves tracking your steps by using a traditional pedometer. It has been designed to encourage participants to increase physical activity by aiming to take 10,000 steps per day. A pedometer will be provided for participants to use during the challenge. Participating in the Step Towards a Healthier You challenge can encourage or motivate you to take more steps each day and ultimately become more active. Participants will receive tracking sheets to document the number of steps taken each day for the duration of the challenge.

Fitbit Steps Challenge – Add a little Zip to your Fit(ness), with the Fitbit® Zip™ Walking Challenge. This challenge uses a high-tech pedometer that not only records steps taken but also the amount of calories burned each day and the distance covered. The Fitbit® Zip™ has the ability to sync with any computer (and select Smartphones) to automatically log each participant's daily steps, calories, and distance. Because not all employees are at the same fitness level, two goal options have been created for this challenge. Participants can choose from either (1) Beginner challenge, where participants work their way up to averaging 10,000 steps a day by increasing daily steps by 500 - 1,000 steps each week, or (2) The Active challenge, where participants will aim to reach 10,000 steps per day through the entirety of the challenge. Each participant will be lent a Fitbit® Zip™ and be provided with login information to the Fitbit® Zip™ Dashboard where they can access their daily, weekly, and monthly stats throughout the challenge.

Trust Bucks Program – This is a unique wellness opportunity for worksites who are interested in building or expanding wellness initiatives for their employees. The Trust Bucks Program is a long-term initiative, consisting of various challenges, seminars, activities, and events. NHIT will assign points to each wellness opportunity in the program; points will be awarded as each participant completes a wellness opportunity. The group's points will be converted into "Trust Bucks" (dollars), which can then be used to offset the costs associated with a predetermined wellness-related expense for the worksite. Trust Bucks accumulation and awards must be preapproved by NHIT prior to the start of the program.

Strength Training Challenge – Choose between Squats, Push-ups and/or Crunches (all body weight exercises so no equipment is necessary) to challenge yourself to reach Bronze, Silver, or Gold status. Each level will be assigned a minimum number of repetitions that must be completed to earn that status. Participants will receive tracking sheets to document their repetitions for each day during the challenge. Prizes will be awarded based on participation and level of completion. This is typically a 4-6 week challenge, but can be adjusted to meet the needs of the group.

Water/Hydration Challenge (Coming Soon) – Challenge yourself to drink ½ your body weight in ounces of water each day. Healthy tips to reach the goals will be provided throughout the challenge to help participants succeed. Water consumption will be tracked individually or in teams. Prizes will be awarded based on participation and meeting an individual or team goal.

Worksite Wellness Opportunities

Wellness Fairs:

- Planning and Organizing - We will provide you with the information and guidance that you need to plan and organize a wellness fair. We will include a list of materials that you will need and provide a checklist of tasks to be completed pre, during and post-wellness fair.
- Attendance - We will attend the wellness as a vendor at no cost. We will be happy to provide information on various health and wellness topics and/or member benefits and savings.

Display Boards:

- Healthy Eating on a Budget – This display educates viewers on how to shop the grocery store for healthy options and provides money saving tips.
- Having a Ball – Physio ball exercises and proper sitting posture.
- Food Allergies vs. Intolerances – Here we outline three of the top food allergies that are often mistaken for food intolerances (or vice versa).
- Rolling out Stress – This is an overview of how to use a foam roller and tennis ball as a massage tool.

Baseline Screenings:

These screenings are best offered in conjunction with wellness challenges or other initiatives.

NHIT has two trained staff members who can provide the following screenings at no cost:

- Blood Pressure
- Body Fat Percentage
- Weight
- Height

Flu Shots and Biometric Screenings:

Outside vendors can be arranged to provide the following services:

- Cholesterol
- Glucose
- Flu Shots

Wellness Materials On-hand

Quarterly Newsletters

Monthly Wellness Flyers

Monthly Wellness Payroll Stuffers

Wellness Tip Sheets

Challenge Brochures and Overviews

Employee Assistance Program (EAP) Brochures and Magnets

Healthy Recipes

Appendix 0.1

MARCH 2013

MEDICARE							
	Mar 2012 Compare	Mar 2012 AVG CENSUS	Mar 2013 Actual	Mar AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
CENSUS:	252	8	251	8	279	9	-28
REVENUE	\$115,946.16		\$130,977.77		\$132,525.00		-\$1,547.23
AVERAGE RATE PER DAY	\$460.10		\$521.82		\$475.00		\$46.82

PRIVATE							
	Mar 2012 Compare	Mar 2012 AVG CENSUS	Mar 2013 Actual	Mar AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	626	20	534	17	558	18	-24
REVENUE	\$156,160.00		\$139,260.00		\$142,290.00		-\$3,030.00
AVERAGE RATE PER DAY	\$249.46		\$260.79		\$255.00		\$5.79

MEDICAID							
	Mar 2012 Compare	Mar 2012 AVG CENSUS	Mar 2013 Actual	Mar AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	3,334	108	3,441	111	3441	111	0
REVENUE	\$475,761.80		\$501,147.24		\$491,030.70		\$10,116.54
AVERAGE RATE PER DAY	\$142.70		\$145.64		\$142.70		\$2.94

HCBC (RESPITE)							
	Mar 2012 Compare	Mar 2012 AVG CENSUS	Mar 2013 Actual	Mar AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	6	0	0	0	0	0	0
REVENUE	961.92		\$0.00		\$0.00		\$0.00
AVERAGE RATE PER DAY	\$0.00		\$160.32		0		\$160.32

MANAGED CARE							
	Mar 2012 Compare	Mar 2012 AVG CENSUS	Mar 2013 Actual	Mar AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	16	0.6	0	0	0	0	0
REVENUE	\$5,600.00		\$0.00		\$0.00		\$0.00
AVERAGE RATE PER DAY	\$0.00		#DIV/0!		\$0.00		#DIV/0!

	Mar 2012 Compare	Mar 2012 AVG CENSUS	Mar 2013 Actual				
TOTAL CENSUS	4,234		4,226		0		
AVERAGE CENSUS	0.0	136.6		136	0	138.0	
	\$754,429.88		\$771,385.01		\$765,845.70		\$5,539.31

MEDICARE B REVENUE							
	ACTUAL		Mar 2013 Actual		BUDGETED		VARIANCE
	\$52,700.83		\$45,930.80		\$44,643.48		\$1,287.32
	\$807,130.71		\$817,315.81		\$810,489.18		\$6,826.63
TOTAL MONTHLY REVENUE VARIANCE							\$6,826.63

P.2

Revenue Review thru 3/31/2013

	Annual Budget	274 Days YTD Budget	YTD	Variance	
Medicaid	5,781,491	4,340,078	4,308,234	(31,844)	
Private	1,675,350	1,257,660	1,276,041	18,381	
Insurance	20,000	15,014	48,898	33,884	
Respite (HCBC)	5,000	3,753	3,046	(707)	
Medicaid Assessment	1,418,025	709,013	649,520	(59,493)	Paid quarterly (2 payments made)
Medicare Part B (Total)	525,641	394,591	390,063	(4,528)	
Medicare Part A	1,560,375	1,171,350	1,225,378	54,028	
Proshare	1,012,875				Paid at end of FY
Net Variance from Operations		7,891,459	7,901,178	9,720	
Misc Income	15,000	11,260	55,432	44,172	
Laundry	112,000	84,077	71,483	(12,594)	
Cafeteria	15,000	11,260	20,936	9,676	
Meals	339,164	254,605	255,301	696	
YTD Variance	12,479,921	8,252,661	8,304,331	51,670	

D.3

Sullivan County Nursing Home
Quarterly Resident Census

Resident Census - FY 13

	TOTAL DAYS		MEDICAID		PRIVATE		SKILLED		HCBC		MANAGED		LEAVE		TOTAL DAYS	
	AVAILABLE		DAYS		DAYS		DAYS		RESPIRE	CARE	DAYS		DAYS		FILLED	
Jul-12	4836		3336	77.80%	576	13.43%	339	7.91%	5	0.12%	29	0.68%	3	0.07%	4288	88.67%
Aug-12	4836		3400	79.35%	607	14.17%	265	6.18%	7	0.16%	6	0.14%	0	0.00%	4285	88.61%
Sep-12	4680		3199	80.54%	580	14.60%	188	4.73%	0	0.00%	0	0.00%	5	0.13%	3972	84.87%
1ST QUARTER	14,352		9,935	79.19%	1,763	14.05%	792	6.31%	12	0.10%	35	0.28%	8	0.06%	12,545	87.41%
Oct-12	4836		3319	79.17%	606	14.46%	252	6.01%	0	0.00%	13	0.31%	2	0.05%	4192	86.68%
Nov-12	4680		3333	78.65%	557	13.14%	298	7.03%	5	0.12%	40	0.94%	5	0.12%	4238	90.56%
Dec-12	4836		3354	78.29%	607	14.17%	320	7.47%	2	0.05%	1	0.02%	0	0.00%	4284	88.59%
2ND QUARTER	14,352		10,006	78.70%	1,770	13.92%	870	6.84%	7	0.06%	54	0.42%	7	0.06%	12,714	88.59%
Jan-13	4836		3282	78.03%	614	14.60%	309	7.35%	0	0.00%	0	0.00%	1	0.02%	4206	86.97% (11-ppt leave)
Feb-13	4368		3082	79.31%	523	13.46%	281	7.23%	0	0.00%	0	0.00%	0	0.00%	3886	88.97%
Mar-13	4836		3439	81.42%	534	12.64%	251	5.94%	0	0.00%	0	0.00%	0	0.00%	4224	87.34%
3RD QUARTER	14,040		9,803	79.60%	1,671	13.57%	841	6.83%	0	0.00%	0	0.00%	1	0.01%	12,316	87.72%
Apr-13	0		0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
May-13	0		0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Jun-13	0		0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
4TH QUARTER	0		0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
FY '12 TOTAL	42,744		29,744	79.16%	5,204	13.85%	2,503	6.66%	19	0.05%	89	0.24%	16	0.04%	37,575	87.91%
YTD AVG.			108.6		19.0		9.1		0.1		0.3		0.1		137.1	

Avg
Census

136.4

138.2

136.8

Resident Census - FY 12

	TOTAL DAYS		MEDICAID		PRIVATE		SKILLED		HCBC		MANAGED		LEAVE		TOTAL DAYS	
	AVAILABLE		DAYS		DAYS		DAYS		RESPIRE	CARE	DAYS		DAYS		FILLED	
Jul-11	4836		3589	85.60%	483	11.52%	112	2.67%	7	0.17%	0	0.00%	2	0.05%	4193	86.70%
Aug-11	4836		3626	87.21%	494	11.88%	30	0.72%	5	0.12%	0	0.00%	3	0.07%	4158	85.98%
Sep-11	4680		3462	87.12%	419	10.54%	89	2.24%	0	0.00%	0	0.00%	4	0.10%	3974	84.91%
1ST QUARTER	14,352		10,677	86.63%	1,396	11.33%	231	1.87%	12	0.10%	0	0.00%	9	0.07%	12,325	85.88%
Oct-11	4836		3512	82.83%	432	10.19%	294	6.93%	0	0.00%	0	0.00%	2	0.05%	4240	87.68%
Nov-11	4680		3380	81.98%	409	9.92%	333	8.08%	0	0.00%	0	0.00%	1	0.02%	4123	88.10%
Dec-11	4836		3526	82.29%	417	9.73%	340	7.93%	0	0.00%	0	0.00%	2	0.05%	4285	88.61%
2ND QUARTER	14,352		10,418	82.37%	1,258	9.95%	967	7.65%	0	0.00%	0	0.00%	5	0.04%	12,648	88.13%
Jan-12	4836		3491	83.32%	414	9.88%	273	6.52%	0	0.00%	12	0.29%	0	0.00%	4190	86.64% (12-MRA Repl.)
Feb-12	4524		3272	82.96%	431	10.93%	239	6.06%	0	0.00%	0	0.00%	2	0.05%	3944	87.18%
Mar-12	4836		3413	80.61%	544	12.85%	252	5.95%	6	0.14%	16	0.38%	3	0.07%	4234	87.55% CI
3RD QUARTER	14,196		10,176	82.28%	1,389	11.23%	764	6.18%	6	0.05%	28	0.23%	5	0.04%	12,368	87.12%
Apr-12	4680		3248	80.72%	513	12.75%	230	5.72%	0	0.00%	30	0.75%	3	0.07%	4024	85.98% CI
May-12	4836		3333	80.49%	539	13.02%	236	5.70%	0	0.00%	31	0.75%	2	0.05%	4141	85.63% CI
Jun-12	4680		3110	76.77%	577	14.24%	332	8.20%	0	0.00%	30	0.74%	2	0.05%	4051	86.56% CI
4TH QUARTER	14,196		9,691	79.33%	1,629	13.34%	798	6.54%	0	0.00%	91	0.74%	7	0.06%	12,216	86.05%
FY '12 TOTAL	57,096		40,962	82.66%	5,672	11.45%	2,760	5.57%	18	0.04%	119	0.24%	26	0.05%	49,557	86.80%
YTD AVG.			111.9		15.5		7.5		0.0		0.3		0.1		135.4	

Avg
Census

134.0

137.5

135.9

134.2

0.4

Medicare Length of Stay Analysis
Sullivan County Health Care (SC)

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4/15/2013 11:34 AM
AR7400A

	Mar 2013	Feb 2013	Jan 2013	Dec 2012	Nov 2012	Oct 2012	Sep 2012	Aug 2012	Jul 2012	Jun 2012	May 2012	Apr 2012	12 Mos.	Calendar YTD
Total Admits & Readmits (All payer types)	8	7	12	8	12	16	3	10	16	11	12	10	125	27
MCR # Admits & Readmits	3	4	8	5	7	10	2	5	10	9	7	8	78	15
MCR # Discharges from facility	2		2	3	3	2	3	5	2	4	2	7	35	4
MCR Discharged LOS	15.5		23.0	28.3	29.7	9.5	35.7	55.8	36.0	35.5	32.5	22.9	31.3	19.3
MCR # End or A/R Change	4	4	6	5	3	5	2	2	9	5		4	49	14
MCR End or A/R Change LOS	54.0	37.3	64.3	33.0	67.7	39.2	11.5	22.5	41.0	42.0		40.3	43.3	53.6
Total Average MCR LOS	41.2	37.3	54.0	31.3	48.7	30.7	26.0	46.3	40.1	39.1	32.5	29.2	38.3	46.0
Total MCR Days	251	281	309	320	298	252	188	265	339	332	236	230	3301	841
Rehab RUGs	241	281	302	283	297	245	177	263	328	321	227	223	3188	824
% of Total MCR Days	96%	100%	98%	88%	100%	97%	94%	99%	97%	97%	96%	97%	97%	98%
Non-Rehab RUGs	10		7	37	1	7	11	2	11	11	9	7	113	17
% of Total MCR Days	4%		2%	12%		3%	6%	1%	3%	3%	4%	3%	3%	2%
Default Days														
% of Total MCR Days														
A ADL (low dependency)	83	127	96	100	125	125	57	89	173	147	71	122	1315	306
% of Total MCR Days	33%	45%	31%	31%	42%	50%	30%	34%	51%	44%	30%	53%	40%	36%
B ADL (medium dependency)	77	51	114	180	136	71	78	124	109	125	69	44	1178	242
% of Total MCR Days	31%	18%	37%	56%	46%	28%	41%	47%	32%	38%	29%	19%	36%	29%
C ADL (high dependency)	91	103	99	40	37	56	53	52	57	60	96	64	808	293
% of Total MCR Days	36%	37%	32%	13%	12%	22%	28%	20%	17%	18%	41%	28%	24%	35%
Medicare Net Revenue	\$ 130,978	\$ 146,379	\$ 153,118	\$ 152,605	\$ 144,841	\$ 111,632	\$ 90,180	\$ 134,783	\$ 160,608	\$ 151,884	\$ 111,050	\$ 105,146	\$ 1,593,204	\$ 430,474

Note: This report includes only the selection criteria listed below.

Effective Date From 3/1/2013 Thru 3/31/2013

Status: All

Sort: AR Type

D.5

Summary Admission / Discharge Report

Sullivan County Health Care (SC)

Admissions (Includes Readmits)

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04/15/2013 11:32 AM

RI6300B

<i>A/R Type</i>	<i>From/To</i>	<i>Admissions</i>	<i>Readmits</i>	<i>Discharges</i>
MCD	2 Private home/apartme	1	0	0
	20 Expired In Facility	0	0	2
	AL Assisted Living	1	0	0
	HP Hospital	0	3	6
	<i>MCD Subtotal</i>		<u>2</u>	<u>3</u>
MRA	20 Expired In Facility	0	0	2
	HP Hospital	1	2	0
	<i>MRA Subtotal</i>	<u>1</u>	<u>2</u>	<u>2</u>
PVT	20 Expired In Facility	0	0	1
	HP Hospital	0	0	0
	<i>PVT Subtotal</i>	<u>0</u>	<u>0</u>	<u>1</u>
	<i>Total</i>	<u>3</u>	<u>5</u>	<u>11</u>

Note: This report includes only the selection criteria listed below.
 Effective Date From 7/1/2012 Thru 3/31/2013
 Status: All
 Sort: AR Type

D.6

Summary Admission / Discharge Report

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 RI6300B

Sullivan County Health Care (SC)
 Admissions (Includes Readmits)

<i>AR Type</i>	<i>From/To</i>	<i>Admissions</i>	<i>Readmits</i>	<i>Discharges</i>
Unassigned	HP Hospital	1	0	0
	<i>Unassigned Subtotal</i>	1	0	0
HCB	HM Home	1	2	3
	<i>HCB Subtotal</i>	1	2	3
INS	HM Home	0	0	1
	HP Hospital	2	1	1
	<i>INS Subtotal</i>	2	1	2
MCD	Unknown	0	0	1
	1 Private home/apartme	1	0	0
	2 Private home/apartme	2	0	0
	20 Expired in Facility	0	0	15
	5 Acute care hospital	1	0	0
	AL Assisted Living	3	1	0
	EX Expired	0	0	6
	HM Home	3	1	3
	HP Hospital	1	9	23
	NH Nursing Home	1	0	0
	<i>MCD Subtotal</i>	12	11	48
MRA	1 Private home/apartme	0	0	0
	20 Expired in Facility	0	0	3
	5 Acute care hospital	4	0	0
	EX Expired	0	0	1
	HM Home	0	1	11
	HP Hospital	23	24	5
	NH Nursing Home	1	1	2
<i>MRA Subtotal</i>	28	26	22	
PVT	Unknown	0	0	1
	1 Private home/apartme	1	0	0
	20 Expired in Facility	0	0	4
	4 Nursing home	1	0	0
	5 Acute care hospital	1	0	0
	AL Assisted Living	2	0	0
	EX Expired	0	0	2
	HM Home	1	0	2
	HP Hospital	0	2	7
	NH Nursing Home	0	0	0
	<i>PVT Subtotal</i>	6	2	16
<i>Total</i>		50	42	91

D.7

Month-end Aged Analysis
 Sullivan County Health Care (SC)
 For the Month of Mar, 2013

Resident (Res #) (Discharge Date)

Type Balance	Mar/	Feb/	Jan/	Dec/	Nov/	Oct/	Sep/	Aug/	Jul/	Jun/	May/	Apr/	Mar/	Balance
Aged Analysis Summary														
HCB				320.64	801.60			1,122.24	801.60				2,858.24	5,904.32
INS	12,119.27	11,226.04	13,840.64	14,778.29	21,516.89	9,845.25	10,643.65	9,173.73	12,713.66	12,818.00	13,944.68	4,069.68	20,886.49	167,576.27
MCD	396,785.32	24,486.59	20,769.58	19,669.20	8,198.74	2,110.61	1,844.25	575.61	3,529.04		2,765.14	1,267.19	62,821.93	544,823.20
MCP														
MRA	100,489.77	45,272.47	26,498.14	40,332.45	17,181.14	11,495.55	15,389.65	4,086.16	6,919.29	14,215.52	487.56	289.00	5,662.92-	276,993.78
MRB	36,744.81	5,446.57	1,245.67	10,208.06	4,346.16	5,146.71	134.38	24.13	38.88	1,098.11	3,927.85	24.44	12,404.91	80,790.68
MXA	10,749.71	11,423.00	4,876.50	5,399.45	3,572.50	4,079.21	2,991.00		1,747.00			3,901.50	17,863.76	66,603.63
MXB	4,762.72	2,316.35	559.10	1,841.34	1,361.68	617.50	661.04-	50.55	67.52	161.91	989.25	449.20	2,754.93	15,271.01
PVT	7,050.51	6,849.77	10,054.06-	11,819.09	3,603.94	18,401.83	12,385.20	14,806.59	15,283.68	17,868.48	17,183.69	15,926.10	111,602.04	242,726.86
RES	7,487.14	4,394.56	2,291.23-	1,247.75	5,204.82	3,453.21	5,813.98	5,135.63	2,231.88	1,117.36	1,008.39	360.95	1,234.97	36,399.41
PHC													375.00-	375.00-
HST														
PIN														
HSR														
Totals:	576,189.25	111,415.35	55,444.34	105,616.27	65,787.47	55,149.87	48,541.07	34,974.64	43,332.55	47,279.38	40,306.56	26,288.06	226,389.35	1,436,714.16
	40.10%	7.75%	3.86%	7.35%	4.58%	3.84%	3.38%	2.43%	3.02%	3.29%	2.81%	1.83%	15.76%	100.00%

Write Offs April 2013				Totals
				183,819.99
ID	Month	Payor	Amount	
2645	January, 2009	INS	350.82	
	February, 2009	INS	234.30	
	August, 2011	PVT	2,140.17	
	September, 2011	PVT	7,350.00	
	October, 2011	PVT	7,595.00	
	November, 2011	PVT	7,350.00	
	December, 2011	PVT	490.00	25,510.29
2826	April, 2011	HCB	480.96	
	May, 2011	HCB	1,442.88	
		MCD	1,441.90	3,365.74
2608	December, 2008	MCD	694.74	694.74
2477	June, 2011	MRB	85.49	
		MXB	21.37	106.86
2673	June, 2009	RES	796.00	
	September, 2011	MRB	43.73	
		MXB	10.93	850.66
2778	October, 2010	MCD	3,157.84	3,157.84
2813	February, 2011	MXB	28.08	
	April, 2011	MXB	127.26	
	May, 2011	MXB	89.63	244.97
2822	April, 2011	HCB	961.92	
	July, 2011	HCB	1,122.24	
	August, 2011	HCB	801.60	2,885.76
2574	September, 2008	INS	38.94	
		MRB	233.93	272.87

E2

ID	Month	Payor	Amount		
2851	January, 2012	MXA	3,612.50		3,612.50
2584	April, 2008	MCD	452.73		
	May, 2008	MCD	403.29		856.02
1796	February, 2012	MCD	142.70		142.70
2833	September, 2011	INS	283.54		283.54
2633	February, 2009	MCD	96.40		
	March, 2009	MCD	456.21		
	February, 2011	MCD	3,879.32		
	March, 2011	MCD	4,311.89		8,743.82
2250	August, 2011	MCD	3,381.05		3,381.05
2535	March, 2010	RES	733.43		
	June, 2010	RES	28.59-		704.84
2375	July, 2007	MXA	1,116.00		
	August, 2007	MXA	841.00		
	September, 2007	MXA	841.00		
	October, 2007	MXA	841.00		
	December, 2007	MCD	841.00		
	February, 2008	PVT	20.93		
	March, 2008	PVT	4,264.00		
	April, 2008	PVT	2,119.00		
	June, 2008	MXB	283.61		
	July, 2008	MXB	348.06		11,515.60
2521	August, 2007	MCD	756.26		
		MXB	183.74		
	January, 2008	MCD	3,966.76		
	February, 2008	MCD	3,517.69		
		MRB	210.42		
	September, 2011	MCD	1,391.65		10,026.52

E3

ID	Month	Payor	Amount		
2685					
	October, 2011	RES	588.50		588.50
2783					
	November, 2011	PVT	3,822.02		
	December, 2011	PVT	5,635.00		9,457.02
2241					
	April, 2005	MXB	455.16		
	January, 2007	MXB	117.56		
	February, 2011	MXB	13.62		586.34
2445					
	March, 2011	INS	339.77		
	April, 2011	INS	129.87		
		MCD	1,009.33		
	July, 2012	INS	88.16		
	August, 2012	INS	416.70		1,983.83
2830					
	August, 2011	INS	37.27		
		MRB	149.07		186.34
2592					
	May, 2008	INS	107.50		107.50
2829					
	May, 2011	MXB	35.99		
	June, 2011	MXB	94.45		130.44
2560					
	February, 2009	MXA	45.50		45.50
2253					
	January, 2005	MCD	240.79		
	October, 2007	MCD	4,446.46		
	November, 2007	MCD	150.00		
	December, 2007	MCD	150.00		4,987.25
2305					
	September, 2006	INS	136.65		
	October, 2006	INS	97.73		
	January, 2007	INS	264.86		
	February, 2007	INS	114.56		613.80

E4

ID	Month	Payor	Amount		
2457	February, 2008	INS	79.16		
		MRB	316.67		
	September, 2008	INS	68.50		
		MRB	250.89		
	March, 2009	INS	112.04		827.26
2654	February, 2009	MCD	2,324.48		2,324.48
2021	January, 2007	MXB	143.33		
	July, 2007	MXB	181.77		
	July, 2008	MCD	25.00		
	August, 2008	MCD	25.00		375.10
2373	January, 2006	RES	184.00		
	February, 2006	RES	184.00		368.00
2555	January, 2008	PVT	1,280.00		
	November, 2011	PVT	1,415.00		
	December, 2011	PVT	4,058.04		6,753.04
2694	July, 2009	MXB	651.17		
	August, 2009	MXB	754.40		
	September, 2009	MXB	437.88		1,843.45
2547	May, 2008	INS	220.20		220.20
2699	August, 2009	INS	10.00		10.00
2581	January, 2011	MRB	129.57		
		MXB	32.43		
	August, 2011	INS	224.62		
	January, 2012	MRB	77.30		
		MXB	255.45		719.37

E5

ID	Month	Payor	Amount		
2126					
	January, 2005	MCD	124.95		
	January, 2008	MCD	14.60		
	February, 2008	MCD	14.60		
	February, 2011	MRB	61.00		
		MXB	123.02		338.17
2219					
	November, 2005	MRB	405.29		
	February, 2007	INS	100.63		
		MRB	402.53		
	September, 2008	INS	84.69		
		MRB	338.77		1,331.91
2762					
	March, 2011	MCD	282.22		
	April, 2011	MXA	2,547.00		
	May, 2011	MXA	4,386.50		
	June, 2011	MXA	4,245.00		
	July, 2011	MCD	141.50		11,602.22
2466					
	August, 2008	MRB	3,412.06		
		MXB	853.02		
	December, 2011	MXB	232.42		
	January, 2012	MRB	21.23		
		MXB	476.32		
	February, 2012	MXB	104.25		5,099.30
2464					
	November, 2006	MRB	650.00		
		MXB	162.51		
	January, 2007	MXB	346.25		
	November, 2008	MRB	620.61		
	July, 2011	MCD	299.00		2,078.37
2392					
	October, 2006	MCD	144.45		
	November, 2006	MCD	144.45		288.9
1905					
	August, 2011	MCD	3,547.78		3,547.78
2809					
	January, 2011	MRB	376.03		
		MXB	20.63		
	July, 2011	MXB	60.58		457.24

EL6

ID	Month	Payor	Amount	
2138	January, 2005	MXB	185.84	
	August, 2006	MRB	962.03	
		MXB	240.83	
	November, 2006	MCD	1.26	
		MRB	294.27	
	January, 2007	MXB	153.24	1,837.47
2194	December, 2007	MCD	778.30	778.30
2040	December, 2006	MXB	157.30	157.30
2502	July, 2007	INS	135.39	
		MRB	541.68	
	February, 2009	MRB	528.06	1,205.13
2669	March, 2011	RES	32.50	32.50
2377	September, 2006	MRB	1,260.75	
		MXB	204.09	
	January, 2007	MXB	189.37	1,654.21
2144	August, 2007	INS	44.07	44.07
2665	June, 2009	INS	133.50	
		MRA	436.05	
	April, 2011	INS	78.24	
		MRB	313.06	960.85
2149	January, 2005	MRB	109.22	109.22
2821	April, 2011	MXA	707.50	
	December, 2011	INS	207.09	
	January, 2012	INS	29.66	944.25

E.7

ID	Month	Payor	Amount		
2595	July, 2008	MCD	96.40		
		MXA	495.60		
	August, 2008	MCD	592.00		
	September, 2008	MCD	592.00		1,776.00
2538	November, 2007	INS	216.00		216.00
2696	December, 2011	MXB	203.29		203.29
2426	December, 2011	MCD	283.00		283.00
2344	May, 2007	INS	87.56		
	August, 2007	MCD	140.81		228.37
2422	March, 2011	INS	250.50		
	April, 2011	INS	66.44		
	May, 2011	INS	145.69		
	June, 2011	INS	151.64		614.27
2744	August, 2011	MCD	3,748.50		
	October, 2011	MRB	22.30		
	December, 2011	MRB	23.15		3,793.95
2760	April, 2011	MCD	1,193.51		1,193.51
2626	December, 2009	INS	232.45		
	September, 2011	INS	125.34		357.79
2387	August, 2006	INS	71.61		
	October, 2008	INS	81.50		153.11

E.8

ID	Month	Payor	Amount		
2210					
	June, 2007	INS	71.93		
	August, 2007	INS	150.30		222.23
2594					
	September, 2008	INS	208.52		208.52
10					
	November, 2006	MRB	103.59		
	December, 2006	MRB	117.58		
	January, 2007	MRB	187.71		
	February, 2007	MRB	243.57		652.45
2622					
	May, 2011	MCD	3,893.13		3,893.13
2530					
	September, 2008	MXB	244.40		244.40
2789					
	January, 2011	PVT	745.90		
	February, 2011	PVT	4,037.32		
	March, 2011	PVT	3,172.18		
	December, 2012	MCD	3,728.14		
		MRB	879.06		
		MXB	219.72		12,782.32
2402					
	August, 2006	MRB	134.31		
	December, 2007	MRB	122.21		
	January, 2009	MRB	1,396.22		
	October, 2010	INS	591.49		2,244.23
2835					
	October, 2011	MXA	3,820.50		3,820.50
2328					
	January, 2008	MCD	41.24		
	February, 2008	MCD	41.24		
	March, 2008	MCD	41.24		123.72
2812					
	March, 2011	MCD	141.11		
		MRB	98.39		239.50

E.9

ID	Month	Payor	Amount		
2528					
	May, 2008	MXB	175.88		
	June, 2008	MXB	149.41		325.29
2687					
	August, 2011	INS	443.86		
	September, 2011	INS	452.73		
	October, 2011	INS	271.34		
	November, 2011	INS	375.28		1,543.21
1757					
	February, 2007	MCD	140.81		
	August, 2007	MXB	178.45		
	September, 2007	MRB	119.25		
	November, 2007	MRB	96.11		
		MXB	175.23		
	December, 2007	MRB	157.79		
	January, 2008	MCD	13.00		
	February, 2008	MCD	13.00		
	March, 2008	MCD	13.00		
	April, 2008	MCD	13.00		919.64
2466					
	August, 2011	MCD	3,370.50		3,370.50
2452					
	September, 2006	INS	307.22		307.22
2668					
	March, 2009	MCD	152.07		152.07
2554					
	September, 2008	MXB	177.58		177.58
2807					
	July, 2011	INS	155.01		155.01
2854					
	January, 2012	MXA	1,878.50		1,878.50

E.10

ID	Month	Payor	Amount		
2240					
	November, 2012	MXB	221.60		
	December, 2012	MXB	299.26		
	January, 2013	MRB	117.65		
		MXB	151.24		789.75



Sullivan County Department of Corrections
 103 County Farm Rd
 Claremont, NH 03743

Appendix F.

Intra-Department Memorandum

From: Sergeant S. Coughlan
 Subject: Daily Report
 To: Superintendent Ross L. Cunningham

Date: April 15th, 2013
 At: Classification Department

POPULATION DATA:

House of Corrections	Pre-Trial Inmates	Protective Custody	Home Confinement
Male – 38 Female – 10	Male – 24 Female – 4	Male – 0 Female – 0	Male - 7 Female - 0

Total In-House Population: 76 (Home Confinement – 7) In-House Population on 4/15/2012– 84

Unit Breakdown (included in the above count):

Unit 1 – 23	Male Flex – 10	Female Flex – 3
Unit 2 – 9	Male Treatment – 4	Female Treatment – 2
Unit 3 – 17	Male Work Release – 5	Female Work Release – 0
OBS – 3		

Jail Total: 52 CCC Total: 24

CENSUS DATA:

Cheshire Cty	Belknap Cty	Strafford Cty	Weekender
Male – 1 Female – 0	Male – 0 Female – 0	Male – 1 Female - 0	Male - 0 Female - 0
Hillsbor. Cty	NHSP/SPU/VTSP	Merrimack Cty	
Male – 1 Female – 0	Male – 15 Female – 0	Male – 5 Female – 0	

Total Census Population: 106 Census Population on 4/15/2012– 111

Individuals Housed at SCDOC for other Facilities:

4 Males from NHSP
 2 Females from Rockingham County DOC

Individuals seen by P&P prior to release:

Pre-Trial Services Program – Total: 12 Male – 11 Females - 1

**Biomass CHP Project Budget Update
Distributed April 15, 2013**

Appendix G

Project Line Item	Cost	Status	Notes
Woodward And Curran	2,999,358.00		Signed
CO 1	18,200.00	Approved	PSNH related design and equipment changes
CO 2	18,054.00	Approved	W&C design and equipment changes
CO3	37,750.00	Waiting for revised	Spare conduits
CO4		Waiting for value	Kitchen piping <i>from turbine</i>
CO5	0.00	Withdrawn	Ice melt system
CO6	8,370.00	Waiting for revised	Windows
CO7	5,650.00	Approved	Stair engineering
Building Demlition and Asbestos abatement	56,300.00		Complete
PSNH Interconnect Study Fees	2,500.00		Complete
Consulting Engineers	175,000.00		In Progress
Lawrence Electric	62,320.00		In Progress
NH DES Fees	4,500.00		Complete
Stae Historic Preservation Review	4,500.00		Complete
Tractor Barn heat conversion	25,000.00		In House TBD
AOT Permit	2,500.00		Complete
Landscaping	7,500.00		TBD end of project
Estimated Total Project Cost	3,427,502		

Total Estimated Project Cost	3,427,502
Grant Funding	
NCRCD Grant	-75,000
PUC Grant	-300,000
EECBG Grant	-51,330
USDA WBU Grant	-250,000
Net County Biomass Expense	2,751,172
Assigned FB per Commissioners	-500,000
Net amount financed	2,251,172

Estimated

From: NACo County News <countynews@naco.org>
Sent: Tuesday, April 09, 2013 2:39 PM
To: sharonjc@sullivancountynh.gov
Subject: County News Alert - April 8, 2013

Having trouble viewing this email? [Click Here](#)

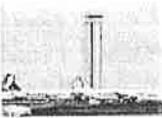


Headline Stories



Texas prosecutors' deaths leave officials, public shaken
Following the second shooting death of a Kaufman County, Texas prosecutor in two months, elected officials in the county east of Dallas are shaken and left appreciating the normalcy of their jobs.

[Read More](#)



Counties look at options for keeping air traffic control towers working
Two days before contract air traffic control tower workers were set to be furloughed because of sequestration budget cuts, the Federal Aviation Administration delayed the closure of 149 towers, including at more than 84 county-owned airports.

[Read More](#)



Sequester cuts hurt county issuers of Build America Bonds
The sequester's across-the-board cuts will mean an 8.7 percent cut in tax credits or subsidy payments from the U.S. Treasury Department to issuers of Build America Bonds, a form of "direct-pay" bonds created in the 2009 federal stimulus.

[Read More](#)

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April is National County Government Month
Use the hashtag #NCGM on Twitter and share how your county is celebrating National County Government Month.

News from NACo

Upcoming Events

- NACo National Cyber Symposium, April 17-20 Register now!
- Rural Action Caucus Fly-In, April 23-25

News From the Nation's Counties

Hire Quality Staff

Educational Webinars

- **Front-End Justice Reform: The Role of Risk Assessments in Cost-Saving Justice Reform**
Thursday, April 25
2-3:15 p.m.

Register for this and other Webinars



National County Government Month in full swing
This month across the country hundreds of counties are celebrating National County Government Month with outreach events, contests and proclamations, many wrapped around this year's theme — Smart Justice: Creating Safer Communities

[Read More](#)

Featured Articles

Broadband expansion remains FCC priority despite changes

Despite personnel changes, the Federal Communications Commission will continue to push the expansion of broadband as a priority. [Read More](#)

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The annual Sunshine Review named 96 county websites winners of the Sunny Awards recognizing government websites for their transparency. [Read More](#)

Legislation to prevent youth violence reintroduced

Reps. Bobby Scott (D-Va.) and Walter Jones (R-N.C.) have again introduced the Youth Promise Act, a bill that would provide federal support for comprehensive community-based services, and evidence-based prevention and intervention programs. [Read More](#)

Marketplace Fairness Act could soon become reality

In a significant, although symbolic, victory for main street businesses, and state and local governments, the Senate has overwhelmingly supported an amendment on the Marketplace Fairness Act filed to the FY14 Senate Budget Resolution. [Read More](#)

NACo, Nationwide extend partnership

NACo renewed its long-standing partnership with Nationwide Retirement Solutions March 28, extending a relationship that has been in place since 1980. [Read More](#)

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NACo News

It's National County Government Month!

Share your NCGM activities this month with NACo. Use our online form to upload your proclamations, photos, videos and calendar of events. Apply for a NCGM Award too. [Learn More](#)

Contact: Jim Philipps · 202.942.4220

New NACo research blog: Timely analysis of issues of interest to counties

NACo's Research Division has launched a new blog. County Research Connections will explore issues of interest to counties such as employee retirement policies, the effect of sequestration on agricultural products data and adult basic education. [Learn More](#)

Contact: Emilia Istrate · 202.942.4285

Register for NACo's National Cyber Symposium

The NACo National Cyber Symposium will take place April 17-19, in Omaha, Neb. Hosted by the University of Nebraska, the symposium will provide intensive, focused learning opportunities on cyber policies, mitigating threats and solutions for local officials and IT personnel. Onsite registration will be available. [Register](#)

H.2

Model Programs

- **Juvenile Offenders, Shelter Dogs Bring Out the Best in Each Other**
- **Advertising, QR Code Scavenger Hunt Help Local Businesses**
- **Business Inspection Blitz = Big Investment**
- **Social Media Transforms Parks' Information Sharing**

More Model Programs available in the archives

NACo's Deferred Comp Program

Nationwide Retirement Solutions
a part of the Nationwide Group

NACo Prescription Discount Card Program



U.S. COMMUNITIES
GOVERNMENT PURCHASING ALLIANCE

Quick Links

- **U.S. Communities: Government Purchasing Alliance**
- **Deferred Comp Program: Nationwide Retirement Solutions**
- **Prescription Discount Card Program**
- **Dental Discount Program**
- **Online Supplier Directory**
- **County Intelligence Connection**

Appendix
I.1

Sharon Callum

From: Walter Keuenhoff <WKeuenhoff@dot.state.nh.us>
Sent: Monday, April 15, 2013 1:20 PM
To: 'sharonjc@sullivancountynh.gov'
Subject: Sign layout & Estimate
Attachments: Sull Cty Layout.pdf; Sullivan County Estimate.pdf

Sharon,

Attached is a layout of the two new signs and a quote on the cost to manufacture and install/ Once we have you authorizations we will manufacture and install the signs. Upon completion we will forward you an invoice.

Thanks
Walter

Walter J. Keuenhoff Jr.
NHDOT - Bureau of Traffic
PO Box 483
Concord NH 03302

Tele: (603) 271-2291
wkeuenhoff@dot.state.nh.us

**Sullivan County
Complex
NEXT LEFT**

**48"x30"
5" letter size**

**Sullivan County
Complex
NEXT RIGHT**

**48"x30"
5" letter size**

I.3.

NHDOT - BUREAU OF TRAFFIC
PO BOX 483, CONCORD NH 03302-0483
(603) 271-2291

Town: Unity

Today's Date: 5/15/2013

Location: 2ND NH Turnpike

Date of Repair: _____

Sign Material Replaced:	Signal Material Replaced:
Sign(s): <u>2(48"x30")</u> \$150.00	Signal / Ped Head: _____
Post(s) / Tubing: _____	Cabinet: _____
Hardware: _____	Pedestal (Size) _____
Other: _____	Meter: _____
_____	Post / Mast Arm: _____
_____	Other: _____
_____	_____
_____	_____

Attach additional sheets if necessary to fully describe material replaced

Material Costs: \$150.00

Equipment Used:

	Vehicle 1	Vehicle 2	Vehicle 3	Vehicle 4
Plate Number:	<u>Dist. Truck</u>	_____	_____	_____
Mileage (One Way):	<u>60</u>	_____	_____	_____
Travel Time (Hours One Way):	<u>1.5</u>	_____	_____	_____
On Site Time (Hours at Site):	<u>1</u>	_____	_____	_____
Vehicle Costs:	<u>\$8.50</u>	_____	_____	_____

Equipment Costs: \$8.50

Labor:

(Time = Repair Time + One Way Travel Time)

Name	Position	Time	Cost
_____	<u>Dist. Foreman</u>	<u>2.5</u>	<u>\$72.50</u>
_____	<u>HMII</u>	<u>2.5</u>	<u>\$57.50</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Labor Costs: \$130.00

TOTAL COSTS: \$288.50