

County of Sullivan, NH

Type of meeting: Board of Commissioners Regular Business Meeting Minutes
Date/Time: Tuesday, February 18, 2014 | 9:00 AM
Place: Unity, NH – County Complex, Sullivan County Health Care Facility, Frank Smith Living Room, 5 Nursing Home Drive, 03743

Attendees: Commissioners Jeffrey Barrette – Chair and Bennie Nelson – Vice Chair, Jessie Levine – County Manager, John Cressy – Facilities & Operations Director, Ted Purdy – Sullivan County Health Care Administrator, Lionel Chute – Natural Resource Director, Ross L. Cunningham – Department of Corrections Superintendent, and Sharon Callum – Administrative Assistant. *Absent from meeting: Commissioner Ethel Jarvis.*

9:11 AM The Chair, Jeff Barrette, brought the meeting to order and led all in *Pledge of Allegiance.*

Agenda Item No. 1. Facilities Director Report, John Cressy

Biomass Facility Update – Biomass plant was working well. They are addressing, with the manufacturing, an issue that occurred with one of the larger augers that ‘bound up’ but rams kept feeding the wood chips – resulted in flooding an area with chips. They had a conference call with the General Contractor last Thursday to wrap up a list of items still needing completion. The last piece is arriving this week - will work through weekend and it may need shutting down for a little bit during that time frame; they’ll heat the DOC with the backup propane. Ms. Levine added that Woodard & Curran expressed no objections to coming back. There are a few items they need to wait until spring to complete. We are still holding retainage at least until the punch list is addressed to our satisfaction. The vast majority of the chips come from Simoneau – they were delivering three loads per week, but have since decreased to two. Cressy briefed the Board on the smoke alarms that went off as the result of smoke detected in the kitchen ventilation system – this occurred due to new biomass equipment start up use; there was no issue; employees handled the alarm situation appropriately.

Water Well #7 Installation Update – nothing new to report. Mike Lemieux [Pine Hill Construction] needs 40° weather for a few consecutive days in order to pour concrete – once there, it won’t take long, as the housing was constructed inside.

SCHC Roof Work Update – Cressy is working on the RFP, which Levine has offered to review.

Agenda Item No. 2. Sullivan County Health Care Facility

Agenda Item No. 2.a. Census

Mr. Purdy reviewed the following reports [Appendix A.1-7]:

- Medicare, Private, Medicaid, HCBC, Insurance/Mngd Care, Medicare B Revenue: Purdy is seeing a reduction of Med B – 50% rate is paid on certain services due to Affordable Care Act. Ending the month with a positive variance of \$19,000+

- *SCHC Revenue Review thru 01/31/2014*: received another Medicaid payment in January. When the budget was developed in the previous biennium the State took a portion of the bed tax – that was reinstated, which will decrease ProShare.
- *Medicare Length of Stay Analysis* – there is a higher percentage of rehab and, due to higher rates, we came in over average.
- *Sullivan County Nursing Home Quarterly Resident Census*: this shows how we are trending. Current monthly census is at 136. Private is down to 13.
- *Summary Admission / Discharge Report, January*: 9 admissions / 6 discharges
- *Summary Admission / Discharge Report Year to Date*: 49 admissions / 45 discharges
- *Month-end Aged Analysis*: came in at \$108,000 more than last month. They are working with the State – State switched to a new billing system that did not allow them to bill when we normally would have, on an account that began as \$150,000 and is now at \$50,000 – a penalty related to one patient – and doing so through legal action. Medicaid privatization takes effect next year - December for nursing homes, and they are working with the NHAC Affiliate to understand what that means.

Agenda Item No. 3. Sullivan County Natural Resource Director’s Report, *Lionel Chute*

Conservation District (CD) Plant Sale – CD gearing up for a spring plant sale to be held at the Ahern Building – previously held at the Steven’s Nursery in Claremont - unsure if new venue will affect sales. They are scheduling an early-May plant delivery date. Comm. Nelson pointed out they had held it at the Ahern quite a long ago and likes the idea.

Native Bee Pollinator Grant – This is a \$35,000 grant monitored through the NH Association of Conservation District that he will be managing – funds used to promote native bees. There is a nice interface with building bee boxes by youths in schools, working into their curriculum awareness at early age. They will be working with farmers to plant flowering plants adjacent to crops to encourage native bee pollinators to stay in the area.

County Biomass Wood Ash Update – The DES issued emergency rules, effective immediately, relating to anyone producing less than 500 tons of wood ash per year – they would be exempt from testing requirements. He pointed out it’s unwise for the County not to test the ash, as you need the right dosage when spreading the ash, so he will find out what they should be testing for, then work with Facilities to spread on County fields.

Future Land Management – Chute has been talking with the County Manager on using Colby Sawyer College interns to assist with soil testing, painting boundaries and other assessment work. This will be approximately \$2,500 per student for 240 hours of labor - Colby Sawyer would provide match to that.

Regional Recycling Project – The regional solid waste committee has a \$1,200 grant to convene a meeting Mar. 28th 6:30 p.m. – 8:30 p.m. at the Claremont Sugar River Valley Regional Technical Center, to look at the surrounding area and discuss how to incorporate more meaningful solutions to deal with solid waste vs. burning or trucking it out of the area. Chute has been reviewing a 2006 report related to the issue.

County Fields – Chute expressed importance of keeping fields ‘open’ and is meeting with the State Fish & Game to evaluate the habitat. County fields have a lot of hard edges, with no

softness between the fields and trees and should have a 30' buffer of small trees and mass producing shrubs. The challenge is how to cut back out fields – one solution would be to create a low cost fire wood program – a program to include rules; it would be well thought out – he's checking on liability issues. The County Manager indicated this was brought up recently as they were approached by an abutter wanting to cut and use wood. Barrette approves of this opportunity. Nelson asked Chute to explore options using loggers to cut the trees and bring them to a central area, to reduce the impact of many taking the wood, crossing and possibly damaging the fields, or creating any liability issues.

Agenda Item No. 4. Department of Corrections Superintendent's Report, Ross Cunningham

Agenda Item No. 4.a. Daily Census

The Feb. 18th, 2014 Daily Report from Sgt. Milliken was distributed [Appendix B] and reviewed. They had a successful graduate from the CIT program. There was a male inmate that was helicoptered to Dartmouth with heart-attack symptoms; the inmate was placed on electronic monitoring and is returning to the jail today. The County Manager spoke of adding a new capital reserve budget for DOC emergencies, such as this, so as not to have to deal with medical inmate emergencies through the normal DOC budget.

Agenda Item No. 4.b. Staffing

The Program Director opening will be posted on line within a month. They have an officer whose wife needed a kidney transplant and another officer at the DOC will be donating one of his kidneys. Comm. Barrette indicated if the Commissioners could help to let them know, and asked Levine to look into ways the County could help.

Agenda Item No. 4.c. NHAC Certification Process Update

Supt. Cunningham distributed documents titled *Summary of Changes Proposed to the Corrections Officer Certification Rules* [Appendix C.1-3], a *brief summary of the NIC report and recommendations* [Appendix D.1-2], and the proposed *Request for Felony Waiver* [Appendix E.1-3]. Cunningham explained they have worked hard and included the NIC in standardizing the certification process and lesson format; the training curriculum has improved due to this, and is now reviewed annually. He noted, most have been positive regarding the changes and in favor of not hiring anyone with a felony background, but a few have expressed discontentment; a possible solution would be to include the *Felony Waiver Form*. This issue will be discussed further at the next NHAC Executive Council meeting, which is on Friday, Feb. 21st at Primex.

Agenda Item No. 4.d. NH State & Federal RSAT Grant \$20,000 Eff. Jan. 29, 2014 Acceptance.

The State has advised of additional \$7,500, on top of the \$20,000, that they are eligible to receive – the funding under previous RSAT grants supported Officer Hoyt and Taber.

10:27 Motion: to accept the RSAT grant. Made by: Nelson. Seconded by: Barrette. Voice vote: all in favor.

Agenda Item No. 4.e. DOC Compliance Tour Discussion

The Chair pointed out that the last time the Board toured in August, and, he has since toured the entire facility with the new County Manager, which included a programmatic review.

He'd like to submit that as their compliance tour. Nelson concurred. Callum will forward the last compliance tour report to Ms. Levine. Barrette confirmed the Board performs this tour every six months.

10:24 Meeting recessed for five minutes, resuming at 10:32.

Agenda Item No. 5. County Manager's Report, *Jessie Levine*

Agenda Item No. 5.a. FY14 – FY16 Audit RFP Discussion

The County's audit work will expire with the FY13 year end. They will issue a RFP soon.

Agenda Item No. 5.b. FY15 Salary Raise Discussion

The County Manager proposed they consider an across-the-board cost of living raise, based on the north east Consumer Price Index (CPI) of 1.4%, and budget, separately, for a merit pay raise of 1% - to be allocated by department heads from based on employee performance. Levine noted, some departments have a level of compression occurring and a merit based approach could address the issue. The Chair noted this approach would not be a matter of policy, but could be a matter of initiative; he concurred in basing a salary raise on CPI – a scientific measure as it's hard to argue against; he is in favor of including it in the budget process. Supt. Cunningham and the County Manager are looking at compression in salaries in corrections – there is no set policy for recognizing education. Levine mentioned Comm. Jarvis had expressed concern about comparing the County to towns, and Levine wanted to explain that she contacted various towns, not to keep up with them, but to ensure the County is more conservative.

Agenda Item No. 6. Commissioners Report

Agenda Item No. 6.a.i. Old Business-NH State Department Of Transportation (DOT) Lease Update

Ms. Levine noted the State DOT accepted the suggested revisions relating to the lease document agreement between the County and State for the salt shed on County property; they accepted the salt-sand supply request; there is no end date; wording was added that either party can terminate the agreement; we are waiting for the original signed document.

Agenda Item No. 6.a.ii. Old Business - NH Primex Health Insurance Surplus: HR List for Discussion (Follow Up - Tabled from Jan. 21st meeting)

Sam Fletcher, Human Resource Assistant, distributed a document package [Appendix F.1-24] that included:

- summary of recommendations dated 2/18/2014 which included:
 1. suggestion to reinvest in the Harvard Pilgrim - *Saveon Program*,
 2. *Consumerism/Wellness Workshops with Incentives via NHIT*,
 3. adding money to fitness reimbursement program and weight loss class reimbursement programs,
 4. purchasing fitness equipment,
 5. setting up fitness video libraries at each facility, and
 6. investing in employee appreciation programs, such as: *Employee of the Month*, *Perfect Attendance* and items that benefit all employees.

7. *Copies of Twisted Fitness Live Class Schedule, Newport Fitness & Spa Classes & Training offerings*

The Chair pointed out some of the programs – i.e. *Saveon Program* and wellness offerings available through NHTI - were discussed and available to roll out more than 18 months ago and questioned why there has been no push to do so. Fletcher discussed challenges of getting employees from all shifts to participate in health awareness meetings. Ms. Levine noted she spoke to the HR Director and requested he increase PR for the programs available. Levine asked Fletcher if she checked with NHIT to see if they offer matching fund awards. Fletcher confirmed Wellness Dollars are available. She confirmed there are 160 employees on the health plans, just over 60%. *Ms. Fletcher left the meeting.* The Chair requested they continue discussions on this matter at their next meeting.

Agenda Item No. 6.a.iii Old Business – County Manager Goals

NH Primex will deliver a draft goal report late this week or early next – this will be added to the next agenda.

Agenda Item No. 6.a.iv.Old Business - FY13 Year End Financial Audit

Still waiting for the final audit letter.

Agenda Item No. 6.b.i. New Business – Appointment of County Manager to NHAC Executive Council for Sullivan County

10:58 Motion: to appoint the County Manager to the NHAC Executive Council. Made by: Nelson. Seconded by: Barrette. Discussion: Commissioners noted attendance was required only when necessary. Voice vote: all in favor.

Agenda Item No. 6.b.ii. New Business – CDFA CDEBG Application – Site Review of Earle Bourdon Centre Parking Lot Improvement Project Feb. 19th 1:00 PM

Commissioner Barrette will attend the site review tour.

Agenda Item No. 6.b. New Business – County Health Insurance RFP's

The County Health Insurance RFP's were issued last week.

Agenda Item No. 7. Public Participation

There was none.

Agenda Item No. 8. Meeting Minutes Review

Agenda Item No. 8.a. Feb. 3rd Public Meeting Minutes

9:47 Motion: to accept the Feb. 3rd public meeting minutes as printed. Made by: Nelson. Seconded by: Barrette. Voice vote: all in favor.

Agenda Item No. 8.b. Feb. 3rd Executive Session Meeting Minutes

9:48 Motion: to accept and leave sealed, until negotiations are final, the Feb. 3rd minutes. Made by: Nelson. Seconded by: Barrette. Voice vote: all in favor.

Commissioners March meetings will remain at 9:00 a.m. on the first and third Mondays - they'll revisit changing the time of meetings for April, at a later point.

Agenda Item No. 9. Probable Executive Session Per RSA 91-A:II.(e) – Consideration or Negotiation of Pending Claims

11:07 Motion: to go into Executive Session Per RSA 91.A.3.II.(e)- relating to a pending claim. Made by: Nelson. Seconded by: Barrette. Roll call vote was taken, with all in favor. Those in Executive Session were Commissioners Barrette and Nelson, Ted Purdy, Jessie Levine and Sharon Callum.

11:25 Motion: to come out of Executive Session. Made by: Barrette. Seconded by: Nelson. Voice vote: All in favor.

11:25 Motion: to adjourn. Made by: Barrette. Seconded by: Nelson. Voice vote: All in favor.

Respectfully submitted,



*Bennie Nelson, Vice Chair
Board of Commissioners*

EJ/sjc

Date minutes approved:

3/10/14



Tuesday February 18th, 2014

9:00 AM Regular Business Meeting

Sullivan County NH, Board of Commissioners

AGENDA - Revised

Meeting Location: Unity County Complex

County Unity Complex – Sullivan County Health Care Bldg., Frank Smith Living Room

MapQuest/Google Address: 5 Nursing Home Drive, Claremont, NH 03743

- | | | |
|--------------------|----|---|
| 9:00 AM – 9:20 AM | 1. | Facilities & Operations Director's Report, <i>John Cressy</i>
a. Biomass Plant Update
b. Water Well #7 Update |
| 9:20 AM – 9:40 AM | 2. | Sullivan County Health Care Administrator's Report, <i>Ted Purdy</i>
a. Census Review
b. Staffing Update |
| 9:40 AM – 10:00AM | 3. | Sullivan County Natural Resource Director's Report, <i>Lionel Chute</i> |
| 10:00AM – 10:20 AM | 4. | Department of Corrections Superintendent's Report, <i>Ross L. Cunningham</i>
a. Population Census Review
b. Staffing Update
c. NHAC Certification Process Update
d. NH State & Federal RSAT Grant \$20,000 Eff. Jan. 29, 2014 Acceptance
e. DOC Compliance Tour Discussion |
| 10:20AM – 10:40 AM | 5. | County Manager's Report, <i>Jessie Levine</i>
a. FY14-FY16 Audit RFP Discussion
b. FY15 Salary Raise Discussion |

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



- 10:40AM – 11:00AM 6. Commissioners' Report
- a. Old Business
 - i. NH State DOT Lease Update
 - ii. Health Trust Insurance Refund: List of Ideas Requested by Board - Update
 - b. New Business
 - i. Appointment of County Manager to NHAC Executive Council for Sullivan County
 - ii. CDFA CDBG Application - Site Review of Earle Bourdon Centre Parking Lot Improvement Project: Feb. 19th 1PM
- 11:00AM – 11:15AM 7. Public Participation
- 11:15AM – 11:20 AM 8. Meeting Minutes Review
- a. Feb. 3rd Public Meeting Minutes
 - b. Feb. 3rd Executive Session Meeting Minutes
- 11:20AM – 11:30AM 9. Probable Executive Session Per RSA 91-A:3.II.(e). – consideration or negotiation of pending claims
- 11:30AM 10. Adjourn meeting

Upcoming Events / Meetings:

Mar. 3rd Mon. Commissioners Regular Business Meeting
Time: 9 AM
Place: Newport, NH – 14 Main Street

Mar. 3rd Mon. Conservation District Meeting
Time: 12 PM
Place: Unity, NH – Ahern Building

Mar. 7th Fri. NHAC Executive Council Meeting
Time: 10 AM
Place: Concord, NH – Primex Building

Mar. 11th Tue. Resource and Collaboration Council Meeting
Time: 2:30 PM
Place: Newport, NH – CAT Building

Jan 2014

MEDICARE							
	Jan 2013 Actual	Jan 2013 AVG DAILY CENSUS	Jan 2014 Actual	Jan 2014 AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
CENSUS:	309	10	254	8	279	9	-25
REVENUE	\$153,117.52		\$123,022.48		\$132,525.00		-\$9,502.52
AVERAGE RATE PER DAY	\$495.53		\$484.34		\$475.00		\$9.34

PRIVATE							
	Jan 2013 Actual	Jan 2013 AVG DAILY CENSUS	Jan 2014 Actual	Jan 2014 AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
CENSUS:	641	21	403	13	558	18	-155
REVENUE	\$166,125.00		\$110,425.00		\$147,870.00		-\$37,445.00
AVERAGE RATE PER DAY	\$259.17		\$274.01		\$265.00		\$9.01

MEDICAID							
	Jan 2013 Actual	Jan 2013 AVG DAILY CENSUS	Jan 2014 Actual	Jan 2014 AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
CENSUS:	3,256	105	3,481	112	3,441	111	40
REVENUE	\$474,203.84		\$558,387.21		\$501,147.24		\$57,239.97
AVERAGE RATE PER DAY	\$145.64		\$160.41		\$145.64		\$14.77

HCBC (RESPITE)							
	Jan 2013 Actual	Jan 2013 AVG DAILY CENSUS	Jan 2014 Actual	Jan 2014 AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
CENSUS:	0	0	20	1	0	0	20
REVENUE	0		\$3,206.40		\$416.67		\$2,789.73
AVERAGE RATE PER DAY	\$160.32		\$160.32				\$0.00

INSURANCE/MNGD CARE							
	Jan 2013 Actual	Jan 2013 AVG DAILY CENSUS	Jan 2014 Actual	Jan 2014 AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
CENSUS:	0	0	31	1	0	0	31
REVENUE	\$350.00		\$14,113.06		\$2,972.60		\$11,140.46
AVERAGE RATE PER DAY	#DIV/0!		\$455.26		\$350.00		\$105.26

	Jan 2013 Actual	Jan 2013 AVG DAILY CENSUS	Jan 2014 Actual	Jan 2014 AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
TOTAL CENSUS	4,206		4,189		0		
AVERAGE CENSUS		136.0		135	0	138.0	
	\$793,446.36		\$809,154.15		\$784,931.51		\$24,222.64

MEDICARE B REVENUE							
	Jan 2013 Actual	Jan 2013 AVG DAILY CENSUS	Jan 2014 Actual	Jan 2014 AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
	\$63,473.59		\$30,375.70		\$35,157.57		-\$4,781.87
	\$856,919.95		\$839,529.85		\$820,089.08		\$19,440.77
TOTAL MONTHLY REVENUE VARIANCE							\$19,440.77

A.2

SCHC Revenue Review thru 01/31/2014

	Annual Budget	215 Days YTD Budget	YTD	Variance	
Medicaid	5,900,605	3,475,699	3,709,073	233,374	
Private	1,741,050	1,025,550	780,581	(244,969)	
Insurance/Managed Care	35,000	20,616	52,235	31,619	
Respite (HCBC)	5,000	2,945	5,386	2,441	
Medicaid Assessment	1,296,480	648,240	1,042,531	394,291	Paid quarterly (2 payments)
Medicare Part B (Total)	413,952	243,835	271,994	28,159	
Medicare Part A	1,560,375	919,125	615,501	(303,624)	
Proshare	1,762,875			-	Paid at end of FY
Net Variance from Operations		6,336,010	6,477,301	141,291	
Misc Income	20,000	11,781	11,013	(768)	
Cafeteria	17,500	10,308	16,268	5,959	
Meals	340,051	200,304	198,363	(1,941)	
YTD Variance	13,092,888	6,558,403	6,702,945	144,541	

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

	Jan 2014	Dec 2013	Nov 2013	Oct 2013	Sep 2013	Aug 2013	Jul 2013	Jun 2013	May 2013	Apr 2013	Mar 2013	Feb 2013	12 Mos.	Calendar YTD
Total Admits & Readmits (All payer types)	9	5	1	9	4	13	8	8	6	10	8	6	87	9
MCR # Admits & Readmits	8	3	1	5	3	7	5	4	5	5	3	4	53	8
MCR # Discharges from facility	2	2	1			7	4	1	4	1	2		24	2
MCR Discharged LOS	45.5	42.0	46.0			24.4	27.3	2.0	24.8	10.0	15.5		26.8	45.5
MCR # End or A/R Change	2	1	2	1	2	2		3	5	3	4	4	29	2
MCR End or A/R Change LOS	61.0	92.0	72.0	9.0	60.0	19.0		28.7	50.6	67.0	54.0	37.3	49.3	61.0
Total Average MCR LOS	53.3	58.7	63.3	9.0	60.0	23.2	27.3	22.0	39.1	52.8	41.2	37.3	39.1	53.3
Total MCR Days	254	204	171	181	108	152	118	123	163	189	220	253	2136	254
Rehab RUGs	254	204	171	181	108	152	118	121	157	188	210	253	2117	254
% of Total MCR Days	100%	100%	100%	100%	100%	100%	100%	98%	96%	99%	95%	100%	99%	100%
Non-Rehab RUGs								2	6	1	10		19	
% of Total MCR Days								2%	4%	1%	5%		1%	
Default Days														
% of Total MCR Days														
A ADL (low dependency)	123	82	49	47	23	59	80	55	87	99	52	99	855	123
% of Total MCR Days	48%	40%	29%	26%	21%	39%	68%	45%	53%	52%	24%	39%	40%	48%
B ADL (medium dependency)	46		16	26	31	44	21	28	52	72	77	51	464	46
% of Total MCR Days	18%		9%	14%	29%	29%	18%	23%	32%	38%	35%	20%	22%	18%
C ADL (high dependency)	85	122	106	108	54	49	17	40	24	18	91	103	817	85
% of Total MCR Days	33%	60%	62%	60%	50%	32%	14%	33%	15%	10%	41%	41%	38%	33%
Medicare Net Revenue	\$123,022	\$99,670	\$87,695	\$98,528	\$55,801	\$69,060	\$56,287	\$56,056	\$67,346	\$90,190	\$117,029	\$132,277	\$1,052,961	\$123,022

A.4.

Sullivan County Nursing Home
Quarterly Resident Census

Resident Census - FY 14

	TOTAL DAYS	MEDICAID		PRIVATE		SKILLED		HCBC		MANAGED		LEAVE		TOTAL DAYS	
	AVAILABLE	DAYS		DAYS		DAYS		RESPITE		CARE		DAYS		FILLED	
Jul-13	4836	3481	85.42%	476	11.68%	118	2.90%	0	0.00%	0	0.00%	0	0.00%	4075	84.26%
Aug-13	4836	3534	86.64%	385	9.44%	152	3.73%	6	0.15%	0	0.00%	2	0.05%	4079	84.35%
Sep-13	4680	3448	87.74%	372	9.47%	108	2.75%	1	0.03%	0	0.00%	1	0.03%	3930	83.97%
1ST QUARTER	14,352	10,463	86.59%	1,233	10.20%	378	3.13%	7	0.06%	0	0.00%	3	0.02%	12,084	84.20%
Oct-13	4836	3456	83.86%	448	10.87%	181	4.39%	7	0.17%	28	0.68%	1	0.02%	4121	85.22%
Nov-13	4680	3397	84.88%	421	10.52%	171	4.27%	0	0.00%	13	0.32%	0	0.00%	4002	85.51%
Dec-13	4836	3482	83.94%	443	10.68%	204	4.92%	0	0.00%	19	0.46%	0	0.00%	4148	85.77%
2ND QUARTER	14,352	10,335	84.22%	1,312	10.69%	556	4.53%	7	0.06%	60	0.49%	1	0.01%	12,271	85.50%
Jan-14	4836	3480	83.07%	402	9.60%	254	6.06%	20	0.48%	31	0.74%	2	0.05%	4189	86.62%
Feb-14			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!
Mar-14			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!
3RD QUARTER	4,836	3,480	83.07%	402	9.60%	254	6.06%	20	0.48%	31	0.74%	2	0.05%	4,189	86.62%
Apr-14			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!
May-14			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!
Jun-14			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/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 '13 TOTAL	33,540	24,278	85.05%	2,947	10.32%	1,188	4.16%	34	0.12%	91	0.32%	6	0.02%	28,544	85.10%
YTD AVG.		112.9		13.7		5.5		0.2		0.4		0.0		132.8	

Avg
Census

Leave MLOA-home MCD-2
Leave MLOA-home MCD-1

131.3

Leave Private -1

133.4

Leave Private - 1; MCD - 1

135.1

0.0

Resident Census - FY 13

	TOTAL DAYS	MEDICAID		PRIVATE		SKILLED		HCBC		MANAGED		LEAVE		TOTAL DAYS	
	AVAILABLE	DAYS		DAYS		DAYS		RESPITE		CARE		DAYS		FILLED	
Jul-12	4836	3331	77.68%	581	13.55%	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	9,930	79.16%	1,768	14.09%	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	78.25%	607	14.16%	320	7.47%	2	0.05%	1	0.02%	2	0.05%	4286	88.63%
2ND QUARTER	14,352	10,006	78.69%	1,770	13.92%	870	6.84%	7	0.06%	54	0.42%	9	0.07%	12,716	88.60%
Jan-13	4836	3282	78.03%	622	14.79%	301	7.16%	0	0.00%	0	0.00%	1	0.02%	4206	86.97%
Feb-13	4368	3082	79.31%	551	14.18%	253	6.51%	0	0.00%	0	0.00%	0	0.00%	3886	88.97%
Mar-13	4836	3462	81.96%	542	12.83%	220	5.21%	0	0.00%	0	0.00%	0	0.00%	4224	87.34%
3RD QUARTER	14,040	9,826	79.78%	1,715	13.92%	774	6.28%	0	0.00%	0	0.00%	1	0.01%	12,316	87.72%
Apr-13	4680	3406	83.42%	461	11.29%	189	4.63%	0	0.00%	26	0.64%	1	0.02%	4083	87.24%
May-13	4836	3424	83.27%	486	11.82%	163	3.96%	6	0.15%	31	0.75%	2	0.05%	4112	85.03%
Jun-13	4680	3360	84.00%	491	12.28%	123	3.08%	0	0.00%	25	0.63%	1	0.03%	4000	85.47%
4TH QUARTER	14,196	10,190	83.56%	1,438	11.79%	475	3.89%	6	0.05%	82	0.67%	4	0.03%	12,195	85.90%
FY '12 TOTAL	56,940	39,952	80.27%	6,691	13.44%	2,911	5.85%	25	0.05%	171	0.34%	22	0.04%	49,772	87.41%
YTD AVG.		109.5		18.3		8.0		0.1		0.5		0.1		136.4	

Avg
Census

136.4

(2-pvt leave)

138.2

(1-pvt leave)

136.8

134.0

A.S.

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

Effective Date From 1/1/2014 Thru 1/31/2014

Status: All

Sort: AR Type

Summary Admission / Discharge Report

Sullivan County Health Care (SC)

Admissions (Includes Readmits)

Page 1 of 2
02/14/2014 3:24 PM
R16300B

<i>A/R Type</i>	<i>From/To</i>	<i>Admissions</i>	<i>Readmits</i>	<i>Discharges</i>
HCB	HP Hospital	1	0	0
	<i>HCB Subtotal</i>	1	0	0
INS	HP Hospital	0	0	0
	<i>INS Subtotal</i>	0	0	0
MCD	20 Expired in Facility	0	0	2
	HP Hospital	0	0	1
	<i>MCD Subtotal</i>	0	0	3
MRA	20 Expired in Facility	0	0	1
	HM Home	0	0	1
	HP Hospital	4	4	0
	<i>MRA Subtotal</i>	4	4	2
PVT	5 Acute care hospital	0	0	0
	AL Assisted Living	0	0	1
	HM Home	0	0	0
	<i>PVT Subtotal</i>	0	0	1
<i>Total</i>		5	4	6

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

Effective Date From 7/1/2013 Thru 1/31/2014

Status: All

Sort: AR Type

A.6

Summary Admission / Discharge Report

Sullivan County Health Care (SC)

Admissions (Includes Readmits)

Page 1 of 2

02/14/2014 3:22 PM

R16300B

<i>A/R Type</i>	<i>From/To</i>	<i>Admissions</i>	<i>Readmits</i>	<i>Discharges</i>
HCB	5 Acute care hospital	1	0	0
	HM Home	1	0	1
	HP Hospital	1	0	1
	<i>HCB Subtotal</i>	<u>3</u>	<u>0</u>	<u>2</u>
INS	HP Hospital	0	0	0
	<i>INS Subtotal</i>	<u>0</u>	<u>0</u>	<u>0</u>
MCD	20 Expired in Facility	0	0	14
	AL Assisted Living	1	0	0
	HM Home	1	1	1
	HP Hospital	3	2	8
	NH Nursing Home	2	0	0
	<i>MCD Subtotal</i>	<u>7</u>	<u>3</u>	<u>23</u>
MRA	Unknown	0	0	0
	20 Expired in Facility	0	0	4
	5 Acute care hospital	0	0	0
	HM Home	0	2	10
	HP Hospital	20	10	2
	NH Nursing Home	0	0	0
	<i>MRA Subtotal</i>	<u>20</u>	<u>12</u>	<u>16</u>
PVT	1 Private home/apartme	0	0	0
	2 Private home/apartme	0	0	0
	20 Expired in Facility	0	0	1
	5 Acute care hospital	0	0	0
	AL Assisted Living	0	0	1
	HM Home	1	0	0
	HP Hospital	1	0	1
	NH Nursing Home	0	0	1
	<i>PVT Subtotal</i>	<u>2</u>	<u>0</u>	<u>4</u>
MRP	HP Hospital	1	1	0
	<i>MRP Subtotal</i>	<u>1</u>	<u>1</u>	<u>0</u>
<i>Total</i>		<u>33</u>	<u>16</u>	<u>45</u>

Month-end Aged Analysis
Sullivan County Health Care (SC)
For the Month of Jan, 2014

Resident (Res #) (Discharge Date)	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Balance
Aged Analysis Summary														
HCB	3,206.40			1,122.24	180.32	961.92							690.08	4,760.80
INS	13,611.69	14,528.50	11,501.47	8,599.51	1,043.36	83.64	2,475.77	5,602.45	32.53	277.35	58.24	494.95	7,127.11	65,436.57
MCD	449,272.23	25,147.27	23,698.46	17,777.62	13,656.21	15,889.76	12,905.88	3,030.61	4,676.68	4,170.40	14,110.46	4,650.10	35,682.25	624,667.93
MCP														
MRA	100,982.48	17,151.59	10,988.04						7,641.60	145.14			5,356.73	131,582.12
MRB	24,013.88	14,181.42	26,224.69	3,635.81	0.07	119.71	35.66	340.53	433.08	1,720.90	1,688.98	940.23	8,971.31	82,286.27
MXA	9,009.00	11,861.00	8,309.00	2,812.00				888.00	9,225.27	10,858.11	15,345.71	8,759.00	22,726.38	99,793.47
MXB	4,827.56	3,022.28	4,212.80	1,035.67	2,553.57	1,482.57	583.04	941.15	1,922.75	1,678.40	2,496.34	431.13	1,794.05	26,981.31
PVT	41,152.30	12,550.60	10,717.15	17,611.86	17,682.90	14,315.37	14,676.63	13,043.44	9,605.81	9,205.74	6,752.60	8,737.15	217,651.25	393,702.80
RES	237.81	370.23	615.11	741.46	1,921.46	1,494.12	1,380.82	1,380.82	1,380.82	1.60	1.60	3.20	37,637.70	45,196.07
PHC														
HST														
PIN														
HSR														
MRP	14,113.06	7,896.42	6,056.66	11,051.60				2,438.56	18,896.84	15,850.64				76,305.78
AIN	234.57	626.29			1,250.00	3,000.00	4,000.00	3,700.00						12,810.86
Totals:	660,660.98	106,595.14	101,093.16	64,387.77	38,267.89	37,347.09	36,057.80	31,385.56	53,817.38	43,908.28	40,433.93	24,015.76	325,543.24	1,563,493.98
	42.26%	6.82%	6.47%	4.12%	2.45%	2.39%	2.31%	2.01%	3.44%	2.81%	2.59%	1.54%	20.82%	100.00%



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

Appendix B

Intra-Department Memorandum

From: Sgt. Milliken Date: February 18, 2014
 Subject: Daily Report At: Classification Department
 To: Superintendent Ross L. Cunningham

POPULATION DATA:

House of Corrections	Pre-Trial Inmates	Protective Custody	Home Confinement
Male – 29	Male – 23	Male – 0	Male – 10
Female – 15	Female – 4	Female – 0	Female - 4

Total In-House Population: 71 (Home Confinement – (14) In-House Population on 2-18-13 / 60

Unit Breakdown *(included in the above count):*

Unit 1 – 22	Male Flex – 7	Female Flex – 7
Unit 2 – 8	Male Treatment – 3	Female Treatment – 1
Unit 3 – 13	Male Work Release – 6	Female Work Release – 3
OBS – 1		

Jail Total: 44 CCC Total: 27

CENSUS DATA:

Cheshire Cty.	Strafford Cty.	Phoenix House	Weekender	Hillsborough Cty.
Male – 4	Male – 2	Male – 0	Male – 1	Male - 1
Female – 1	Female – 0	Female - 0	Female - 0	Female - 0
Grafton Cty.	NHSP/SPU/VTSP	Merrimack Cty.	Rockingham Cty.	CIP
Male – 1	Male – 7	Male – 2	Male – 2	Male - 3
Female – 1	Female – 1	Female – 0	Female – 0	Female - 1

Total Census Population: 112 Census Population on 2-18-13 / 84

Individuals Housed at SCDOC for other Facilities:

- 3 - Males from NHSP
- 4 - Rockingham Cty.

Pre-Trial Services Program – Total: 21 Male - 10 Females - 11



SUMMARY OF CHANGES PROPOSED TO THE CORRECTIONS OFFICER CERTIFICATION RULES

General: renumbering and reordering to make the document easier to follow and/or to find items; academy and certification forms have been reworked and updated and attached in an appendix to the Rules; provisions deleted where inapplicable to the NHAC Academy process.

Definitions:

- clarifies certain definitions – mostly to get more specific about function and to reiterate the authority of the county entity as the hiring authority; adds definition for some previously undefined terms.

Chapter 200 – Scope and Authority:

- clarifies the statutory authority of NHAC as the oversight entity relating to the certification process and the Academy;
- clarifies the appointment of the Academy Coordinator by the Executive Committee; specifies the limited authority of the Coordinator.

Chapter 300 – Certification:

- states that it is the Superintendent who submits candidates for the Academy program with corresponding affidavit attesting that the candidate meets requirements for certification, including the new requirement stating the hiring authority has a state police report that the candidate has not been convicted of a felony or misdemeanor for which a sentence of incarceration was served, unless there is a pardon or annulment.

Chapter 300-B – County Corrections Academy:

- specifies any curriculum and/or lesson plan changes will be submitted to the Executive Committee for approval;
- establishes a clear process for instructor selection and qualifications;
- requires submission of certifications for certain disciplines (handcuffing, for example);
- removed guest instructor qualifications as not applicable;
- requires establishment of a Board process for instructor performance evaluations.

Chapter 300-C – Waiver of NHAC Academy Attendance:

- changes the term “reciprocity” to the more appropriate term “waiver” to describe the case where a Superintendent may request a waiver of attendance for a certification candidate that has training similar in scope and substance to the NHAC Academy;
- clarifies that if a waiver is denied the Board may not require additional training, etc. directly but may *recommend* to the Superintendent certain actions in order to meet certification standards.

Chapter 300-D – Recertification:

- deletes reference to “continued status” and uses “recertification” throughout for consistency;
- clarifies that it is the Superintendent who attests that the certified officer has met recertification requirements;
- provides a new section specifically allowing waiver of annual training requirements for military service;
- establishes a clear opportunity for a Board review hearing of a Board denial of recertification to be filed through the respective Superintendent.

Chapter 400 – Suspension, Decertification, Lapse in Service

- separates these existing functions out into a clear new section;
- inserts here for clarity the opportunity for hearing on a termination of certification;
- adds a new section stating that certification lapses upon resignation or other termination of employment and specifies reinstatement may occur upon employment by another county if the original certification would have continued in effect;
- allows reinstatement of a lapsed certification after regular lapse upon certain conditions and waives the certification fee under certain circumstances.

Chapter 500 – Adjudicative Hearing and Appeal

- streamlines all requested hearings into one section for denial of certification or denial of recertification;
- allows the appointment by the Chairperson of him/herself or another person as Hearing Officer;
- clarifies the process for conduct of any hearing and any appeal – removes an automatic ability to request a rehearing and provides for a direct appeal to the NHAC Officers. Current authority of the NHAC Officers unchanged.

Chapter 600 – Certification Records

- does not change any of the certification or Academy related data/documents currently required to be maintained by NHAC.

Chapter 700 – Management of the Rules

- no change

**BRIEF SUMMARY OF the NATIONAL INSTITUTE OF CORRECTIONS (NIC) REPORT**

and recommendations:

**Corrections Officer Certification/Decertification Standards Review
Corrections Academy Curriculum Review**

The Report states:

*"The NHAC sponsors a basic corrections academy as a prerequisite to certification as a NH county corrections officer. Critical to NHAC's success in fostering well-trained corrections professionals and minimizing liability associated with inadequate and/or disparate training, the basic corrections academy training curriculum must be designed, implemented and managed in a manner that reflects current applicable laws, case law and professional standards, evidence-based correctional practices, and learner focused teaching methods, and addresses NH's distinct training needs. **Positive risk management practices suggest that training for all county corrections officers be consistent and uniform, which will necessitate that a single NHAC basic corrections academy training curriculum be implemented, regardless of delivery location. Absent a single-source (NHAC) curriculum, agencies' risk exposure increases substantially.**"*

The NIC technical advisor, Cheryl Gallant, surveyed all 10 county superintendents (100% participated – statistically a very high rate) and also reviewed state laws and rules, curriculum for state and county corrections academies, NHAC Academy lesson plans, job descriptions, certification and decertifications processes statewide. She also contacted other programs for county corrections training in states with similarities to NH.

There are areas the counties should address relating to training.

- To be legally defensible training must meet certain criteria and be accountable.
- Assessment of the adequacy of training in certain areas identified by superintendents.
- Establishment of a uniform lesson plan format which all plans will be developed.
- Evaluation of current lesson plans and a critical examination of current curriculum to see if it meets NH jail needs.
- Development of a formal training curriculum maintenance system (audit and reviews).
- Strengthening of training selections and minimum qualification standards for trainers.
- Designation of a coordinator who will: implement training curriculum; research and recommend revisions to the curriculum (national and state changes); coordinate, facilitate and evaluate on site; maintain and follow up on training records; maintain lesson plans and training resources.



The administrative rules relating to the certification process need revision, including definitions and clarifications. They should be reviewed for inconsistencies, ambiguities, vagueness, enforceability, etc. The following should be considered for inclusion:

- Minimum employment standards
- Corrections Officer Code of Conduct
- Pre-Academy requirements
- Basic Corrections Academy
- Post –Academy requirements
- Certifications – initial, continuing and reinstatement
- Decertification

The recommendations issued by NIC are extremely helpful in any future endeavors by NHAC to pursue improving the academy training and certification programs in order to establish the uniformity and accountability necessary to reduce risk exposure on the part of county corrections and county government as a whole.



REQUEST FOR FELONY WAIVER

(Please type or print neatly; attach additional sheets if necessary)

1. Name _____

2. Address _____

3. Current telephone number(s)
(home) _____ (work) _____

4. County where employed? _____

5. List your entire criminal history (except traffic and other infractions) as follows:

CRIME FOR WHICH YOU WERE ARRESTED	CRIME FOR WHICH YOU WERE CONVICTED (or Indicate if dismissed or Nol pros)	NAME AND ADDRESS OF COURT OR AGENCY	DISPOSITION (Include Sentence and conviction Date)	INCARCERATION (if any, where and dates)
-----------------------------------	---	-------------------------------------	--	---

VERIFICATION

STATE OF NEW HAMPSHIRE)

COUNTY OF _____)

Under the penalty of perjury, the undersigned has examined this request for waiver and to the best of my knowledge and belief, it is true, complete and correct.

Your signature

Your printed name

Date

Before me, the undersigned, a Notary Public in New Hampshire, personally appeared _____ and acknowledged the execution of the Foregoing instrument as his/her voluntary act.

WITNESS, my hand and Notarial Seal, this _____ day of _____, 20_____.

Notary Public, Written Signature

Notary Public, Printed Name

My commission expires _____

County of residence _____

Recommendations 2/18/2014

“Primex Health Insurance refund to apply towards employee health related programs encouraging healthy life styles. They asked if you would compile a list of ideas (as many as possible) to present to them at the next meeting (in Unity) - include cost and vendors involved for this. Ideas mentioned during their meeting: health fair, yoga workshop, fitness equipment, and employee appreciation.”

Direct Health Insurance Impact Programs

Since the money received is directly tied to health insurance, my suggestions would be to reinvest in that same group of employees while creating a higher sense of consumerism, and hopefully creating further savings in the County’s health insurance program moving forward.

Saveon Program:

Incentivizes consumerism (see handouts)

Estimated cost/year: \$1/covered employee per month

\$160.00/month

\$1,920.00/year

Potential direct savings to County in costs of utilization and increased consumerism

Suggested start date 7/1/2014 with information sessions during May open enrollment

Suggest to incentivize employee participation in attending above mentioned in-services by offering gift cards for attending and/or raffle for larger prize such as iPad or iPod, tablet, etc.

Consumerism/Wellness Workshops with Incentives via NHIT: Suggest incentivizing covered employees for their participation in consumerism or wellness in-services by offering gift cards for attending individual workshops and raffle for larger prize such as iPad or iPod, tablet, etc for attending all or some during a year. See enclosed list of workshops available. All employees could be able to attend if the County so chooses.

Fitness

Add Money to Fitness Reimbursement Program: Currently participating covered employees and dependents can receive up to \$150.00 per year per plan, to reimburse them for their participation in fitness/weight loss programs or gym memberships. The County could add an additional amount of money to help cover expenses over the \$150 of the insurance company. This money could also be used to reimburse employees for things not covered under the insurance program such as massages and other such things.

Fitness/Weight Loss Class Reimbursement Programs: Several local gyms have yoga, zumba, aerobics and boot camp. There are also programs such as TOPS and Weight Watchers. It is suggested that an employee would be able to submit for a onetime reimbursement for such a course. A definition as to what category of employees the Commissioners would like to offer this to, which would determine the max allowed, and the timeframe for submittal would also have to be determined.

Fitness Equipment: There are several forms of equipment the County could purchase to help employees improve the fitness performance. On average median costs for treadmills, and elliptical are approximately \$500.00-\$600.00 each, stationary bikes average about \$350.00. The average "At Home Gym" runs about \$550.00. Limits to such purchases would revolve around accommodations and maintenance of such equipment.

Fitness Video Libraries: Such videos can be purchased from virtually any vendor between \$5.00 to \$300.00. To make sure all things are equitable a library would need to be established for each facility with appropriate sign out logs and return policies as well as a definition as to who is in charge of maintaining it and its location.

Employee Appreciation

Employee of the month: Designating a specific dollar amount or a gift for an employee to receive upon receipt of this award. Recommendations would come through County department heads to HR and list of nominees can be reviewed and one will be elected by Commissioners once a month. Recognition can be given on County website.

Perfect Attendance: Rewarding employees a designated dollar amount or gift for not missing time from work in an unscheduled manner. List to be provided by human resources on an annual basis.

Items for All Employees: the Commissioners could purchase items or gift cards to distribute to all employees in appreciation of the employees work with the County. The County currently employs 300 people, so the approximate gift would be \$15.00 each

F.3

saveONSM

FROM  Harvard Pilgrim Health Care

Help employees save on out-of-pocket costs while lowering your overall medical expenses

As you know, the costs of medical tests and procedures often vary widely with no significant difference in quality. Harvard Pilgrim's voluntary SaveOn program engages members to make smarter health care choices, and rewards them for doing so.

SaveOn makes it easy for Harvard Pilgrim members to find care for covered outpatient medical procedures and diagnostic tests from participating providers at a lower cost. Members can call every time they require eligible tests or procedures.*

SaveOn helps reduce medical costs

By empowering and rewarding sound health-care decision making, you can reduce medical costs without changing benefits or cost shifting.

SaveOn uses Harvard Pilgrim's paid claims data to identify lower priced, Harvard Pilgrim-participating providers conveniently located to a member's home or work.

Examples of potential savings per service

Colonoscopy screening	Range: \$855 - \$2,572 Potential Savings: \$1,717
MRI spine, lumbar (without contrast)	Range: \$492 - \$2,083 Potential Savings: \$1,591
Common routine labs	Range: \$125 - \$410 Potential Savings: \$285

Ranges based on Harvard Pilgrim's data in the Massachusetts/ New Hampshire region. Actual service prices vary by provider.

*For Massachusetts-based employers, members may receive a maximum of five rewards per calendar year.

** \$150 minimum savings for reward. Some plan designs may require a referral and/or prior authorization before receiving services from the lower-cost provider. To ensure the services will be covered, members should refer to their plan documents or contact Harvard Pilgrim's Member Services department.

*** Reward payments are considered taxable income. You should consult a tax advisor for more information.

How SaveOn works

- 1 Harvard Pilgrim members voluntarily call (855) 7SAVEON (855-772-8366) whenever their doctor recommends an outpatient test or procedure such as:
 - Bone density study
 - Colonoscopy
 - Lab work
 - Mammogram
 - Radiology (e.g., MRI and CT scan)
 - Ultrasound
 - Other non-emergency outpatient tests and procedures
- 2 SaveOn nurses inform members if there are any lower-cost, Harvard Pilgrim-participating providers available in their area. They can even reschedule the appointment and help with any necessary paperwork.**
- 3 Members can choose one of the lower-cost providers, have the test or procedure at the low-cost provider and earn between \$25 and \$75. If members are already seeing a lower-cost provider, they can receive a \$10 reward for calling.**

Reward dollars depend on the service and the associated cost savings (see other side for rewards and eligibility details). Members receive the reward in the mail after Harvard Pilgrim processes the claim, about 45 days after members receive their Harvard Pilgrim Activity Summary.***

Turn over to learn more 

Communications to promote SaveOn year-round

Once you purchase SaveOn, we send your Harvard Pilgrim enrollees a letter to their homes introducing them to the program. We include a Tyvek card sleeve featuring the SaveOn phone number so they can keep it handy with their Harvard Pilgrim member ID card.

Use SaveOn to earn cash rewards.

Keep your health plan ID card in here as a reminder to call SaveOn to find low-cost, high-quality providers when you need outpatient tests and procedures. You'll earn cash rewards and may also lower your medical costs.

- Bone density scan
- Mammogram
- Other tests or procedures at a hospital or outpatient facility
- Colonoscopy
- MRI or CT scan
- Lab tests
- Ultrasound

Call Toll-Free: (855) 7SaveOn
(855) 772-8366
www.harvardpilgrim.org/saveon



SaveOn's success depends upon promoting the program within your company. You have access to

a variety of templates available online to use as fliers or emails to your employees throughout the year. The more you spread the word about SaveOn, the more your employees will use it, and you'll see savings on medical costs.

Preferred pricing for Harvard Pilgrim customers

Tandem Care, our SaveOn program administrator, offers Harvard Pilgrim customers discounted, per employee, per month rates. As the employer, you fund earned rewards.

Employer reporting to demonstrate savings

Each month, you'll receive a detailed monthly SaveOn report that includes the number of calls received, projected and confirmed savings, and rewards distributed.

Program eligibility

SaveOn is available for purchase in Massachusetts and New Hampshire to fully and self-insured employers with 51-plus eligible employees.

SaveOn's reward structure

Here's what your Harvard Pilgrim members and their dependents will receive when using SaveOn:

- ▶ **\$10 minimum reward*** for Harvard Pilgrim members who call and are already scheduled at a low-cost provider
- ▶ **\$25 reward*** for Harvard Pilgrim members switching to a low-cost provider for:
 - Bone density study
 - Lab work
 - Mammogram
 - Ultrasound
- ▶ **\$50 reward**** for Harvard Pilgrim members switching to a low-cost provider for:
 - MRI
 - CT scan
 - PET scan
- ▶ **\$75 reward***** for Harvard Pilgrim members switching to a low-cost provider for:
 - Colonoscopy
 - Other outpatient surgeries

* Minimum savings to qualify for \$10 and \$25 reward is \$150

** Minimum savings to qualify for \$50 reward is \$250

*** Minimum savings to qualify for \$75 reward is \$350

Learn more

Visit www.harvardpilgrim.org/saveon, call your broker or contact your Harvard Pilgrim account executive at (800) 848-9995.

Here's how you'll be rewarded for choosing lower-cost providers



\$10 Minimum reward for Harvard Pilgrim members who call and are already scheduled at a low-cost provider

\$25 Reward for Harvard Pilgrim members switching to a low-cost provider for:

- Bone density study
- Lab work
- Mammogram
- Ultrasound

\$50 Reward for Harvard Pilgrim members switching to a low-cost provider for:

- MRI
- CT scan
- PET scan

\$75 Reward for Harvard Pilgrim members switching to a low-cost provider for:

- Colonoscopy
- Other outpatient surgeries

Reward Amount	Minimum Savings Amount
\$25	\$150
\$50	\$250
\$75	\$350

Minimum savings to qualify for reward is \$150

Fib

Examples of cost differences



Mammogram Claremont, NH Area	
Location	Price
Keene, NH	\$280
Claremont, NH	\$301
Springfield, VT	\$368
Brattleboro, 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

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



Swimming Lessons

Parent/Tot If you have a child age 6 month to 3 yrs, this is the swim program for you! Focus is on teaching you, the parents, these activities and skills.

Guppies If you have a child age 3 to 5, this is the swim program for you! Water enjoyment skills create an environment that fosters skill growth.

Level 1 This water adjustment class focuses on supported floating skills, entry, exiting and safety skills, breathing exercises.

Level 2 Focus on independent floating skills, introduction to the crawl stroke, backstroke arms and safety skills.

Please watch for upcoming Swim Lessons on our website at:

ClaremontParks.com Times and dates fluctuate due to instructor availability.

STEP AEROBICS

No experience necessary! This class is for all levels from the beginning stepper to the advanced. We will use different equipment during class including disks, balls, and bands to enhance your workout. Strengthen your heart and lungs while burning calories. Sign up today!!

When: Saturdays (1/18/14 – 3/8/14) 8:15 AM to 9:15 AM
Where: Claremont Community Center Multi-Function Room C
Member Price: Free (Enrollment in the class is required)
Non-Member Price: \$60.00

360* OF FITNESS

This class will give you plenty of variety every week from cardio and pilates, to strength building and stretching segments. Come prepared for a total body workout through multiple exercises and circuits. If you are looking for a little bit of everything to add to your routine come check this class out.

When: Wednesdays (1/8/14 – 4/30/14) 8:20 AM to 9:20 AM
Where: Claremont Community Center Multi-Function Room C
Member Price: Free (Enrollment in the class is required)
Non-Member Price: \$60.00

40/40 SPLIT SESSIONS

Do you want an ultimate workout? Come join this 40/40 split sessions class. You will start the first 40 minutes of class doing strength training exercises, including squats, lunges, push-ups, and free-weight related movements. The last 40 minutes of class will be focused toward "stretch yoga." Mats are supplied by the Claremont Community Center, but feel free to bring your own!

When: Thursdays (1/2/14 – 4/24/14) 8:20 AM to 9:40 AM
Where: Claremont Community Center Multi-Function Room C
Member Price: Free (Enrollment in the class is required)
Non-Member Price: \$60.00

BOOT CAMP

Boot Camp! It's the class for you if you like a challenge. Includes calisthenic and body weight training exercises. It includes interval and strength training, uses the gamut of all our fitness equipment, has partner work and is fast paced. During these cold days we will be using our indoor facilities! HOORAH!

When: Mondays, Wednesdays, & Fridays (1/6/14 – 2/28/14) 5:30 AM to 6:30AM
Where: Claremont Community Center Multi-Function Room C
Member Price: \$40.00
Non-Member Price: \$80.00

BURN AND BALANCE

Come take a journey. This two-part class includes a 40 minute Spinning ride followed by a 45 minute yoga practice. Find the connection between mind, body and soul on the bike and on the mat. Must Bring: Water, Towel, Stiff Soled Shoes, Indoor Cycling Cleats, SPD cleats.

* HEART RATE MONITOR-STRONGLY RECOMMENDED, Padded Bike Shorts or Padded Bike Seat.

** If this is your first time with the Spinning Program please come at least 15 minutes early so I can set you up on the bike.

*** Any questions or special considerations, please email me at lbrownscsdmail@yahoo.com.

**** This is a combined class. Spinning punch pass will not be accepted. Thank You!

When: Thursdays (1/9/14 – 3/6/14) 4:45 PM to 5:25 PM
Where: Claremont Community Center Multi-Function Room C. Balance moves down to Multi-Function Room G.
Member Price: \$45.00
Non-Member Price: \$90.00

Level 3 Focus on improved crawl stroking, technique in back and crawl, deep water skills, diving. Resting strokes (side and elementary).

Level 4 Focus on improved crawl stroking, back stroking, breast stroke kicking, dolphin kicking and safety skills.

Level 5 Focus on breaststroke and butterfly technique with arms and kicks, deep water skills and personal safety.

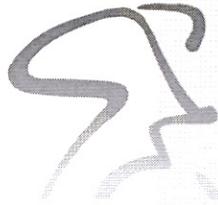
Level 6 These classes help to develop a well-rounded swimmer by incorporating personal skills and proper technique with a variety of skills.

SPINNING

Come and see what all the buzz is about at the CSBCC. We are offering a wide variety of spin classes to suit all of your personal needs. They are guaranteed to add a jumpstart to your day. Evening classes are a great way to squeeze that workout in at the end of the day. All of our spin classes are taught by experienced instructors. You are sure to get addicted to spin at CSBCC.

When: Session I: Tuesdays (1/7/14 – 4/29/14) 5:30 AM to 6:30 AM
Session II: Tuesdays (1/7/14 – 4/29/14) 5:00 PM to 6:00 PM
Session III: Tuesdays (1/7/14 – 4/29/14) 6:00 PM to 7:00 PM
Session IV: Thursdays (1/2/14 – 4/24/14) 5:30 AM to 6:30 AM
Session V: Thursdays (1/2/14 – 4/24/14) 6:00 PM to 7:00 PM
Session VI: Thursdays (1/2/14 – 4/24/14) 7:00 PM to 8:00 PM

Where: Claremont Community Center Multi-Function Room C
Price: Spinning Punch Pass - \$30.00



XPRESS SPIN

Want to spin but don't have a lot of time? Come burn calories, listen to awesome music, and build your endurance with a 30 minute workout. For those who have little time but want to get a workout in, this is the class for you.

When: Mondays & Wednesdays (1/20/14 – 3/12/14) 12:15 PM to 12:45 PM
Member Price: Free (Enrollment in class required)
Non-Member Price: Daily admission to facility.

CORE SOLUTIONS

A 45 minute class that focuses on strengthening and stretching your core through the use of Pilates, Yoga and old fashioned floor work. This offering is a bare foot class to offer comfort and a sense of home. Use what you're taught and take the exercises home with you. These easy-to-learn routines will have your obliques, abs, butt and lower back toned in no time.

When: Tuesdays & Thursdays (1/2/14 – 4/29/14) 7:30 AM to 8:15AM
Where: Claremont Community Center Multi-Function Room C
Member Price: Free (Enrollment in the class is required)
Non-Member Price: \$70.00

HEAD TO TOE

This 45 minute class includes heart pumping cardio combos using steps to increase functional movements. This offering will challenge you through the use of spry bands mixed with muscle strengthening exercises to give your body a full workout Head-To-Toe.

When: Mondays & Wednesdays (1/6/14 – 4/30/14) 7:30 AM to 8:15 AM
Where: Claremont Community Center Multi-Function Room C
Member Price: Free (Enrollment in the class is required)
Non-Member Price: \$70.00

ROTC

The intro to "Boot Camp" class will offer a slow start to the Boot Camp philosophy. However, we can promise that the intensity will only be set by one person.... YOU! This 45 minute workout with a 15 minute peer-led group stretch after the class, will have you ready to enroll in Boot Camp in no time.

When: Tuesdays & Thursdays (1/7/14 – 2/27/14) 5:30 AM to 6:30 AM
Where: Claremont Community Center Gymnasium Court 2
Member Price: Free (Enrollment in the class is required)
Non-member Price: \$70.00

PILATES YOGA FUSION

This class will be a mixture of Pilates and Yoga, which will be a multi-level method of mat work exercise that blends spinal alignment, core stability, muscular balance and range of motion. The benefits of combining pilates and yoga enable the body to use more muscles than either exercise alone. This fusion class is strongly recommended!

When: Fridays (1/3/14 – 4/25/14) 9:15 AM to 10:15 AM
Where: Claremont Community Center Multi-Function Room C
Member Price: Free (Enrollment in the class is required)
Non-Member Price: \$60.00

F.I.B



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[Facilities ▼](#)
[Pricing](#)
[Classes ▼](#)
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Live Class Schedule

Series as of December 24, 2013:

Monday

5:30 – 6:30am ENUF w/ Wendy

\$5.00 drop in for members and non-members

9:15 – 10am: SILVER SNEAKERS CLASSIC w/ Leigh Ann

Free for members, \$3 drop in for non-members.

6-7pm Knockout Kickboxing w/ Odalie

\$5.00 drop in. Members and non-members welcome.

Tuesday

5:30-6:30am: BODY SHOCK w/ Karlen & Leigh Ann

Our Details

Staffed Hours

Monday-Friday: 5:30am - 7pm

Saturday: 7am - 10am

Twisted Fitness

23 Pleasant Street

Claremont, NH 03743

603-542-0414

Email:

gettwisted@twistedfitness.com

Affiliates:

[Fitness Thyne](#)

[VitaBot Nutrition](#)

F14

March 4th - March 27th, Tuesdays & Thursdays, \$100.00 for 8 sessions

5 – 5:45pm: YOGA STRENGTH w/ Wendy

\$25 – 10 class pass for member, \$45.00 – 10 class pass for non-member, \$3 drop in for member, \$5 drop in for non-member

6-7pm: PEACEFUL ENERGY YOGA w/ Kristi

\$90 for 10 classes, \$45 for 5 classes, \$10 drop in

Wednesday

9:15 – 10am: SILVER SNEAKERS CLASSIC w/ Leigh Ann

Free for members, \$3 drop in for non-members

4:30 – 5:15pm: ZUMBA w/ Nelly

\$55 for 8 classes, \$8 drop in

5:30 – 6:30pm ENUF w/ Wendy

\$5.00 drop in for members and non-members

Thursday

5:30-6:30am: BODY SHOCK w/ Karlen & Leigh Ann

March 4th - March 27th, Tuesdays & Thursdays, \$100.00 for 8 sessions

4:30-5:15pm: Barre Bootcamp with Kelly

Begins Jan 30th, \$7.00 non-member, \$5.00 for member

5:30-6:30pm YOGA FOR STRESS & ANXIETY REDUCTION w/ Paige



Meta

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F.15

FREE class for 6 weeks: Jan 16th – Feb 20th.

Fitness on Demand sessions are available anytime there is no live class.

Live Class Descriptions

ENUF

Everything Necessary Under Fitness: STRENGTH, CARDIO, CORE.....Every class will vary!

Floor work, bands, TRX, kettle bells, body bars, free weights, gliders and more! 60 minutes

Body Shock

Body Shock is a boot camp style session that will improve the cardiovascular & the muscular systems using a variety of stations, exercises, and equipment. This class is taught by personal trainers and is designed to elevate the participants' fitness levels. Every sessions brings many challenges & tons of fun!

Ultimate Body Shock

Similar to the original Body Shock, intensity is higher and designed for those who have previously taken a Body Shock series.

Silver Sneakers Muscular Strength & Range of Movement

Classes are 45 minutes in length and are designed for older adults but open to all. You'll have fun and move to music through a variety of exercises designed to increase muscular strength, range of movement, and activity for daily living skills. Hand held weights, elastic tubing with handles and a ball are offered for resistance,

F.16

and a chair is used for seated and /or standing support.

KnockOut Kickboxing

Punch & Kick your way to the next level! Utilizing heavy bags and gloves; if you want. This is a fun total body conditioning class that combines a mix of Hi/Lo cardio combos, drills and body sculpting. [Modifications will be provided for the beginner to advanced participant]. 60 minutes

Zumba

Zumba is a combination of Latin dance and low impact aerobics. This high energy class offers motivating music, unique moves, and fun combinations. All levels are encouraged to attend this "feel happy " class! – 45 minutes

Yoga Strength

Participants will move through traditional yoga postures in a challenging way. They will combine strengthening exercises using equipment to maximize the result. After the muscle conditioning portion, class will move into a yoga flow using the practiced postures without the added resistance of equipment.

Peaceful Energy Yoga

Wind down your day with breathing, stretching, flowing, energizing and relaxing. Hatha yoga class with a variety of pranyama, graceful vinyasa, strength building and restorative postures. Designed for people of all levels.

Flow & Glow

This vinyasa based class linking breath with strong & flowing movements. Class will build fitness & flexibility, reduce stress, and increase mental focus. All levels welcome, variations will be demonstrated throughout. Beginner students will flow

gently into modified postures, as the seasoned students may choose a more advanced option, class-goers will meet their body where it is at, free of judgment & full of acceptance.

Barre Bootcamp

The fastest and most effective way to change your body. This class combines dance, pilates and cardio. It is designed to strengthen, stretch and tone your whole body focusing on functional core stability. This fun class is for all ability levels and will leave you wanting to dance out the door. Meet Kelly at the barre!

Yoga for Stress and Anxiety Reduction

This is a mixed level yoga series with a focus on stress and anxiety reduction. This class will be taught in a flowing vinyasa style with an attention to alignment and connecting breath with poses. Connecting poses and breathing techniques will reduce stress, anxiety, and release blocked areas of the body. Class will have many variations to meet the needs of the group. Inversions, backends, standing balance poses, twisting poses, and arm balances will be introduced. All are welcome. Come and breath with Paige.

Twisted Fitness Class Guidelines & Information

1. Listen to your body. Members are responsible for pacing themselves.
2. Never hold your breath while exercising. Breathing is essential.
3. Don't exercise with an acute injury, such as a sprain, strain, or any swollen body parts.
4. No bare feet. Please wear appropriate footwear.
5. Don't stop abruptly. If you must stop during an aerobic part of class, slow down gradually.
6. Do not eat or drink heavily before doing a class.
7. Try to stay for the cool down portion of class. It allows the body's system to return back to the pre-exercise levels. The cool down is just as important and necessary as the warm-up.

F.18

8. If you arrive late for a class, stretch out and begin at a low impact level.
 9. If you have to leave class early, let the instructor know before class begins.
 10. HAVE FUN!
-

F.19



The New Generation of Fitness

25 Main Street, Newport, NH 603-863-6200

- Home
- Membership
- Kinesis
- Wellness Program
- Cardio
- Free Weights
- Strength
- Protein Shakes
- Classes & Training**
- Aqua Massage
- Tanning
- About Us

Classes & Training

Wellness Points Packages

1 Point..... \$25.00 12 Points = \$240.00

WELLNESS POINTS CAN BE REDEEMED ON ANY OF THE FOLLOWING SERVICES:

Kinesis Studio

Specialized Kinesis equipment offering personalized resistance and functional training including "women only" sessions.

1/2 Hour Semi Private Training Session... 1Point

1/2 Hour Private Training Session...2Points

Full Body Composition Analysis... 1Point



Personal Training

-One on One Personalized Training Sessions- 2 points

-Full body comp, Health Assessment, Nutritional Overview and individualized calorie planning - 1 point (or all three services for 3 points if scheduled together.)



Wellness Program Key*

Member Activated Personalized Fitness Goal Monitoring Program

(Facilitates and encourages attainable fitness goals using centrally located Kiosk and programmable station keys)

WELLNESS POINTS SPECIALS ALWAYS AVAILABLE INQUIRE WITHIN!

F120

*Program key requires \$10.00 monthly EFT rental; Key Purchase \$25.00; Key Rental: 3 months min. rental required if not EFT. Wellness key requires the use of a "Polar" Strap (heart rate monitor) available for purchase at Newport Fitness, and other professional athletic stores. Wellness key set up fee \$100.00

F.21

sears

Customer Service:1-800-697-3277

sign in | join for free | set location

NordicTrack E 6.3 Elliptical

0 Reviews 0 Questions Description Specifications Sears Protection Agreements

On Sale

Sold by: **Sears**

Regular price \$899.99
Your savings -\$378.00

\$521.99

Layaway Available

Delivery
enter location for availability

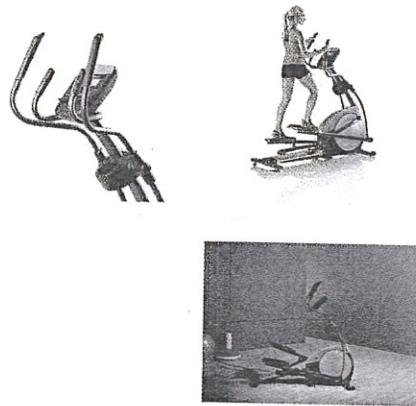
FREE Store Pickup
enter location for availability

Quantity: **Add to Cart**

Get price matching help & more

[Give us feedback](#)

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Earn
\$25.22
in points
to use later

Description

Item # 00623946000P Model # 23946

Feel the Difference After Every Workout on the Digital Resistance NordicTrack Elliptical

Enjoy the benefits of a low-impact cardio workout along with a high calorie burn the **NordicTrack E 6.3 Digital Resistance Elliptical Trainer** delivers. With the adjustable incline ramp, you can take your elliptical workout from three to 20 degrees to target and tone the muscles of the calves, hamstrings and glutes. Challenge your workout with 22 digital resistance levels that adjust smoothly and simply with OneTouch™ Controls. And cruise along smoothly on stable pedals and an inertia-enhanced flywheel that delivers a more natural, relaxed ride.

The **Digital Resistance NordicTrack Elliptical** also keeps you comfortable and motivated. An audio port in the console lets you connect your iPod® so you can train without ear buds. A bottle holder lets you keep your refreshment close at hand while soft touch workout arms keep you

F.22

sears

Customer Service: 1-800-697-3277

sign in | join for free | set location

NordicTrack GX 4.7 Recumbent Cycle

0 Reviews 0 Questions Description Specifications Sears Protection Agreements



Earn
\$23.60
in points
to use later

On Sale

Sold by: **Sears**

Regular price \$599.99
Your savings **-\$240.00**

\$359.99

Layaway Available

Delivery
enter location for availability

FREE Store Pickup
enter location for availability

Quantity:

Add to Cart

Get price matching help & more

[Give us feedback](#)

[View Alaska/Hawaii Pricing](#)

Description

Item # 00621914000P Model # 21914

The NordicTrack Recumbent Interactive Exercise Bike Makes Workouts Enjoyable

Conquer any path from the comfort of your home as you ride the **NordicTrack GX 4.7 Recumbent Cycle**. An oversized, padded seat with lumbar support gives you a cushy base and it's built to accommodate riders of all sizes. The console angle also adjusts for the perfect view. Eliminating the traditional bike base, this workout rider lets you step on and get off conveniently. And a fan helps keep you cool all along.

Designed to help you achieve your fitness goals, the **Recumbent Interactive Exercise Bike** is compatible with iFit® technology. Create your own training course with Google Maps as your GX 4.7 automatically adjusts the resistance to match the terrain. You can also choose from 12 calorie and 12 performance workout apps designed by a certified trainer to challenge yourself.

F.23

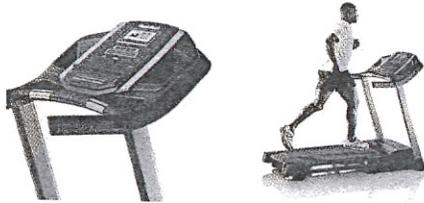
sears

Customer Service:1-800-697-3277

sign in | join for free | set location

NordicTrack T6.1 Treadmill

Reviews 0 Questions Description Specifications Sears Protection Agreements



Earn
\$25.40
in points
to use later



Videos & Demos

Description

Item # 00624995000P Model # 24995

The Nordictrack T6.1 Flexible Cushioning Treadmill is Your Personal Trainer

Advanced cushioning and a silent, reliable motor drive your workout on the **NordicTrack T6.1 flexible cushioning treadmill**. Whether you're an outdoor walker avoiding the rain or an avid runner who likes to catch up on your favorite shows while you run, FlexSelect™ cushioning offers you soft and hard cushioning options. Walk, jog or run - this machine changes speed at a button's touch.

The **flexible cushioning NordicTrack treadmill** is not just designed for your comfort but also customized for your fitness goals. Choose from 20 built-in apps designed by a Certified Personal Trainer to get the results you want. Check the stats on a large display and take your workout

On Sale

Sold by: Sears

Regular price \$899.99
Your savings **-\$360.00**

\$539.99

Layaway Available

Delivery

enter location for availability

FREE Store Pickup

enter location for availability

Quantity:

Add to Cart

Get price matching help & more

Give us feedback

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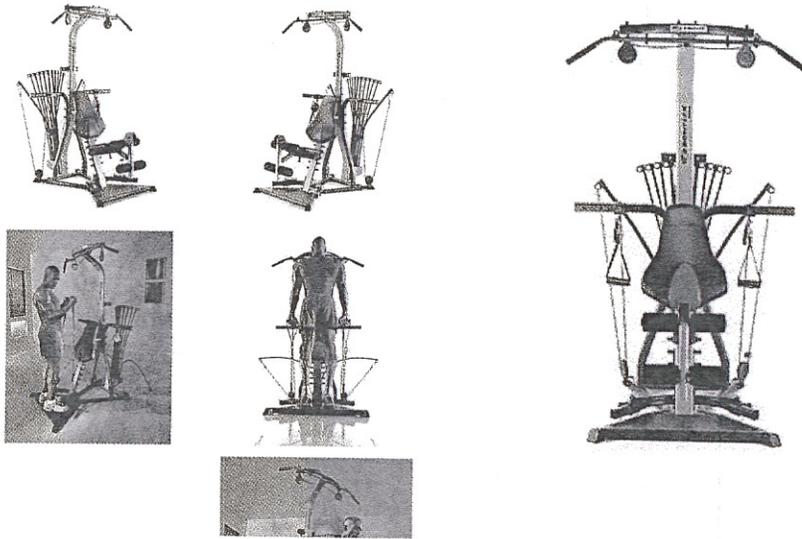
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Bowflex Xceed Home Gym

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