

**County of Sullivan, NH**

**Type of meeting:** Board of Commissioners Regular Business Meetings Minutes  
**Date/Time:** Tuesday, October 30, 2012, 3:00 PM  
**Place:** County Complex Unity, NH – Sullivan County Health Care Facility,  
Frank Smith Living Room, 1<sup>st</sup> Floor, 5 Nursing Home Drive, 03743

**Attendees:** Commissioners Bennie Nelson – Chair, Jeffrey Barrette – Vice Chair, and John M. Callum Jr. – Clerk, Greg Chanis – County Manager (Administrator), Lionel Chute – Sullivan County Conservation District Manager, Ross L. Cunningham – Department of Corrections (DOC) Superintendent, Ted Purdy – Sullivan County Health Care (SCHC) Administrator, John Cressy – Facilities & Operations Director, and Sharon Callum – Administrative Assistant

**3:00** The Chair, Bennie Nelson, called the meeting to order.

**Agenda Item No. 1. Conservation District Manager, *Lionel Chute***

Lionel Chute was introduced. Chute has been working as Conservation District Manager for three weeks, and took over from Lynn Brennan who returned to graduate school. Chute resides in Washington NH, where he grew up, attended UNH with studies in forestry, forest science, ecology, botany, recreation soils, worked with: the *Society for the Protection of New Hampshire Forests*, the *NH Division of Forests and Lands* and ran the *Natural Heritage Bureau*, has been farming in Washington: raising meat chickens, producing maple syrup, growing vegetables, runs a farm stand in spring, and has had a good time learning about farming. Chute noted the traditional Conservation District Manager position goes back to the dust bowl era to assist with conservation of soils and water; they've held annual plant sales; he's considered brining back trout sales; he'd like to work more with invasive plant species and assistance with that in the community, and sees his job to be helpful - to figure out what the county community likes. Chute recently circulated an e-mail regarding the Connecticut River and its tributaries being designated as the first National Blue-way in America –this designation is earned as the river is appealing for recreation and wildlife; the Department of Interior and Army Core and Agriculture have signed an MOU to coordinate - meaning grant opportunities. Chute noted, he received his first couple phone calls, which included providing aerial photos for a Lake Sunapee resident landowner and providing assistance in filling out DES forms for a new logger. He encouraged the Commissioners and County officials to contact him with anything to do with the environment.

- November 16<sup>th</sup> 6:00 PM the Conservation District Annual Meeting will be held at the Unity Complex, Ahern Building – 5 Nursing Home Drive, 03743: Mr. Chanis will be attending and providing a presentation of the County's biomass project. Chute noted, the *Many Summer Farm*, run by the Gallagher family of Cornish NH, will be recognized at the meeting for their farming practices and cheese production.

Comm. Nelson noted the UNCE may return to employing a full time forester and requested Chute to coordinate forestry issues, he discussed earlier, with the new forester; he noted the County has been brush hogging County fields in Unity using Fish & Wildlife [small game] grants to enhance wildlife habitat. Chanis confirmed the County has been working with UNH Forester Tim Fleury; and has also utilized the NRCS WHIP program; he and Chute had a County lands tour scheduled this morning, but the tour was canceled due to the storm; they will be exploring ways the Conservation District can become more meaningful at the County level. Comm. Nelson spoke briefly about signage at a West Claremont land site where they performed conservation terracing and encouraged this type of publicity.

**Agenda Item No. 2. Department of Corrections Superintendent's Report, Ross L. Cunningham**

Agenda Item No. 2.a. Population Census Review  
Supt. Cunningham distributed and reviewed the *October 30<sup>th</sup>, 2012 Daily Report* from Sergeant Coughlan [Appendix A].

Agenda Item No. 2.b. Staffing Review  
Supt. Cunningham received two resignations in the past two weeks, he performed exit interviews and found their primary reason for leaving was to attain "higher paying jobs" – one to a construction job, one lives in Keene, both were long term employees. The DOC is actively seeking three Correctional Officer positions, at this time, and have five applications. They recently filled a Corporal position with a retiree from law enforcement – the person is in training and will go to the 2<sup>nd</sup> shift.

Agenda Item No. 2.c. Food Pantry Donation Update  
Supt. Cunningham distributed a *DOC Community Garden Donations* document [Appendix B] reflecting 4166 lbs. of produce donated, from the inmate community garden, to the Newport Food Pantry and Claremont Soup Kitchen; produce donated included: squash, zucchini, cucumbers, melons, cabbage, basil, broccoli, peppers and tomatoes. Cunningham commended Correctional Officer Pete Mahair for his work on the project – he noted Mahair has been the biggest proponent of the program, has the plot well maintained and manages the program well; UNHCE Agricultural Educator Seth Wilner, as well as the County's Maintenance staff has helped with the project, also. Mr. Cressy noted the garden looked great. Mr. Chute asked if the inmate garden produce could be used to offset food ordered for the nursing home or DOC. The group briefly discussed this option.

Agenda Item No. 2.d.                      Public Safety Notification System Discussion

Mr. Chanis noted a neighbor of the jail asked Comm. Barrette if there was a system in place to notify neighbors of an escaped inmate. Supt. Cunningham confirmed their facility has a call list that includes neighbors - they recently added one neighbor to the list. Chanis noted he and the Sheriff recently viewed a demonstration of 'Code Red' - proposal distributed [Appendix C.1-6] – which is a program using technology to initiate massive amounts of phone calls in a short amount of time, you can pick a certain radius and send out a prerecorded message. Chanis noted the program is “overkill”, but he just wanted to show them the type of technology in order to open discussions; price in the proposal is based on minutes - minutes can be added to next year, there is always an annual fee, and there is a charge to carry over minutes; obviously there are competitors that work on the same system-ology. Comm. Barrette suggested the County contact Claremont SAU as they have a way to make phone calls to warn of bus delays. Chanis confirmed he would check into this. Chute noted Washington PD utilizes Nixle, a free e-mail alert service for residents. Comm. Barrette noted Code Red has the ability to e-mail, text, and phone.

3:32    *Supt. Cunningham left the room.*

Non Agenda Item                      Inmate Work Program

Supt. Cunningham has not heard from any town requiring storm clean up assistance; he asked the Board to refer any calls they get on this to the DOC. Mr. Cressy requested leaves for their composting program.

**Agenda Item No. 3.**                      **Sullivan County Health Care Administrator’s Report, Ted Purdy**

Agenda Item No. 3.a.                      Census

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

- September 2012 Medicare, Private, Medicaid, HCBC, Managed Care, and Medicare B Revenue: \$33,000 negative total variance; they do not have January Medicaid rate - expects it in another month. 1.8% increase in Medicaid B rates in October - fiscal cliff will reflect 2% reduction if that occurs
- Revenue Review thru 09/30/2012: under budget by \$15,000; Private pay reflects positive variance; received Medicaid assessment payment in October for bed tax, under budget in Medicare Part B and Med A; Misc. Income has a positive variance of \$42,000 due to an 3-year attachment to a home due to nonpayment of an account – the home was recently sold and the County received the amount to cover the receivables plus judgment fees and fines – budget line is now in the black; Purdy confirmed the County has two other unpaid accounts attached to properties
- SCHC Quarterly Resident Census: 136.4 average - up since last year, 1<sup>st</sup> 2 months relatively strong per budget; 141 residents in house for October as of today.

Chanis noted, County reflects a slight positive variance in total revenue and is in better shape now vs. budget when compared to this time frame last year

- Medicare Length of Stay Analysis
- Summary Admission/Discharge Report for September 2012: 3 Admissions/ 9 discharges
- Summary Admission/Discharge Report 7/1/12 – 9/30/12: 15 Admissions, 14 Readmits, and 32 Discharges
- Month-end-Aged Analysis: There were unable to bill a couple months for Medicare A and B

Non Agenda Item

State of NH Department HHS SCHC Survey Follow Up

Copies of the October 1<sup>st</sup> correspondences were distributed [Appendix E.1-2] – these were follow-up letters from the State of NH Dept. of HHS Office of Operations Support Bureau of Licensing & Certification [Appendix E.1-2] pertaining to compliance with requirements for Long Term Care facilities Health and Life Safety Recertification surveys.

Agenda Item No. 3.b.

Staffing

No key staff vacancies.

**Agenda Item No. 4.**

**Administrator's Report, Greg Chanis**

Agenda Item No. 4.a.

FY 13 Financial Update

Mr. Chanis indicated month end financials will be distributed soon; cash flow, as of today, reflects 1.75 million accessible – this does not include the \$42,000 Capital Reserve recently established; this new is very good; County is on track to make it through December 17<sup>th</sup> – the date the town taxes are due at the County offices - without borrowing; typically County needs to borrow to tie operations over to December 17<sup>th</sup> – borrowing may not be needed this year.

Agenda Item No. 4.b.

Biomass Project Update

Chanis noted Mr. Cressy has been bearing the brunt of working with the biomass design building project – Cressy met with Woodard and Curran's (W&C) Construction Manager Dave Burton, Project Manager Dana [Fortier], and Lead Engineer Jose [Donnell]; work is progressing – they are ordering the steam turbine next week, which will take one (1) year to build and deliver; the County is still waiting for USDA concurrence on the biomass contracts – should hear soon; W&C is doing work without a signed contract - Chanis has assured W&C that they could provide a letter that ensures the County will pay for any cancellation fees, if necessary. Chanis noted, they submitted ANTIOCH application for a group of students and other folks to work on the biomass project educational component: creating interpretive signs, etc. Mr. Cressy will meet with Claremont Tech School next week – a group of students will visit the Springfield VT biomass project and Cressy may attend the tour, and the students will then be involved with the Unity biomass project in some way, also; Unity Elementary school will be doing

an educational piece at the Unity biomass project, as well. Chanis noted the County was required to pay a consultant to perform a historical architectural review of complex and they received the results - results reflect that the Sanders Building, the cemetery, and the stone root cellar, are eligible for National Registry and the biomass project will have 'no adverse effects' - County okayed to proceed.

Agenda Item No. 4.c.                    Review of Draft Agreement with Newport Town & County For Parking Lot and Building Upkeep

A copy of a DRAFT *Maintenance Use Agreement between Town of Newport and the County of Sullivan* was distributed [Appendix F]; this relates to the former Ruger Parking lot purchased by the County this year. Mr. Chanis noted this is the first attempt at putting together a formal agreement, which is loosely based on Newport Town's previous agreement with Ruger. The group discussed the 'right of first refusal'. Chanis will review the agreement with the County Attorney and return with updates at a future meeting.

Agenda Item No. 4.d.                    Prescription Discount Card Statistics Update

NACo Prescription Drug Discount Card Program statistics were distributed [Appendix G.1-9], reflecting: 1) All Sullivan County usage and savings, from inception, through September 2012, and 2) September 2012 comparison to other counties. The last page on each document reflects the definition of each column. A sample flyer stuffer was distributed [Appendix H] - Ms. Callum noted she contacted each town clerk's office and city hall to advise of the availability of the free flyers, how they could be used - inserting in tax bills/invoices - and to let them know she would volunteer at towns to stuff them in envelopes if they needed help; three boxes of the flyers have been ordered.

Agenda Item No. 4.e.                    Proposed Title Change Follow-up Discussion

**4:06 Motion: to change the County Administrator title to County Manager - of where I feel it belongs. Made by: Barrette. Seconded by: Callum Jr. Voice vote: All in favor.**

**Agenda Item No. 5.**                    **County Commissioners Report**

Agenda Item No. 5.a.                    Old Business  
None.

Agenda Item No. 5.b.                    New Business

Agenda Item No. 5.b.i.                    Bank Documents: Bank of NH

Copies of the Bank of NH *Resolution* and signature form pertaining to the Alix Ungren accounts - a CD and savings - were distributed. Mr. Purdy confirmed these were

Nursing Home Trust Fund (NHTF) accounts and that the NHTF Committee discussed and approved removing Human Resource names as signees, and have the following as signees: County Administrator - Greg Chanis, SCHC Administrator - Ted Purdy and County Treasurer C. Michael Sanderson.

**4:12 Motion: I, John Callum, certify that I am Clerk of the above name association organized under the laws of New Hampshire, Federal Employee ID #02-6000870, and that the resolutions on this document are correct copy of the resolutions adopted at a meeting of the Association duly and properly called and held on October 30, 2012. These resolutions appear in the minutes of this meeting have not been rescinded or modified. Any agent listed below, subject to any written limitations, is authorized to exercise the powers granted as indicated below [full document on file at Commissioners office]. Made by: Callum Jr. Seconded by: Barrette. Voice vote: All in favor.**

Agenda Item No. 5.b.i. Bank Documents: Claremont Savings Bank

A copy of a Claremont Savings Bank, Sullivan County Organizational Profile, Corporate Authorization Resolution, and signature cards for two accounts at the CSB - CD and savings, were distributed. Mr. Purdy confirmed these were also needed to remove the HR signatures and replace them with his, Mr. Chanis, and Mr. Sanderson's name as signees; as well as Ms. Violette's as "Convenience Only" access to view account information. It was noted, the Board already made the motion to approve the bank Resolution form, however the Clerk had not signed the document. At this point, the Clerk signed the Resolution.

Agenda Item No. 5.b.ii. Other Meeting Notices Received or Presentations Scheduled

- Sugar River Valley Regional Technical Center Advisory Board Kickoff Event scheduled for November 5<sup>th</sup> 2012 6:00 – 8:00, RSVP required. Nelson indicated he was attending. Chanis indicated he had RSVP'd. Commissioner Callum requested the office RSVP him for the event.
- Newport Chamber Fall Salute Breakfast, Wed., Nov. 28<sup>th</sup> 8-9 AM Newport Senior Center – Advanced Tickets Only/Limited Seating.
- Congress of Claremont Senior Citizens: County will attend their Friday meeting at the Earle Bourdon Centre to discuss County services, and talk about future tours/transportation to the SCHC facility in Unity.

Agenda Item No. 5.b.iii Employee Gif Card Discussion

A copy of an e-mail from HR Samantha Fletcher to Ms. Callum asking the Board to consider employee gift cards, and decide on the holiday flyer, was distributed. The Chair requested informal phone calls to be made, checking on special offers/discounts. Mr. Chanis confirmed this was in the HR budget; he noted there were approximately 40 \$20 gift cards from Wal-Mart left over from last year in the HR department. Comm.

Barrette noted he had a suggestion regarding this issue and wanted to table further discussion until their next meeting. All concurred with tabling the discussion.

Agenda Item No. 5.b.iv.      NHAC Conference Update – Nursing Home Employee of the Year Award

It was noted, Patti Henderson, SCHC Director of Nursing, received the **2012 Nursing Home Employee of the Year Award** at the New Hampshire Association of Counties (NHAC) Conference. Comm. Nelson commented on one of the presentations at the NHAC Conference: NH Retirement System [in Flux: Panel – “*What will the future be?*”], he indicated the panel included Neil Kurt who stated NH may opt out of NH retirement, leaving it to cities and towns.

Agenda Item No. 5.b.v      CDFA CDBG Grant #11-410-CDED: Ratification to Extend Completion Date from 12/31/12 to 12/31/13 (Notarize)

A copy of the CDFA CDBG Capacity Grant for \$220,000 Award #11-410-CDED *Amendment* document [Appendix I] was distributed – this amendment is the result of a request to extend the project completion date from 12/31/2012 to 12/31/2013.

**4:29 Motion: (Comm. Callum read into the minutes the Municipal Re-certification Contract Amendment, verbatim, labeled Appendix J). Made by: Callum Jr. Seconded by: Barrette. Voice vote: All in favor.**

**Agenda Item No. 6.      Public Participation: there was none.**

**Agenda Item No. 8.      Probable Executive Session Per RSA 91-A:3.II.e. – Litigation Issue**

**4:31 Motion: to go into Executive Session Per RSA 91-A:3.II.e. to discuss a litigation issue. Made by: Barrette. Seconded by: Nelson. Roll call vote: All three Commissioners voted in favor.**

**4:40 Motion: to come out of Executive Session. Made by: Barrette. Seconded by: Callum Jr. Voice vote: All in favor.**

**Agenda Item No. 7.      Meeting Minutes Review**

- |                             |  |
|-----------------------------|--|
| <u>Agenda Item No. 7.a.</u> | <u>July 19<sup>th</sup>, 4:30 PM Executive Session Minutes</u> |
| <u>Agenda Item No. 7.b.</u> | <u>July 24<sup>th</sup>, 3:46 PM Executive Session Minutes</u> |
| <u>Agenda Item No. 7.c.</u> | <u>Aug 7<sup>th</sup>, 4:02 PM Executive Session Minutes</u>   |
| <u>Agenda Item No. 7.d.</u> | <u>Aug 21<sup>st</sup>, 4:41 PM Executive Session Minutes</u>  |
| <u>Agenda Item No. 7.e.</u> | <u>Aug 28<sup>th</sup>, 4:00 PM Executive Session Minutes</u>  |

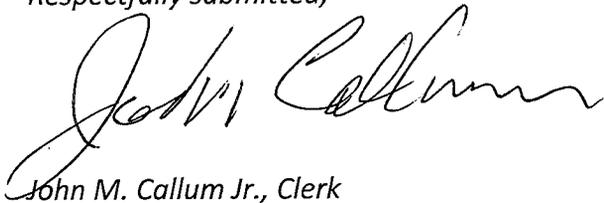
4:41 Motion: to release all Executive Session meeting minutes related to the JCN Construction issue (July 19<sup>th</sup> 4:30 PM, July 24<sup>th</sup> 3:46, Aug 7<sup>th</sup> 4:02, Aug 21<sup>st</sup> 4:41 and Aug 28<sup>th</sup> 4:00 PM). Made by: Barrette. Seconded by: Callum Jr. Voice vote: All in favor.

Agenda Item No. 7.d. October 9<sup>th</sup>, 2012 Public Meeting Minutes

4:41 Motion: to accept, as written, the October 9<sup>th</sup> meeting minutes. Made by: Barrette. Seconded by: Callum Jr. Voice vote: Barrette & Callum Jr. voted in favor; Nelson abstained.

4:42 Motion to adjourn. Made by: Barrette. Seconded by: Callum Jr. Voice vote: All in favor.

*Respectfully submitted,*



John M. Callum Jr., Clerk  
Board of Commissioners

Date minutes approved: November 13, 2012



**Tuesday October 30<sup>th</sup>, 2012, 3:00 PM Meeting**  
Sullivan County NH, Board of Commissioners  
**Regular Business Meeting**

**AGENDA - 2<sup>nd</sup> Revision**

**Meeting Location: Unity County Complex – Sullivan County Health Care**

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

- |                   |    |   |
|-------------------|----|---|
| 3:00 PM – 3:05 PM | 1. | Conservation District Manager, <i>Lionel Chute</i><br>Introductions to  |
| 3:05 PM – 3:25 PM | 2. | Department of Corrections Superintendent's<br>Report, <i>Ross L. Cunningham</i><br>a. Population Census Review<br>b. Staffing Review<br>c. Food Pantry Donation Update<br>d. Public Safety Notification System Discussion   |
| 3:25 PM – 3:45 PM | 3. | Sullivan County Health Care Administrator's<br>Report, <i>Ted Purdy</i><br>a. Census<br>b. Staffing   |
| 3:45 PM – 4:05 PM | 4. | County Administrator's Report, <i>Greg Chanis</i><br>a. FY 13 Financial Update<br>b. Biomass Project Update<br>c. Review of Draft Agreement with Newport Town<br>& County For Parking Lot and Building Upkeep<br>d. Prescription Discount Card Statistics Update<br>e. Proposed Title Change Follow-up Discussion |

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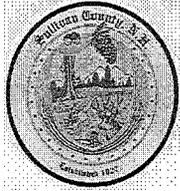


- 4:05 PM – 4:20 PM 5. Commissioners' Report
- a. Old Business
  - b. New Business
    - i. Bank Documents: Resolution Required to Update Signees
    - ii. Other Meeting Notices Received or Presentations Scheduled
    - iii. Employee Gift Card Discussion
    - iv. NHAC Conference Update – Nursing Home Employee of the Year Award
    - v. CDFA CDBG Grant#11-410-CDED: Ratification to Extend Completion Date from 12/31/12 to 12/31/13 (Notarize)
- 4:20 PM – 4:35 PM 6. Public Participation
- 4:35 PM – 4:40 PM 7. Meeting Minutes Review
- a. Jul 19<sup>th</sup>, 4:30 Executive Session Minutes
  - b. Jul 24<sup>th</sup>, 3:46 PM Executive Session Minutes
  - c. Aug 7<sup>th</sup>, 4:02 PM Executive Session Minutes
  - d. Aug 21<sup>st</sup>, 4:41 PM Executive Session Minutes
  - e. Aug 28<sup>th</sup>, 4:00 PM Executive Session Minutes
  - f. Oct 9<sup>th</sup>, 2012 Public Meeting Minutes
- 4:40 PM – 4:55 PM 8. Probable Executive Session Per RSA 91-A:3.II.e. – Litigation Issue
- 4:55 PM 9. Adjourn Meeting

*Upcoming Events / Meetings:*

- **Nov 6<sup>th</sup> Tue. Election Day** (Commissioner meeting rescheduled for 11/13)
- **Nov 12<sup>th</sup> Mon. Newport County Complex Closed in Observance of Veteran's Day**
- **Nov 13<sup>th</sup> Tue. Sullivan County Board of Commissioners Meeting**
  - **Time: 3 PM**
  - **Place: Newport, 14 Main Street – 1<sup>st</sup> Floor Commissioners Conf. Room**

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



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

Intra-Department Memorandum

From: Sergeant S. Coughlan Date: October 30th, 2012  
 Subject: Daily Report At: Classification Department  
 To: Superintendent Ross L. Cunningham

**POPULATION DATA:**

House of Corrections	Pre-Trial Inmates	Protective Custody	Home Confinement
Male - 40	Male - 13	Male - 0	Male - 9
Female - 8	Female - 1	Female - 0	Female - 2

**Total In-House Population: 62** (Home Confinement - 11) In-House Population on 10/30/2011 - 95

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

Unit 1 - 16	Male Flex - 10	Female Flex - 4
Unit 2 - 2	Male Treatment - 12	Female Treatment - 1
Unit 3 - 6	Male Work Release - 9	Female Work Release - 0

OBS - 2

**Jail Total: 26**                      **CCC Total: 36**

**CENSUS DATA:**

Cheshire Cty	Strafford Cty	Carroll Cty	Weekender
Male - 1	Male - 0	Male - 0	Male - 0
Female - 0	Female - 0	Female - 0	Female - 0
Hillsbor. Cty	NHSP/SPU	Merrimack Cty	
Male - 1	Male - 8	Male - 1	
Female - 0	Female - 0	Female - 0	

**Total Census Population: 84**                      Census Population on 10/30/2011 - 120

**Individuals Housed at SCDOC for other Facilities:**

**Individuals seen by P&P prior to release:**

5 Males from NHSP	Males - 0	Females - 0
1 Male from Cheshire County Doc		
<b>Pre-Trial Services Program - Total: 17</b>	Male - 14	Females - 3

**SULLIVAN COUNTY**  
**DEPARTMENT OF CORRECTIONS**  
**COMMUNITY GARDEN DONATIONS**

<u>Items</u>	<u>Newport Food Pantry</u>	<u>Claremont Soup Kitchen</u>
Squash	495 lbs.	475 lbs.
Zucchini	751 lbs.	751 lbs.
Cucumbers	78 lbs.	92 lbs.
Melons	57 lbs.	100 lbs.
Cabbage	37 lbs.	75 lbs.
Basil	28 lbs.	15 lbs.
Broccoli	81 lbs.	74 lbs.
Peppers	206 lbs.	141 lbs.
Tomatoes	420 lbs.	290 lbs.
Totals	2153 lbs.	2013 lbs.
<b>GRAND TOTAL</b>	----	<b>**4166 lbs. **</b>

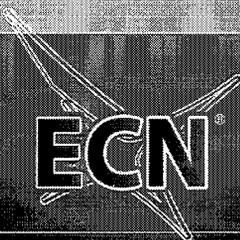
# CODERED<sup>®</sup>

**Proposal** presented to  
**Sullivan County Jail 10 Mile Radius, NH**  
on October 16, 2012.

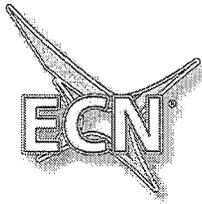
*CodeRED is a high-speed  
notification solution brought  
to you by Emergency  
Communications Network.*

**CHRIS HIGGS** REGIONAL SALES MANAGER

TEL 866 939 0911 x316  
EMAIL [chiggs@ecnetwork.com](mailto:chiggs@ecnetwork.com)  
WEB [emergencycommunications.net](http://emergencycommunications.net)  
OFFICE 9 Sunshine Blvd. Ormond Beach, FL 32174



EMERGENCY COMMUNICATIONS NETWORK



EMERGENCY COMMUNICATIONS NETWORK



C2.

## Cost Proposal (PRICING GOOD FOR 90 DAYS FROM 10/16/2012)

The web-based CodeRED® service, from Emergency Communications Network Inc. (ECN), was designed specifically to enable local government officials to record, send and track personalized voice, email and text messages to thousands of citizens in minutes. ECN's dedicated, triple redundant network is capable of sending critical communications at maximum throughput (as determined by local telephone infrastructure). The proprietary mapping technology and patented delivery methods employed by ECN add to the value of this affordable, high-speed notification system that has been in operation since 1998 and is currently used every day by clients from coast to coast.

### A three (3) year license includes 24/7/365 uninterrupted CodeRED system access and the following

- CodeRED system set-up and training
- System time, designed to be more than sufficient for normal usage 30,000 minutes, replenished annually; unlimited smtp text and email
- Initial residential and business calling database supplied by ECN
- Integration and geo-coding of customer supplied data (911 data, utility data, etc.)
- ECN standard mapping and geo-coding
- 24/7 technical support
- Complimentary system time for testing and training
- Design and hosting of custom web page for community enrollment

**\$8,000\* = Annual Cost**

(based on up to a 10 mile radius of Sullivan County Jail)

**A further discount may be obtained by committing to an extended contract term.**

**\*This prices reflect a 20% State of New Hampshire discount.**

Thank you for the opportunity to present CodeRED and submit this cost proposal. If you have any questions, please feel free to contact me.

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**CHRIS HIGGS** REGIONAL SALES MANAGER

TEL 866 939 0911 x316  
EMAIL [chiggs@ecnetwork.com](mailto:chiggs@ecnetwork.com)  
WEB [emergencycommunications.net](http://emergencycommunications.net)  
OFFICE 9 Sunshine Blvd. Ormond Beach, FL 32174

# CODE RED<sup>®</sup>

**Proposal** presented to  
**Sullivan County, NH**  
on October 16, 2012.

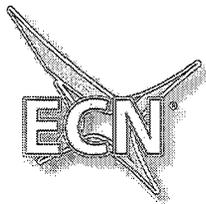
*CodeRED is a high-speed  
notification solution brought  
to you by Emergency  
Communications Network.*

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OFFICE 9 Sunshine Blvd., Ormond Beach, FL 32174



EMERGENCY COMMUNICATIONS NETWORK



EMERGENCY COMMUNICATIONS NETWORK



C.4.

## **Cost Proposal** (PRICING GOOD FOR 90 DAYS FROM 10/16/2012)

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- ECN standard mapping and geo-coding
- 24/7 technical support
- Complimentary system time for testing and training
- Design and hosting of custom web page for community enrollment

**\$15,750\* = Annual Cost**

(based on 2010 U.S. Census Population of 43,742)

**A further discount may be obtained by committing to an extended contract term.**

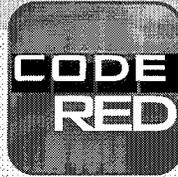
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Thank you for the opportunity to present CodeRED and submit this cost proposal. If you have any questions, please feel free to contact me.

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WEB [emergencycommunications.net](http://emergencycommunications.net)  
OFFICE 9 Sunshine Blvd. Ormond Beach, FL 32174



Mobile Alert

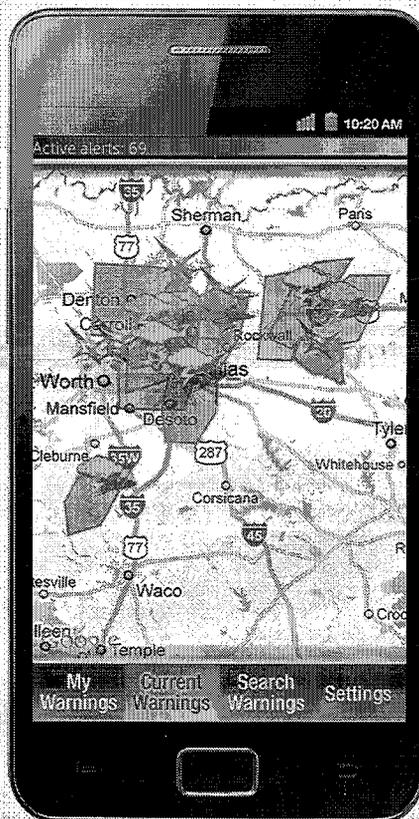
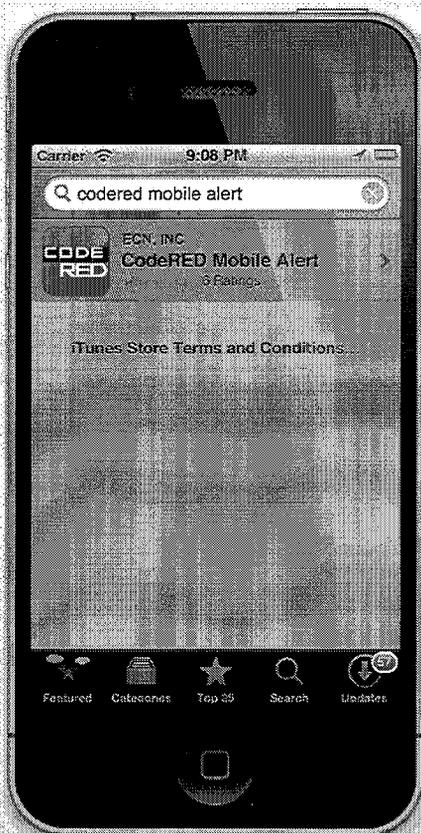
# CodeRED Mobile Alert app

Designed to keep citizens informed and aware, no matter where they are, the CodeRED Mobile Alert app taps into the national CodeRED® Emergency Notification System and alerts iPhone and Android subscribers located within the reach of a given notification. The app is geo-aware so no matter where the user is when an alert is issued, subscribers will receive notifications that affect them - directly to their mobile device.

Reach both citizens and visitors who may be traveling through the area.



*Download the app today.*



With communities nationwide subscribing to the CodeRED Emergency Notification System, citizens traveling through these areas will join the 50 million citizens already covered by CodeRED and will receive notifications directly on their iPhone and Android smartphones. This expands the reach of messages sent by CodeRED clients to travelers entering their jurisdictions and also protects citizens when traveling outside their local area.

National organizations used by public safety officials and police departments may use the system to send messages to targeted geographic areas.

Future uses of the CodeRED Mobile Alert app could include augmenting IPAWS as an additional Alert Disseminator to deliver Presidential Alerts, Imminent Threat Alerts and AMBER Alerts in support of the FEMA program.

Subscribers may upgrade their accounts to receive customized weather alerts based on NOAA's National Weather Service bulletins. Dozens of selectable warnings are available within the CodeRED Mobile Alert app.

C.L.

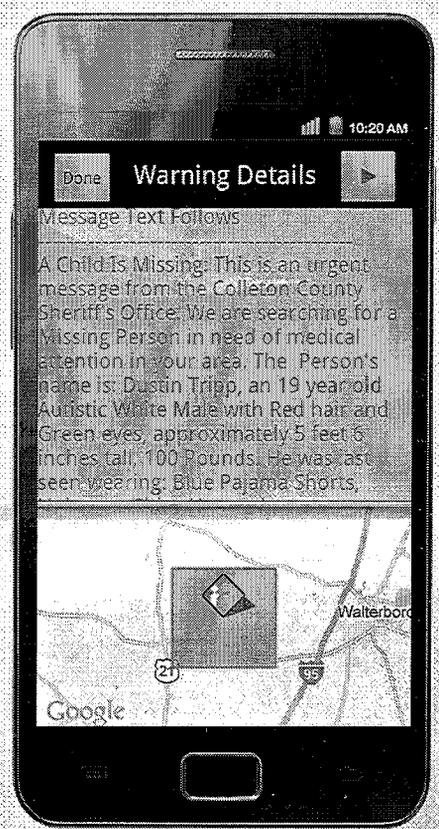
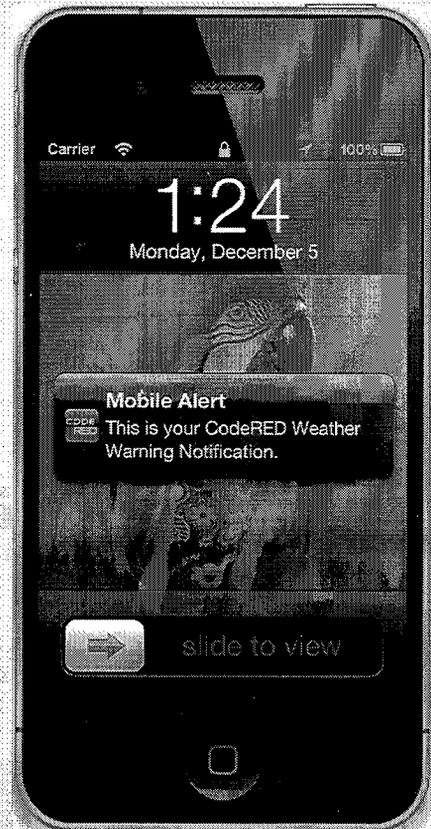
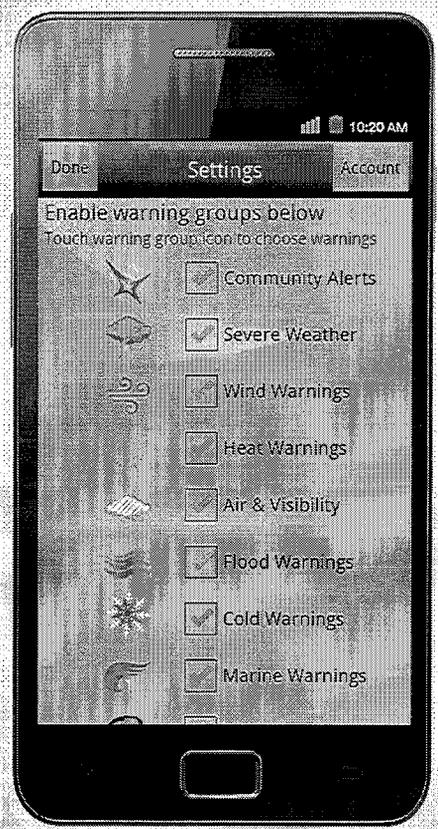
### CodeRED Mobile Alert app

The CodeRED Mobile Alert app is a sophisticated answer to the question asked by Emergency Managers nationwide: **How can we communicate our messages to citizens, and to those travelers who are just passing through?** The app is geo-aware and will send a notification to the subscriber if an alert is issued for their specific location.



Download the app today.

CodeRED Mobile Alert app subscribers have the ability to manage their alert preferences and the app adjusts the types of notifications sent, based on those preferences.



#### Free alerts



#### Additional alerts available with free trial



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SEPTEMBER 2012

MEDICARE							
	Sep 2011 Compare	Sep 2011 AVG CENSUS	Sep 2012 Actual	Sep 2012 AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
CENSUS:	89	3	188	6	270	9	-82
REVENUE	\$49,529.66		\$90,179.70		\$128,250.00		-\$38,070.30
AVERAGE RATE PER DAY	\$556.51		\$479.68		\$475.00		\$4.68

PRIVATE							
	Sep 2011 Compare	Sep 2011 AVG CENSUS	Sep 2012 Actual	Sep 2012 AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	449	15	610	20	540	18	70
REVENUE	\$111,805.00		\$157,710.00		\$137,700.00		\$20,010.00
AVERAGE RATE PER DAY	\$249.01		\$258.54		\$255.00		\$3.54

MEDICAID							
	Sep 2011 Compare	Sep 2011 AVG CENSUS	Sep 2012 Actual	Sep 2012 AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	3,436	115	3,174	106	3,330	111	-156
REVENUE	\$510,417.80		\$455,119.86		\$475,191.00		-\$20,071.14
AVERAGE RATE PER DAY	\$148.55		\$143.39		\$142.70		\$0.69

HCBC (RESPITE)							
	Sep 2011 Compare	Sep 2011 AVG CENSUS	Sep 2012 Actual	Sep 2012 AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	0	0	0	0		0	0
REVENUE	0		\$0.00		\$416.67		-\$416.67
AVERAGE RATE PER DAY	\$160.32		\$0.00				\$0.00

MANAGED CARE							
	Sep 2011 Compare	Sep 2011 AVG CENSUS	Sep 2012 Actual	Sep 2012 AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	0	0	0	0	0	0	0
REVENUE	\$0.00		\$0.00		\$0.00		\$0.00
AVERAGE RATE PER DAY	\$0.00		\$0.00		\$0.00		\$0.00

	Sep 2011 Compare	Sep 2011 AVG CENSUS	Sep 2012 Actual		0		
TOTAL CENSUS	3,974		3,972		\$0.00		
AVERAGE CENSUS		132.5		132.4	0	138.0	
	\$671,752.46		\$703,009.56		\$741,557.67		-\$38,548.11

MEDICARE B REVENUE							
	ACTUAL		Sep 2012 Actual		BUDGETED		VARIANCE
	\$52,002.04		\$48,382.15		\$43,203.37		\$5,178.78
	\$723,754.50		\$751,391.71		\$784,761.04		-\$33,369.33
TOTAL MONTHLY REVENUE VARIANCE							(\$33,369.33)

Revenue Review thru 08/31/2012 <sup>90</sup>

	Annual Budget	92 Days YTD Budget	YTD	Variance	
Medicaid	5,781,491	1,457,253	1,441,397	(15,856)	
Private	1,675,350	422,280	429,507	7,227	
Insurance	20,000	5,041	12,378	7,337	
Respite (HCBC)	5,000	1,260	1,924	664	
Medicaid Assessment	1,418,025			-	Paid quarterly
Medicare Part B (Total)	525,641	132,490	122,788	(9,703)	
Medicare Part A	1,560,375	393,300	385,571	(7,729)	
Proshare	1,012,875			-	Paid at end of FY
Net Variance from Operations		2,411,624	2,393,564	(18,060)	
Misc Income	15,000	3,781	46,188	42,407	
Laundry	112,000	28,230	19,882	(8,349)	
Cafeteria	15,000	3,781	9,219	5,438	
Meals	339,164	85,488	85,013	(475)	
YTD Variance	12,479,921	2,532,904	2,553,865	20,961	

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		RESPITE		CARE		DAYS		FILLED	
Jul-12	4836	3353	78.19%	559	13.04%	339	7.91%	5	0.12%	29	0.68%	3	0.07%	4288	88.67%
Aug-12	4836	3374	78.74%	633	14.77%	265	6.18%	7	0.16%	6	0.14%	0	0.00%	4285	88.61%
Sep-12	4680	3169	79.78%	610	15.36%	188	4.73%	0	0.00%	0	0.00%	5	0.13%	3972	84.87%
1ST QUARTER	14,352	9,896	78.88%	1,802	14.36%	792	6.31%	12	0.10%	35	0.28%	8	0.06%	12,545	87.41%
Oct-12	0	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Nov-12	0	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Dec-12	0	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
2ND QUARTER	0	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Jan-13	0	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Feb-13	0	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Mar-13	0	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
3RD QUARTER	0	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
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!
<b>FY '12 TOTAL</b>	<b>14,352</b>	<b>9,896</b>	<b>78.88%</b>	<b>1,802</b>	<b>14.36%</b>	<b>792</b>	<b>6.31%</b>	<b>12</b>	<b>0.10%</b>	<b>35</b>	<b>0.28%</b>	<b>8</b>	<b>0.06%</b>	<b>12,545</b>	<b>87.41%</b>
<b>YTD AVG.</b>		<b>107.6</b>		<b>19.6</b>		<b>8.6</b>		<b>0.1</b>		<b>0.4</b>		<b>0.1</b>		<b>136.4</b>	

Avg  
Census  
  
136.4

Resident Census - FY 12

	TOTAL DAYS	MEDICAID		PRIVATE		SKILLED		HCBC		MANAGED		LEAVE		TOTAL DAYS	
	AVAILABLE	DAYS		DAYS		DAYS		RESPITE		CARE		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	89.13%
Jan-12	4836	3491	83.32%	414	9.88%	273	6.52%	0	0.00%	12	0.29%	0	0.00%	4190	86.64%
Feb-12	4524	3272	82.96%	431	10.93%	239	6.06%	0	0.00%	0	0.00%	3	0.05%	3944	87.18%
Mar-12	4836	3413	80.61%	544	12.85%	252	5.95%	6	0.14%	16	0.38%	2	0.07%	4234	87.55%
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%
May-12	4836	3333	80.49%	539	13.02%	236	5.70%	0	0.00%	31	0.75%	2	0.05%	4141	85.63%
Jun-12	4680	3110	76.77%	577	14.24%	332	8.20%	0	0.00%	30	0.74%	2	0.05%	4051	86.56%
4TH QUARTER	14,196	9,691	79.33%	1,629	13.34%	798	6.54%	0	0.00%	91	0.74%	7	0.06%	12,276	86.05%
<b>FY '12 TOTAL</b>	<b>57,096</b>	<b>40,962</b>	<b>82.66%</b>	<b>5,672</b>	<b>11.45%</b>	<b>2,760</b>	<b>5.57%</b>	<b>18</b>	<b>0.04%</b>	<b>119</b>	<b>0.24%</b>	<b>26</b>	<b>0.05%</b>	<b>49,557</b>	<b>86.80%</b>
<b>YTD AVG.</b>		<b>111.9</b>		<b>15.5</b>		<b>7.5</b>		<b>0.0</b>		<b>0.3</b>		<b>0.1</b>		<b>135.4</b>	

Avg  
Census  
  
134.0  
  
137.5  
12-MRA Repl.  
135.9  
134.2

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

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10/23/2012 10:08 AM  
AR7400A

	Sep 2012	Aug 2012	Jul 2012	Jun 2012	May 2012	Apr 2012	Mar 2012	Feb 2012	Jan 2012	Dec 2011	Nov 2011	Oct 2011	12 Mos.	Calendar YTD
Total Admits & Readmits (All payer types)	3	10	16	11	12	10	11	5	11	10	9	10	118	89
MCR # Admits & Readmits	2	5	10	9	7	8	8	3	9	8	6	9	84	61
MCR # Discharges from facility	3	5	2	4	2	7	3	1	5	5	2	2	41	32
<b>MCR Discharged LOS</b>	35.7	55.8	36.0	35.5	32.5	22.9	32.7	31.0	43.2	14.0	49.0	21.5	33.7	36.6
MCR # End or A/R Change	2	2	9	5		4	5	5	3	5	3	5	48	35
<b>MCR End or A/R Change LOS</b>	11.5	22.5	41.0	42.0		40.3	41.4	35.6	42.3	52.2	36.3	22.2	37.5	37.7
<b>Total Average MCR LOS</b>	26.0	46.3	40.1	39.1	32.5	29.2	38.1	34.8	42.9	33.1	41.4	22.0	35.8	37.2
<b>Total MCR Days</b>	188	265	339	332	236	230	252	240	273	340	333	294	3322	2355
Rehab RUGs	177	263	328	321	227	223	249	237	271	330	333	290	3249	2296
% of Total MCR Days	94%	99%	97%	97%	96%	97%	99%	99%	99%	97%	100%	99%	98%	98%
Non-Rehab RUGs	11	2	11	11	9	7	3	2	2	10		4	72	58
% of Total MCR Days	6%	1%	3%	3%	4%	3%	1%	1%	1%	3%		1%	2%	2%
Default Days														
% of Total MCR Days														
A ADL (low dependency)	57	89	173	147	71	122	109	120	164	170	150	155	1527	1052
% of Total MCR Days	30%	34%	51%	44%	30%	53%	43%	50%	60%	50%	45%	53%	46%	45%
B ADL (medium dependency)	78	124	109	125	69	44	72	48	64	90	41	44	908	733
% of Total MCR Days	41%	47%	32%	38%	29%	19%	29%	20%	23%	26%	12%	15%	27%	31%
C ADL (high dependency)	53	52	57	60	96	64	71	71	45	80	142	95	886	569
% of Total MCR Days	28%	20%	17%	18%	41%	28%	28%	30%	16%	24%	43%	32%	27%	24%
<b>Medicare Net Revenue</b>	\$ 90,180	\$ 134,783	\$ 160,608	\$ 151,884	\$ 111,050	\$ 105,146	\$ 115,946	\$ 111,723	\$ 123,133	\$ 157,881	\$ 159,233	\$ 146,775	\$ 1,568,342	\$ 1,104,454

D5

Note: This report includes only the selection criteria listed below.  
 Effective Date From 9/1/2012 Thru 9/30/2012  
 Status: All  
 Sort: AR Type

**Summary Admission / Discharge Report**

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

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 10/23/2012 10:31 AM  
 RI6300B

<i>A/R Type</i>	<i>From/To</i>	<i>Admissions</i>	<i>Readmits</i>	<i>Discharges</i>
MCD	EX Expired	0	0	4
	HP Hospital	1	0	0
	<i>MCD Subtotal</i>	1	0	4
MRA	HM Home	0	0	3
	HP Hospital	2	0	0
	<i>MRA Subtotal</i>	2	0	3
PVT	EX Expired	0	0	2
	<i>PVT Subtotal</i>	0	0	2
<i>Total</i>		3	0	9

Note: This report includes only the selection criteria listed below.  
 Effective Date From 7/1/2012 Thru 9/30/2012  
 Status: All  
 Sort: AR Type

**Summary Admission / Discharge Report**  
 Sullivan County Health Care (SC)  
 Admissions (Includes Readmits)

Page 1 of 2  
 10/25/2012 9:00 AM  
 RI6300B

<i>A/R Type</i>	<i>From/To</i>	<i>Admissions</i>	<i>Readmits</i>	<i>Discharges</i>
HCB	HM Home	1	1	2
	<i>HCB Subtotal</i>	<u>1</u>	<u>1</u>	<u>2</u>
INS	HP Hospital	0	1	1
	<i>INS Subtotal</i>	<u>0</u>	<u>1</u>	<u>1</u>
MCD	1 Private home/apartme	1	0	0
	5 Acute care hospital	1	0	0
	AL Assisted Living	2	0	0
	EX Expired	0	0	6
	HM Home	0	1	2
	HP Hospital	1	0	5
	<i>MCD Subtotal</i>	<u>5</u>	<u>1</u>	<u>13</u>
MRA	1 Private home/apartme	0	0	0
	5 Acute care hospital	2	0	0
	EX Expired	0	0	1
	HM Home	0	0	7
	HP Hospital	5	9	1
	NH Nursing Home	1	0	1
	<i>MRA Subtotal</i>	<u>8</u>	<u>9</u>	<u>10</u>
PVT	1 Private home/apartme	0	0	0
	5 Acute care hospital	0	0	0
	AL Assisted Living	1	0	0
	EX Expired	0	0	2
	HP Hospital	0	2	4
	<i>PVT Subtotal</i>	<u>1</u>	<u>2</u>	<u>6</u>
<i>Total</i>		<u>15</u>	<u>14</u>	<u>32</u>

**Month-end Aged Analysis**

Sullivan County Health Care (SC)  
For the Month of Sep, 2012

Type Balance	Sep/	Aug/	Jul/	Jun/	May/	Apr/	Mar/	Feb/	Jan/	Dec/	Nov/	Oct/	Sep/	Balance
<b>Aged Analysis Summary</b>														
HCB		1,122.24	801.60				961.92						1,896.32	4,782.08
INS	24,277.06	26,841.13	33,290.43	25,968.06	26,318.09	17,065.51	19,548.46	9,330.60	10,168.95	1,350.02	3,565.57	5,610.33	19,553.59	222,887.80
MCD	359,063.41	22,046.38	28,667.68	14,211.76	19,863.73	11,504.90	6,053.31	9,495.79	8,803.53	5,003.98	4,593.59	581.52	63,010.63	543,713.03
MCP														
MRA	66,626.20	106,750.05	6,918.15	20,331.27	10,858.37	12,414.59	770.52	44.30	60.07				5,795.76	218,977.76
MRB	38,705.55	31,262.53	2,535.69	3,456.23	6,540.61	3,104.90	225.73	439.42	1,124.12	644.96	2,043.35	1,614.43	11,970.61	103,668.13
MXA	3,710.33	3,595.50	289.40	2,317.48		2,649.50	19.00	19.00	5,472.00	3,350.54	1,415.00	598.00	3,024.24	20,335.51
MXB	3,264.03	3,338.69	200.08	197.34	519.90	114.30	656.33	422.81	155.26	575.72	499.17	19.61	1,269.08	5,512.44
PVT	34,550.00	39,381.50	22,635.33	15,680.00	20,354.99	22,301.50	21,317.68	4,960.48	1,939.48	5,880.00	21,115.52	12,907.55	82,348.66	305,372.69
RES	4,926.50	8,717.37	2,950.85	923.86	117.98	2,282.30	6,583.71	2,609.08	1,979.55	425.62	610.54	1,089.85	2,970.96	17,694.29
PHC													375.00	375.00
HST														
PIN														
HSR														
<b>Totals:</b>	<b>525,270.08</b>	<b>243,055.39</b>	<b>97,889.05</b>	<b>80,843.60</b>	<b>84,573.67</b>	<b>71,208.90</b>	<b>54,786.00</b>	<b>26,437.88</b>	<b>29,702.96</b>	<b>16,379.60</b>	<b>24,655.56</b>	<b>22,421.29</b>	<b>165,344.77</b>	<b>1,442,568.73</b>
	36.41%	16.85%	6.79%	5.60%	5.86%	4.94%	3.80%	1.83%	2.06%	1.14%	1.71%	1.55%	11.46%	100.00%



Nicholas A. Toumpas  
Commissioner

Mary P. Castelli  
Senior Division Director

STATE OF NEW HAMPSHIRE  
DEPARTMENT OF HEALTH AND HUMAN SERVICES  
OFFICE OF OPERATIONS SUPPORT  
BUREAU OF LICENSING & CERTIFICATION

129 PLEASANT STREET, CONCORD, NH 03301-3857  
603-271-9499 1-800-852-3345 Ext. 9499  
FAX: 603-271-8716 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

October 1, 2012

Ted Purdy, Administrator  
Sullivan County Health Care  
5 Nursing Home Drive  
Claremont, NH 03743

CCN 305093

Dear Mr. Purdy:

Based upon your **Health follow-up survey** which was completed on **October 1, 2012**, **Sullivan County Health Care** was found to be in substantial compliance with the requirements for Long Term Care facilities for this survey only.

We appreciate your continued cooperation and look forward to working with you.

Sincerely,

A handwritten signature in black ink that reads "Michael E. Fleming".

Michael E. Fleming, RN  
Bureau Chief-Certification  
Health Facilities Administration

MEF/mmc:LTC2



STATE OF NEW HAMPSHIRE  
DEPARTMENT OF HEALTH AND HUMAN SERVICES  
OFFICE OF OPERATIONS SUPPORT  
BUREAU OF LICENSING & CERTIFICATION

Nicholas A. Toumpas  
Commissioner

Mary P. Castelli  
Senior Division Director

129 PLEASANT STREET, CONCORD, NH 03301-3857  
603-271-9499 1-800-852-3345 Ext. 9499  
FAX: 603-271-8716 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

October 26, 2012

Ted Purdy, Administrator  
Sullivan County Health Care  
5 Nursing Home Drive  
Claremont, NH 03743

CCN 305093

Dear Mr. Purdy:

Based upon your **Life Safety Recertification followup survey**, which was completed on **October 9, 2012**, **Sullivan County Health Care** was found to be in substantial compliance with the requirements for Long Term Care facilities.

**Sullivan County Health Care** is in compliance with the requirements of 42 CFR, Part 483, Sub-Part B for Long Term Care facilities effective **October 9, 2012**.

We appreciate your continued cooperation and look forward to working with you.

Sincerely,

Michael E. Fleming, RN  
Bureau Chief-Certification  
Health Facilities Administration

MEF/mmc:LTC4  
cc: CMS Regional Office  
State Medicaid Agency

**Maintenance and Use Agreement  
Between the Town of Newport and the County of Sullivan**

Whereas, on August XX, 2012, the County of Sullivan bought the property located on the corner of Sunapee Street and North Main Street in Newport (Map 111 Lot 52), known as the Ruger Parking Lot, for the purpose of providing parking to users and employees of their facilities, and

Whereas, the Town formerly leased the property from the previous owner for the purpose of public parking, and

Whereas, the Town wishes to continue to provided public access to this parking area, and

Whereas the Town and the County want to continue to work cooperatively on this area,

Therefore, the Town of Newport and the County of Sullivan hereby enter into the following Maintenance and Use Agreement:

1. The Town agrees to perform maintenance on this area to keep it in safe, usable condition and shall be responsible for all costs associated with said maintenance. Winter maintenance shall be performed within the course of the Town's normal maintenance operations.

Responsibility for any modification or fixtures added to the parking area will be addressed as an amendment to this document.

2. The parking lot will remain open for public parking when spaces are available.
3. The Town and County agree to maintain such insurance as shall protect them from all liability risks
4. This agreement shall remain in force until terminated or modified by the parties. Written Notice of Termination shall be provided 90 days prior to the termination date.
5. If the County elects to transfer this property, the Town of Newport, or its assigns, is hereby granted a right of first refusal for the purchase of the property at an amount of \$104,000.

Signed by:

Date: \_\_\_\_\_

\_\_\_\_\_  
County Administrator, County of Sullivan

Date: \_\_\_\_\_

\_\_\_\_\_  
Town Manager, Town of Newport



## NACo Prescription Drug Discount Card Program

Sullivan County, NH													
MONTH	TOTAL	PLAN PRICED	% OF PLAN PRICED	RETAIL PRICED	% OF RETAIL PRICED	MEMBER COST	AVG MEMBER COST	RETAIL SUBMITTED PRICE	AVG RETAIL SUBMITTED PRICE	PRICE SAVINGS	AVG PRICE SAVINGS	% OF PRICE SAVINGS	TOTAL UTILIZERS
<b>2012</b>													
SEPTEMBER	271	142	52.40%	129	47.60%	\$ 7,297.97	\$ 26.93	\$ 11,252.30	\$ 41.52	\$ 3,954.33	\$ 14.59	35.14%	117
AUGUST	275	143	52.00%	132	48.00%	\$ 8,681.08	\$ 31.57	\$ 13,505.38	\$ 49.11	\$ 4,824.30	\$ 17.54	35.72%	114
JULY	251	126	50.20%	125	49.80%	\$ 7,167.85	\$ 28.56	\$ 11,066.35	\$ 44.09	\$ 3,898.50	\$ 15.53	35.23%	105
JUNE	249	143	57.43%	106	42.57%	\$ 8,593.70	\$ 34.51	\$ 13,156.52	\$ 52.84	\$ 4,562.82	\$ 18.32	34.68%	110
MAY	272	144	52.94%	128	47.06%	\$ 7,898.88	\$ 29.04	\$ 12,163.40	\$ 44.72	\$ 4,264.52	\$ 15.68	35.06%	111
APRIL	272	141	51.84%	131	48.16%	\$ 7,566.98	\$ 27.82	\$ 11,243.80	\$ 41.34	\$ 3,676.82	\$ 13.52	32.70%	117
MARCH	275	136	49.45%	139	50.55%	\$ 9,072.81	\$ 32.99	\$ 12,573.03	\$ 45.72	\$ 3,500.22	\$ 12.73	27.84%	108
FEBRUARY	268	152	56.72%	116	43.28%	\$ 10,947.78	\$ 40.85	\$ 14,834.14	\$ 55.35	\$ 3,886.36	\$ 14.50	26.20%	110
JANUARY	269	149	55.39%	120	44.61%	\$ 9,085.18	\$ 33.77	\$ 12,219.36	\$ 45.43	\$ 3,134.18	\$ 11.65	25.65%	110
<b>2011</b>													
DECEMBER	275	148	53.82%	127	46.18%	\$ 8,303.08	\$ 30.19	\$ 11,626.83	\$ 42.28	\$ 3,323.75	\$ 12.09	28.59%	116
NOVEMBER	330	200	60.61%	130	39.39%	\$ 12,362.94	\$ 37.46	\$ 17,479.79	\$ 52.97	\$ 5,116.85	\$ 15.51	29.27%	116
OCTOBER	280	167	59.64%	113	40.36%	\$ 9,647.37	\$ 34.45	\$ 13,780.34	\$ 49.22	\$ 4,132.97	\$ 14.76	29.99%	114
SEPTEMBER	288	170	59.03%	118	40.97%	\$ 8,984.28	\$ 31.20	\$ 12,400.86	\$ 43.06	\$ 3,416.58	\$ 11.86	27.55%	122
AUGUST	287	183	63.76%	104	36.24%	\$ 10,662.43	\$ 37.15	\$ 14,966.49	\$ 52.15	\$ 4,304.06	\$ 15.00	28.76%	118
JULY	234	158	67.52%	76	32.48%	\$ 9,176.39	\$ 39.22	\$ 13,056.97	\$ 55.80	\$ 3,880.58	\$ 16.58	29.72%	92
JUNE	261	161	61.69%	100	38.31%	\$ 8,316.06	\$ 31.86	\$ 11,993.29	\$ 45.95	\$ 3,677.23	\$ 14.09	30.66%	102
MAY	266	162	60.90%	104	39.10%	\$ 9,523.69	\$ 35.80	\$ 12,987.29	\$ 48.82	\$ 3,463.60	\$ 13.02	26.67%	108
APRIL	247	154	62.35%	93	37.65%	\$ 8,227.54	\$ 33.31	\$ 11,713.07	\$ 47.42	\$ 3,485.53	\$ 14.11	29.76%	108
MARCH	284	176	61.97%	108	38.03%	\$ 9,667.39	\$ 34.04	\$ 13,635.86	\$ 48.01	\$ 3,968.47	\$ 13.97	29.10%	106
FEBRUARY	258	163	63.18%	95	36.82%	\$ 9,126.26	\$ 35.37	\$ 12,941.23	\$ 50.16	\$ 3,814.97	\$ 14.79	29.48%	103
JANUARY	279	166	59.50%	113	40.50%	\$ 10,443.90	\$ 37.43	\$ 14,791.84	\$ 53.02	\$ 4,347.94	\$ 15.58	29.39%	112
<b>2010</b>													
DECEMBER	293	192	65.53%	101	34.47%	\$ 9,661.57	\$ 32.97	\$ 13,635.44	\$ 46.54	\$ 3,973.87	\$ 13.56	29.14%	110
NOVEMBER	284	177	62.32%	107	37.68%	\$ 9,432.51	\$ 33.21	\$ 13,039.30	\$ 45.91	\$ 3,606.79	\$ 12.70	27.66%	118

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OCTOBER	276	158	57.25%	118	42.75%	\$ 8,378.02	\$ 30.36	\$ 11,815.69	\$ 42.81	\$ 3,437.67	\$ 12.46	29.09%	116
SEPTEMBER	306	196	64.05%	110	35.95%	\$ 9,836.60	\$ 32.15	\$ 13,472.03	\$ 44.03	\$ 3,635.43	\$ 11.88	26.99%	111
AUGUST	330	200	60.61%	130	39.39%	\$ 10,267.71	\$ 31.11	\$ 14,048.84	\$ 42.57	\$ 3,781.13	\$ 11.46	26.91%	113
JULY	347	216	62.25%	131	37.75%	\$ 12,859.92	\$ 37.06	\$ 17,076.57	\$ 49.21	\$ 4,216.65	\$ 12.15	24.69%	115
JUNE	380	237	62.37%	143	37.63%	\$ 13,067.84	\$ 34.39	\$ 18,146.23	\$ 47.75	\$ 5,078.39	\$ 13.36	27.99%	126
MAY	351	210	59.83%	141	40.17%	\$ 13,706.79	\$ 39.05	\$ 18,440.76	\$ 52.54	\$ 4,733.97	\$ 13.49	25.67%	118
APRIL	368	220	59.78%	148	40.22%	\$ 11,741.33	\$ 31.91	\$ 16,003.35	\$ 43.49	\$ 4,262.02	\$ 11.58	26.63%	130
MARCH	384	232	60.42%	152	39.58%	\$ 12,776.10	\$ 33.27	\$ 17,257.25	\$ 44.94	\$ 4,481.15	\$ 11.67	25.97%	116
FEBRUARY	357	229	64.15%	128	35.85%	\$ 12,497.35	\$ 35.01	\$ 17,214.78	\$ 48.22	\$ 4,717.43	\$ 13.21	27.40%	119
JANUARY	432	281	65.05%	151	34.95%	\$ 15,693.73	\$ 36.33	\$ 21,162.51	\$ 48.99	\$ 5,468.78	\$ 12.66	25.84%	138
<b>2009</b>													
DECEMBER	428	275	64.25%	153	35.75%	\$ 14,526.23	\$ 33.94	\$ 20,117.70	\$ 47.00	\$ 5,591.47	\$ 13.06	27.79%	140
NOVEMBER	409	241	58.92%	168	41.08%	\$ 12,729.77	\$ 31.12	\$ 17,447.75	\$ 42.66	\$ 4,717.98	\$ 11.54	27.04%	142
OCTOBER	428	279	65.19%	149	34.81%	\$ 15,594.55	\$ 36.44	\$ 21,196.86	\$ 49.53	\$ 5,602.31	\$ 13.09	26.43%	147
SEPTEMBER	454	327	72.03%	127	27.97%	\$ 16,616.58	\$ 36.60	\$ 23,481.18	\$ 51.72	\$ 6,864.60	\$ 15.12	29.23%	148
AUGUST	413	298	72.15%	115	27.85%	\$ 18,123.90	\$ 43.88	\$ 24,972.85	\$ 60.47	\$ 6,848.95	\$ 16.58	27.43%	138
JULY	471	328	69.64%	143	30.36%	\$ 17,304.18	\$ 36.74	\$ 23,935.07	\$ 50.82	\$ 6,630.89	\$ 14.08	27.70%	148
JUNE	457	314	68.71%	143	31.29%	\$ 17,402.26	\$ 38.08	\$ 24,139.57	\$ 52.82	\$ 6,737.31	\$ 14.74	27.91%	147
MAY	441	302	68.48%	139	31.52%	\$ 15,456.25	\$ 35.05	\$ 21,219.33	\$ 48.12	\$ 5,763.08	\$ 13.07	27.16%	142
APRIL	508	357	70.28%	151	29.72%	\$ 18,716.43	\$ 36.84	\$ 25,923.76	\$ 51.03	\$ 7,207.33	\$ 14.19	27.80%	158
MARCH	435	316	72.64%	119	27.36%	\$ 16,434.71	\$ 37.78	\$ 22,913.49	\$ 52.67	\$ 6,478.78	\$ 14.89	28.27%	151
FEBRUARY	388	269	69.33%	119	30.67%	\$ 16,183.27	\$ 41.71	\$ 21,967.68	\$ 56.62	\$ 5,784.41	\$ 14.91	26.33%	137
JANUARY	436	304	69.72%	132	30.28%	\$ 15,845.21	\$ 36.34	\$ 22,279.47	\$ 51.10	\$ 6,434.26	\$ 14.76	28.88%	147
<b>2008</b>													
DECEMBER	497	358	72.03%	139	27.97%	\$ 17,789.07	\$ 35.79	\$ 24,812.74	\$ 49.93	\$ 7,023.67	\$ 14.13	28.31%	158
NOVEMBER	464	324	69.83%	140	30.17%	\$ 17,645.58	\$ 38.03	\$ 23,807.10	\$ 51.31	\$ 6,161.52	\$ 13.28	25.88%	154
OCTOBER	563	390	69.27%	173	30.73%	\$ 18,480.06	\$ 32.82	\$ 25,271.64	\$ 44.89	\$ 6,791.58	\$ 12.06	26.87%	162
SEPTEMBER	557	396	71.10%	161	28.90%	\$ 20,282.28	\$ 36.41	\$ 27,676.30	\$ 49.69	\$ 7,394.02	\$ 13.27	26.72%	180
AUGUST	533	369	69.23%	164	30.77%	\$ 18,209.31	\$ 34.16	\$ 24,593.36	\$ 46.14	\$ 6,384.05	\$ 11.98	25.96%	193
JULY	504	355	70.44%	149	29.56%	\$ 18,692.25	\$ 37.09	\$ 25,386.30	\$ 50.37	\$ 6,694.05	\$ 13.28	26.37%	165
JUNE	501	356	71.06%	145	28.94%	\$ 20,870.19	\$ 41.66	\$ 27,813.32	\$ 55.52	\$ 6,943.13	\$ 13.86	24.96%	159
MAY	500	363	72.60%	137	27.40%	\$ 19,645.48	\$ 39.29	\$ 26,639.20	\$ 53.28	\$ 6,993.72	\$ 13.99	26.25%	169
APRIL	520	358	68.85%	162	31.15%	\$ 17,318.97	\$ 33.31	\$ 23,494.83	\$ 45.18	\$ 6,175.86	\$ 11.88	26.29%	181
MARCH	520	377	72.50%	143	27.50%	\$ 16,906.04	\$ 32.51	\$ 22,455.21	\$ 43.18	\$ 5,549.17	\$ 10.67	24.71%	164
FEBRUARY	445	316	71.01%	129	28.99%	\$ 14,214.87	\$ 31.94	\$ 19,062.27	\$ 42.84	\$ 4,847.40	\$ 10.89	25.43%	152
JANUARY	464	315	67.89%	149	32.11%	\$ 15,293.92	\$ 32.96	\$ 20,136.29	\$ 43.40	\$ 4,842.37	\$ 10.44	24.05%	157
<b>2007</b>													
DECEMBER	431	306	71.00%	125	29.00%	\$ 13,969.96	\$ 32.41	\$ 18,535.95	\$ 43.01	\$ 4,565.99	\$ 10.59	24.63%	152
NOVEMBER	450	317	70.44%	133	29.56%	\$ 15,219.33	\$ 33.82	\$ 20,274.99	\$ 45.06	\$ 5,055.66	\$ 11.23	24.94%	154
OCTOBER	438	310	70.78%	128	29.22%	\$ 14,641.06	\$ 33.43	\$ 19,507.69	\$ 44.54	\$ 4,866.63	\$ 11.11	24.95%	160

	401	297	74.06%	104	25.94%	\$ 13,826.52	\$ 34.48	\$ 18,357.61	\$ 45.78	\$ 4,531.09	\$ 11.30	24.68%	140
AUGUST	392	297	75.77%	95	24.23%	\$ 12,245.97	\$ 31.24	\$ 16,695.11	\$ 42.59	\$ 4,449.14	\$ 11.35	26.65%	132
JULY	424	312	73.58%	112	26.42%	\$ 12,978.21	\$ 30.61	\$ 17,172.16	\$ 40.50	\$ 4,193.95	\$ 9.89	24.42%	145
JUNE	426	337	79.11%	89	20.89%	\$ 14,314.93	\$ 33.60	\$ 18,413.62	\$ 43.22	\$ 4,098.69	\$ 9.62	22.26%	145
MAY	430	318	73.95%	112	26.05%	\$ 13,059.40	\$ 30.37	\$ 17,092.03	\$ 39.75	\$ 4,032.63	\$ 9.38	23.59%	143
APRIL	407	329	80.84%	78	19.16%	\$ 14,892.24	\$ 36.59	\$ 19,410.27	\$ 47.69	\$ 4,518.03	\$ 11.10	23.28%	151
MARCH	443	355	80.14%	88	19.86%	\$ 14,660.89	\$ 33.09	\$ 18,836.77	\$ 42.52	\$ 4,175.88	\$ 9.43	22.17%	157
FEBRUARY	375	293	78.13%	82	21.87%	\$ 12,063.42	\$ 32.17	\$ 15,436.27	\$ 41.16	\$ 3,372.85	\$ 8.99	21.85%	145
JANUARY	454	365	80.40%	89	19.60%	\$ 15,848.50	\$ 34.91	\$ 20,581.87	\$ 45.33	\$ 4,733.37	\$ 10.43	23.00%	154
<b>2006</b>													
DECEMBER	370	309	83.51%	61	16.49%	\$ 13,065.67	\$ 35.31	\$ 16,623.48	\$ 44.93	\$ 3,557.81	\$ 9.62	21.40%	142
NOVEMBER	373	313	83.91%	60	16.09%	\$ 13,514.15	\$ 36.23	\$ 17,560.10	\$ 47.08	\$ 4,045.95	\$ 10.85	23.04%	151
OCTOBER	351	307	87.46%	44	12.54%	\$ 13,097.12	\$ 37.31	\$ 16,529.26	\$ 47.09	\$ 3,432.14	\$ 9.78	20.76%	129
SEPTEMBER	238	211	88.66%	27	11.34%	\$ 7,741.42	\$ 32.53	\$ 10,047.91	\$ 42.22	\$ 2,306.49	\$ 9.69	22.95%	111
AUGUST	280	258	92.14%	22	7.86%	\$ 8,153.70	\$ 29.12	\$ 11,014.74	\$ 39.34	\$ 2,861.04	\$ 10.22	25.97%	106
JULY	230	206	89.57%	24	10.43%	\$ 7,476.67	\$ 32.51	\$ 9,866.31	\$ 42.90	\$ 2,389.64	\$ 10.39	24.22%	91
JUNE	246	223	90.65%	23	9.35%	\$ 8,549.66	\$ 34.75	\$ 11,157.94	\$ 45.36	\$ 2,608.28	\$ 10.60	23.38%	92
MAY	176	163	92.61%	13	7.39%	\$ 6,384.88	\$ 36.28	\$ 8,259.87	\$ 46.93	\$ 1,874.99	\$ 10.65	22.70%	72
APRIL	14	14	100.00%	0	0.00%	\$ 551.91	\$ 39.42	\$ 695.07	\$ 49.65	\$ 143.16	\$ 10.23	20.60%	8
<b>TOTALS:</b>	<b>28,484</b>	<b>19,559</b>	<b>68.67%</b>	<b>8,925</b>	<b>31.33%</b>			<b>\$ 1,347,513.18</b>	<b>\$ 47.31</b>	<b>\$ 360,303.18</b>	<b>\$ 12.65</b>	<b>26.74%</b>	<b>10,168.00</b>

Column Headers from left to right:

1. Total Rx's: This is the total number of Rx's that were adjudicated or attempted to adjudicate through the use of the card (the explanation of the next couple of headers will help explain the necessity of this column).
2. Plan Priced Rx's: Caremark tracks all attempts to use the cards including when the pharmacy offers a lower price than the card can give. This is usually when the pharmacy sells a drug at cost or below cost to create foot traffic for the pharmacy or under a special purchase arrangement. This is the amount of Rx's that the card gave the best price vs. the pharmacy.
3. % Plan Priced Rx's: What percentage of the total attempted Rx's adjudicated via best price with the card.
4. Retail Priced Rx's: How many prescriptions where the pharmacy had a lower price.
5. % Retail Priced Rx's: Percentage of Rx's where the pharmacy had a lower price.
6. Total Drug Cost: All prescriptions totaled together at their card discount prices.
7. Average Drug Cost: Average Drug Cost per Rx at the card discounted price.
8. Retail Submitted Price: What the price would have been if the prescriptions weren't filled with the card.
9. Average Retail Submitted Price: Average Per Prescription price if the card wasn't presented at a discount.
10. Price Savings: Total dollar savings for all Rx's filled with the card.
11. Average Price Savings: Average price savings per prescription.
12. % Price Savings: Percentage price savings per prescription.
13. Total Utilizers: This is the total amount of people who represent the total amount of prescriptions *i.e.* some people fill multiple prescriptions. This gives you an indication of how many residents you are helping.

04

As always, if you have questions, don't hesitate to contact me. Thank you for being a member county, borough or parish and participating in this member program.

Andrew Goldschmidt  
Director, Membership/Marketing  
NACo--National Association of Counties

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Comparison to other NH counties

## NACo Prescription Drug Discount Card Program

SEPTEMBER, 2012													
STATE - COUNTY	TOTAL	PLAN PRICED	% OF PLAN PRICED	RETAIL PRICED	% OF RETAIL PRICED	MEMBER COST	AVERAGE MEMBER COST	RETAIL SUBMITTED PRICE	AVERAGE RETAIL SUBMITTED PRICE	PRICE SAVINGS	AVERAGE PRICE SAVINGS	% OF PRICE SAVINGS	TOTAL UTILIZERS
AK - Denali Borough	5	3	60.00%	2	40.00%	\$ 452.93	\$ 90.59	\$ 527.09	\$ 105.42	\$ 74.16	\$ 14.83	14.07%	3
AK - Fairbanks North Star Borough	180	95	52.78%	85	47.22%	\$ 8,409.63	\$ 46.72	\$ 11,249.61	\$ 62.50	\$ 2,839.98	\$ 15.78	25.25%	79
AK - Kenai Peninsula Borough	453	336	74.17%	117	25.83%	\$ 19,592.61	\$ 43.25	\$ 27,488.07	\$ 60.68	\$ 7,895.46	\$ 17.43	28.72%	208
AK - Matanuska-Susitna Borough	80	50	62.50%	30	37.50%	\$ 4,025.66	\$ 50.32	\$ 5,943.41	\$ 74.29	\$ 1,917.75	\$ 23.97	32.27%	26
AL - Baldwin County	80	31	38.75%	49	61.25%	\$ 2,354.50	\$ 29.43	\$ 2,897.15	\$ 36.21	\$ 542.65	\$ 6.78	18.73%	40
AL - Barbour County	6	1	16.67%	5	83.33%	\$ 200.57	\$ 33.43	\$ 204.94	\$ 34.16	\$ 4.37	\$ 0.73	2.13%	2
AL - Bibb County	69	25	36.23%	44	63.77%	\$ 1,472.15	\$ 21.34	\$ 2,324.98	\$ 33.70	\$ 852.83	\$ 12.36	36.68%	20
AL - Blount County	352	214	60.80%	138	39.20%	\$ 8,521.83	\$ 24.21	\$ 14,206.05	\$ 40.36	\$ 5,684.22	\$ 16.15	40.01%	157
AL - Calhoun County	68	46	67.65%	22	32.35%	\$ 1,442.64	\$ 21.22	\$ 2,813.95	\$ 41.38	\$ 1,371.31	\$ 20.17	48.73%	15
AL - Choctaw County	4	3	75.00%	1	25.00%	\$ 102.21	\$ 25.55	\$ 159.41	\$ 39.85	\$ 57.20	\$ 14.30	35.88%	3
AL - Clarke County	78	33	42.31%	45	57.69%	\$ 2,420.76	\$ 31.04	\$ 2,892.75	\$ 37.09	\$ 471.99	\$ 6.05	16.32%	38
AL - Conecuh County	3	1	33.33%	2	66.67%	\$ 65.69	\$ 21.90	\$ 75.07	\$ 25.02	\$ 9.38	\$ 3.13	12.50%	1
AL - Cullman County	17	9	52.94%	8	47.06%	\$ 329.47	\$ 19.38	\$ 634.95	\$ 37.35	\$ 305.48	\$ 17.97	48.11%	11
AL - Etowah County	164	72	43.90%	92	56.10%	\$ 3,835.68	\$ 23.39	\$ 5,024.59	\$ 30.64	\$ 1,188.91	\$ 7.25	23.66%	71
AL - Greene County	2	0	0.00%	2	100.00%	\$ 35.96	\$ 17.98	\$ 35.96	\$ 17.98	\$ 0.00	\$ 0.00	0.00%	1
AL - Lauderdale County	38	18	47.37%	20	52.63%	\$ 1,205.19	\$ 31.72	\$ 1,490.49	\$ 39.22	\$ 285.30	\$ 7.51	19.14%	10
AL - Lee County	24	12	50.00%	12	50.00%	\$ 503.01	\$ 20.96	\$ 823.10	\$ 34.30	\$ 320.09	\$ 13.34	38.89%	12
AL - Madison County	136	56	41.18%	80	58.82%	\$ 3,492.21	\$ 25.68	\$ 4,371.99	\$ 32.15	\$ 879.78	\$ 6.47	20.12%	59
AL - Monroe County	4	1	25.00%	3	75.00%	\$ 56.41	\$ 14.10	\$ 124.97	\$ 31.24	\$ 68.56	\$ 17.14	54.86%	3
AL - Morgan County	21	5	23.81%	16	76.19%	\$ 335.93	\$ 16.00	\$ 454.79	\$ 21.66	\$ 118.86	\$ 5.66	26.14%	6
AL - Perry County	6	4	66.67%	2	33.33%	\$ 143.89	\$ 23.98	\$ 185.25	\$ 30.88	\$ 41.36	\$ 6.89	22.33%	3
AL - Pike County	11	4	36.36%	7	63.64%	\$ 263.87	\$ 23.99	\$ 329.99	\$ 30.00	\$ 66.12	\$ 6.01	20.04%	5
AL - Russell County	44	15	34.09%	29	65.91%	\$ 951.81	\$ 21.63	\$ 1,284.35	\$ 29.19	\$ 332.54	\$ 7.56	25.89%	12
AL - St. Clair County	85	21	24.71%	64	75.29%	\$ 1,725.59	\$ 20.30	\$ 1,990.67	\$ 23.42	\$ 265.08	\$ 3.12	13.32%	30
AL - Sumter County	9	5	55.56%	4	44.44%	\$ 576.58	\$ 64.06	\$ 752.45	\$ 83.61	\$ 175.87	\$ 19.54	23.37%	6
AL - Talladega County	13	5	38.46%	8	61.54%	\$ 232.00	\$ 17.85	\$ 345.63	\$ 26.59	\$ 113.63	\$ 8.74	32.88%	8
AL - Tallapoosa County	2	2	100.00%	0	0.00%	\$ 28.93	\$ 14.47	\$ 65.98	\$ 32.99	\$ 37.05	\$ 18.53	56.15%	1
AL - Tuscaloosa County	444	286	64.41%	158	35.59%	\$ 14,002.90	\$ 31.54	\$ 20,137.73	\$ 45.36	\$ 6,134.83	\$ 13.82	30.46%	202

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ND - Walsh County	5	5	100.00%	0	0.00%	\$ 249.62	\$ 49.92	\$ 371.75	\$ 74.35	\$ 122.13	\$ 24.43	32.85%	2
NE - Adams County	45	22	48.89%	23	51.11%	\$ 1,720.53	\$ 38.23	\$ 1,950.47	\$ 43.34	\$ 229.94	\$ 5.11	11.79%	20
NE - Banner County	1	0	0.00%	1	100.00%	\$ 29.72	\$ 29.72	\$ 29.72	\$ 29.72	\$ 0.00	\$ 0.00	0.00%	1
NE - Buffalo County	178	90	50.56%	88	49.44%	\$ 5,127.07	\$ 28.80	\$ 7,081.72	\$ 39.78	\$ 1,954.65	\$ 10.98	27.60%	64
NE - Butler County	3	3	100.00%	0	0.00%	\$ 214.53	\$ 71.51	\$ 374.07	\$ 124.69	\$ 159.54	\$ 53.18	42.65%	1
NE - Cass County	42	33	78.57%	9	21.43%	\$ 4,494.76	\$ 107.02	\$ 5,663.02	\$ 134.83	\$ 1,168.26	\$ 27.82	20.63%	9
NE - Cherry County	15	13	86.67%	2	13.33%	\$ 791.46	\$ 52.76	\$ 1,261.84	\$ 84.12	\$ 470.38	\$ 31.36	37.28%	5
NE - Clay County	5	1	20.00%	4	80.00%	\$ 129.20	\$ 25.84	\$ 148.72	\$ 29.74	\$ 19.52	\$ 3.90	13.13%	2
NE - Colfax County	4	0	0.00%	4	100.00%	\$ 44.00	\$ 11.00	\$ 44.00	\$ 11.00	\$ 0.00	\$ 0.00	0.00%	3
NE - Custer County	1	0	0.00%	1	100.00%	\$ 11.15	\$ 11.15	\$ 11.15	\$ 11.15	\$ 0.00	\$ 0.00	0.00%	1
NE - Douglas County	2,223	1,152	51.82%	1,071	48.18%	\$ 65,714.76	\$ 29.56	\$ 87,199.00	\$ 39.23	\$ 21,484.24	\$ 9.66	24.64%	921
NE - Fillmore County	7	4	57.14%	3	42.86%	\$ 110.04	\$ 15.72	\$ 124.28	\$ 17.75	\$ 14.24	\$ 2.03	11.46%	3
NE - Franklin County	1	0	0.00%	1	100.00%	\$ 45.54	\$ 45.54	\$ 45.54	\$ 45.54	\$ 0.00	\$ 0.00	0.00%	1
NE - Frontier County	4	1	25.00%	3	75.00%	\$ 65.95	\$ 16.49	\$ 68.75	\$ 17.19	\$ 2.80	\$ 0.70	4.07%	2
NE - Hall County	74	36	48.65%	38	51.35%	\$ 2,452.67	\$ 33.14	\$ 3,098.86	\$ 41.88	\$ 646.19	\$ 8.73	20.85%	25
NE - Hamilton County	6	4	66.67%	2	33.33%	\$ 160.93	\$ 26.82	\$ 494.57	\$ 82.43	\$ 333.64	\$ 55.61	67.46%	3
NE - Hayes County	3	2	66.67%	1	33.33%	\$ 168.11	\$ 56.04	\$ 180.07	\$ 60.02	\$ 11.96	\$ 3.99	6.64%	2
NE - Howard County	6	1	16.67%	5	83.33%	\$ 140.26	\$ 23.38	\$ 155.22	\$ 25.87	\$ 14.96	\$ 2.49	9.64%	5
NE - Jefferson County	62	18	29.03%	44	70.97%	\$ 1,294.34	\$ 20.88	\$ 1,546.21	\$ 24.94	\$ 251.87	\$ 4.06	16.29%	22
NE - Keith County	9	5	55.56%	4	44.44%	\$ 197.84	\$ 21.98	\$ 222.16	\$ 24.68	\$ 24.32	\$ 2.70	10.95%	7
NE - Knox County	37	23	62.16%	14	37.84%	\$ 808.72	\$ 21.86	\$ 1,139.23	\$ 30.79	\$ 330.51	\$ 8.93	29.01%	15
NE - Lincoln County	34	25	73.53%	9	26.47%	\$ 1,358.28	\$ 39.95	\$ 1,957.83	\$ 57.58	\$ 599.55	\$ 17.63	30.62%	19
NE - Madison County	70	15	21.43%	55	78.57%	\$ 1,908.72	\$ 27.27	\$ 2,075.10	\$ 29.64	\$ 166.38	\$ 2.38	8.02%	26
NE - Nance County	6	3	50.00%	3	50.00%	\$ 109.33	\$ 18.22	\$ 178.92	\$ 29.82	\$ 69.59	\$ 11.60	38.89%	5
NE - Red Willow County	18	2	11.11%	16	88.89%	\$ 483.52	\$ 26.86	\$ 490.63	\$ 27.26	\$ 7.11	\$ 0.40	1.45%	9
NE - Rock County	4	4	100.00%	0	0.00%	\$ 328.42	\$ 82.11	\$ 518.47	\$ 129.62	\$ 190.05	\$ 47.51	36.66%	2
NE - Saline County	5	3	60.00%	2	40.00%	\$ 115.01	\$ 23.00	\$ 198.89	\$ 39.78	\$ 83.88	\$ 16.78	42.17%	4
NE - Sarpy County	45	24	53.33%	21	46.67%	\$ 1,609.28	\$ 35.76	\$ 2,182.39	\$ 48.50	\$ 573.11	\$ 12.74	26.26%	16
NE - Saunders County	2	1	50.00%	1	50.00%	\$ 74.12	\$ 37.06	\$ 74.84	\$ 37.42	\$ 0.72	\$ 0.36	0.96%	1
NE - Seward County	142	44	30.99%	98	69.01%	\$ 2,667.19	\$ 18.78	\$ 3,140.46	\$ 22.12	\$ 473.27	\$ 3.33	15.07%	73
NE - Sherman County	7	4	57.14%	3	42.86%	\$ 73.61	\$ 10.52	\$ 86.91	\$ 12.42	\$ 13.30	\$ 1.90	15.30%	5
NE - Stanton County	7	2	28.57%	5	71.43%	\$ 302.97	\$ 43.28	\$ 401.55	\$ 57.36	\$ 98.58	\$ 14.08	24.55%	2
NE - Thayer County	256	171	66.80%	85	33.20%	\$ 7,183.98	\$ 28.06	\$ 9,380.12	\$ 36.64	\$ 2,196.14	\$ 8.58	23.41%	120
NE - Thurston County	5	3	60.00%	2	40.00%	\$ 331.46	\$ 66.29	\$ 372.98	\$ 74.60	\$ 41.52	\$ 8.30	11.13%	5
NE - Washington County	11	9	81.82%	2	18.18%	\$ 311.41	\$ 28.31	\$ 489.19	\$ 44.47	\$ 177.78	\$ 16.16	36.34%	4
NE - Wayne County	2	2	100.00%	0	0.00%	\$ 27.91	\$ 13.96	\$ 40.98	\$ 20.49	\$ 13.07	\$ 6.54	31.89%	1
NE - York County	14	9	64.29%	5	35.71%	\$ 691.29	\$ 49.38	\$ 845.37	\$ 60.38	\$ 154.08	\$ 11.01	18.23%	4
NH - Belknap County	414	220	53.14%	194	46.86%	\$ 13,186.22	\$ 31.85	\$ 18,289.17	\$ 44.18	\$ 5,102.95	\$ 12.33	27.90%	181
NH - Carroll County	200	122	61.00%	78	39.00%	\$ 7,052.68	\$ 35.26	\$ 10,154.43	\$ 50.77	\$ 3,101.75	\$ 15.51	30.55%	86
NH - Cheshire County	568	377	66.37%	191	33.63%	\$ 18,538.19	\$ 32.64	\$ 26,101.72	\$ 45.95	\$ 7,563.53	\$ 13.32	28.98%	298
NH - Coos County	364	254	69.78%	110	30.22%	\$ 14,808.92	\$ 40.68	\$ 23,820.43	\$ 65.44	\$ 9,011.51	\$ 24.76	37.83%	224
NH - Grafton County	385	212	55.06%	173	44.94%	\$ 13,411.61	\$ 34.84	\$ 20,135.93	\$ 52.30	\$ 6,724.32	\$ 17.47	33.39%	145
NH - Hillsborough County	141	84	59.57%	57	40.43%	\$ 5,529.39	\$ 39.22	\$ 7,924.16	\$ 56.20	\$ 2,394.77	\$ 16.98	30.22%	77

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	79	42	53.16%	37	46.84%	\$ 2,664.09	\$ 33.72	\$ 3,508.82	\$ 44.42	\$ 844.73	\$ 10.69	24.07%	44
NH - Rockingham County	319	189	59.25%	130	40.75%	\$ 8,898.32	\$ 27.89	\$ 13,448.08	\$ 42.16	\$ 4,549.76	\$ 14.26	33.83%	108
NH - Strafford County	62	28	45.16%	34	54.84%	\$ 1,950.78	\$ 31.46	\$ 2,592.87	\$ 41.82	\$ 642.09	\$ 10.36	24.76%	27
NH - Sullivan County	271	142	52.40%	129	47.60%	\$ 7,297.97	\$ 26.93	\$ 11,252.30	\$ 41.52	\$ 3,954.33	\$ 14.59	35.14%	117
NJ - Atlantic County	242	112	46.28%	130	53.72%	\$ 7,264.04	\$ 30.02	\$ 10,581.69	\$ 43.73	\$ 3,317.65	\$ 13.71	31.35%	111
NJ - Cumberland County	1,147	639	55.71%	508	44.29%	\$ 39,366.75	\$ 34.32	\$ 54,551.30	\$ 47.56	\$ 15,184.55	\$ 13.24	27.84%	547
NM - Bernalillo County	264	79	29.92%	185	70.08%	\$ 5,022.45	\$ 19.02	\$ 6,301.67	\$ 23.87	\$ 1,279.22	\$ 4.85	20.30%	122
NM - Catron County	12	5	41.67%	7	58.33%	\$ 331.85	\$ 27.65	\$ 525.23	\$ 43.77	\$ 193.38	\$ 16.11	36.82%	8
NM - Colfax County	25	24	96.00%	1	4.00%	\$ 449.44	\$ 17.98	\$ 1,220.80	\$ 48.83	\$ 771.36	\$ 30.85	63.18%	12
NM - Dona Ana County	893	432	48.38%	461	51.62%	\$ 23,634.51	\$ 26.47	\$ 32,271.71	\$ 36.14	\$ 8,637.20	\$ 9.67	26.76%	510
NM - Hidalgo County	2	0	0.00%	2	100.00%	\$ 14.00	\$ 7.00	\$ 14.00	\$ 7.00	\$ 0.00	\$ 0.00	0.00%	1
NM - McKinley County	164	57	34.76%	107	65.24%	\$ 4,400.28	\$ 26.83	\$ 5,189.99	\$ 31.65	\$ 789.71	\$ 4.82	15.22%	72
NM - Otero County	25	11	44.00%	14	56.00%	\$ 1,051.53	\$ 42.06	\$ 1,326.52	\$ 53.06	\$ 274.99	\$ 11.00	20.73%	17
NM - Rio Arriba County	4	3	75.00%	1	25.00%	\$ 289.28	\$ 72.32	\$ 424.81	\$ 106.20	\$ 135.53	\$ 33.88	31.90%	3
NM - Roosevelt County	18	2	11.11%	16	88.89%	\$ 206.30	\$ 11.46	\$ 238.78	\$ 13.27	\$ 32.48	\$ 1.80	13.60%	6
NM - San Juan County	322	106	32.92%	216	67.08%	\$ 10,360.96	\$ 32.18	\$ 12,086.47	\$ 37.54	\$ 1,725.51	\$ 5.36	14.28%	145
NM - San Miguel County	18	13	72.22%	5	27.78%	\$ 467.37	\$ 25.97	\$ 805.07	\$ 44.73	\$ 337.70	\$ 18.76	41.95%	6
NM - Sierra County	83	38	45.78%	45	54.22%	\$ 2,678.10	\$ 32.27	\$ 3,119.46	\$ 37.58	\$ 441.36	\$ 5.32	14.15%	16
NM - Taos County	24	10	41.67%	14	58.33%	\$ 1,386.43	\$ 57.77	\$ 1,578.07	\$ 65.75	\$ 191.64	\$ 7.99	12.14%	15
NM - Torrance County	4	1	25.00%	3	75.00%	\$ 64.33	\$ 16.08	\$ 73.00	\$ 18.25	\$ 8.67	\$ 2.17	11.88%	4
NV - Carson City	12	6	50.00%	6	50.00%	\$ 349.92	\$ 29.16	\$ 441.75	\$ 36.81	\$ 91.83	\$ 7.65	20.79%	6
NV - Churchill County	352	141	40.06%	211	59.94%	\$ 9,221.86	\$ 26.20	\$ 11,968.17	\$ 34.00	\$ 2,746.31	\$ 7.80	22.95%	115
NV - Douglas County	344	143	41.57%	201	58.43%	\$ 10,898.67	\$ 31.68	\$ 14,180.23	\$ 41.22	\$ 3,281.56	\$ 9.54	23.14%	135
NV - Elko County	196	61	31.12%	135	68.88%	\$ 5,058.57	\$ 25.81	\$ 6,142.55	\$ 31.34	\$ 1,083.98	\$ 5.53	17.65%	71
NV - Esmeralda County	24	13	54.17%	11	45.83%	\$ 366.07	\$ 15.25	\$ 600.89	\$ 25.04	\$ 234.82	\$ 9.78	39.08%	1
NV - Eureka County	6	6	100.00%	0	0.00%	\$ 310.32	\$ 51.72	\$ 385.48	\$ 64.25	\$ 75.16	\$ 12.53	19.50%	3
NV - Humboldt County	127	51	40.16%	76	59.84%	\$ 4,757.46	\$ 37.46	\$ 5,904.49	\$ 46.49	\$ 1,147.03	\$ 9.03	19.43%	47
NV - Lyon County	426	145	34.04%	281	65.96%	\$ 10,237.38	\$ 24.03	\$ 12,842.57	\$ 30.15	\$ 2,605.19	\$ 6.12	20.29%	156
NV - Mineral County	31	19	61.29%	12	38.71%	\$ 661.37	\$ 21.33	\$ 822.24	\$ 26.52	\$ 160.87	\$ 5.19	19.56%	14
NV - Nye County	1,274	763	59.89%	511	40.11%	\$ 42,324.14	\$ 33.22	\$ 63,789.97	\$ 50.07	\$ 21,465.83	\$ 16.85	33.65%	398
NV - Storey County	4	3	75.00%	1	25.00%	\$ 143.63	\$ 35.91	\$ 178.93	\$ 44.73	\$ 35.30	\$ 8.83	19.73%	3
NV - Washoe County	155	98	63.23%	57	36.77%	\$ 5,742.87	\$ 37.05	\$ 8,174.55	\$ 52.74	\$ 2,431.68	\$ 15.69	29.75%	79
NY - Cattaraugus County	76	62	81.58%	14	18.42%	\$ 3,224.70	\$ 42.43	\$ 4,968.60	\$ 65.38	\$ 1,743.90	\$ 22.95	35.10%	36
NY - Dutchess County	931	603	64.77%	328	35.23%	\$ 35,425.35	\$ 38.05	\$ 51,953.77	\$ 55.80	\$ 16,528.42	\$ 17.75	31.81%	484
NY - Essex County	16	10	62.50%	6	37.50%	\$ 192.07	\$ 12.00	\$ 457.95	\$ 28.62	\$ 265.88	\$ 16.62	58.06%	7
NY - Hamilton County	11	9	81.82%	2	18.18%	\$ 229.75	\$ 20.89	\$ 339.71	\$ 30.88	\$ 109.96	\$ 10.00	32.37%	3
OH - Athens County	135	53	39.26%	82	60.74%	\$ 3,447.93	\$ 25.54	\$ 4,979.78	\$ 36.89	\$ 1,531.85	\$ 11.35	30.76%	70
OH - Belmont County	126	54	42.86%	72	57.14%	\$ 4,235.59	\$ 33.62	\$ 5,688.61	\$ 45.15	\$ 1,453.02	\$ 11.53	25.54%	19
OH - Brown County	252	130	51.59%	122	48.41%	\$ 6,689.35	\$ 26.55	\$ 9,206.49	\$ 36.53	\$ 2,517.14	\$ 9.99	27.34%	143
OH - Carroll County	17	3	17.65%	14	82.35%	\$ 194.27	\$ 11.43	\$ 228.36	\$ 13.43	\$ 34.09	\$ 2.01	14.93%	8
OH - Champaign County	62	17	27.42%	45	72.58%	\$ 1,130.55	\$ 18.23	\$ 1,382.71	\$ 22.30	\$ 252.16	\$ 4.07	18.24%	32
OH - Clark County	1,115	529	47.44%	586	52.56%	\$ 37,121.58	\$ 33.29	\$ 48,902.47	\$ 43.86	\$ 11,780.89	\$ 10.57	24.09%	483
OH - Clermont County	132	50	37.88%	82	62.12%	\$ 3,142.76	\$ 23.81	\$ 4,371.56	\$ 33.12	\$ 1,228.80	\$ 9.31	28.11%	65

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	7	2	28.57%	5	71.43%	\$ 137.04	\$ 19.58	\$ 183.81	\$ 26.26	\$ 46.77	\$ 6.68	25.44%	2
WV - Mineral County	58	24	41.38%	34	58.62%	\$ 1,027.13	\$ 17.71	\$ 1,669.32	\$ 28.78	\$ 642.19	\$ 11.07	38.47%	16
WV - Monongalia County	882	424	48.07%	458	51.93%	\$ 29,947.72	\$ 33.95	\$ 39,479.97	\$ 44.76	\$ 9,532.25	\$ 10.81	24.14%	440
WV - Monroe County	18	13	72.22%	5	27.78%	\$ 431.15	\$ 23.95	\$ 650.61	\$ 36.15	\$ 219.46	\$ 12.19	33.73%	7
WV - Morgan County	46	33	71.74%	13	28.26%	\$ 1,256.67	\$ 27.32	\$ 2,155.37	\$ 46.86	\$ 898.70	\$ 19.54	41.70%	22
WV - Nicholas County	928	622	67.03%	306	32.97%	\$ 25,600.95	\$ 27.59	\$ 37,727.09	\$ 40.65	\$ 12,126.14	\$ 13.07	32.14%	364
WV - Ohio County	256	141	55.08%	115	44.92%	\$ 8,321.99	\$ 32.51	\$ 11,383.48	\$ 44.47	\$ 3,061.49	\$ 11.96	26.89%	137
WV - Pendleton County	1	1	100.00%	0	0.00%	\$ 16.11	\$ 16.11	\$ 52.98	\$ 52.98	\$ 36.87	\$ 36.87	69.59%	1
WV - Pleasants County	196	153	78.06%	43	21.94%	\$ 4,003.39	\$ 20.43	\$ 8,000.99	\$ 40.82	\$ 3,997.60	\$ 20.40	49.96%	109
WV - Pocahontas County	4	0	0.00%	4	100.00%	\$ 28.00	\$ 7.00	\$ 28.00	\$ 7.00	\$ 0.00	\$ 0.00	0.00%	2
WV - Preston County	54	29	53.70%	25	46.30%	\$ 1,763.25	\$ 32.65	\$ 2,327.80	\$ 43.11	\$ 564.55	\$ 10.45	24.25%	32
WV - Putnam County	101	68	67.33%	33	32.67%	\$ 2,926.31	\$ 28.97	\$ 4,378.19	\$ 43.35	\$ 1,451.88	\$ 14.38	33.16%	35
WV - Raleigh County	7	1	14.29%	6	85.71%	\$ 244.75	\$ 34.96	\$ 262.62	\$ 37.52	\$ 17.87	\$ 2.55	6.80%	4
WV - Randolph County	431	235	54.52%	196	45.48%	\$ 10,490.55	\$ 24.34	\$ 14,791.04	\$ 34.32	\$ 4,300.49	\$ 9.98	29.07%	210
WV - Ritchie County	168	149	88.69%	19	11.31%	\$ 5,366.54	\$ 31.94	\$ 9,106.14	\$ 54.20	\$ 3,739.60	\$ 22.26	41.07%	84
WV - Roane County	111	80	72.07%	31	27.93%	\$ 2,616.13	\$ 23.57	\$ 3,949.92	\$ 35.58	\$ 1,333.79	\$ 12.02	33.77%	49
WV - Summers County	324	126	38.89%	198	61.11%	\$ 6,430.49	\$ 19.85	\$ 9,675.93	\$ 29.86	\$ 3,245.44	\$ 10.02	33.54%	130
WV - Taylor County	5	3	60.00%	2	40.00%	\$ 85.77	\$ 17.15	\$ 138.07	\$ 27.61	\$ 52.30	\$ 10.46	37.88%	4
WV - Tyler County	4	3	75.00%	1	25.00%	\$ 107.65	\$ 26.91	\$ 142.26	\$ 35.57	\$ 34.61	\$ 8.65	24.33%	3
WV - Upshur County	41	16	39.02%	25	60.98%	\$ 1,021.95	\$ 24.93	\$ 1,392.68	\$ 33.97	\$ 370.73	\$ 9.04	26.62%	21
WV - Wayne County	5	1	20.00%	4	80.00%	\$ 82.00	\$ 16.40	\$ 86.72	\$ 17.34	\$ 4.72	\$ 0.94	5.44%	1
WV - Webster County	161	116	72.05%	45	27.95%	\$ 3,516.90	\$ 21.84	\$ 5,910.15	\$ 36.71	\$ 2,393.25	\$ 14.86	40.49%	29
WV - Wetzel County	86	57	66.28%	29	33.72%	\$ 2,715.98	\$ 31.58	\$ 4,289.94	\$ 49.88	\$ 1,573.96	\$ 18.30	36.69%	46
WV - Wirt County	12	9	75.00%	3	25.00%	\$ 204.98	\$ 17.08	\$ 383.41	\$ 31.95	\$ 178.43	\$ 14.87	46.54%	11
WV - Wood County	1,443	861	59.67%	582	40.33%	\$ 31,743.07	\$ 22.00	\$ 48,977.41	\$ 33.94	\$ 17,234.34	\$ 11.94	35.19%	555
WY - Campbell County	146	68	46.58%	78	53.42%	\$ 4,836.49	\$ 33.13	\$ 5,858.59	\$ 40.13	\$ 1,022.10	\$ 7.00	17.45%	60
WY - Laramie County	59	33	55.93%	26	44.07%	\$ 1,658.54	\$ 28.11	\$ 2,184.26	\$ 37.02	\$ 525.72	\$ 8.91	24.07%	19
WY - Platte County	14	6	42.86%	8	57.14%	\$ 390.98	\$ 27.93	\$ 531.33	\$ 37.95	\$ 140.35	\$ 10.03	26.41%	7
WY - Sheridan County	27	14	51.85%	13	48.15%	\$ 1,009.83	\$ 37.40	\$ 1,428.62	\$ 52.91	\$ 418.79	\$ 15.51	29.31%	10
WY - Teton County	67	31	46.27%	36	53.73%	\$ 3,478.28	\$ 51.91	\$ 4,262.09	\$ 63.61	\$ 783.81	\$ 11.70	18.39%	31
WY - Uinta County	8	5	62.50%	3	37.50%	\$ 252.27	\$ 31.53	\$ 411.24	\$ 51.41	\$ 158.97	\$ 19.87	38.66%	5
SEPTEMBER, 2012	TOTAL	PLAN PRICED	% PLAN PRICED	RETAIL PRICED	% RETAIL PRICED	MEMBER COST	AVERAGE MEMBER COST	RETAIL SUBMITTED PRICE	AVERAGE RETAIL SUBMITTED PRICE	PRICE SAVINGS	AVERAGE PRICE SAVINGS	% PRICE SAVINGS	TOTAL UTILIZERS
TOTALS:	340,265	193,759	56.94%	146,506	43.06%			\$ 15,873,756.85	\$ 46.65	\$ 4,408,532.94	\$ 12.96	27.77%	137,251

Column Headers from left to right:

1. Total Rx's: This is the total number of Rx's that were adjudicated or attempted to adjudicate through the use of the card (the explanation of the

- next couple of headers will help explain the necessity of this column).
2. Plan Priced Rx's: Caremark tracks all attempts to use the cards including when the pharmacy offers a lower price than the card can give. This is usually when the pharmacy sells a drug at cost or below cost to create foot traffic for the pharmacy or under a special purchase arrangement. This is the amount of Rx's that the card gave the best price vs. the pharmacy.
  3. % Plan Priced Rx's: What percentage of the total attempted Rx's adjudicated via best price with the card.
  4. Retail Priced Rx's: How many prescriptions where the pharmacy had a lower price.
  5. % Retail Priced Rx's: Percentage of Rx's where the pharmacy had a lower price.
  6. Total Drug Cost: All prescriptions totaled together at their card discount prices.
  7. Average Drug Cost: Average Drug Cost per Rx at the card discounted price.
  8. Retail Submitted Price: What the price would have been if the prescriptions weren't filled with the card.
  9. Average Retail Submitted Price: Average Per Prescription price if the card wasn't presented at a discount.
  10. Price Savings: Total dollar savings for all Rx's filled with the card.
  11. Average Price Savings: Average price savings per prescription.
  12. % Price Savings: Percentage price savings per prescription.
  13. Total Utilizers: This is the total amount of people who represent the total amount of prescriptions *i.e.* some people fill multiple prescriptions. This gives you an indication of how many residents you are helping.

As always, if you have questions, don't hesitate to contact me. Thank you for being a member county, borough or parish and participating in this member program.

Andrew Goldschmidt  
Director, Membership/Marketing  
NACo—National Association of Counties

# Spend less on your prescriptions

Use this card any time a prescription is not covered by insurance.

- Save an average of 24%
- It's FREE, no enrollment fees
- Nine out of 10 pharmacies accept the card
- No limits on how many times you use the card
- You and your family can use the card - even use it for pets



FREE PRESCRIPTION DISCOUNT CARD

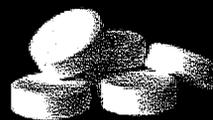
Gold County

RXBIN:  
RXPCN:  
RXGRP:  
ISSUER: (80840)  
ID:



This is NOT insurance.

Appendix H.



Visit [caremark.com/naco](http://caremark.com/naco) to look up a participating pharmacy, a price estimate for your prescription, check drug interactions, or read news articles from leading health journals. For more information, call toll-free **1-877-321-2652**.

**This is NOT insurance. Discounts are only available at participating pharmacies. By using this card, you agree to pay the entire prescription cost less any applicable discount. Savings may vary by drug and by pharmacy. Savings are based on actual 2009 drug purchases for all drug discount card programs administered by CVS Caremark. The program administrator may obtain fees or rebates from manufacturers and/or pharmacies based on your prescription drug purchases. These fees or rebates may be retained by the program administrator or shared with you and/or your pharmacy. Prescription claims through this program will not be eligible for reimbursement through Medicaid, Medicare or any other government program. This program does not guarantee the quality of the services or products offered by individual providers. We do not sell your personal information. Call the member toll-free number on the back of your ID card to file a complaint related to this program. Note to Texas Consumers: You may contact the Texas Department of Insurance if you remain dissatisfied after completing this program's complaint process.**

106-9003NC07 10.10

Member: Call toll-free **1-877-321-2652**.

Pharmacist: The RXPCN, RXGRP, full ID,

and an OI person code must be submitted online to

CVS Caremark to process claims for this program.

For information, call toll-free **1-800-364-6331**.

## AMENDMENT

This Agreement (hereinafter called the "Amendment") dated this 26th day of October, 2012, by and between the State of New Hampshire acting by and through the Community Development Finance Authority (CDFA), (hereinafter referred to as "Grantor") and County of Sullivan, (hereinafter referred to as the "Contractor").

WHEREAS, pursuant to an initial agreement (hereinafter called the "Agreement") which was first entered into upon Governor and Council approval on November 9, 2011, agenda item #4, the Contractor agreed to perform certain services upon the terms and conditions specified in the Agreement and in consideration of payments by Grantor of certain sums specified therein, and;

WHEREAS, pursuant to paragraph 18 of the General Provisions of the Agreement, the contract may be amended, waived or discharged by written instrument executed by the parties hereto and approved by the Governor and Council, and;

WHEREAS, CDFA has received a written request from the Contractor to amend the Agreement;

NOW THEREFORE, in consideration of the foregoing and the covenants and conditions contained in the Agreement as set forth herein, the Contractor and CDFA hereby agree to amend the Agreement as follows:

### 1. Amendment of Agreement

A. To amend Section 1.7 of the General Provisions by extending the completion date from December 31, 2012 to December 31, 2013.

### 2. Effective Date of Amendment

This Amendment shall be effective upon its approval by the Governor and Council of the State of New Hampshire. If such approval is withheld, this document shall become null and void, with no further obligation or recourse to either party.

### 3. Continuance of Agreement

Except as specifically amended and modified by the terms and conditions of this Amendment, the Agreement and the obligations of the parties thereunder shall remain in full force and effect in accordance with the terms and conditions as set forth therein.

IN WITNESS WHEREOF, the parties have hereunto set their hands:

CONTRACTOR:

GRANTOR:

County of Sullivan

State of New Hampshire acting through the  
Community Development Finance Authority

By: [Signature]  
Greg Charis, County Administrator

By: \_\_\_\_\_  
Katharine Bogle Shields, Executive Director

NOTARY STATEMENT - FOR GRANTEE CONTRACTOR SIGNATURE ONLY:

On this the 30 day of October, 2012 there appeared before me  
Peter J. Farrant (Notary Name) the undersigned officer personally  
appeared Greg Charis (Grantee Contractor Designated Officer Name) who  
acknowledged him/herself to be County Administrator (Grantee Contractor Designated  
Officer Title) and that such officer, they are authorized to do so, executed the foregoing instrument for  
the purposes herein contained, by signing him/herself in the name of the municipality.

In witness whereof I hereunto set my hand and official seal (provide seal, stamped name and expiration  
date)

By: [Signature]

PETER J. FARRANT, Notary Public  
My Commission Expires January 27, 2015

APPROVAL BY NEW HAMPSHIRE ATTORNEY GENERAL AS TO FORM, SUBSTANCE AND  
EXECUTION:

By: \_\_\_\_\_, Assistant Attorney General, on \_\_\_\_\_  
Rosemary Wiant

APPROVAL BY THE NEW HAMPSHIRE GOVERNOR AND COUNCIL:

By: \_\_\_\_\_, on \_\_\_\_\_

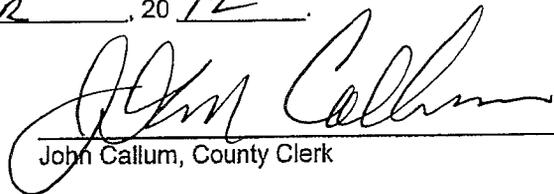
11

MUNICIPAL RE-CERTIFICATION FOR CONTRACT AMENDMENT

I, John Callum, County Clerk of Sullivan County, New Hampshire do hereby certify that: (1) at the Public Hearings and meeting held on May 3, 2011, the Board of Commissioners voted to accept Community Development Block Grant funds and enter into a contract with the Community Development Finance Authority, (2) The Board of Commissioners further authorized the County Administrator to execute any documents which may be necessary to effectuate this contract or any amendments thereto; (3) I further certify that this authorization has not been revoked, annulled or amended in any manner whatsoever, and remains in full force and effect as of the date hereof; and (4) the following person has been appointed to and now occupies the office indicated under item (2) above:

Greg Chanis, County Administrator  
Name and Title of Officer Authorized to Sign

IN WITNESS WHEREOF, I have hereunto set my hand as the County Clerk of Sullivan County, New Hampshire this 30 day of OCTOBER, 20 12.

  
\_\_\_\_\_  
John Callum, County Clerk