



STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES

GLENCLIFF HOME

Lori A. Weaver
Commissioner

393 HIGH STREET, PO BOX 76, GLENCLIFF, NH 03238

603-989-3111 Fax: 603-989-3040

TDD Access: 1-800-735-2964 www.dhhs.nh.gov

L. Todd Bickford
Administrator

November 28, 2023

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, Glenclyff Home, to amend existing contracts with the Contractors listed below, for the provision of temporary staffing for Glenclyff Home, by decreasing the total shared price limitation by \$680,000 from \$6,924,002 to \$6,244,002, with no change to the contract completion dates of December 31, 2023, effective upon Governor and Council approval. 30.74% General Funds. 69.26% Other Funds (Agency Income).

The individual contracts were approved by Governor and Council as specified in the table below.

Contractor Name	Vendor Code	Area Served	Current Shared Price Limitation	Increase (Decrease)	Revised Shared Price Limitation	G&C Approval
Cell Staff, LLC (Tampa, FL)	268101	Statewide	\$6,924,002	(\$680,000)	\$6,244,002	O: 6/5/19 (Item #23) A1: 12/2/20 (Item #17) A2: 8/18/21 (Item #37) A3: 6/15/22 (Item #16) A4: 6/28/23 (Item #13)
MAS Medical Staffing LLC (Londonderry, NH)	160689	Statewide				O: 6/5/19 (Item #23) A1: 11/25/19 (Item #11) A2: 12/2/20 (Item #17) A3: 8/18/21 (Item #37) A4: 6/15/22 (Item #16) A5: 6/28/23 (Item #13)
Total:			\$6,924,002	(\$680,000)	\$6,244,002	

See attached fiscal details

EXPLANATION

The purpose of this request is to reduce the shared price limitation based on actual temporary staffing costs for these contracts and to remove funding from the price limitation for another temporary staffing contract that was allowed to expire. The Department is in the process of transitioning temporary staffing for New Hampshire Hospital and Glenclyff Home to new temporary staffing contracts that were competitively bid and presented to the Executive Council on June 28, 2023 (Item #15). Additionally Glenclyff Home and New Hampshire Hospital continue to actively recruit for permanent staff to fill vacant positions.

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

The population served includes individuals at Glenclyff Home and New Hampshire Hospital.

These temporary staffing services allow the Department to maintain high standards for care and continue services at both New Hampshire Hospital and Glenclyff Home. The Department will not be requesting any additional nurses from these Contractors as New Hampshire Hospital and Glenclyff Home transition to utilizing only the new temporary staffing contractors moving forward.

Should the Governor and Executive Council not authorize this request, the Department will not be able to reduce the shared price limitation to accurately reflect actual temporary staffing costs for these contracts.

Area served: Glenclyff Home and New Hampshire Hospital.

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

Respectfully submitted,



Lori A. Weaver
Commissioner

**DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET**

**05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric
0% Federal Funds,40% General Funds, 60% Other Funds (Agency Fees & Intra-Department Transfer)**

All Vendors

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2024	102/500731	Contracts for Program Services	94050200	\$530,000	\$0	\$530,000
			Sub Total	\$4,274,002	\$0	\$4,274,002

**05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds,30.74% General Funds, 69.26% Other Funds (Agency Fees & Intra-Department Transfer)**

All Vendors

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2018	101-500729	Medical Payments to Providers	91000000	\$360,000	(\$360,000)	\$0
2019	101-500729	Medical Payments to Providers	91000000	\$360,000	(\$360,000)	\$0
2020	101-500729	Medical Payments to Providers	91000000	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	91000000	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	91000000	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	91000000	\$519,500	\$0	\$519,500
2024	101-500729	Medical Payments to Providers	91000000	\$0	\$40,000	\$40,000
			Sub Total	\$2,650,000	(\$680,000)	\$1,970,000
			Total	\$6,924,002	(\$680,000)	\$6,244,002

**State of New Hampshire
Department of Health and Human Services
Amendment #5**

This Amendment to the Temporary Nursing Services contract is by and between the State of New Hampshire, Department of Health and Human Services ("State" or "Department") and Cell Staff, LLC ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on June 5, 2019 (Item #23), and as amended on December 2, 2020, (Item #17), and as amended on August 18, 2021 (Item #37), and as amended on June 15, 2022, (Item #16), and as amended on June 28, 2023, (Item #13), the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract as amended and in consideration of certain sums specified; and

WHEREAS, pursuant to Form P-37, General Provisions, the Contract may be amended upon written agreement of the parties and approval from the Governor and Executive Council; and

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree to amend as follows:

1. Form P-37, General Provisions, Block 1.8, Price Limitation, to read:
\$6,244,002 Shared Price Limitation
2. Modify Exhibit B, Methods and Conditions Precedent to Payment, Section 1, Provisions Applicable to all Services, Subsection 1.2., Paragraph 1.2.5., to read:
1.2.5. SFY 2024 - \$570,000

DS
KI

All terms and conditions of the Contract and prior amendments not modified by this Amendment remain in full force and effect. This Amendment shall be effective upon Governor and Council approval.

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

State of New Hampshire
Department of Health and Human Services

12/1/2023

Date

DocuSigned by:

Bret R. Mason

0B0D3764E2AD40C...

Name: Bret R. Mason

Title: CFO

Cell Staff, LLC

11/28/2023

Date

DocuSigned by:

Rami Isa

0BEFA684BB3F487...

Name: Rami Isa

Title: President

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

12/1/2023

Date

DocuSigned by:
Robyn Guarino

748734844941460

Name: Robyn Guarino

Title: Attorney

I hereby certify that the foregoing Amendment was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: _____ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

Date

Name:

Title:

State of New Hampshire

Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that CELL STAFF, LLC is a Florida Limited Liability Company registered to transact business in New Hampshire on April 25, 2019. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: **818352**

Certificate Number: **0006245383**



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 9th day of June A.D. 2023.

A handwritten signature in black ink, appearing to read "David M. Scanlan".

David M. Scanlan
Secretary of State

CERTIFICATE OF AUTHORITY

I, Grant Hargis, hereby certify that:
(Name of the elected Officer of the Corporation/LLC; cannot be contract signatory)

1. I am a duly elected Clerk/Secretary/Officer of Cell Staff, LLC
(Corporation/LLC Name)

2. The following is a true copy of a vote taken at a meeting of the Board of Directors/shareholders, duly called and held on June 7th, 2023, at which a quorum of the Directors/shareholders were present and voting.
(Date)

VOTED: That Rami Isa, Managing Partner; David Coats, Chief Revenue Officer (may list more than one person)
(Name and Title of Contract Signatory)

is duly authorized on behalf of Cell Staff, LLC to enter into contracts or agreements with the State
(Name of Corporation/ LLC)

of New Hampshire and any of its agencies or departments and further is authorized to execute any and all documents, agreements and other instruments, and any amendments, revisions, or modifications thereto, which may in his/her judgment be desirable or necessary to effect the purpose of this vote.

3. I hereby certify that said vote has not been amended or repealed and remains in full force and effect as of the date of the contract/contract amendment to which this certificate is attached. This authority was **valid thirty (30) days prior to and remains valid for thirty (30) days** from the date of this Certificate of Authority. I further certify that it is understood that the State of New Hampshire will rely on this certificate as evidence that the person(s) listed above currently occupy the position(s) indicated and that they have full authority to bind the corporation. To the extent that there are any limits on the authority of any listed individual to bind the corporation in contracts with the State of New Hampshire, all such limitations are expressly stated herein.

Dated: 11-16-23

Grant Hargis
Signature of Elected Officer
Name: Grant Hargis
Title: VP Operations

AGENCY CUSTOMER ID: CELLSTA-01

LOC #: _____



ADDITIONAL REMARKS SCHEDULE

Page 1 of 1

AGENCY Arthur J. Gallagher Risk Management Services, LLC		NAMED INSURED Cell Staff, LLC 1715 N. West Shore Blvd, #410, Tampa, FL 33607	
POLICY NUMBER		EFFECTIVE DATE:	
CARRIER	NAIC CODE		

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,

FORM NUMBER: 25 **FORM TITLE:** CERTIFICATE OF LIABILITY INSURANCE

Policy: Directors & Officers Liability
 Policy #: 8241-8428
 Policy Term: 6/1/2023 - 6/1/2024
 Carrier: Federal Insurance Company
 Limit of Liability \$2,000,000 - Retention: \$25,000

Policy: Employment Practices Liability
 Policy #: 8241-8428
 Policy Term: 6/1/2023 - 6/1/2024
 Carrier: Federal Insurance Company
 Limit of Liability \$2,000,000 - Retention: \$125,000

Policy: Cyber Liability
 Policy #: 2-CIA-FL-17-S0111784-01
 Policy Term: 6/1/2023 - 6/1/2024
 Carrier: Accredited Specialty Insurance Company
 Limit of Liability: \$5,000,000 / Deductible: \$25,000

Hired and Non-Owned Auto Liability is included under General Liability so the Additional Insured Liability endorsement would apply to Hired and Non-Owned Auto Liability as well.

The Excess policy is following Form over General Liability, Hired and Non-Owned Auto Liability, Sexual Abuse Liability, Healthcare Professional Liability and Employers Liability.

Policy includes Additional Insured Endorsement (Required by Written Contract) under the following coverage - General Liability, Healthcare Professional Liability, and Excess Liability.

Policy includes Transfer of Rights of Recovery Against Others to Us, Amended Endorsement (Required by Written Contract) under General Liability, Healthcare Professional Liability and Excess Liability.

Policy includes Primary and Non-Contributory Endorsement (Where Required by Written Contract) under General Liability, Healthcare Professional Liability and Excess Liability.

Policy includes Workers Compensation Blanket Waiver of Our Right to Recover From Others Endorsement (Required by Written Contract)

Policy includes Alternate Employer Endorsement (Per Written Contract)

Policy includes Separation of Insureds except with respect to the Limits of Insurance, and any rights or duties specifically assigned in this policy to the first Named Insured, this insurance applies:

As if each Named Insured were the only Named Insured; and Separately to each "insured" against whom "claim" is made or "suit" is brought

Re: Temporary Nurse Staffing Services (RFA-2020-NHH-01-TEMPO-06).



13 mac

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

Lori A. Weaver
 Interim Commissioner

Ellen M. Lapointe
 Chief Executive Officer

36 CLINTON STREET, CONCORD, NH 03301
 603-271-5300 1-800-852-3345 Ext. 5300
 Fax: 603-271-5395 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

June 14, 2023

His Excellency, Governor Christopher T. Sununu
 and the Honorable Council
 State House
 Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital, to amend existing contracts with the Contractors listed below to continue to provide temporary nurse staffing services to New Hampshire Hospital and Glenclyff Home, by exercising a contract renewal option by increasing the total shared price limitation for all vendors by \$530,000 from \$6,394,002 to \$6,924,002 and extending the completion date from June 30, 2023 to December 31, 2023 effective July 1, 2023, upon Governor and Council approval. 40% General Funds. 60% Other Funds (Agency Fees & Intra-Department Transfer).

The individual contracts were approved by Governor and Council as specified in the table below.

Contractor Name	Vendor Code	Area Served	Total Shared Price Limitation	Increased (Decreased) Shared Price Amount	Revised Budget	G&C Approval
Cell Staff, LLC (Tampa, FL)	268101	Statewide	\$6,394,002	\$530,000	\$6,924,002	O: 6/5/19, (Item #23) A1: 12/2/20, (Item #17) A2: 8/18/21, (Item #37) A3: 6/15/22, (Item #16)
MAS Medical Staffing LLC (Londonderry, NH)	160689	Statewide	\$6,394,002	\$530,000	\$6,924,002	O: 6/5/19, (Item #23) A1: 11/25/19, (Item #11) A2: 12/2/20, (Item #17) A3: 8/18/21, (Item #37) A4: 6/15/22, (Item #16)
		Total:	\$6,394,002	\$530,000	\$6,924,002	

Funds are anticipated to be available in the following accounts for State Fiscal Year 2024 with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

See attached fiscal details

EXPLANATION

The Department recently competitively selected new agreements using a Request for Applications (RFA) for temporary staffing at New Hampshire Hospital and Glenclyff Home, which are being presented as a separate item at this Governor and Council meeting. This request is to

extend two (2) existing agreements with Contractors that are currently providing nursing staff but were not awarded agreements under the Request for Applications based on the number of applicants and the scoring process.

This extension is necessary to allow New Hampshire Hospital and Glenclyff Home sufficient time to transition out from utilizing nursing staff already employed at NHH and Glenclyff via Cell Staff and MAS and to transition into the new temporary staffing agreements that were awarded agreements under the RFA.

The allowance of Cell Staff and MAS nurses to complete their contract terms, which extend beyond June 30 2023 will avoid staffing shortages that could result in a reduction in bed availability. At such a time when the duration of their contracts are completed the department will not renew the Cell Staff or MAS nurses and will have had sufficient time to transition in the contracts that were awarded via the RFA. We will not be adding any additional nurses from Cell Staff or MAS, only allowing the current nurses to complete their contracts. The Department is presenting a separate request at this Governor and Council meeting for new agreements that were competitively selected using a Request for Applications (RFA) for temporary staffing at New Hampshire Hospital and Glenclyff Home.

The population served includes individuals at NHH and Glenclyff Home.

The Department will continue to monitor services by screening all temporary staff for appropriate education, experience and health and response to corrective action requests involving agency placements.

As referenced in Exhibit C-1, Revisions to Standard Contract Language, Paragraph 2., Renewal, of the original agreements, the Department has the option to extend the agreements for up to four (4) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval. The Department is exercising its option to renew services for six (6) of the twenty-four (24) months available.

Should the Governor and Executive Council not authorize this request, the Department will not have adequate staffing for NHH and Glenclyff Home. Lack of staffing may result in a reduction in the number of beds available to clients due to state-mandated staffing ratios. Reducing the number of beds available to clients could potentially increase the number of patients on the NHH waitlist.

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

Respectfully submitted,



Lori A. Weaver
Interim Commissioner

**DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET**

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 68% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Howroyd-Wright Employment Agency, Inc. All's Well Vendor # 759978

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
		Sub Total		\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric

0% Federal Funds,40% General Funds, 60% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Cell Staff, LLC Vendor # 268101

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$ 800,000	\$0	\$ 800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2024	102/500731	Contracts for Program Services	94050200	\$0	\$530,000	\$530,000
		Sub Total		\$3,744,002	\$0	\$4,274,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric

0% Federal Funds,34% General Funds, 68% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: CMG CIT Acquisition, LLC, dba CoreMedical Group Vendor # 296667

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
		Sub Total		\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric

0% Federal Funds,40% General Funds, 60% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: MAS Medical Staffing Corporation Vendor # 160689

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2024	102/500731	Contracts for Program Services	94050200	\$0	\$530,000	\$530,000
		Sub Total		\$3,744,002	\$0	\$4,274,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric

0% Federal Funds,34% General Funds, 68% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Worldwide Travel Staffing, Limited Vendor # 224259

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
		Sub Total		\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Sunbelt Staffing, LLC Vendor # 332980

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
		Sub Total		\$1,550,000	\$0	\$1,550,000

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric

0% Federal Funds,34% General Funds, 68% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: SHC Services, Inc. dba Supplemental Health Care Vendor # 209367

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
		Sub Total		\$1,550,000	\$0	\$1,550,000

**DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET**

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer) *price limitation* *\$720,000 for this vendor was not included in the shared*

Vendor Name **Howroyd-Wright Employment Agency, Inc. All's Well** Vendor # **759978**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2018	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000
2019	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$2,650,000	\$0	\$2,650,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Cell Staff, LLC** Vendor # **33607**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **CMG CIT Acquisition, LLC, dba CoreMedical Group** Vendor # **296667**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **MAS Medical Staffing Corporation** Vendor # **160589**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Worldwide Travel Staffing, Limited** Vendor # **224259**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Sunbelt Staffing, LLC** Vendor # **332980**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
Sub Total				\$800,000	\$0	\$800,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **SHC Services, Inc. dba Supplemental Health Care** Vendor # **209387**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
Sub Total				\$800,000	\$0	\$800,000

**State of New Hampshire
Department of Health and Human Services
Amendment #4**

This Amendment to the Temporary Nursing Services contract is by and between the State of New Hampshire, Department of Health and Human Services ("State" or "Department") and Cell Staff, LLC ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on June 5, 2019 (Item #23), and as amended on December 2, 2020, (Item #17), as amended on August 18, 2021 (Item #37) and as amended on June 15, 2022, (Item #16), the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract as amended and in consideration of certain sums specified; and

WHEREAS, pursuant to Form P-37, General Provisions, Paragraph 18, the Contract may be amended upon written agreement of the parties and approval from the Governor and Executive Council; and

WHEREAS, the parties agree to extend the term of the agreement, increase the price limitation, or modify the scope of services to support continued delivery of these services; and

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree to amend as follows:

1. Form P-37 General Provisions, Block 1.7, Completion Date, to read:
December 31, 2023
2. Form P-37, General Provisions, Block 1.8, Price Limitation, to read:
\$6,924,002
3. Form P-37, General Provisions, Block 1.9, Contracting Officer for State Agency, to read:
Robert W. Moore, Director
4. Modify Exhibit B, Methods and Conditions Precedent to Payment, Section 1, Provisions Applicable to all Services, Subsection 1.2., by adding Paragraph 1.2.5., to read:
1.2.5. SFY 2024 - \$530,000

All terms and conditions of the Contract and prior amendments not modified by this Amendment remain in full force and effect. This Amendment shall be effective July 1, 2023, subject to Governor and Council approval.

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

State of New Hampshire
Department of Health and Human Services

6/7/2023

Date

DocuSigned by:

Ellen Marie Lapointe

46806801F0E8428...

Name: Ellen Marie Lapointe

Title: Chief Executive Officer

Cell Staff, LLC

DocuSigned by:

Rami Isa

0BEFA084BB3F487...

6/7/2023

Date

Name: Rami Isa

Title: president

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

6/9/2023

Date

DocuSigned by:
Robyn Guarino

Name: Robyn Guarino

Title: Attorney

I hereby certify that the foregoing Amendment was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: _____ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

Date

Name:

Title:

JUN03'22 PM 12:14 RCVD

6/16



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

Lori A. Sibillette
Commissioner

Eileen M. Lapolante
Chief Executive Officer

36 CLINTON STREET, CONCORD, NH 03301
603-271-5300 1-800-852-3345 Ext. 5300
Fax: 603-271-5395 TDD Access: 1-800-735-2964
www.dhhs.nh.gov

May 18, 2022

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital, to enter into a new **Sole Source** contract with the vendor listed in **bold** below, which includes the option to renew for two (2) years, and amend existing contracts listed in regular text below, to expand temporary nursing services and increase the hourly rate for temporary nursing staff at New Hampshire Hospital and Glenciff Home, with no change to the price limitation of \$6,394,002 and no change to the existing contract completion dates of June 30, 2023, effective upon Governor and Council approval. 34% General Funds. 66% Other Funds (Agency Fees & Intra-Department Transfer).

The individual contracts were approved by Governor and Council as specified in the table below.

* Contractor Name	Vendor Code	Area Served	Budgeted Amount	G&C Approval
** Howroyd-Wright Employment Agency, Inc. dba All's Well (Glendale, CA)	759978	Statewide	\$6,394,002 of which \$5,674,002 is included in the shared price limitation	O: 8/23/17, (Item #17) A1: 11/22/17, (Item #17) A2: 6/5/19, (Item #23) A3: 12/02/20, (Item #17) A4: 8/18/21, (Item #37)
Cell Staff, LLC (Tampa, FL)	33607	Statewide	\$5,674,002	O: 6/5/19, (Item #23) A1: 12/2/20, (Item #17) A2: 8/18/21, (Item #37)
CMG CIT Acquisition, LLC, dba CoreMedical Group (Manchester, NH)	296687	Statewide	\$5,674,002	O: 6/5/19, (Item #23) A1: 12/2/20, (Item #17) A2: 8/18/21, (Item #37)
MAS Medical Staffing LLC (Londonderry, NH)	180689	Statewide	\$5,674,002	O: 6/5/19, (Item #23) A1: 11/25/19, (Item #11) A2: 12/2/20, (Item #17) A3: 8/18/21, (Item #37)
Worldwide Travel Staffing, Limited (Tonawanda, NY)	224259	Statewide	\$5,674,002	O: 3/11/20, (Item #12) A1: 6/24/20, (Item #12) A2: 12/2/20, (Item #17) A3: 8/18/21, (Item #37)
*** SHC Services, Inc. dba Supplemental Health Care	209387	Statewide	\$1,473,941	
		Total:	\$6,394,002	

* The contracts above were originally awarded through a competitive bid process. Two contracts awarded through that process to Sunbelt Staffing LLC, and SHC Services, Inc., expired on June 30, 2021, and are not included in this table. The financial history for these two organizations is included in the attached Fiscal Details.

** Howroyd-Wright Employment Agency, dba All's Well, has an amount of \$720,000 that is not included in the shared price limitation above.

***SHC Services, Inc. dba Supplemental Health Care is a new Sole Source contract that is only participating in the State Fiscal Year 2023 shared price limitation for this request.

Funds are available in the following accounts for State Fiscal Years 2022 and 2023, with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

See attached fiscal details.

EXPLANATION

A portion of this request is **Sole Source** because the Contractor listed in bold above is uniquely qualified and able to provide temporary nursing staff. The Contractor, along with the existing Contractors listed above, represent the known viable options to securing critical temporary nursing staff.

Additionally, the purpose of this request is to increase the hourly per diem and short-term rates for contracted, temporary, Registered Nurse and Licensed Practical Nurse staffing that support New Hampshire Hospital and Glenciff Home. These requested actions are an essential factor in the Department's overall staffing strategy for these care facilities.

New Hampshire Hospital (NHH) and Glenciff Home continue to use professional staffing services through these contracts to locate and retain qualified temporary nursing staff. NHH and Glenciff Home have continued to struggle with attracting full-time nurses. The shortfall in permanent positions has required the facilities to reach out to nurse staffing agencies. However, the current contracted rate is at the bottom of the range paid by area hospitals. Due to the labor shortage coupled with the low pay rate, NHH and Glenciff Home are not able to backfill any of the permanent positions with qualified temporary agency staff.

The population served by this amendment are individuals from all communities within New Hampshire who are in need of the services offered at NHH and Glenciff Home.

The Department monitors services by screening all temporary staff for appropriate education, experience and health and response to corrective action requests involving agency placements.

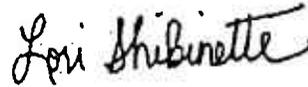
As referenced in Exhibit C-1, Revisions to Standard Contract Language, Paragraph 2., Renewal, of the original agreements, the Department has the option to extend four (4) of the agreements for up to four (4) additional years, and as referenced in Exhibit C-1, Revisions to General Provisions, Paragraph 3. Extension, of the original agreement, the Department has the option to extend the agreement with Howroyd-Wright Employment Agency, Inc. dba All's Well for up to two (2) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval. The Department is not exercising its options to renew at this time. For the one (1) new Sole Source contract in this requested action, as referenced in Exhibit A, Revisions to Standard Agreement Provisions, Subparagraph 1.1., the Department has the option to extend the agreement for up to two (2) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval.

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

Should the Governor and Executive Council not authorize this request, the Department may not have adequate staffing for NHH and Glenciff Home. Lack of staffing may result in a reduction in the number of beds available to clients due to state-mandated staffing ratios. Reducing the number of beds available to clients could potentially increase the number of patients on the NHH Waitlist.

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

Respectfully submitted,



Lori A. Shibinette
Commissioner

**DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET**

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name Howroyd-Wright Employment Agency, Inc. All's Well Vendor # 759978

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name Cell Staff, LLC Vendor # 33807

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$ 800,000	\$0	\$ 800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name CMG CIT Acquisition, LLC, dba CoreMedical Group Vendor # 296667

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name MAS Medical Staffing Corporation Vendor # 160689

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name Worldwide Travel Staffing, Limited Vendor # 224259

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name Sunbelt Staffing, LLC Vendor # 332980

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
Sub Total				\$1,550,000	\$0	\$1,550,000

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name SHC Services, Inc. dba Supplemental Health Care Vendor # 209387

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$954,441	\$954,441
Sub Total				\$1,550,000	\$954,441	\$2,504,441

**DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET**

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers

0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer) \$720,00 for this vendor was not included in the shared price limitation

Vendor Name		Vendor # 759278				
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2018	101-500729	Medical Payments to Providers	94050200	\$380,000	\$0	\$380,000
2019	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$2,650,000	\$0	\$2,650,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers

0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Vendor # 33607				
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers

0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Vendor # 296667				
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers

0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Vendor # 160689				
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers

0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Vendor # 224259				
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers

0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Vendor # 332980				
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
Sub Total				\$800,000	\$0	\$800,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers

0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Vendor # 209387				
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$519,500	\$519,500
Sub Total				\$800,000	\$519,500	\$1,319,500

37
max



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

Lori A. Sibillette
Commissioner

Heather M. Moquin
Chief Executive Officer

36 CLINTON STREET, CONCORD, NH 03301
603-271-5300 1-800-852-3345 Ext. 5300
Fax: 603-271-5395 TDD Access: 1-800-735-2964
www.dhhs.nh.gov

July 27, 2021

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital, to amend existing contracts with the Contractors listed below in bold to increase the hourly rate for temporary nursing staff at New Hampshire Hospital and Glenciff Home, by increasing the total shared price limitation for all vendors below by \$547,882 from \$5,126,120 to \$5,674,002, which increases the price limitation for Howroyd-Wright Employment Agency, Inc. dba All's Well from \$5,846,120 to \$6,394,002 with no change to the contract completion dates of June 30, 2023, effective upon Governor and Council approval. 34% General Funds. 66% Other Funds (Agency Fees & Intra-Department Transfer).

The individual contracts were approved by Governor and Council as specified in the table below.

Contractor Name	Vendor Code	Area Served	Current Amount	Increase of Shared Price Limitation (Decrease)	Revised Amount	G&C Approval
Howroyd-Wright Employment Agency, Inc. dba All's Well	759978	Statewide	\$5,846,120 of which \$5,126,120 is included in the shared price limitation	\$547,882	\$6,394,002 of which \$5,674,002 is included in the shared price limitation	O: 8/23/17, #17 A1: 11/22/17, #17 A2: 8/5/18, #23 A3: 12/02/20, #17
Cell Staff, LLC	33507	Statewide	\$5,126,120	\$547,882	\$5,674,002	O: 6/5/19, #23 A1: 12/2/20, #17
CMG CIT Acquisition, LLC, dba CoreMedical Group	298687	Statewide	\$5,126,120	\$547,882	\$5,674,002	O: 6/5/19, #23 A1: 12/2/20, #17
MAS Medical Staffing Corporation	160689	Statewide	\$5,126,120	\$547,882	\$5,674,002	O: 6/5/19, #23 A1: 11/25/19, #11 A2: 12/2/20, #17
Worldwide Travel Staffing, Limited	224259	Statewide	\$5,126,120	\$547,882	\$5,674,002	O: 3/11/20, #12 A1: 6/24/20, #12 A2: 12/2/20, #17
		Total:	\$5,846,120	\$547,882	\$6,394,002	

* The contracts above were originally awarded through a competitive bid process. Two contracts awarded through that process to Sunbelt Staffing LLC, and SHC Services, Inc., expired on June 30, 2021, and are not included in this table. The financial history for these two organizations is included in the attached Fiscal Details.

** Howroyd-Wright Employment Agency, dba All's Well, has an amount of \$720,000 that is not included in the shared price limitation above.

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

Funds are available in the following accounts for State Fiscal Years 2022 and 2023, with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

See Fiscal Details Attached

EXPLANATION

The purpose of this request is to increase the hourly per diem and short-term rates for contracted, temporary, Registered Nurse and Licensed Practical Nurse staffing that support New Hampshire Hospital and Glenclyff Home. These amendments are an essential factor in the Department's overall staffing strategy for these care facilities.

New Hampshire Hospital (NHH) and Glenclyff Home use professional staffing services through these contracts to locate and retain qualified temporary nursing staff. Since the beginning of the pandemic, NHH and Glenclyff Home have struggled to attract full-time nurses. The shortfall in permanent positions has required the facilities to reach out to nurse staffing agencies. However, the current contracted rate is at the bottom of the range paid by area hospitals. Due to the labor shortage coupled with the low pay rate, NHH and Glenclyff are not able to backfill any of the permanent positions with qualified temporary agency staff.

The population served by this amendment are individuals from all communities within New Hampshire who are in need of the services offered at NHH and Glenclyff Home.

The Department monitors services by screening all temporary staff for appropriate education, experience and health and response to corrective action requests involving agency placements.

As referenced in Exhibit C-1, Revisions to Standard Contract Language, Paragraph 2., Renewal, of the original agreements, the parties have the option to extend the agreements for up to four (4) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval. The Department is not exercising its option to renew at this time.

Should the Governor and Executive Council not authorize this request, the Department may not have adequate staffing for NHH and Glenclyff Home. Lack of staffing may result in a reduction in the number of beds available to clients due to state-mandated staffing ratios. Reducing the number of beds available to clients could potentially increase the number of patients on the NHH Waitlist.

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

Respectfully submitted,



Heather M. Moquin
Chief Executive Officer

DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET
Temporary Nurse Services - NHK Glenclyn Home

05-85-001-810010-5710 NHK: Glenclyn Home, Glenclyn Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

\$720,000 for this vendor is not included in the Shared Price Limitation

Vendor Name: Howroyd-Wright Employment Agency, Inc. All's We					Vendor # 759978		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2018	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000	
2019	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$2,411,000	\$239,000	\$2,650,000	

05-85-001-810010-5710 NHK: Glenclyn Home, Glenclyn Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Cell Staff, LLC					Vendor # 23607		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$1,691,000	\$239,000	\$1,930,000	

05-85-001-810010-5710 NHK: Glenclyn Home, Glenclyn Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: CMG CIT Acquisition, LLC, dba CoreMedical Group					Vendor # 29867		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$1,691,000	\$239,000	\$1,930,000	

05-85-001-810010-5710 NHK: Glenclyn Home, Glenclyn Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: MAS Medical Staffing Corporation					Vendor # 180683		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$1,691,000	\$239,000	\$1,930,000	

05-85-001-810010-5710 NHK: Glenclyn Home, Glenclyn Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Worldwide Travel Staffing, Limited					Vendor # 224259		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$1,691,000	\$239,000	\$1,930,000	

05-85-001-810010-5710 NHK: Glenclyn Home, Glenclyn Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Sunbelt Staffing, LLC					Vendor # 332680		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0	
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0	
Sub Total				\$800,000	\$0	\$800,000	

05-85-001-810010-5710 NHK: Glenclyn Home, Glenclyn Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: SHC Services, Inc. dba Supplemental Health Care					Vendor # 209387		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0	
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0	
Sub Total				\$800,000	\$0	\$800,000	

**DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET
Temporary Nurse Services - NDH Glancett Home**

05-95-094-940010-87500000 NHS:New Hampshire Hospital, New Hampshire Hospital, Acute
Psychiatric Services
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Howryd-Wright Employment Agency, Inc. All's Well		Vendor # 759978		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$306,882	\$3,744,002

05-95-094-940010-87500000 NHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Ceo Staff, LLC		Vendor # 30807		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$306,882	\$3,744,002

05-95-094-940010-87500000 NHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		CMG CIT Acquisition, LLC, dba CoreMedical Group		Vendor # 205657		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$306,882	\$3,744,002

05-95-094-940010-87500000 NHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		MAS Medical Staffing Corporation		Vendor # 150683		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$306,882	\$3,744,002

05-95-094-940010-87500000 NHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Worldwide Travel Staffing, United		Vendor # 224750		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$306,882	\$3,744,002

05-95-094-940010-87500000 NHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Suntek Staffing, LLC		Vendor # 232080		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102500731	Contracts for Program Services	94050200	\$0	\$0	\$0
Sub Total				\$1,550,000	\$0	\$1,550,000

05-95-094-940010-87500000 NHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		SHC Services, Inc. dba Supplemental Health Care		Vendor # 209387		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102500731	Contracts for Program Services	94050200	\$0	\$0	\$0
Sub Total				\$1,550,000	\$0	\$1,550,000

17 mac



Lori A. Sibillette
Commissioner

Heather M. Moquis
Chief Executive Officer

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

36 CLINTON STREET, CONCORD, NH 03301
603-271-5300 1-800-852-3345 Ext. 5300
Fax: 603-271-5395 TDD Access: 1-800-735-2964
www.dhhs.nh.gov

November 16, 2020

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital, to amend existing contracts in bold, one of which is Sole Source as indicated by an asterisk (*), with the vendors listed below to further the Department's overall staffing strategy and provide temporary nurse staffing services to New Hampshire Hospital and Glencleft Home by increasing hourly rates for staff and by exercising renewal options that are available and by increasing the total shared price limitation for all vendors below by \$2,776,120 from \$2,350,000 to \$5,126,120, which increases the price limitation for Howroyd-Wright Employment Agency, Inc. dba All's Well from \$3,070,000 to \$5,846,120, and by extending the completion dates from June 30, 2021 to June 30, 2023 effective upon Governor and Council approval. 34% General Funds. 66% Other Funds (Agency Fees & Intra-Department Transfer).

The individual contracts were approved by Governor and Council as specified in the table below.

Vendor Name	Vendor Code	Area Served	Current Amount	Increase of Shared Price Limitation	Revised Amount	G&C Approval
*Howroyd-Wright Employment Agency, Inc. dba All's Well	759978	Statewide	\$3,070,000 of which \$2,350,000 is included in the shared price limitation	\$2,776,120	\$5,846,120 of which \$5,126,120 is included in the shared price limitation	O: 08/23/17, Item #17 A1: 11/22/17, Item #17 A2: 06/05/19, Item #23
Cell Staff, LLC	33607	Statewide	\$2,350,000	\$2,776,120	\$5,126,120	O: 08/05/2019, Item #23
CMG CIT Acquisition, LLC, dba CoreMedical Group	296687	Statewide	\$2,350,000	\$2,776,120	\$5,126,120	O: 08/05/2019, Item #23

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

MAS Medical Staffing Corporation	160689	Statewide	\$2,350,000	\$2,776,120	\$5,126,120	O: 06/05/2019, Item #23 A1: 11/26/19, Item #11
Sunbelt Staffing, LLC	332980	Statewide	\$2,350,000	\$0	\$5,126,120	O: 08/05/2019, Item #23 A1: 11/25/19, Item #11
SHC Services, Inc. dba Supplemental Health Care	209387	Statewide	\$2,350,000	\$0	\$5,126,120	O: 08/05/2019, Item #23
Worldwide Travel Staffing, Limited	224269	Statewide	\$2,350,000	\$2,776,120	\$5,126,120	O: 03/11/2020, Item #12 A1: 06/24/20, Item #12
Total			\$3,070,000	\$2,776,120	\$5,126,120	

- Hayward-Wright Employment Agency, dba All's Well has an amount of \$720,000 that is not included in the shared price limitation, above.

Funds are available in the following accounts for State Fiscal Years 2021, with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified:

06-095-094-940010-87600000 HEALTH AND SOCIAL SERVICES, DEPARTMENT OF HEALTH AND HUMAN SERVICES, HMS: NEW HAMPSHIRE HOSPITAL, NEW HAMPSHIRE HOSPITAL, ACUTE PSYCHIATRIC SERVICES

State Fiscal Year	Class / Account	Class Title	Job Number	Current Budget	Increased (Decreased) Amount	Revised Budget
2018	102-500731	Contracts for Prog Svc	94050200	\$0	\$0	\$0
2019	102-500731	Contracts for Prog Svc	94050200	\$0	\$0	\$0
2020	102-500731	Contracts for Prog Svc	94050200	\$800,000	\$0	\$800,000
2021	102-500731	Contracts for Prog Svc	94050200	\$750,000	\$285,120	\$1,035,120
2022	102-500731	Contracts for Prog Svc	94050200	\$0	\$800,000	\$800,000
2023	102-500731	Contracts for Prog Svc	94050200	\$0	\$800,000	\$800,000
			Subtotal	\$1,550,000	\$1,885,120	\$3,435,120

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

05-095-091-910010-6710 HEALTH AND SOCIAL SERVICES, DEPARTMENT OF HEALTH AND HUMAN SERVICES, HHS; GLENCLIFF HOME, GLENCLIFF PROFESSIONAL, MEDICAL PROVIDERS

State Fiscal Year	Class / Account	Class Title	Job Number	Current Budget	Increased (Decreased) Amount	Revised Budget
2018	101-500729	Contracts for Prog Svc	91000000	\$360,000	\$0	\$360,000
2019	102-500731	Contracts for Prog Svc	94050200	\$360,000	\$0	\$360,000
2020	102-500731	Contracts for Prog Svc	94050200	\$400,000	\$0	\$400,000
2021	102-500731	Contracts for Prog Svc	94050200	\$400,000	\$91,000	\$491,000
2022	102-500731	Contracts for Prog Svc	94050200	\$0	\$400,000	\$400,000
2023	102-500731	Contracts for Prog Svc	94050200	\$0	\$400,000	\$400,000
			Subtotal	\$1,520,000	\$891,000	\$2,411,000
			TOTAL	\$3,070,000	\$2,776,120	\$5,846,120

EXPLANATION

The Howroyd-Wright Employment Agency, Inc. dba All's Well is Sole Source because the Department is exercising an extension that exceeds the current contract period when there are no renewal options available.

The purpose of this request is to increase the hourly rate to secure temporary, contracted Registered Nurse staffing to support New Hampshire Hospital and Glenclyff Home. These amendments are an integral factor in the Department's overall staffing strategy for New Hampshire Hospital and Glenclyff Home. As the State plans to increase census at New Hampshire Hospital, it is imperative that these amendments be approved. Additionally, given the current pandemic, New Hampshire Hospital and Glenclyff Home need to have such resources readily available to aide in potential surge planning, or to ensure proper staffing of facilities in the event a large portion of staff have to quarantine. The Temporary Nurse Staffing Services contracts provide professional staffing services through these contracts in order to locate and retain qualified temporary staff for Glenclyff Home and New Hampshire Hospital. Due to the complex nature of the population and the administration of medicine, registered nurses are required to be part of the staffing mix.

This request represents five (5) of the seven (7) amendments for Temporary Nurse Staffing Services' contracts. The Department anticipates presenting the other two (2) amendments upon receipt of executed amendment documents.

Several vendors have expressed the inability to attract qualified staff based on the hourly rate offered in the current contract. After an analysis of the rates paid to comparable hospitals throughout New Hampshire, it was determined that the Department's contract was twelve dollars (\$12) per hour below the lowest rate paid within New Hampshire for nurses with no psychiatric experience. This amendment proposes a modest increase of ten dollars (\$10) per hour. The number of nurses provided through this contract has declined from an initial average of ten (10) nurses, to the current

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

placement of five (5) nurses. In addition, during the early phase of the contract, vendors were able to identify a sufficient number of candidates, which enabled the Department to select the best candidate.

The population served by this amendment are patients from all communities within New Hampshire needing the services offered at New Hampshire Hospital and Glenciff Home.

The Department will monitor contracted services by screening of all candidates for appropriate education, experience and health and response to corrective action requests involving agency placements.

As referenced in Exhibit C-1, Revisions to Standard Contract Language, Paragraph 2, Renewal, of the original contracts, the parties have the option to extend the agreements for up to four (4) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval. The Department is exercising its option to renew services for two (2) of the two (2) years available for four (4) of the contracts. One (1) of the contracts, Howroyd-Wright Employment Agency, Inc. dba All's Well, has no renewal options available. The Department is extending contract services with All's Well for an additional two (2) years at this time.

Should the Governor and Council not authorize this request, the Department may not have adequate staffing for New Hampshire Hospital and Glenciff Home. Lack of staffing may result in a reduction in the number of beds available to clients due to state-mandated staffing ratios. Reducing the number of beds available to clients could potentially increase the number of patients on the New Hampshire Hospital waitlist.

Area served: Statewide

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

Respectfully submitted,



Lori A. Weaver
Deputy Commissioner



Jeffrey A. Pleyers
Commissioner

Lori A. Sabiane
Chief Executive Officer

23 mac
MAY 21 '19 PM 1:12 ORS
STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
NEW HAMPSHIRE HOSPITAL

36 CLINTON STREET, CONCORD, NH 03301
603-271-5300 1-800-852-3345 Ext. 5300
Fax: 603-271-5395 TDD Access: 1-800-735-1964
www.dbhs.nh.gov

May 8, 2019

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital and Glenduff Home, to enter into new contracts with five (5) vendors and exercise a renewal option with Howroyd-Wright Employment Agency, Inc. dba All's Well for the provision of temporary nurse staffing services by increasing the shared price limitation by \$2,350,000 from \$720,000 to an amount not to exceed \$3,070,000, and to extend the completion date for Howroyd-Wright Employment Agency, Inc. dba All's Well of June 30, 2019 to June 30, 2021 with a completion date of June 30, 2021 for all new contracts, effective upon Governor and Executive Council approval. Payments to the vendors will be made unencumbered as the price limitation is shared among all contracts and no minimum or maximum service volume is guaranteed. Glenduff Home: 76% Other (Agency) and 24% General; New Hampshire Hospital: 34% General Funds, 46% Other Funds (Provider Fees) and 20% Federal Funds.

The agreement with Howroyd-Wright Employment Agency dba All's Well, was originally approved by Governor and Council on August 23, 2017, (Item #17), and was amended on November 22, 2017 (Item #17).

Agency Name	Vendor ID	Address	Current Budget	Increase/ (Decrease)	Modified Budget
Howroyd-Wright Employment Agency, Inc. dba All's Well	759978	327 W Broadway Glendale, CA 91204	\$720,000	\$2,350,000	\$3,070,000
Cell Staff	TBD	1715 N Westshore Blvd Tampa, FL 33607	\$0	\$2,350,000	\$2,350,000
CMG CIT LLC, dba CoreMedical Group	TBD	3000 Goffs Falls Rd., Manchester, NH 03103	\$0	\$2,350,000	\$2,350,000
MAS Medical Staffing	TBD	156 Harvey Road Londonderry, NH 03053	\$0	\$2,350,000	\$2,350,000
Sunbell Staffing	TBD	3687 Tampa Rd. Oldsmar, FL 34677	\$0	\$2,350,000	\$2,350,000
SHC Services, Inc. dba Supplemental Health Care	TBD	95 John Muir Dr. Amherst, NY 14228	\$0	\$2,350,000	\$2,350,000

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
Page 2 of 5

Funds are anticipated to be available in State Fiscal Year (SFY) 2020 and SFY 2021, upon the availability and continued appropriation of funds in the future operating budgets, with authority to adjust budget line item amounts within the price limitation and adjust encumbrances between State Fiscal Years through the Budget Office, if needed and justified.

05-95-94-940010-87500000 HEALTH AND SOCIAL SERVICES, DEPARTMENT OF HEALTH AND HUMAN SERVICES, HHS: NEW HAMPSHIRE HOSPITAL, NEW HAMPSHIRE HOSPITAL, ACUTE PSYCHIATRIC SERVICES

SFY	Class / Account	Class Title	Job Number	Total Amount	Increase / Decrease	Revised Amount
2018	102-500731	Contracts for Program Svcs	94050200	\$0	\$0	\$0
2019	102-500731	Contracts for Program Svcs	94050200	\$0	\$0	\$0
2020	102-500731	Contracts for Program Svcs	94050200	\$0	\$800,000	\$800,000
2021	102-500731	Contracts for Program Svcs	94050200	\$0	\$750,000	\$750,000
		Subtotal		\$0	\$1,550,000	\$1,550,000

05-095-91-910010-5710 HEALTH AND SOCIAL SERVICES, DEPARTMENT OF HEALTH AND HUMAN SERVICES, HHS: GLENCLIFF HOME, GLENCLIFF PROFESSIONAL, MEDICAL PROVIDERS

SFY	Class / Account	Class Title	Job Number	Total Amount	Increase / Decrease	Revised Amount
2018	101-500729	Payment to Medical Providers	91000000	\$360,000	\$0	\$360,000
2019	101-500729	Payment to Medical Providers	91000000	\$360,000	\$0	\$360,000
2020	101-500729	Payment to Medical Providers	91000000	\$0	\$400,000	\$400,000
2021	101-500729	Payment to Medical Providers	91000000	\$0	\$400,000	\$400,000
		Subtotal		\$720,000	\$800,000	\$1,520,000
		Total		\$720,000	\$2,350,000	\$3,070,000

EXPLANATION

The purpose of this request is to ensure temporary contracted nursing staff is available to Glenciff Home (Glenciff) and New Hampshire Hospital (NHH). The price limitation is shared among all contractors and no minimum or maximum service volume is guaranteed. Glenciff and NHH continue to experience difficulty filling and retaining nursing positions in the current labor market as can be seen by the current vacancy rates in nursing positions in Table 1 and Table 2.

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
Page 3 of 5

Table 1. Glenciff Home Nurse Positions

Position Classification	Labor Grade	Authorized Number of Positions	Number of Vacant Positions			
			April 2019	July 2018	May 2017	July 2016
Nursing Director	34	1	0	0	0	0
Registered Nurse I-III	19-23	18	4	3	6	3
Licensed Practical Nurse I-II	21	8	1	2	3	2
Nursing Coordinator (Shift)	27	3	2	2	1	2
Nurse Coordinator (Training)	27	1	1	0	0	0
Total		31	8	7	10	7
Vacancy Rate			25.8%	22.6%	32.3%	22.6%

Table 2. New Hampshire Hospital Nurse Positions

Position Classification	Labor Grade	Authorized Number of Positions	Number of Vacant Positions			
			April 2019	Sept 2017	May 2017	Nov 2016
Nursing Director	34	1	0	1	1	0
Asst. Nursing Director	29	2	0	0	0	0
Registered Nurse I	19	17	3	3	4	4
Registered Nurse II	21	37	5	5	4	6
Registered Nurse III	23	34	4	1	1	4
Nurse Specialist	25	15	0	3	4	6
Nursing Coordinator	27	14	1	1	2	2
Nurse Practitioner	28	3	0	0	1	0
Licensed Practical Nurse	18	2	0	0	0	0
Total		125	13	14	17	22
Vacancy Rate			10%	12%	15%	18%

Glenciff and NHH use professional staffing services through these contracts in order to locate and retain qualified Temporary Staff. The local and State unemployment rates have remained low. Consequently, Glenciff and NHH are pursuing "passive" candidates who are not actively seeking employment for vacant positions. State-employed nursing staff are increasingly eligible for retirement, which adds to the vacancy rate concerns. Glenciff has four (4) nurses (22% of its nursing staff) eligible for retirement in the next three (3) years. NHH also has at least six (6) nurses who are approaching retirement age.

Many factors contribute to the inability of Glenciff and NHH to compete effectively in the nursing labor market, including the fact that salaries are not competitive with area employers. Both facilities offer compensation that is significantly low for Registered Nurses, especially nurses with experience (12-15% below State average). While Glenciff appears comparable in compensation for licensed practical nurses (LPNs), LPNs are becoming scarce as most nursing educational institutions no longer offer LPN programs.

According to the Bureau of Labor Statistics, the RN workforce is expected to grow from 2.9 million to 3.4 million by 2026, which is a 15% increase. The Bureau also projects the need for 203,700 new RNs each year through 2026. The National Council of State Boards of Nursing predict that 50.9% of the RN workforce is age fifty (50) and older. NHH has many nurses that have tenure of 15-20 years with the expectation that six (6) nurses may retire within the next three (3) years. Also competing for

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
Page 4 of 5

nursing staff in the Glenciff area are three (3) hospitals, including Dartmouth-Hitchcock Medical Center, a well-known teaching facility. New Hampshire has an even greater level of competition from southern New Hampshire hospitals whose nurse salaries are competitive with hospitals in Massachusetts.

Also complicating nurse staffing recruitment is the apparent reluctance of nursing staff candidates to seek employment at Glenciff and NHH, which deliver services within an industry often stigmatized by mental health stereotypes, prejudice, and discrimination. Many nurses are hesitant to apply for employment due to the perceived difficulty of working with individuals with mental health behaviors. Recent negative publicity about assaults and injuries to staff at NHH has had a negative effect on recruitment as well.

Glenciff and NHH will continue recruitment efforts, which include local, state, and nationwide advertising in newspapers, trade journals, and websites. Additionally, Glenciff will continue to serve as a Plymouth State University nursing clinical site, as well as attempt to develop an LPN program in-house.

The new contracts were competitively bid. The Department issued a Request for Applications from December 19, 2018 through January 22, 2019 for qualified organizations to provide Temporary Nursing Staff for NHH and Glenciff. The applications were reviewed by individuals qualified to make a determination of the vendors' ability to meet the needs of Glenciff and NHH. Five (5) of twelve (12) vendors were selected as listed in the Requested Action.

As referenced in Exhibit C-1 of the new agreements, the Department has the option to extend services for up to four (4) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and approval of the Governor and Executive Council.

As referenced in Exhibit C-1 of the agreement with All's Well, the Department has the option to extend services for up to two (2) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and approval of the Governor and Executive Council. This request utilizes two (2) years of renewal, leaving no additional years of renewal for contract services.

The Department recognizes the shortage of nurses may lead to more vacancies, as nurses continue to take positions at other facilities because of the hours, compensation, and personal safety considerations. Glenciff a long-term care facility of last resort for residents. The facility only accepts applications from residents who have been rejected by at least two (2) other nursing facilities.

NHH cares for individuals who have been deemed too dangerous to manage in other settings. Without sufficient nursing staff, access to acute and long-term care by individuals with mental health needs is at risk. For these reasons, approval of temporary nurse staffing agency contracts to support nurse staffing services is critical.

Should the Governor and Executive Council not approve this request, the Department will be at risk of not being able to adequately staff its Glenciff and NHH facilities. Lack of staffing may result in a reduction in the number of beds available to clients based on available staffing ratios. Reducing the number of beds available to clients could potentially increase the rate of recidivism and increase the number of state residents on each facility's waitlist.

Area served: Glenciff Home and New Hampshire Hospital facilities

Source of funds: Glenciff Home: 76% Other (Agency) and 24% General; New Hampshire Hospital: 34% General Funds, 46% Other Funds (Provider Fees) and 20% Federal Funds made available under the Social Security Act, Section 1923, Payment for Inpatient Hospital Services Furnished by Disproportionate Share Hospitals

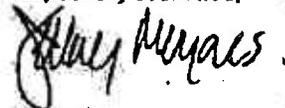
DocuSign Envelope ID: 6514098E-B842-4A7F-942D-E8D48F08807F

DocuSign Envelope ID: 94E83E45-CBFC-4754-BCE7-730077C7ECAC

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
Page 5 of 5

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

Respectfully submitted,



Jeffrey A. Meyers
Commissioner



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

Temporary Nurse Staffing Services
 RFP Name

RFA-1010-NH01-TEMPD
 RFP Number

Reviewer Names

Bidder Name
1. 22nd Century Technologies, Inc.
2. ahs Staffing
3. Cell Staff LLC
4. Core Medical Group
5. OnWriter, Inc.
6. InfoPnl, Inc.
7. Innovant Global, Inc
8. Naa Medical Staffing Corporation
9. Mederis, Inc.
10. Swabell Staffing
11. Supplemental Health Care Services, Inc.
12. Worldwide Travel Staffing Limited

Pass/Fail	Maximum Points	Actual Points
	500	450
	500	430
	500	478
	500	500
	500	448
	500	483
	500	476
	500	488
	500	490
	500	500
	500	500

1. Kevin Lincoln, Business Administrator II, Concord, NH
2. Linda Todd Richford, Concord Home Administrator, Concord, NH
3. Kim MacKey, Deputy Administrator
4. Eileen Moore, Nurse Coordinator, NH
5. Crystal Ouellet, Asst. Director of Nursing, NH
- 6.
- 7.
- 8.
- 9.

**State of New Hampshire
Department of Health and Human Services
Amendment #6**

This Amendment to the Temporary Nursing Services contract is by and between the State of New Hampshire, Department of Health and Human Services ("State" or "Department") and MAS Medical Staffing LLC ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on June 5, 2019 (Item #23), and as amended on November, 25, 2019 (Item #11), and amended on December 2, 2020, (Item #17), and amended on August 18, 2021 (Item #37), and amended on June 15, 2022, (Item #16), and amended on June 28, 2023, (Item #13), the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract as amended and in consideration of certain sums specified; and

WHEREAS, pursuant to Form P-37, General Provisions, the Contract may be amended upon written agreement of the parties and approval from the Governor and Executive Council; and

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree to amend as follows:

1. Form P-37, General Provisions, Block 1.8, Price Limitation, to read:
\$6,244,002 Shared Price Limitation
2. Modify Exhibit B, Methods and Conditions Precedent to Payment, Section 1, Provisions Applicable to all Services, Subsection 1.2, Paragraph 1.2.5., to read:
1.2.5. SFY 2024 - \$570,000.

All terms and conditions of the Contract and prior amendments not modified by this Amendment remain in full force and effect. This Amendment shall be effective upon Governor and Council approval.

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

State of New Hampshire
Department of Health and Human Services

11/29/2023

Date

DocuSigned by:
Ellen Marie Lapointe
4600001F9F0120

Name: Ellen Marie Lapointe
Title: Chief Executive Officer

MAS Medical Staffing Corporation

11/28/2023

Date

DocuSigned by:
Shannon Delage
DC4F059B3CA6441...

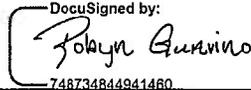
Name: Shannon Delage
Title: CEO

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

11/29/2023

Date

DocuSigned by:


Name: Robyn Guarino

Title: Attorney

I hereby certify that the foregoing Amendment was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: _____ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

Date

Name:

Title:

State of New Hampshire

Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that MAS MEDICAL STAFFING LLC is a New Hampshire Limited Liability Company registered to transact business in New Hampshire on June 03, 2002. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 404991

Certificate Number: 0006245752



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 9th day of June A.D. 2023.

A handwritten signature in black ink, appearing to read "David M. Scanlan".

David M. Scanlan
Secretary of State

CERTIFICATE OF AUTHORITY

I, Jessica Pelletier, hereby certify that: (Name of the elected Officer of the Corporation/LLC; cannot be contract signatory)

1. I am a duly elected Clerk/Secretary/Officer of MAS Medical Staffing (Corporation/LLC Name)

2. The following is a true copy of a vote taken at a meeting of the Board of Directors/shareholders, duly called and held on November 6, 2023, at which a quorum of the Directors/shareholders were present and voting. (Date)

VOTED: That Shannon Delage, CEO (may list more than one person) (Name and Title of Contract Signatory)

is duly authorized on behalf of MAS Medical staffing to enter into contracts or agreements with the State (Name of Corporation/ LLC)

of New Hampshire and any of its agencies or departments and further is authorized to execute any and all documents, agreements and other instruments, and any amendments, revisions, or modifications thereto, which may in his/her judgment be desirable or necessary to effect the purpose of this vote.

3. I hereby certify that said vote has not been amended or repealed and remains in full force and effect as of the date of the contract/contract amendment to which this certificate is attached. This authority was **valid thirty (30) days prior to and remains valid for thirty (30) days** from the date of this Certificate of Authority. I further certify that it is understood that the State of New Hampshire will rely on this certificate as evidence that the person(s) listed above currently occupy the position(s) indicated and that they have full authority to bind the corporation. To the extent that there are any limits on the authority of any listed individual to bind the corporation in contracts with the State of New Hampshire, all such limitations are expressly stated here.

Dated: 11/6/2023

DocuSigned by:
Jessica Pelletier
Signature of Elected Officer
Name: Jessica Pelletier
Title: Revenue Director



13 *mac*

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

Lori A. Weaver
 Interim Commissioner

Ellen M. Lapointe
 Chief Executive Officer

36 CLINTON STREET, CONCORD, NH 03301
 603-271-5300 1-800-852-3345 Ext. 5300
 Fax: 603-271-5395 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

June 14, 2023

His Excellency, Governor Christopher T. Sununu
 and the Honorable Council
 State House
 Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital, to amend existing contracts with the Contractors listed below to continue to provide temporary nurse staffing services to New Hampshire Hospital and Glenclyff Home, by exercising a contract renewal option by increasing the total shared price limitation for all vendors by \$530,000 from \$6,394,002 to \$6,924,002 and extending the completion date from June 30, 2023 to December 31, 2023 effective July 1, 2023, upon Governor and Council approval. 40% General Funds. 60% Other Funds (Agency Fees & Intra-Department Transfer).

The individual contracts were approved by Governor and Council as specified in the table below.

Contractor Name	Vendor Code	Area Served	Total Shared Price Limitation	Increased (Decreased) Shared Price Amount	Revised Budget	G&C Approval
Cell Staff, LLC (Tampa, FL)	268101	Statewide	\$6,394,002	\$530,000	\$6,924,002	O: 6/5/19, (Item #23) A1: 12/2/20, (Item #17) A2: 8/18/21, (Item #37) A3: 6/15/22, (Item #16)
MAS Medical Staffing LLC (Londonderry, NH)	160689	Statewide	\$6,394,002	\$530,000	\$6,924,002	O: 6/5/19, (Item #23) A1: 11/25/19, (Item #11) A2: 12/2/20, (Item #17) A3: 8/18/21, (Item #37) A4: 6/15/22, (Item #16)
		Total:	\$6,394,002	\$530,000	\$6,924,002	

Funds are anticipated to be available in the following accounts for State Fiscal Year 2024 with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

See attached fiscal details

EXPLANATION

The Department recently competitively selected new agreements using a Request for Applications (RFA) for temporary staffing at New Hampshire Hospital and Glenclyff Home, which are being presented as a separate item at this Governor and Council meeting. This request is to

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

extend two (2) existing agreements with Contractors that are currently providing nursing staff but were not awarded agreements under the Request for Applications based on the number of applicants and the scoring process.

This extension is necessary to allow New Hampshire Hospital and Glenclyff Home sufficient time to transition out from utilizing nursing staff already employed at NHH and Glenclyff via Cell Staff and MAS and to transition into the new temporary staffing agreements that were awarded agreements under the RFA.

The allowance of Cell Staff and MAS nurses to complete their contract terms, which extend beyond June 30 2023 will avoid staffing shortages that could result in a reduction in bed availability. At such a time when the duration of their contracts are completed the department will not renew the Cell Staff or MAS nurses and will have had sufficient time to transition in the contracts that were awarded via the RFA. We will not be adding any additional nurses from Cell Staff or MAS, only allowing the current nurses to complete their contracts. The Department is presenting a separate request at this Governor and Council meeting for new agreements that were competitively selected using a Request for Applications (RFA) for temporary staffing at New Hampshire Hospital and Glenclyff Home.

The population served includes individuals at NHH and Glenclyff Home.

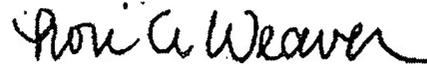
The Department will continue to monitor services by screening all temporary staff for appropriate education, experience and health and response to corrective action requests involving agency placements.

As referenced in Exhibit C-1, Revisions to Standard Contract Language, Paragraph 2., Renewal, of the original agreements, the Department has the option to extend the agreements for up to four (4) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval. The Department is exercising its option to renew services for six (6) of the twenty-four (24) months available.

Should the Governor and Executive Council not authorize this request, the Department will not have adequate staffing for NHH and Glenclyff Home. Lack of staffing may result in a reduction in the number of beds available to clients due to state-mandated staffing ratios. Reducing the number of beds available to clients could potentially increase the number of patients on the NHH waitlist.

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

Respectfully submitted,



Lori A. Weaver
Interim Commissioner

DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Howroyd-Wright Employment Agency, Inc. All's Well** Vendor # **759978**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric
0% Federal Funds,40% General Funds, 60% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Cell Staff, LLC** Vendor # **268101**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$ 800,000	\$0	\$ 800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2024	102/500731	Contracts for Program Services	94050200	\$0	\$530,000	\$530,000
Sub Total				\$3,744,002	\$0	\$4,274,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **CMG CIT Acquisition, LLC, dba CoreMedical Group** Vendor # **206667**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric
0% Federal Funds,40% General Funds, 60% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **MAS Medical Staffing Corporation** Vendor # **160689**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2024	102/500731	Contracts for Program Services	94050200	\$0	\$530,000	\$530,000
Sub Total				\$3,744,002	\$0	\$4,274,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Worldwide Travel Staffing, Limited** Vendor # **224259**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Sunbelt Staffing, LLC** Vendor # **332980**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
Sub Total				\$1,550,000	\$0	\$1,550,000

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **SHC Services, Inc. dba Supplemental Health Care** Vendor # **209387**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
Sub Total				\$1,550,000	\$0	\$1,550,000

DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer) \$726,000 for this vendor was not included in the shared price limitation

Vendor Name: Howroyd-Wright Employment Agency, Inc. All's Well Vendor # 750978

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2018	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000
2019	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$2,650,000	\$0	\$2,650,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Cell Staff, LLC Vendor # 33607

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: CMG CIT Acquisition, LLC, dba CoreMedical Group Vendor # 296687

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: MAS Medical Staffing Corporation Vendor # 160689

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Worldwide Travel Staffing, Limited Vendor # 224259

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: Sunbelt Staffing, LLC Vendor # 332980

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
Sub Total				\$800,000	\$0	\$800,000

05-95-091-910010-5710 HHS: Glenclyff Home, Glenclyff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: SHC Services, Inc. dba Supplemental Health Care Vendor # 209387

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$800,000
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
Sub Total				\$800,000	\$0	\$800,000

**State of New Hampshire
Department of Health and Human Services
Amendment #5**

This Amendment to the Temporary Nursing Services contract is by and between the State of New Hampshire, Department of Health and Human Services ("State" or "Department") and MAS Medical Staffing LLC ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on June 5, 2019 (Item #23), and as amended on November, 25, 2019 (Item #11), and amended on December 2, 2020, (Item #17), and amended on August 18, 2021 (Item #37), and amended on June 15, 2022, (Item #16) the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract as amended and in consideration of certain sums specified; and

WHEREAS, pursuant to Form P-37, General Provisions, Paragraph 18, the Contract may be amended upon written agreement of the parties and approval from the Governor and Executive Council; and

WHEREAS, the parties agree to extend the term of the agreement, increase the price limitation, or modify the scope of services to support continued delivery of these services; and

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree to amend as follows:

1. Form P-37 General Provisions, Block 1.7, Completion Date, to read:
December 31, 2023
2. Form P-37, General Provisions, Block 1.8, Price Limitation, to read:
\$6,924,002
3. Form P-37, General Provisions, Block 1.9, Contracting Officer for State Agency, to read:
Robert W. Moore, Director.
4. Modify Exhibit B, Methods and Conditions Precedent to Payment, Section 1, Provisions Applicable to all Services, Subsection 1.2., by adding Paragraph 1.2.5., to read:
1.2.5. SFY 2024 - \$530,000

DS
MW

All terms and conditions of the Contract and prior amendments not modified by this Amendment remain in full force and effect. This Amendment shall be effective July 1, 2023, subject to Governor and Council approval.

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

State of New Hampshire
Department of Health and Human Services

6/13/2023

Date

DocuSigned by:

Ellen Marie Lapointe

16506801F0E8428...

Name: Ellen Marie Lapointe

Title: Chief Executive Officer

MAS Medical Staffing LLC

6/13/2023

Date

DocuSigned by:

Matt Witterdink

79847281ACF544D...

Name: Matt Witterdink

Title: svp, Client Services

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

6/13/2023

Date

DocuSigned by:
Robyn Guarino

748704844044400
Name: Robyn Guarino

Title: Attorney

I hereby certify that the foregoing Amendment was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: _____ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

Date

Name:
Title:

JUN03'22 Fri 12:14 RCW

16 GAC



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

Lori A. Shibaette
 Commissioner

Elles M. Lapointe
 Chief Executive Officer

36 CLINTON STREET, CONCORD, NH 03301
 603-271-5300 1-800-852-3345 Ext. 5300
 Fax: 603-271-5395 TDD Access: 1-800-735-2964
 www.dhhs.nh.gov

May 18, 2022

His Excellency, Governor Christopher T. Sununu
 and the Honorable Council
 State House
 Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital, to enter into a new **Sole Source** contract with the vendor listed in bold below, which includes the option to renew for two (2) years, and amend existing contracts listed in regular text below, to expand temporary nursing services and increase the hourly rate for temporary nursing staff at New Hampshire Hospital and Glenclyff Home, with no change to the price limitation of \$8,394,002 and no change to the existing contract completion dates of June 30, 2023, effective upon Governor and Council approval. 34% General Funds. 66% Other Funds (Agency Fees & Intra-Department Transfer).

The individual contracts were approved by Governor and Council as specified in the table below.

* Contractor Name	Vendor Code	Area Served	Budgeted Amount	G&C Approval
** Howroyd-Wright Employment Agency, Inc. dba All's Well (Glendale, CA)	759978	Statewide	\$6,394,002 of which \$5,674,002 is included in the shared price limitation	O: 8/23/17, (Item #17) A1: 11/22/17, (Item #17) A2: 6/5/19, (Item #23) A3: 12/02/20, (Item #17) A4: 8/18/21, (Item #37)
Cell Staff, LLC (Tampa, FL)	33607	Statewide	\$5,674,002	O: 6/5/19, (Item #23) A1: 12/2/20, (Item #17) A2: 8/18/21, (Item #37)
CMG CIT Acquisition, LLC, dba CoreMedical Group (Manchester, NH)	298687	Statewide	\$5,674,002	O: 6/5/19, (Item #23) A1: 12/2/20, (Item #17) A2: 8/18/21, (Item #37)
MAS Medical Staffing LLC (Londonderry, NH)	180689	Statewide	\$5,674,002	O: 6/5/19, (Item #23) A1: 11/25/19, (Item #11) A2: 12/2/20, (Item #17) A3: 8/18/21, (Item #37)
Worldwide Travel Staffing, Limited (Tonawanda, NY)	224259	Statewide	\$5,674,002	O: 3/11/20, (Item #12) A1: 6/24/20, (Item #12) A2: 12/2/20, (Item #17) A3: 8/18/21, (Item #37)
***SHC Services, Inc. dba Supplemental Health Care	209387	Statewide	\$1,473,941	
		Total:	\$8,394,002	

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

* The contracts above were originally awarded through a competitive bid process. Two contracts awarded through that process to Sunbelt Staffing LLC, and SHC Services, Inc., expired on June 30, 2021, and are not included in this table. The financial history for these two organizations is included in the attached Fiscal Details.

** Howroyd-Wright Employment Agency, dba All's Well, has an amount of \$720,000 that is not included in the shared price limitation above.

***SHC Services, Inc. dba Supplemental Health Care is a new Sole Source contract that is only participating in the State Fiscal Year 2023 shared price limitation for this request.

Funds are available in the following accounts for State Fiscal Years 2022 and 2023, with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

See attached fiscal details.

EXPLANATION

A portion of this request is Sole Source because the Contractor listed in bold above is uniquely qualified and able to provide temporary nursing staff. The Contractor, along with the existing Contractors listed above, represent the known viable options to securing critical temporary nursing staff.

Additionally, the purpose of this request is to increase the hourly per diem and short-term rates for contracted, temporary, Registered Nurse and Licensed Practical Nurse staffing that support New Hampshire Hospital and Glenciff Home. These requested actions are an essential factor in the Department's overall staffing strategy for these care facilities.

New Hampshire Hospital (NHH) and Glenciff Home continue to use professional staffing services through these contracts to locate and retain qualified temporary nursing staff. NHH and Glenciff Home have continued to struggle with attracting full-time nurses. The shortfall in permanent positions has required the facilities to reach out to nurse staffing agencies. However, the current contracted rate is at the bottom of the range paid by area hospitals. Due to the labor shortage coupled with the low pay rate, NHH and Glenciff Home are not able to backfill any of the permanent positions with qualified temporary agency staff.

The population served by this amendment are individuals from all communities within New Hampshire who are in need of the services offered at NHH and Glenciff Home.

The Department monitors services by screening all temporary staff for appropriate education, experience and health and response to corrective action requests involving agency placements.

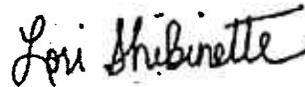
As referenced in Exhibit C-1, Revisions to Standard Contract Language, Paragraph 2., Renewal, of the original agreements, the Department has the option to extend four (4) of the agreements for up to four (4) additional years, and as referenced in Exhibit C-1, Revisions to General Provisions, Paragraph 3. Extension, of the original agreement, the Department has the option to extend the agreement with Howroyd-Wright Employment Agency, Inc. dba All's Well for up to two (2) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval. The Department is not exercising its options to renew at this time. For the one (1) new Sole Source contract in this requested action, as referenced in Exhibit A, Revisions to Standard Agreement Provisions, Subparagraph 1.1., the Department has the option to extend the agreement for up to two (2) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval.

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

Should the Governor and Executive Council not authorize this request, the Department may not have adequate staffing for NHH and Glenciff Home. Lack of staffing may result in a reduction in the number of beds available to clients due to state-mandated staffing ratios. Reducing the number of beds available to clients could potentially increase the number of patients on the NHH Waitlist.

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

Respectfully submitted,



Lori A. Shibinette
Commissioner

DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Howroyd-Wright Employment Agency, Inc. All's Well** Vendor # **759978**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Cell Staff, LLC** Vendor # **33607**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$ 800,000	\$0	\$ 800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **CMG CIT Acquisition, LLC, dba CoreMedical Group** Vendor # **296687**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **MAS Medical Staffing Corporation** Vendor # **160689**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Worldwide Travel Staffing, Limited** Vendor # **224258**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$954,441	\$0	\$954,441
Sub Total				\$3,744,002	\$0	\$3,744,002

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Sunbelt Staffing, LLC** Vendor # **332980**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
Sub Total				\$1,550,000	\$0	\$1,550,000

05-95-094-940010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute Psychiatric Services

0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **SHC Services, Inc. dba Supplemental Health Care** Vendor # **209387**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$954,441	\$954,441
Sub Total				\$1,550,000	\$954,441	\$2,504,441

DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer) \$720.00 for this vendor was not included in the shared price limitation

Vendor Name **Howroyd-Wright Employment Agency, Inc. All's Well** Vendor # **759978**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2018	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000
2019	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$2,650,000	\$0	\$2,650,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Cell Staff, LLC** Vendor # **33607**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **CMG CIT Acquisition, LLC, dba CoreMedical Group** Vendor # **296687**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **MAS Medical Staffing Corporation** Vendor # **160689**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Worldwide Travel Staffing, Limited** Vendor # **224259**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000
2022	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
2023	101-500729	Medical Payments to Providers	94050200	\$519,500	\$0	\$519,500
Sub Total				\$1,930,000	\$0	\$1,930,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **Sunbelt Staffing, LLC** Vendor # **332980**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
Sub Total				\$800,000	\$0	\$800,000

05-95-091-910010-5710 HHS: Glenciff Home, Glenciff Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name **SHC Services, Inc. dba Supplemental Health Care** Vendor # **209387**

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$519,500	\$519,500
Sub Total				\$800,000	\$519,500	\$1,319,500

37
max



**STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
NEW HAMPSHIRE HOSPITAL**

Lori A. Shilbrette
Commissioner

Heather M. Moquin
Chief Executive Officer

36 CLINTON STREET, CONCORD, NH 03301
603-271-5300 1-800-852-3345 Ext. 5300
Fax: 603-271-5395 TDD Access: 1-800-735-2964
www.dhhs.nh.gov

July 27, 2021

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital, to amend existing contracts with the Contractors listed below in bold to increase the hourly rate for temporary nursing staff at New Hampshire Hospital and Glenclyff Home, by increasing the total shared price limitation for all vendors below by \$547,882 from \$5,126,120 to \$5,674,002, which increases the price limitation for Howroyd-Wright Employment Agency, Inc. dba: All's Well from \$5,846,120 to \$6,394,002 with no change to the contract completion dates of June 30, 2023, effective upon Governor and Council approval. 34% General Funds. 66% Other Funds (Agency Fees & Intra-Department Transfer).

The individual contracts were approved by Governor and Council as specified in the table below.

Contractor Name	Vendor Code	Area Served	Current Amount	Increase of Shared Price Limitation (Decrease)	Revised Amount	G&C Approval
Howroyd-Wright Employment Agency, Inc. dba All's Well	759978	Statewide	\$5,846,120 of which \$5,126,120 is included in the shared price limitation	\$547,882	\$6,394,002 of which \$5,674,002 is included in the shared price limitation	O: 8/23/17, #17 A1: 11/22/17, #17 A2: 6/5/19, #23 A3: 12/02/20, #17
Cell Staff, LLC	33607	Statewide	\$5,126,120	\$547,882	\$5,674,002	O: 6/5/19, #23 A1: 12/2/20, #17
CMG CIT Acquisition, LLC, dba CoreMedical Group	296667	Statewide	\$5,126,120	\$547,882	\$5,674,002	O: 6/5/19, #23 A1: 12/2/20, #17
MAS Medical Staffing Corporation	160689	Statewide	\$5,126,120	\$547,882	\$5,674,002	O: 6/5/19, #23 A1: 11/25/19, #11 A2: 12/2/20, #17
Worldwide Travel Staffing, Limited	224259	Statewide	\$5,126,120	\$547,882	\$5,674,002	O: 3/11/20, #12 A1: 6/24/20, #12 A2: 12/2/20, #17
		Total:	\$5,846,120	\$547,882	\$6,394,002	

* The contracts above were originally awarded through a competitive bid process. Two contracts awarded through that process to Sunbelt Staffing LLC, and SHC Services, Inc., expired on June 30, 2021, and are not included in this table. The financial history for these two organizations is included in the attached Fiscal Details.

** Howroyd-Wright Employment Agency, dba All's Well, has an amount of \$720,000 that is not included in the shared price limitation above.

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

Funds are available in the following accounts for State Fiscal Years 2022 and 2023, with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

See Fiscal Details Attached

EXPLANATION

The purpose of this request is to increase the hourly per diem and short-term rates for contracted, temporary, Registered Nurse and Licensed Practical Nurse staffing that support New Hampshire Hospital and Glenciff Home. These amendments are an essential factor in the Department's overall staffing strategy for these care facilities.

New Hampshire Hospital (NHH) and Glenciff Home use professional staffing services through these contracts to locate and retain qualified temporary nursing staff. Since the beginning of the pandemic, NHH and Glenciff Home have struggled to attract full-time nurses. The shortfall in permanent positions has required the facilities to reach out to nurse staffing agencies. However, the current contracted rate is at the bottom of the range paid by area hospitals. Due to the labor shortage coupled with the low pay rate, NHH and Glenciff are not able to backfill any of the permanent positions with qualified temporary agency staff.

The population served by this amendment are individuals from all communities within New Hampshire who are in need of the services offered at NHH and Glenciff Home.

The Department monitors services by screening all temporary staff for appropriate education, experience and health and response to corrective action requests involving agency placements.

As referenced in Exhibit C-1, Revisions to Standard Contract Language, Paragraph 2.; Renewal, of the original agreements, the parties have the option to extend the agreements for up to four (4) additional years, contingent upon satisfactory delivery of services; available funding; agreement of the parties and Governor and Council approval. The Department is not exercising its option to renew at this time.

Should the Governor and Executive Council not authorize this request, the Department may not have adequate staffing for NHH and Glenciff Home. Lack of staffing may result in a reduction in the number of beds available to clients due to state-mandated staffing ratios. Reducing the number of beds available to clients could potentially increase the number of patients on the NHH Waitlist.

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

Respectfully submitted,



Heather M. Moquin
Chief Executive Officer

**DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET
Temporary Nurse Services - KHN Glancilth Home**

03-95-034-840010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute
Psychiatric Services
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: **Howdy-Wright Employment Agency, Inc. A/E Web** Vendor # 759978

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$308,882	\$3,744,002

03-95-034-840010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: **Celi Staff, LLC** Vendor # 20607

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$308,882	\$3,744,002

03-95-034-840010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: **CMG CIT Acquisition, LLC, dba CoreMedical Group** Vendor # 29667

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$308,882	\$3,744,002

03-95-034-840010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: **MAS Medical Staffing Corporation** Vendor # 16089

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$308,882	\$3,744,002

03-95-034-840010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: **Worldwide Travel Staffing, Limited** Vendor # 22426

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$1,035,120	\$0	\$1,035,120
2022	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
2023	102/500731	Contracts for Program Services	94050200	\$800,000	\$154,441	\$954,441
Sub Total				\$3,435,120	\$308,882	\$3,744,002

03-95-034-840010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: **Sunbelt Staffing, LLC** Vendor # 202960

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
Sub Total				\$1,550,000	\$0	\$1,550,000

03-95-034-840010-87500000 HHS:New Hampshire Hospital, New Hampshire Hospital, Acute
0% Federal Funds,34% General Funds, 66% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name: **SMC Services, Inc. dba Supplemental Health Care** Vendor # 299267

State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount
2020	102/500731	Contracts for Program Services	94050200	\$800,000	\$0	\$800,000
2021	102/500731	Contracts for Program Services	94050200	\$750,000	\$0	\$750,000
2022	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
2023	102/500731	Contracts for Program Services	94050200	\$0	\$0	\$0
Sub Total				\$1,550,000	\$0	\$1,550,000

**DEPARTMENT OF HEALTH AND HUMAN SERVICES
FISCAL DETAILS SHEET
Temporary Nurse Services - NHH Glenciti Home**

05-95-091-910010-5710 NHS: Glenciti Home, Glenciti Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer) \$720,000 for this vendor is not included in the Shared Price Limitation

Vendor Name		Howroyd-Wright Employment Agency, Inc. A/E's We			Vendor # 759978		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2019	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000	
2019	101-500729	Medical Payments to Providers	94050200	\$360,000	\$0	\$360,000	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$2,411,000	\$229,000	\$2,640,000	

05-95-091-910010-5710 NHS: Glenciti Home, Glenciti Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Cell Staff, LLC			Vendor # 33657		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$1,691,000	\$239,000	\$1,930,000	

05-95-091-910010-5710 NHS: Glenciti Home, Glenciti Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		CMG CIT Acquisition, LLC, dba CoreMedical Group			Vendor # 298657		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$1,691,000	\$239,000	\$1,930,000	

05-95-091-910010-5710 NHS: Glenciti Home, Glenciti Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		IMAS Medical Staffing Corporation			Vendor # 160680		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$1,691,000	\$239,000	\$1,930,000	

05-95-091-910010-5710 NHS: Glenciti Home, Glenciti Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Worldwide Travel Staffing, Limited			Vendor # 234259		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$491,000	\$0	\$491,000	
2022	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
2023	101-500729	Medical Payments to Providers	94050200	\$400,000	\$119,500	\$519,500	
Sub Total				\$1,691,000	\$239,000	\$1,930,000	

05-95-091-910010-5710 NHS: Glenciti Home, Glenciti Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		Sunbelt Staffing, LLC			Vendor # 337980		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0	
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0	
Sub Total				\$800,000	\$0	\$800,000	

05-95-091-910010-5710 NHS: Glenciti Home, Glenciti Professional, Medical Providers
0% Federal Funds, 22% General Funds, 78% Other Funds (Agency Fees & Intra-Department Transfer)

Vendor Name		SHC Services, Inc. dba Supplemental Health Care			Vendor # 209387		
State Fiscal Year	Class / Account	Class Title	Job Number	Current Amount	Increase (Decrease)	Revised Amount	
2020	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2021	101-500729	Medical Payments to Providers	94050200	\$400,000	\$0	\$400,000	
2022	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0	
2023	101-500729	Medical Payments to Providers	94050200	\$0	\$0	\$0	
Sub Total				\$800,000	\$0	\$800,000	

17 mac



Lori A. Shibiotta
Commissioner

Heather M. Mequle
Chief Executive Officer

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

36 CLINTON STREET, CONCORD, NH 03301
603-271-5300 1-800-852-3345 Ext. 5300
Fax: 603-271-5395 TDD Access: 1-800-733-2964
www.dhhs.nh.gov

November 16, 2020

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital, to amend existing contracts in bold, one of which is Sole Source as indicated by an asterisk (*), with the vendors listed below to further the Department's overall staffing strategy and provide temporary nurse staffing services to New Hampshire Hospital and Glenciff Home by increasing hourly rates for staff and by exercising renewal options that are available and by increasing the total shared price limitation for all vendors below by \$2,776,120 from \$2,350,000 to \$5,126,120, which increases the price limitation for Howroyd-Wright Employment Agency, Inc. dba All's Well from \$3,070,000 to \$5,846,120, and by extending the completion dates from June 30, 2021 to June 30, 2023 effective upon Governor and Council approval. 34% General Funds. 66% Other Funds (Agency Fees & Intra-Department Transfer).

The individual contracts were approved by Governor and Council as specified in the table below.

Vendor Name	Vendor Code	Area Served	Current Amount	Increase of Shared Price Limitation	Revised Amount	G&C Approval
*Howroyd-Wright Employment Agency, Inc. dba All's Well	759978	Statewide	\$3,070,000 of which \$2,350,000 is included in the shared price limitation	\$2,776,120	\$5,846,120 of which \$5,126,120 is included in the shared price limitation	O: 08/23/17, Item #17 A1: 11/22/17, Item #17 A2: 06/05/19, Item #23
Cell Staff, LLC	33607	Statewide	\$2,350,000	\$2,776,120	\$5,126,120	O: 06/05/2019, Item #23
CMG CIT Acquisition, LLC, dba CoreMedical Group	296687	Statewide	\$2,350,000	\$2,776,120	\$5,126,120	O: 06/05/2019, Item #23

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

MAS Medical Staffing Corporation	160689	Statewide	\$2,350,000	\$2,776,120	\$5,126,120	O: 06/05/2019, Item #23 A1: 11/25/19, Item #11
Sunbell Staffing, LLC	332980	Statewide	\$2,350,000	\$0	\$5,126,120	O: 06/05/2019, Item #23 A1: 11/25/19, Item #11
SHC Services, Inc. dba Supplemental Health Care	209387	Statewide	\$2,350,000	\$0	\$5,126,120	O: 06/05/2019, Item #23
Worldwide Travel Staffing, Limited	224259	Statewide	\$2,350,000	\$2,776,120	\$5,126,120	O: 03/11/2020, Item #12 A1: 06/24/20, Item #12
Total:			\$3,070,000	\$2,776,120	\$5,126,120	

• • Hayward-Wright Employment Agency, dba All's Well has an amount of \$720,000 that is not included in the shared price limitation, above.

Funds are available in the following accounts for State Fiscal Years 2021, with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

05-095-094-940010-87600000 HEALTH AND SOCIAL SERVICES, DEPARTMENT OF HEALTH AND HUMAN SERVICES, HHS: NEW HAMPSHIRE HOSPITAL, NEW HAMPSHIRE HOSPITAL, ACUTE PSYCHIATRIC SERVICES

State Fiscal Year	Class / Account	Class Title	Job Number	Current Budget	Increased (Decreased) Amount	Revised Budget
2018	102-500731	Contracts for Prog Svc	94050200	\$0	\$0	\$0
2019	102-500731	Contracts for Prog Svc	94050200	\$0	\$0	\$0
2020	102-500731	Contracts for Prog Svc	94050200	\$800,000	\$0	\$800,000
2021	102-500731	Contracts for Prog Svc	94050200	\$750,000	\$285,120	\$1,035,120
2022	102-500731	Contracts for Prog Svc	94050200	\$0	\$800,000	\$800,000
2023	102-500731	Contracts for Prog Svc	94050200	\$0	\$800,000	\$800,000
			Subtotal	\$1,550,000	\$1,885,120	\$3,435,120

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

05-095-091-910010-5710 HEALTH AND SOCIAL SERVICES, DEPARTMENT OF HEALTH AND HUMAN SERVICES, HMS: GLENCLIFF HOME, GLENCLIFF PROFESSIONAL, MEDICAL PROVIDERS

State Fiscal Year	Class / Account	Class Title	Job Number	Current Budget	Increased (Decreased) Amount	Revised Budget
2018	101-500729	Contracts for Prog Svc	91000000	\$360,000	\$0	\$360,000
2019	102-500731	Contracts for Prog Svc	94050200	\$360,000	\$0	\$360,000
2020	102-500731	Contracts for Prog Svc	94050200	\$400,000	\$0	\$400,000
2021	102-500731	Contracts for Prog Svc	94050200	\$400,000	\$91,000	\$491,000
2022	102-500731	Contracts for Prog Svc	94050200	\$0	\$400,000	\$400,000
2023	102-500731	Contracts for Prog Svc	94050200	\$0	\$400,000	\$400,000
			Subtotal	\$1,520,000	\$891,000	\$2,411,000
			TOTAL	\$3,070,000	\$2,776,120	\$5,846,120

EXPLANATION

The Howroyd-Wright Employment Agency, Inc. dba All's Well is Sole Source because the Department is exercising an extension that exceeds the current contract period when there are no renewal options available.

The purpose of this request is to increase the hourly rate to secure temporary, contracted Registered Nurse staffing to support New Hampshire Hospital and Glencliff Home. These amendments are an integral factor in the Department's overall staffing strategy for New Hampshire Hospital and Glencliff Home. As the State plans to increase census at New Hampshire Hospital, it is imperative that these amendments be approved. Additionally, given the current pandemic, New Hampshire Hospital and Glencliff Home need to have such resources readily available to aide in potential surge planning, or to ensure proper staffing of facilities in the event a large portion of staff have to quarantine. The Temporary Nurse Staffing Services contracts provide professional staffing services through these contracts in order to locate and retain qualified temporary staff for Glencliff Home and New Hampshire Hospital. Due to the complex nature of the population and the administration of medicine, registered nurses are required to be part of the staffing mix.

This request represents five (5) of the seven (7) amendments for Temporary Nurse Staffing Services' contracts. The Department anticipates presenting the other two (2) amendments upon receipt of executed amendment documents.

Several vendors have expressed the inability to attract qualified staff based on the hourly rate offered in the current contract. After an analysis of the rates paid to comparable hospitals throughout New Hampshire, it was determined that the Department's contract was twelve dollars (\$12) per hour below the lowest rate paid within New Hampshire for nurses with no psychiatric experience. This amendment proposes a modest increase of ten dollars (\$10) per hour. The number of nurses provided through this contract has declined from an initial average of ten (10) nurses, to the current

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

placement of five (5) nurses. In addition, during the early phase of the contract, vendors were able to identify a sufficient number of candidates, which enabled the Department to select the best candidate.

The population served by this amendment are patients from all communities within New Hampshire needing the services offered at New Hampshire Hospital and Glenciff Home.

The Department will monitor contracted services by screening of all candidates for appropriate education, experience and health and response to corrective action requests involving agency placements.

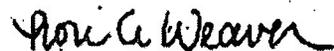
As referenced in Exhibit C-1, Revisions to Standard Contract Language, Paragraph 2., Renewal, of the original contracts, the parties have the option to extend the agreements for up to four (4) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval. The Department is exercising its option to renew services for two (2) of the two (2) years available for four (4) of the contracts. One (1) of the contracts, Howroyd-Wright Employment Agency, Inc. dba All's Well, has no renewal options available. The Department is extending contract services with All's Well for an additional two (2) years at this time.

Should the Governor and Council not authorize this request, the Department may not have adequate staffing for New Hampshire Hospital and Glenciff Home. Lack of staffing may result in a reduction in the number of beds available to clients due to state-mandated staffing ratios. Reducing the number of beds available to clients could potentially increase the number of patients on the New Hampshire Hospital waitlist.

Area served: Statewide

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

Respectfully submitted,



Lori A. Weaver
Deputy Commissioner

DocuSign Envelope ID: 26BE65D9-8402-4178-9595-34CAFEC9B6B3

DocuSign Envelope ID: 57ECE23A-480E-4642-9844-640D09AABAE4

DocuSign Envelope ID: BA347085-C4F5-4947-800C-BDAB71AB800E

DocuSign Envelope ID: DEF55FD1-416D-42F2-A286-8208FCF5A2F1

DocuSign Envelope ID: D348A274-2FB3-485C-8F47-0ADFDE3D0124

NOV04'19 PM 2:54 DAS

11
Maz



Jeffrey A. Meyers
Commissioner

Lord A. Silbione
Chief Executive Officer

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

36 CLINTON STREET, CONCORD, NH 03301
603-271-3300 1-800-852-3345 Ext. 3300
Fax: 603-271-3395 TDD Access: 1-800-333-1964
www.dhhs.nh.gov

October 21, 2019

His Excellency, Governor Christopher T. Sununu
and the Honorable Council,
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital and Glendiff Home, to retroactively amend existing agreements with the vendors listed in bold below to provide temporary nurse staffing services including licensed nursing assistants with no change to the completion date of June 30, 2021 or to the joint price limitation shared among the two (2) vendors of \$2,350,000, effective retroactive to September 1, 2019 upon Governor and Executive Council approval.

This agreement was originally approved by the Governor and Executive Council on June 5, 2019 (Item #23 Vote 5-D).

Agency Name	Vendor ID	Address	Current Modified Budget
Howroyd-Wright Employment Agency, Inc. dba All's Well	759978	327 W Broadway Glendale, CA 91204	\$3,070,000
Cell Staff	33607	1715 N Westshore Blvd Tampa, FL 33607	\$2,350,000
CMG CIT LLC, dba CoreMedical Group	296667	3000 Goffs Falls Rd., Manchester, NH 03103	\$2,350,000
MAS Medical Staffing	160689	156 Harvey Road Londonderry, NH 03053	\$2,350,000
Sunbolt Staffing	TBD	3687 Tampa Rd. Oldsmar, FL 34677	\$2,350,000
SHC Services, Inc. dba Supplemental Health Care	209387	95 John Muir Dr. Amherst, NY 14228	\$2,350,000

EXPLANATION

This request is retroactive because Glendiff Home required licensed nursing assistants (LNAs) be available through the temporary nurse staffing services by September 1, 2019 and entered the request to amend the contract to include LNAs as soon as was possible. Glendiff Home currently has thirteen (13) vacant LNA positions. The continual use of mandating staff to cover the vacancies to meet the required minimums is beginning to have a negative impact on staff. The use of contracted LNAs to meet required minimum staffing will reduce the possibility of staff burnout and help retain staff.

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

The purpose of this request is to add LNAs to the type of temporary nurse staffing services which the vendors can provide. Only two (2) of the original six (6) temporary nurse staffing agencies expressed interest in adding LNAs to their contract. Glenciff Home has established an LNA certification course to attract potential employees, but requires LNAs from temporary staffing agencies to cover the gap during the intervening period of time.

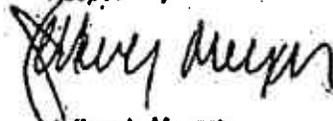
Glenciff Home and New Hampshire Hospital (NHH) use professional staffing services through these contracts to locate and retain qualified Temporary Staff. The local and State unemployment rates have remained low. Consequently, Glenciff and NHH are pursuing "passive" candidates who are not actively seeking employment for vacant positions. State-employed nursing staff are increasingly eligible for retirement, which adds to the vacancy rate concerns.

Glenciff and NHH will continue recruitment efforts, which include local, state, and nationwide advertising in newspapers, trade journals, and websites. Additionally, Glenciff will continue to serve as a Plymouth State University nursing clinical site, as well as attempt to develop an LPN program in-house.

Should the Governor and Executive Council not approve this request, the Department will be at risk of not being able to adequately staff its Glenciff and NHH facilities. Lack of staffing may result in a reduction in the number of beds available to clients based on available staffing ratios. Reducing the number of beds available to clients could potentially increase the rate of recidivism and increase the number of state residents on each facility's waitlist.

Area served: Glenciff Home and New Hampshire Hospital

Respectfully submitted,



Jeffrey A. Meyers
Commissioner



Jeffrey A. Blayere
Comptroller

Lori A. Salmons
Chief Executive Officer

MAY 21 '19 PM 1:12 DR5
STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
NEW HAMPSHIRE HOSPITAL

34 CLINTON STREET, CONCORD, NH 03301
603-271-5300 1-800-852-3343 Ext. 5300
Fax: 603-271-5395 TDD Access: 1-800-735-2964
www.dohh.nh.gov

May 8, 2019

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, New Hampshire Hospital and Glenciff Home, to enter into new contracts with five (5) vendors and exercise a renewal option with Howroyd-Wright Employment Agency, Inc. dba All's Well for the provision of temporary nurse staffing services by increasing the shared price limitation by \$2,350,000 from \$720,000 to an amount not to exceed \$3,070,000, and to extend the completion date for Howroyd-Wright Employment Agency, Inc. dba All's Well of June 30, 2019 to June 30, 2021 with a completion date of June 30, 2021 for all new contracts, effective upon Governor and Executive Council approval. Payments to the vendors will be made unencumbered as the price limitation is shared among all contracts and no minimum or maximum service volume is guaranteed. Glenciff Home: 76% Other (Agency) and 24% General; New Hampshire Hospital: 34% General Funds, 46% Other Funds (Provider Fees) and 20% Federal Funds.

The agreement with Howroyd-Wright Employment Agency dba All's Well was originally approved by Governor and Council on August 23, 2017, (Item #17), and was amended on November 22, 2017, (Item #17).

Agency Name	Vendor ID	Address	Current Budget	Increase/ (Decrease)	Modified Budget
Howroyd-Wright Employment Agency, Inc. dba All's Well	759978	327 W Broadway Glendale, CA 91204	\$720,000	\$2,350,000	\$3,070,000
Cell Staff	TBD	1715 N Westshore Blvd Tampa, FL 33607	\$0	\$2,350,000	\$2,350,000
CMG CIT LLC, dba CoreMedical Group	TBD	3000 Goffs Falls Rd., Manchester, NH 03103	\$0	\$2,350,000	\$2,350,000
MAS Medical Staffing	TBD	156 Harvey Road Londonderry, NH 03053	\$0	\$2,350,000	\$2,350,000
Sunbelt Staffing	TBD	3687 Tampa Rd. Oldsmar, FL 34677	\$0	\$2,350,000	\$2,350,000
SHC Services, Inc. dba Supplemental Health Care	TBD	95 John Muir Dr. Amherst, NY 14228	\$0	\$2,350,000	\$2,350,000

23
mac

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
Page 2 of 5

Funds are anticipated to be available in State Fiscal Year (SFY) 2020 and SFY 2021, upon the availability and continued appropriation of funds in the future operating budgets, with authority to adjust budget line item amounts within the price limitation and adjust encumbrances between State Fiscal Years through the Budget Office, if needed and justified.

05-95-94-940010-87600000 HEALTH AND SOCIAL SERVICES, DEPARTMENT OF HEALTH AND HUMAN SERVICES, HHS: NEW HAMPSHIRE HOSPITAL, NEW HAMPSHIRE HOSPITAL, ACUTE PSYCHIATRIC SERVICES

SFY	Class / Account	Class Title	Job Number	Total Amount	Increase / Decrease	Revised Amount
2018	102-500731	Contracts for Program Svcs	94050200	\$0	\$0	\$0
2019	102-500731	Contracts for Program Svcs	94050200	\$0	\$0	\$0
2020	102-500731	Contracts for Program Svcs	94050200	\$0	\$800,000	\$800,000
2021	102-500731	Contracts for Program Svcs	94050200	\$0	\$750,000	\$750,000
		Subtotal		\$0	\$1,550,000	\$1,550,000

05-95-91-910010-8710 HEALTH AND SOCIAL SERVICES, DEPARTMENT OF HEALTH AND HUMAN SERVICES, HHS: GLENCLIFF HOME, GLENCLIFF PROFESSIONAL, MEDICAL PROVIDERS

SFY	Class / Account	Class Title	Job Number	Total Amount	Increase / Decrease	Revised Amount
2018	101-500729	Payment to Medical Providers	91000000	\$360,000	\$0	\$360,000
2019	101-500729	Payment to Medical Providers	91000000	\$360,000	\$0	\$360,000
2020	101-500729	Payment to Medical Providers	91000000	\$0	\$400,000	\$400,000
2021	101-500729	Payment to Medical Providers	91000000	\$0	\$400,000	\$400,000
		Subtotal		\$720,000	\$800,000	\$1,520,000
		Total		\$720,000	\$2,350,000	\$3,070,000

EXPLANATION

The purpose of this request is to ensure temporary contracted nursing staff is available to Glenciff Home (Glenciff) and New Hampshire Hospital (NHH). The price limitation is shared among all contractors and no minimum or maximum service volume is guaranteed. Glenciff and NHH continue to experience difficulty filling and retaining nursing positions in the current labor market as can be seen by the current vacancy rates in nursing positions in Table 1 and Table 2.

His Excellency, Governor Christopher T. Sununu
and the Honorable Council.
Page 3 of 5

Table 1. Glenciff Home Nurse Positions

Position Classification	Labor Grade	Authorized Number of Positions	Number of Vacant Positions			
			April 2019	July 2018	May 2017	July 2016
Nursing Director	34	1	0	0	0	0
Registered Nurse I-III	19-23	18	4	3	6	3
Licensed Practical Nurse I-II	21	8	1	2	3	2
Nursing Coordinator (Shift)	27	3	2	2	1	2
Nurse Coordinator (Training)	27	1	1	0	0	0
Total		31	8	7	10	7
Vacancy Rate			25.8%	22.6%	32.3%	22.6%

Table 2. New Hampshire Hospital Nurse Positions

Position Classification	Labor Grade	Authorized Number of Positions	Number of Vacant Positions			
			April 2019	Sept 2017	May 2017	Nov 2016
Nursing Director	34	1	0	1	1	0
Asst. Nursing Director	29	2	0	0	0	0
Registered Nurse I	19	17	3	3	4	4
Registered Nurse II	21	37	5	5	4	6
Registered Nurse III	23	34	4	1	1	4
Nurse Specialist	25	15	0	3	4	6
Nursing Coordinator	27	14	1	1	2	2
Nurse Practitioner	28	3	0	0	1	0
Licensed Practical Nurse	18	2	0	0	0	0
Total		125	13	14	17	22
Vacancy Rate			10%	12%	15%	19%

Glenciff and NHH use professional staffing services through these contracts in order to locate and retain qualified Temporary Staff. The local and State unemployment rates have remained low. Consequently, Glenciff and NHH are pursuing 'passive' candidates who are not actively seeking employment for vacant positions. State-employed nursing staff are increasingly eligible for retirement, which adds to the vacancy rate concerns. Glenciff has four (4) nurses (22% of its nursing staff) eligible for retirement in the next three (3) years. NHH also has at least six (6) nurses who are approaching retirement age.

Many factors contribute to the inability of Glenciff and NHH to compete effectively in the nursing labor market, including the fact that salaries are not competitive with area employers. Both facilities offer compensation that is significantly low for Registered Nurses, especially nurses with experience (12-15% below State average). While Glenciff appears comparable in compensation for licensed practical nurses (LPNs), LPNs are becoming scarce as most nursing educational institutions no longer offer LPN programs.

According to the Bureau of Labor Statistics, the RN workforce is expected to grow from 2.9 million to 3.4 million by 2026, which is a 15% increase. The Bureau also projects the need for 203,700 new RNs each year through 2026. The National Council of State Boards of Nursing predict that 50.9% of the RN workforce is age fifty (50) and older. NHH has many nurses that have tenure of 15-20 years with the expectation that six (6) nurses may retire within the next three (3) years. Also competing for

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
Page 4 of 5

nursing staff in the Glenciff area are three (3) hospitals, including Dartmouth-Hitchcock Medical Center, a well-known teaching facility. New Hampshire has an even greater level of competition from southern New Hampshire hospitals whose nurse salaries are competitive with hospitals in Massachusetts.

Also complicating nurse staffing recruitment is the apparent reluctance of nursing staff candidates to seek employment at Glenciff and NHH, which deliver services within an industry often stigmatized by mental health stereotypes, prejudice, and discrimination. Many nurses are hesitant to apply for employment due to the perceived difficulty of working with individuals with mental health behaviors. Recent negative publicity about assaults and injuries to staff at NHH has had a negative effect in recruitment as well.

Glenciff and NHH will continue recruitment efforts, which include local, state, and nationwide advertising in newspapers, trade journals, and websites. Additionally, Glenciff will continue to serve as a Plymouth State University nursing clinical site, as well as attempt to develop an LPN program in-house.

The new contracts were competitively bid. The Department issued a Request for Applications from December 19, 2018 through January 22, 2019 for qualified organizations to provide Temporary Nursing Staff for NHH and Glenciff. The applications were reviewed by individuals qualified to make a determination of the vendors' ability to meet the needs of Glenciff and NHH. Five (5) of twelve (12) vendors were selected as listed in the Requested Action.

As referenced in Exhibit C-1 of the new agreements, the Department has the option to extend services for up to four (4) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and approval of the Governor and Executive Council.

As referenced in Exhibit C-1 of the agreement with All's Well, the Department has the option to extend services for up to two (2) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and approval of the Governor and Executive Council. This request utilizes two (2) years of renewal, leaving no additional years of renewal for contract services.

The Department recognizes the shortage of nurses may lead to more vacancies, as nurses continue to take positions at other facilities because of the hours, compensation, and personal safety considerations. Glenciff a long-term care facility of last resort for residents. The facility only accepts applications from residents who have been rejected by at least two (2) other nursing facilities.

NHH cares for individuals who have been deemed too dangerous to manage in other settings. Without sufficient nursing staff, access to acute and long-term care by individuals with mental health needs is at risk. For these reasons, approval of temporary nurse staffing agency contracts to support nurse staffing services is critical.

Should the Governor and Executive Council not approve this request, the Department will be at risk of not being able to adequately staff its Glenciff and NHH facilities. Lack of staffing may result in a reduction in the number of beds available to clients based on available staffing ratios. Reducing the number of beds available to clients could potentially increase the rate of recidivism and increase the number of state residents on each facility's waitlist.

Area served: Glenciff Home and New Hampshire Hospital facilities.

Source of funds: Glenciff Home: 76% Other (Agency) and 24% General; New Hampshire Hospital: 34% General Funds, 46% Other Funds (Provider Fees) and 20% Federal Funds made available under the Social Security Act, Section 1923, Payment for Inpatient Hospital Services Furnished by Disproportionate Share Hospitals

DocuSign Envelope ID: 26BE65D9-8402-4178-9595-34CAFEC9B6B3

DocuSign Envelope ID: 57ECE23A-4B0E-4642-9844-640D09AABAE4

DocuSign Envelope ID: BA347085-C4F5-4947-800C-BDAB71AB800E

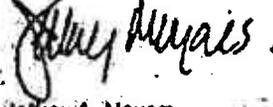
DocuSign Envelope ID: DEF55FD1-418D-42F2-A285-6208FCF5A2F1

DocuSign Envelope ID: D348A274-2F83-4B5C-9F47-0ADF0E100124

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
Page 3 of 5

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

Respectfully submitted,



Jeffrey A. Meyers
Commissioner



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

Temporary Nurse Staffing Services

RFA-2020-NH-01-TEMPO

RFP Name

RFP Number

Bidder Name

1. 22nd Century Technologies, Inc.
2. ahs Staffing
3. Cell Staff LLC
4. Coremedical Group
5. Diskriter, Inc.
6. Infojmi, Inc.
7. Innovent Global, Inc
8. Mas Medical Staffing Corporation
9. Medefis, Inc.
10. Sunbett Staffing
11. Supplemental Health Care Services, Inc.
12. Worldwide Travel Staffing Limited

Pass/Fail	Maximum Points	Actual Points
	500	460
	500	450
	500	470
	500	500
	500	440
	500	485
	500	435
	500	475
	500	480
	500	480
	500	500
	500	500

Reviewer Names

1. Kevin Lincoln, Business Administrator III, General Home
2. Lois Todd Bickford, General Home Administrator, DHHS
3. Kris Mackay, Deputy Administrator
4. Eileen Moore, Nurse Coordinator, NHH
5. Carol DeLoe, Asst. Director of Nursing, NHH
6. _____
7. _____
8. _____
9. _____