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STATE OF NEW HAMPSHIRE

DEPARTMENT OF HEALTH AND HUMAN SERVICES

DIVISION FOR BEHAVIORAL HEALTH

Lori A. Weaver
Commissioner

Katja S. Fox
Director

129 PLEASANT STREET, CONCORD, NH 03301
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August 19, 2025

Her Excellency, Governor Kelly A. Ayotte
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, Division for Behavioral Health, to enter into a **Sole Source** amendment to an existing contract with Concord Hospital - Laconia (VC#355356), Laconia, NH for the continued operation of a single point of entry Doorway for individuals seeking access to substance use-related services and supports, by exercising a contract renewal option by increasing the total price limitation by $3,538,000 from $3,825,000, to $7,363,000, which includes increasing the individual price limitation by $1,050,000 from $1,050,000 to $2,100,000 and increasing the shared price limitation by $2,488,000, from $2,775,000 to $5,263,000 for unmet and flexible needs funding among all Doorway contractors and extending the completion date from September 29, 2025 to September 29, 2026, effective September 30, 2025, upon Governor and Council approval. 86.21% Federal Funds. 13.79% Other Funds (Governor's Commission).

The original contract was approved by Governor and Council on March 12, 2025, item #19.

Funds are available in the following accounts for State Fiscal Years 2026 and 2027, 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.

05-95-92-920510-70400000 HEALTH AND SOCIAL SERVICES, HEALTH AND HUMAN SVCS, DEPT, HHS: BEHAVIORAL HEALTH DIV, BUREAU OF DRUG AND ALCOHOL SERVICES, SOR GRANT

State Fiscal Year	Class / Account	Class Title	Job Number	Current Budget	Increased (Decreased) Amount	Revised Budget
2025	074-500589	Welfare Assistance	92057066	$787,500	$0	$787,500
2026	074-500589	Welfare Assistance	92057066	$262,500	$0	$262,500
2026	074-500589	Welfare Assistance	92057076	$0	$787,500	$787,500
2027	074-500589	Welfare Assistance	92057076	$0	$262,500	$262,500
			Subtotal	***$1,050,000***	***$1,050,000***	***$2,100,000***

05-95-92-920510-33820000 HEALTH AND SOCIAL SERVICES, HEALTH AND HUMAN SVCS, DEPT OF, HHS: DIV FOR BEHAVIORAL HEALTH, BUREAU OF DRUG & ALCOHOL SVCS, GOVERNOR COMMISSION FUNDS (100% Other Funds)

State Fiscal Year	Class / Account	Class Title	Job Number	Current Budget	Increased (Decreased) Amount	Revised Budget
2025	102-500731	Contracts for Prog Svc	92058501	$413,000	$0	$413,000
2026	102-500731	Contracts for Prog Svc	92058501	$162,000	$0	$162,000
2026	102-500731	Contracts for Prog Svc	92058501	$0	$488,000	$488,000
			Subtotal	***$575,000***	***$488,000***	***$1,063,000***

05-95-92-920510-70400000 HEALTH AND SOCIAL SERVICES, HEALTH AND HUMAN SVCS, DEPT, HHS: BEHAVIORAL HEALTH DIV, BUREAU OF DRUG AND ALCOHOL SERVICES, SOR GRANT

State Fiscal Year	Class / Account	Class Title	Job Number	Current Budget	Increased (Decreased) Amount	Revised Budget
2025	074-500589	Welfare Assistance	92057066	$200,000	$0	$200,000
2025	074-500589	Welfare Assistance	92057070	$1,500,000	$0	$1,500,000
2026	074-500589	Welfare Assistance	92057070	$500,000	$0	$500,000
2026	074-500589	Welfare Assistance	92057076	$0	$1,500,000	$1,500,000
2027	074-500589	Welfare Assistance	92057076	$0	$500,000	$500,000
			Subtotal	***$2,200,000***	***$2,000,000***	***$4,200,000***
			Total	**$3,825,000**	**$3,538,000**	**$7,363,000**

EXPLANATION

The Contractor currently serves as a critical access point for substance use and other health-related services, maintains existing partnerships with key community-based providers, and has the administrative infrastructure necessary to meet the Department's expectations for Doorway services, without interruption. This request is **Sole Source** because MOP 150 requires all amendments to agreements originally approved as sole source to be identified as sole source. The Contractor is one (1) of multiple Doorways that were identified by the Department to provide these services based on being the hospital system strategically located for individuals to access services without significant barriers, leading to quicker intervention and support.

The purpose of this request is for the Contractor to continue operating a single point of entry Doorway for individuals seeking access to substance use-related services and supports. The Contractor will continue to provide resources that strengthen existing prevention, treatment, and recovery support services by promoting engagement in the recovery process and ensuring

access and referral to critical services that decrease rates of substance use disorders, opioid and stimulant-related misuses, overdoses, and deaths. The Contractor will also continue to provide immediate screening and assessment to determine the proper level of care for individuals; maintain mechanisms to immediately transport individuals to safe housing while awaiting treatment; and administer facilitated referrals and case management to assist individuals seeking services to properly navigate the prevention, treatment, and recovery system. Third party billing is utilized for services, when possible, grant funds are utilized for non-billable support services and must be the payor of last resort.

Approximately 800 individuals will be served annually, across the Contractor's Laconia and Plymouth locations.

The shared pool funding removes barriers to care that often prevent people from accessing emergent needs. Emergent needs include resources for individuals awaiting treatment and recovery services when care is not yet available; peer recovery support services; costs associated with obtaining or retaining safe housing; childcare that permits parents and caregivers to attend treatment and recovery-related appointments and programming; and coordination of transportation to and from recovery-related medical appointments.

The Department will continue to monitor services through the review of monthly data reports and Government Performance and Results Act interviews submitted by the Contractor, and through regularly scheduled meetings with the Contractor to ensure deliverables are being met and to determine quality improvement needs.

As referenced in Exhibit A, Revisions to Standard Agreement Provisions, of the original agreement, the parties have the option to extend the agreement for up to five (5) 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 one (1) of the five (5) years available.

Should the Governor and Council not authorize this request, individuals seeking substance use-related supports and services in the Greater Laconia and Greater Plymouth areas may experience difficulty navigating the complex treatment and recovery system, may not receive the needed supports and services, and may experience delays in receiving care.

The Department has determined that the Contractor is in good standing with the Secretary of State's Office, has secured the required levels of insurance, and has provided evidence of authority to execute and be bound by the contract. Documents supporting these assertions are available at the agency, for review upon request. The Contractor is a non-profit organization, and the Department has also confirmed the Contractor is registered and in good standing with the Department of Justice's Charitable Division.

Area served: Statewide.

Source of Federal Funds: Assistance Listing Number #93.788, FAIN #TBD

Respectfully submitted,

Lori A. Weaver
Commissioner

State of New Hampshire
Department of Health and Human Services
Amendment #1

This Amendment to the Doorway for Substance Use-Related Supports and Services contract is by and between the State of New Hampshire, Department of Health and Human Services ("State" or "Department") and Concord Hospital - Laconia ("the Contractor").

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on March 12, 2025 (Item #19), the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract 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 1.7., Completion Date, to read:

   September 29, 2026

2. Form P-37, General Provisions, Block 1.8., Price Limitation, to read:

   $7,363,000

3. Modify Exhibit A - Revisions to Standard Provisions, by adding Subsection 1.4., to read:

   1.4 Paragraph 6, Compliance by Contractor with Laws and Regulations/Equal Employment Opportunity, Subparagraph 6.1., is amended as follows:

   6.1 In connection with the performance of the Services, the Contractor shall comply with all applicable statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, RSA 151:21 Patients' Bill of Rights, civil rights and equal employment opportunity laws, and the Governor's order on Respect and Civility in the Workplace, Executive Order 2020-01. In addition, if this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all federal executive orders, rules, regulations and statutes, and with any rules, regulations and guidelines as the State or the United States issue to implement these regulations. The Contractor shall also comply with all applicable intellectual property laws.

4. Modify Exhibit C, Payment Terms; Section 1., to read:

   1. This Agreement is funded by:

      1.1. 85.56% Federal funds, Federal funds, State Opioid Response (SOR), awarded by the DHHS Substance Abuse and Mental Health Services Administration (SAMHSA), ALN 93.788, as awarded on:

         1.1.1. September 24, 2024, FAIN H79TI087843.

         1.1.2. September 29, 2024, FAIN H79TI085759.

         1.1.3. Award Date TBD, FAIN TBD

      1.2. 14.44% Other funds (Governor's Commission).

5. Modify Exhibit C, Payment Terms, Section 3., to read:

   3. Payment shall be on a cost reimbursement basis for actual expenditures incurred in the fulfillment of this Agreement, and shall be in accordance with the approved line items, as specified in Exhibits C-1, Doorway Services Budget through Exhibit C-4, MOUD Services Budget, Amendment #1.

6. Modify Exhibit C, Payment Terms, Section 5. through Section 5.1.2. only, to read:

   5. The Contractor may be eligible to receive reimbursement for expenses incurred in the fulfillment of this Agreement and in accordance with Exhibit B, Scope of Services, Sections 1.9., 1.10., and 1.11. This Agreement is one of multiple individual Agreements with Contractors providing Doorway services with a total shared price limitation that shall not exceed $5,263,000. No maximum or minimum funding amount per Contractor is guaranteed.

      5.1. The statewide total shared price limitation across all individual Doorway Agreements is:

         5.1.1. $4,200,000 Flexible Needs Funds, as funded by SOR. SOR funding is available only for individuals with a history, current diagnosis, or who are at risk of developing an opioid and/or stimulant use disorder (O/StimUD), as follows:

            5.1.1.1. $2,200,000 from September 30, 2024 through September 29, 2025; and

            5.1.1.2. $2,000,000 from September 30, 2025 through September 29, 2026; and

         5.1.2. $1,063,000 Unmet Needs Funds, as funded by the Governor's Commission on Addiction, Treatment, and Prevention, are available only for individuals with a history, current diagnosis, or who are at risk of developing substance use disorders, including alcohol use disorder, and excluding O/StimUD and is not available for services otherwise covered through SOR federal grant funding administered through SAMHSA, as follows:

            5.1.2.1. $575,000 from September 30, 2024 through September 29, 2025; and

            5.1.2.2. $488,000 from September 30, 2025 through September 29, 2026.

7. Add Exhibit C-3 Doorway Services Budget, Amendment #1, which is attached hereto and incorporated by reference herein.

8. Add Exhibit C-4, MOUD Services Budget, Amendment #1, which is attached hereto and incorporated by reference herein.

All terms and conditions of the Contract and prior amendments not modified by this Amendment remain in full force and effect. This Amendment shall be effective September 30, 2025, 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

8/25/2025
Date

DocuSigned by:
Patricia M. Tilley
846FB38F5BFD4C8...
Name: Patricia M. Tilley
Title: Associate Commissioner

Concord Hospital - Laconia

8/22/2025
Date

DocuSigned by:
Robert Steigmeyer
8DD5DBEE8EA8426...
Name: Robert Steigmeyer
Title: President and CEO

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

OFFICE OF THE ATTORNEY GENERAL

DocuSigned by:
Robyn Guarino
748734844941460...

8/25/2025
Date

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:

ew Hampshire Department of Health and Human Service

Contractor Name: *Concord Hospital - Laconia*

Budget Request for: *DOORWAY SERVICES: September 30, 2025 through September 29, 2026*

Indirect Cost Rate (if applicable) 7.68%

	9/30/25-6/30/26			7/1/26-9/29/26		
Line Item	**Total Program Cost**	**Program Cost - Contractor Share/ Match**	**Program Cost - Funded by DHHS**	**Total Program Cost**	**Program Cost - Contractor Share/ Match**	**Program Cost - Funded by DHHS**
1. Salary & Wages	$264,671	$45,000	$219,671	$79,890	$15,000	$64,890
2. Fringe Benefits	$110,024	$0	$110,024	$33,210	$0	$33,210
3. Consultants	$0	$0	$0	$0	$0	$0
4. Equipment Indirect cost rate cannot be applied to equipment costs per 2 CFR 200.1 and	$2,000	$0	$2,000	$1,000	$0	$1,000
5.(a) Supplies - Educational	$0	$0	$0	$0	$0	$0
5.(b) Supplies - Lab	$0	$0	$0	$0	$0	$0
5.(c) Supplies - Pharmacy	$39,410	$0	$39,410	$26,122	$0	$26,122
5.(d) Supplies - Medical	$15,000	$0	$15,000	$5,000	$0	$5,000
5.(e) Supplies - Office	$4,500	$0	$4,500	$1,500	$0	$1,500
6. Travel	$12,150	$0	$12,150	$4,050	$0	$4,050
7. Software	$2,500	$0	$2,500	$100	$0	$100
8. (a) Other - Marketing/Communications	$2,500	$0	$2,500	$833	$0	$833
8. (b) Other - Education and Training	$18,750	$0	$18,750	$6,250	$0	$6,250
8. (c) Other - Other (specify below)	$0	$0	$0	$0	$0	$0
Other (location space)	$32,314	$0	$32,314	$10,771	$0	$10,771
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
9. Subrecipient Contracts	$130,500	$0	$130,500	$43,500	$0	$43,500
Total Direct Costs	$634,318	$45,000	$589,318	$212,227	$15,000	$197,227
Total Indirect Costs	$48,182	$0	$48,182	$15,273	$0	$15,273
Subtotals	$682,500	$45,000	$637,500	$227,500	$15,000	$212,500
				TOTAL		**$850,000**

DS

RS

Contractor Initials: _____

Date: 8/22/2025

New Hampshire Department of Health and Human Services

Contractor Name: *Concord Hospital - Laconia*

Budget Request for: *MOUD SERVICES: September 30, 2025 through September 29, 2026*

Indirect Cost Rate (if applicable) 9.78%

	9/30/25-6/30/26			7/1/26-9/29/26		
Line Item	**Total Program Cost**	**Program Cost - Contractor Share/ Match**	**Program Cost - Funded by DHHS**	**Total Program Cost**	**Program Cost - Contractor Share/ Match**	**Program Cost - Funded by DHHS**
1. Salary & Wages	$73,349	$4,500	$68,849	$25,510	$1,500	$24,010
2. Fringe Benefits	$30,491	$0	$30,491	$10,604	$0	$10,604
3. Consultants	$0	$0	$0	$0	$0	$0
4. Equipment Indirect cost rate cannot be applied to equipment costs per 2 CFR 200.1 and	$825	$0	$825	$275	$0	$275
5.(a) Supplies - Educational	$0	$0	$0	$0	$0	$0
5.(b) Supplies - Lab	$0	$0	$0	$0	$0	$0
5.(c) Supplies - Pharmacy	$0	$0	$0	$0	$0	$0
5.(d) Supplies - Medical	$5,000	$0	$5,000	$250	$0	$250
5.(e) Supplies - Office	$1,000	$0	$1,000	$250	$0	$250
6. Travel	$0	$0	$0	$0	$0	$0
7. Software	$0	$0	$0	$0	$0	$0
8. (a) Other - Marketing/Communications	$750	$0	$750	$250	$0	$250
8. (b) Other - Education and Training	$750	$0	$750	$250	$0	$250
8. (c) Other - Other (specify below)	$0	$0	$0	$0	$0	$0
Other (location space)	$28,773	$0	$28,773	$9,591	$0	$9,591
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
Other (please specify)	$0	$0	$0	$0	$0	$0
9. Subrecipient Contracts	$0	$0	$0	$0	$0	$0
Total Direct Costs	$140,938	$4,500	$136,438	$46,980	$1,500	$45,480
Total Indirect Costs	$13,561	$0	$13,561	$4,521	$0	$4,520
Subtotals	$154,500	$4,500	$150,000	$51,501	$1,500	$50,000
				TOTAL		**$200,000**

DS

RS

Contractor Initials: _____

Date: 8/22/2025

ARC

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STATE OF NEW HAMPSHIRE

DEPARTMENT OF HEALTH AND HUMAN SERVICES

DIVISION FOR BEHAVIORAL HEALTH

Lori A. Weaver
Commissioner

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February 5, 2025

Her Excellency, Governor Kelly A. Ayotte
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Health and Human Services, Division for Behavioral Health, to enter into a **Retroactive, Sole Source** contract with Concord Hospital - Laconia (VC#355356), Laconia, NH, to operate a single point of entry Doorway for individuals seeking access to substance use-related services and supports, with a price limitation of $3,825,000 of which $2,775,000 is a shared amount for unmet and flexible needs funding among all nine (9) Doorway contractors, with the option to renew for up to five (5) additional years, effective retroactive to September 30, 2024, upon Governor and Council approval through September 29, 2025. 84.97% Federal Funds. 15.03% Other Funds (Governor's Commission).

Funds are available in the following accounts for State Fiscal Year 2025 and are anticipated to be available in State Fiscal Year 2026, upon the availability and continued appropriation of funds in the future operating budget, with the authority to adjust budget line items within the price limitation and encumbrances between state fiscal years through the Budget Office, if needed and justified.

05-95-92-920510-70400000 HEALTH AND SOCIAL SERVICES, HEALTH AND HUMAN SVCS, DEPT, HHS: BEHAVIORAL HEALTH DIV, BUREAU OF DRUG AND ALCOHOL SERVICES, SOR GRANT

State Fiscal Year	Class / Account	Class Title	Job Number	Total Amount
2025	074-500589	Welfare Assistance	92057070	$787,500
2026	074-500589	Welfare Assistance	92057070	$262,500
			Subtotal	***$1,050,000***

05-95-92-920510-70400000 HEALTH AND SOCIAL SERVICES, HEALTH AND HUMAN SVCS, DEPT, HHS: BEHAVIORAL HEALTH DIV, BUREAU OF DRUG AND ALCOHOL SERVICES, SOR GRANT

State Fiscal Year	Class / Account	Class Title	Job Number	Total Amount
2025	074-500589	Welfare Assistance	92057066	$200,000

2025	074-500589	Welfare Assistance	92057070	$1,500,000
2026	074-500589	Welfare Assistance	92057070	$500,000
			Subtotal	***$2,200,000***

05-95-92-920510-33820000 HEALTH AND SOCIAL SERVICES, HEALTH AND HUMAN SVCS, DEPT OF, HHS: DIV FOR BEHAVIORAL HEALTH, BUREAU OF DRUG & ALCOHOL SVCS, GOVERNOR COMMISSION FUNDS (100% Other Funds)

State Fiscal Year	Class / Account	Class Title	Job Number	Total Amount
2025	102-500731	Contracts for Prog Svc	92058501	$413,000
2026	102-500731	Contracts for Prog Svc	92058501	$162,000
			Subtotal	***$575,000***
			Total	**$3,825,000**

EXPLANATION

This request is **Retroactive** to avoid delays or gaps that would result in reduced or loss of access and supports for individuals in need of these critical services. The Substance Abuse Mental Health Services Administration (SAMHSA) notified the Department on September 24, 2024, of the availability of funding beyond the previous contract's completion date of September 29, 2024. Due to the delayed notification from SAMHSA, the Department was unable to present this request to the Governor and Council prior to the previous contract expiring. This request is **Sole Source**, based on the Contractor's existing role as a critical access point for substance use and other health-related services, existing partnerships with key community-based providers, the administrative infrastructure necessary to meet the Department's expectations for Doorway services and their ability to provide these services immediately, without interruption.

The Contractor will continue operations in the original Laconia location and expand to a new Plymouth location. The Contractor will provide resources that strengthen existing prevention, treatment, and recovery support services by promoting engagement in the recovery process and ensuring access and referral to critical services that decrease rates of substance use disorders, opioid and stimulant-related misuses, overdoses, and deaths. The Contractor will provide immediate screening assessment to determine the proper level of care for individuals; maintain mechanisms to immediately transport individuals to safe housing while awaiting treatment; and administer facilitated referrals and case management to assist individuals seeking services to properly navigate the prevention, treatment, and recovery system. Third party billing is utilized for services when possible, grant funds are utilized for non-billable support services and must be the payor of last resort.

Shared pool funding will remove barriers to care that often prevent people from accessing emergent needs. Emergent needs include resources for individuals awaiting treatment and recovery services when care is not yet available; peer recovery support services; costs associated with obtaining or retaining safe housing; childcare that permits parents and caregivers to attend treatment and recovery-related appointments and programming; and coordination of transportation to and from recovery-related medical appointments.

Approximately 800 individuals will be served annually, across both locations.

The Department will monitor services through the review of monthly data reports and Government Performance and Results Act interviews submitted by the Contractor, and through regularly scheduled meetings with the Contractor to ensure deliverables are being met and to determine quality improvement needs.

As referenced in Exhibit A, Revisions to Standard Agreement Provisions, of the attached agreement, the parties have the option to extend the agreement for up five (5) additional years, contingent upon satisfactory delivery of services, available funding, agreement of the parties and Governor and Council approval.

Should the Governor and Council not authorize this request, individuals seeking substance use-related supports and services may experience difficulty navigating the complex treatment and recovery system, may not receive the needed supports and services, and may experience delays in receiving care.

Area served: Statewide

Source of Federal Funds: Assistance Listing Number 93.788, FAINs H7TI085759 and H79TI087843.

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

Respectfully submitted,

Lori A. Weaver
Commissioner