

Executive Council Meeting Report

Meetings of March 13 and 27, 2019

A. Medicaid Managed Care Contracts Approved

By a 4-1 vote, Councilor Gatsas voting no, the Executive Council approved almost \$1 Billion in contracts for three managed care organizations (MCOs) to provide health insurance services to 180,000 Granite Staters. The vote followed two public meetings with the three MCOs and staff from the Department of Health and Human Services and lots of discussion that vetted a number of issues, some of which were very concerning.

Medicaid is a state health insurance program that is generously funded by the federal government. The “traditional” Medicaid population consists mostly of children living in poverty, disabled persons and pregnant women. In 2013, under the Affordable Care Act (ACA), the Medicaid population was expanded to include the working poor. 51,000 Granite Staters now participate in expanded Medicaid and it makes a huge difference in their lives, allowing for preventive care and access to primary care providers. This limits unnecessary trips to the Emergency Room—which decreases uncompensated and expensive care at our state’s hospitals.

The three MCO contracts will run through 2024. The MCOs will directly arrange or work through care coordinators to organize care for physical health and behavioral health, including substance use disorder treatment. The MCOs will also provide pharmacy services.

The three MCOs are AmeriHealth Caritas, NH Healthy Families and Well Sense Health Plan. AmeriHealth is new to our market and there were many questions about whether our eligible population is large enough to sustain three MCOs, when two were in place before. This is yet to be seen. Also, adding a third organization further complicates billing for providers by adding a third set of billing protocols.

The use of MCOs to manage care has not been without controversy. The MCOs are paid on an actuarially determined capitation basis. Essentially, this means a fair, mostly fixed price is to be paid for each insured. There was a great deal of debate and discussion about the capitated payments chosen, but we learned that much of this calculation was predetermined by decisions made by the Legislature that the Governor and Council could not alter.

In the end, I asked the Commissioner of the Department of Health and Human Services and the MCOs to meet and develop a streamlined credentialing process to allow providers to participate without unnecessary

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paperwork. I also asked that the three MCOs meet with the state to agree on one set of billing protocols, as much as possible. The Commissioner and the leaders of the MCOs all agreed to these steps. I shall monitor progress.

B. Breakfast at Horizon Beverages (3/13) and at Concord H.S. (3/27).

The Governor hosted the Council breakfast on March 13th and chose to have us meet at the facilities of Horizon Beverages, a wholesale liquor distributor in Concord. This private business was given the opportunity to pitch the Governor and Council on its distribution services throughout New England and took the opportunity to laud the work of the New Hampshire Liquor Commission and denigrate Total Wines, our big box competitor in Massachusetts. The State Liquor Commission then shared partial, unaudited data about the operations of its new or renovated stores.

I hosted the Council breakfast on March 27th at Concord High School where Superintendent Terri Forsten and high school principal Tom Sica treated us to presentations and displays by a number of very articulate and interesting young people. The Be the Change Club spoke of the assimilation of its immigrant members into the school community. A state regional finalist shared her poetry with us. The Career Center director and assistant principal, Steve Rothenberg and his students, talked of blending strong career training at the high school with internships and attendance at the state's community colleges. Finally, Concord's state champion robotics team had the Councilors playing ball with their robot friend. This was one of the most enjoyable and engaging breakfasts during my tenure and Concord High made it happen.

C. Agenda Items of Interest

Homeless Services

The Council approved a contract to have Southwest Community Services of Keene provide housing to homeless individuals and families through the Federal Continuum of Care program, which is fully federally funded. The Council also approved a \$450,00 contract with Community Alliances of Iowa to maintain and operate a homeless database program.

Public Transit Services in the Upper Valley

The Council approved about a \$100,000 increase in the contract with Advance Transit of Wilder, VT to provide public transit in the Upper Valley. The funds are a pass through from federal rural transit services and are matched 50/50 with non-federal funding, including private monies.

Increased Weatherization Funding

The Council approved the below listed additional funding for weatherization and fuel assistance in the following communities:

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Manchester--\$595,000
Berlin--\$333,000
Keene--\$227,000
Concord--\$261,000
Strafford County--\$133,000

Revolving Clean Water Loan

The Council approved a \$350,000 increase in a Clean Water Revolving Loan to Star Island increasing the loan to \$1.3 million to support a waste treatment facility upgrade project.

Pardon Hearing for Alain Ata

By a 3-2 vote, Councilors Gatsas and Pignatelli dissenting, the Council approved a pardon hearing for Mr. Ata of Manchester. The hearing will be held on April 10, 2019. A vote on whether to grant or deny a pardon will likely occur on April 17, 2019.

D. Nominations and Confirmations

The following nominees were confirmed by the Executive Council to serve on State Boards and Commissions on March 13, 2019:

Adult Parole Board, Roger B. Phillips, Concord, NH
Advisory Council on Unemployment Compensation, Connie M. Roy-Czyzowski, Manchester, NH
Board of Barbering, Cosmetology and Esthetics, Dana M. Pierce, Concord, NH
Board of Foresters, Colleen M. O'Neil, Charles W. Thompson, Cornish, NH
Cannon Mountain Advisory Commission, Terry W. Penner, Bretton Woods, NH and Frank A. MacConnell, Newport, NH
Deputy Attorney General, Jane E. Young, Auburn, NH
Director, Division of the Arts, DNCR, Virginia Lupi, Concord, NH
Director of the Division of Water, DES, Thomas E. O'Donovan, Bow, NH
Enhanced 911 Commission, Sandra L. Tetti, Rochester, NH
Family Mediator Certification Board, Francis F. Lane, Newfields, NH
New England Board of Higher Education, Michele D. Perkins, Henniker, NH and Andrew R. Peterson, Peterborough, NH
New Hampshire Real Estate Commission, Steven F. Hyde, Dover, NH
Speech-Language Pathology Governing Board, Cassandra M. Chapman, Manchester, NH

The following individuals were nominated by Governor Sununu to serve on State Boards and Commissions on March 13, 2019:

Board of Medicine, Linda M. Tatarczuch, Durham, NH
Commissioner, Department of Safety, Robert L. Quinn, Seabrook, NH

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Assistant Commissioners, Department of Safety, Perry E. Plummer, Dover, NH and Richard C. Bailey Bow, NH

Compensation Appeals Board, Richard A. Mitchell, Candia, NH; S. David Siff, Concord, NH and James D. Casey, Dover, NH

Connecticut River Valley Flood Control Commission, Robert G. Kline, Plainfield, NH

Fish and Game Commission, Mar M.H. Lachance, Gilmanton, NH

Higher Education Commission, Susan D. Stuebner, New London, NH

New Motor Vehicle Arbitration Board, Curtis N. Duclos, Goffstown, NH

Merrimack River Valley Flood Control Commission, George M. Bald, Somersworth, NH

Mechanical Licensing Board, Robert W. Roy, Hudson, NH

Occupational Therapy Governing Board, Nicole L. Quartulli, Danbury, NH

Public Water Access Advisory Board, Gary L. Clark, Merrimack, NH

Site Evaluation Committee, Lisa R. Noe Laconia, NH

State Committee on Aging, Roberta J. Berner, West Lebanon, NH

The following nominees were confirmed by the Executive Council to serve on State Boards and Commissions on March 27, 2019:

Board of Medicine, Linda M. Tatarczuch, Durham, NH

Assistant Commissioner, Department of Safety, Richard C. Bailey Bow, NH

Compensation Appeals Board, Richard A. Mitchell, Candia, NH; S. David Siff, Concord, NH and James D. Casey, Dover, NH

Connecticut River Valley Flood Control Commission, Robert G. Kline, Plainfield, NH

Higher Education Commission, Susan D. Stuebner, New London, NH

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Public Water Access Advisory Board, Gary L. Clark, Merrimack, NH

State Committee on Aging, Roberta J. Berner, West Lebanon, NH

The following individuals were nominated by Governor Sununu to serve on State Boards and Commissions on March 27, 2019:

Athletic Trainers Governing Board, Andrea I. Elliot, Manchester, NH

Board of Foresters, Richard R. Roy, Concord, NH

Board of Nursing, Wendy Stanley Jones, Greenland, NH

Business Finance Authority, Jeffrey R. Hayes, Intervale, NH and Stephen M. Duprey, Concord, NH

Compensation Appeals Board, Susan A. Jeffery, Manchester, NH and Daniel P. Manning, Manchester, NH

Director, Division of Historical Resources DNCR Benjamin H. Wilson, Hopkinton, NH

Director, Division of Municipal and Property, DRA James P. Gerry, Bedford, NH

Enhanced 911 Commission, Christopher K. Hodgdon, Contoocook, NH

Invasive Species Committee, Gabriel E. Roxby, Henniker, NH

New Motor Vehicle Arbitration Board, George F. Dykstra, Chichester, NH

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Volunteer New Hampshire Board of Directors, Michael C. Castaldo, Dover, NH, and Gregory J. Lange, Manchester, NH, and Jennifer Rainie, Concord, NH
Water Council, John A. Gilbert, Greenland, NH
Waste Management Council, Eric S. Steinhauser, Concord, NH

E. Spotlight

\$15 an Hour

At my request, the state's agencies began reporting the lowest rates of compensation paid by state vendors to their employees on the contracts in question.

March 13, 2019

The University of Massachusetts Medical School, Shrewsbury, MA, agenda item #14A, was awarded an increase of \$302,640 to their existing contract. They reported their lowest hourly wage as \$19.63 an hour.

Meridian Construction, agenda item #108, was awarded a \$3,545,401 contract. They have indicated that their lowest paid employee is around \$20 an hour and they plan no layoffs this year.

DL King and Assoc. Inc., agenda item #109, was awarded a \$398,150 contract. They have indicated that their lowest paid employee is \$15 an hour and they plan no layoffs this year.

March 27, 2019

Maxim Healthcare Services Inc., agenda item #49, was awarded a \$5,062,576.80 contract. They reported their lowest hourly wage as \$15.00 an hour.

The University of Massachusetts Medical School, Shrewsbury, MA, agenda item #9, was awarded a \$79,998 contract. They reported their lowest hourly wage as \$17.80 an hour.

DL King & Associates, Inc., agenda item #71, was awarded an increase of \$18,539.40 to their existing contract. They reported their lowest paid hourly wage as \$18.00 an hour. They are not planning any layoffs and in fact are hiring.

#72 J Parker and Daughters, Inc., agenda item #72, was awarded an increase of \$53,829.60 to their existing contract. They have not responded to the request.

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#73 Trumbull-Nelson Construction Company, Inc., agenda item #73, was awarded a \$779,575 contract. They have not responded to the request.

F. Next Meeting

Our next regularly scheduled Executive Council meeting will occur on April 17, 2019 beginning at 10 a.m. The agenda for the meeting will be posted by the Secretary of State on the Executive Council web page late on the preceding Friday afternoon. <http://sos.nh.gov/GC2.aspx>

Councilor Cryans will host the Council breakfast along with the Association of Counties at the Primex Building, 46 Donovan Street, Concord, NH. The public is welcome to attend. The breakfast begins at 8 a.m.

G. Items of Interest to District Two, by Region

March 13, 2019:

Region 1-Monadnock Region

[#56](#) Authorized the Division of Parks and Recreation to enter into a **sole source** contract with the Student Conservation Association Inc., Charlestown, NH, to provide interpretive and conservation services at various State Parks, in the amount of \$504,000. Effective upon G&C approval through June 30, 2021. **100% Agency Income. Vote: Unanimous**

Region 2-Merrimack County

[#14](#) Authorized to amend an existing contract with Community Action Program Belknap-Merrimack Counties Inc., Concord, NH (originally approved by G&C on 6-21-17, item #49), for the provisions of a Commodity Supplemental Food Program and a Senior Farmers' Market Nutrition Program statewide, by decreasing the price by \$170,707 from \$1,680,610 to \$1,509,903 with no change in the completion date of September 30, 2021. **100% Federal Funds. Vote: Unanimous**

[#54](#) Authorized the Division of Historical Resources to enter into a contract with Vermont Exterior Painting, St. Johnsbury, VT, to perform painting on the Contoocook Covered Railroad Bridge in Contoocook, NH, in the amount of \$37,060. Effective upon G&C approval through June 30, 2019. **100% Agency Income. Vote: Unanimous**

Region 3-Strafford County

[#9](#) Authorized to enter into an agreement with the University of NH, Durham, NH, for the provision of training and technical assistance to community-based organizations and medical

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providers on harm reduction strategies in an amount not to exceed \$143,875. Effective upon G&C approval through August 31, 2019. **100% Federal Funds. Vote: Unanimous**

[#10](#) Authorized to enter into a **sole source** agreement with the University of NH, Durham, NH, to provide bioinformatics services at the NH Public Health Laboratories, in an amount not to exceed \$85,490. Effective upon G&C approval through July 31, 2019. **100% Federal Funds. Vote: Unanimous**

[#60](#) Authorized to enter into an agreement with the University of NH, Durham, NH, to support the Piscataqua Region Monitoring Collaborative project, in the amount of \$70,893. Effective upon G&C approval through June 30, 2020. **21% Federal, 79% Clean Water State Revolving Funds. Vote: Unanimous**

[#72](#) Authorized to award a grant to the University of NH, Durham, NH, in the amount not to exceed \$1,000,000 for water system improvements. Effective upon G&C approval through September 30, 2021. **100% Drinking Water and Groundwater Trust Fund. Vote: Unanimous**

March 27, 2019:

Region 1-Monadnock Region

[#10](#) Authorized to enter into a **sole source** agreement with Southwestern Community Services Inc., Keene, NH, to provide a permanent housing program to homeless individuals and families through the Federal Continuum of Care program in an amount not to exceed \$88,195. Effective April 1, 2019 through March 31, 2020. **100% Federal Funds. Vote: Unanimous**

[#22](#) Authorized, under the Community Development Block Grant program, to award a grant to the City of Keene, NH, in the amount of \$200,000 for the purpose of providing funds to the Monadnock Economic Development Corporation to provide a loan to 603 OPTX Inc. Effective March 27, 2019 through December 31, 2020. **100% Federal Funds. Vote: Unanimous**

[#25](#) Authorized to enter into a **sole source** contract with Southwestern Community Services Inc., Keene, NH, to supplement the Agency's Weatherization Assistance program, in the amount of \$227,345. Effective March 27, 2019 through December 31, 2019. **100% Federal Funds (LIHEAP-US DHHS). Vote: Unanimous**

[#41](#) Authorized to award an Aquatic Resource Mitigation Fund grant to the Town of Winchester, NH, in the amount of \$215,488 for the purpose of replacing a perched culvert on Back Ashuelot Road to improve aquatic organism passage and increase flood resiliency in Winchester. Effective upon G&C approval through December 31, 2024. **100% ARM Funds. Vote: Unanimous**

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Region 2-Merrimack County

[#19A](#) Authorized the Bureau of Right of Way to lease a 9,782 square foot parcel of State owned land located at the Southeast quadrant of the Interstate 93, Exit 12 Interchange in the City of Concord to Capital Hotel Company VI, LLC for \$38,600. Effective April 1, 2019 through March 31, 2024 at \$7,500 per year, with a renewal clause for an additional 5 years at the then-current market value. In addition, the Department will assess a \$1,100 Administrative Fee. Effective upon G&C approval. **Vote: Unanimous**

[#21](#) Authorized, under the Community Development Block Grant program, to award a grant to the Town of Boscawen, NH, in the amount of \$500,000 to support the water infrastructure improvements project at the Woody Hollow Cooperation, Boscawen, NH. Effective March 27, 2019 through December 31, 2020. **100% Federal Funds. Vote: Unanimous**

[#26](#) Authorized to enter into a **sole source** contract with Community Action Program Belknap-Merrimack Counties Inc., Concord, NH, to supplement the Agency's Weatherization Assistance program, in the amount of \$261,107. Effective March 27, 2019 through December 31, 2019. **100% Federal Funds (LIHEAP-US DHHS). Vote: Unanimous**

[#49](#) Authorized to enter into a contract with Maxim Healthcare Services Inc., Columbia, MD, to provide temporary nursing services to the veterans home, in the amount up to \$5,062,576.80. Effective upon G&C approval through December 31, 2021, with the option to renew for an additional two year period. **47% General, 28% Federal, 25% Other Funds. Vote: Unanimous**

Region 3-Strafford County

[#27](#) Authorized to enter into a **sole source** contract with Community Action Partnership of Strafford County, Dover, NH, to supplement the Agency's Weatherization Assistance program, in the amount of \$133,366. Effective March 27, 2019 through December 31, 2019. **100% Federal Funds (LIHEAP-US DHHS). Vote: Unanimous**