



July 27, 2017

Selectmen
Town of Exeter
10 Front Street
Exeter, NH 03833

Dear Selectmen:

I am requesting that the Town of Exeter allocate \$8500 to Seacoast Mental Health Center, Inc. in its budget. Our statistics indicate that in FY 2017, we provided 9437 hours of service to 701 residents from your community.

The funding we receive from the Town of Exeter helps to subsidize the cost of mental health services to Exeter residents that are not fully covered by private insurance, Medicare, Medicaid, or State funding. This year we face the additional challenge of not knowing if Medicaid expansion will continue or what the impact would be if the Affordable Care Act is repealed and then replaced with the American Healthcare Act, which could eliminate coverage for thousands of New Hampshire residents.

Seacoast Mental Health Center is there, twenty-four hours a day, helping our clients strive to reach their full potential and supporting their families. We provide counseling and support for those suffering from anxiety, depression, bipolar disorder, schizophrenia and other mental health disorders; support individuals and families in addressing the challenges that come with attention deficit disorders and autism spectrum disorders; and we are there for emergency and crisis intervention 24/7 365 days a year. To better meet the community's needs and our own client's needs, we have expanded our Outpatient Substance Use Disorder Treatment Services, including Medication Assisted Treatment (Suboxone) and integrated treatment for those who also have a mental health diagnosis.

SMHC greatly appreciates the assistance the Town of Exeter has provided in the past.

If you have any questions, please feel free to contact our Director of Development, Libby K. Rust at (603) 431-6703.

Sincerely,

Jay Couture, MHA
Executive Director



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2018

Organization's Name: Seacoast Mental Health Center **Year Founded:** 1963
Address: 1145 Sagamore Ave. Portsmouth, NH and 30 Prospect Ave, Exeter, NH
Executive Director/ Board Chair: Ms. Jay Couture, MHA, Exec. Director **Tax ID Number:** 02-0262862
Applicant Contact: Libby K. Rust, Director of Development
Email Address: lrust@smhc-nh.org **Phone:** 603-957-5743

Organization's Mission Statement:

Founded in 1963, the mission of Seacoast Mental Health Center is to provide a broad, comprehensive array of high quality, effective, and accessible services to residents of the eastern half of Rockingham County.

Statement of Grant Purpose; e.g. This grant will be used...:

The funding we receive from the Town of Exeter helps to subsidize the cost of mental health services to Exeter residents that are not fully covered by private insurance, Medicare, Medicaid, or State funding. This year we face the additional challenge of not knowing if Medicaid expansion will continue or what the impact would be if the Affordable Care Act is repealed and then replaced with the American Healthcare Act, which could eliminate coverage for thousands of New Hampshire residents.

% of overall services that goes to Exeter residents: 12%
of Exeter residents served: 701 residents

List all geographic area(s) served by organization: See attached See Narrative

Brief Detailed description of how the money will be specifically utilized for Exeter residents:

See Attached

Amount received from the Town of Exeter (by year) for the last 3 (three) years:

2015 - FY15 = \$8500 2016 - FY 16 = \$8500 2017 - FY 17 = \$8500

Organization's total projected budget for FY 2018: \$ \$13,051,236 **Amount Requested:** \$ \$8500



FY 2018 Town of Exeter Request for Funding

Geographic Area(s) Being Served: Communities included in our catchment area are Brentwood, Deerfield, East Kingston, Epping, Exeter, Fremont, Greenland, Hampton, Hampton Falls, Kensington, Kingston, Newcastle, Newfields, Newington, Newmarket, North Hampton, Northwood, Nottingham, Portsmouth, Raymond, Rye, Seabrook, South Hampton, and Stratham.

Detailed description of how the money will be specifically utilized for Exeter residents: As in past years, the funding we receive from the Town of Exeter helps to subsidize the cost of mental health services to Exeter residents that are not fully covered by private insurance, Medicare, Medicaid, or State funding. This year we face the additional challenge of not knowing whether Medicaid expansion will continue or what the impact would be if the Affordable Care Act is repealed and then replaced with the American Healthcare Act, which could eliminate coverage for thousands of New Hampshire residents.

Our statistics indicate that we provided 9437 hours of service to 701 Exeter residents.

There is no other agency with the Center's expertise and/or capacity to meet the mental health needs of residents from the Town of Exeter. Without access to SMHC's services and programs, such individuals would more than likely seek access to more costly forms of community supports as well as assistance from the Town to not only maintain their health, but in some cases their housing and employment status. More than a service provider, SMHC integrates therapeutic and clinical services with other evidence-based services and supports to increase the likelihood for long-term success, which includes case management and a supported employment program. In addition, SMHC works closely with other health care providers including **Core Pediatrics in Exeter and Epping where we have staff collocated, Exeter Hospital**, where we provide emergency assessments, law enforcement, corrections, courts, school districts including Exeter, social workers and public health officials to provide a sophisticated and clinically necessary continuum of care for the communities we serves.

If SMHC were unable provide these services, the Town of Exeter could see an increase in special education costs, as SMHC staff work closely with school staff to provide community and school-based supports/services to children diagnosed serious emotional disorders, including those on the Autism Spectrum. Without the benefit of our 24/7, 365 days a year Emergency Services, the Town could see an increase in the number of calls to law enforcement from individuals experiencing symptoms of their mental illness or family members ill equipped to manage such situations themselves.

Additional Information Required:

Please supply the following items for a complete application to be considered:

- Provide a narrative, not to exceed two pages in size 12 font
 - Organization's overview
 - Program's impact on Exeter residents
 - Program changes and/ or highlights from the past year

- Complete financial statements (Please note: the organization's 990 may be requested)
 - Operating budget
 - Balance sheet

- Board of Directors List

- 2017 Funding recipients must submit an Annual Report prior to consideration of 2018 application

I certify to the best of my knowledge that the information in this proposal reflects accurate data concerning need and estimates of planned/delivered services. The proposal was considered and approved for submission by the agency Board of Directors on _____ (date).

By signing this application the undersigned offers and agrees, if the proposal is accepted, to furnish items or services that is quoted. This agreement is subject to final negotiation and acceptance by the Board of Selectmen and the Budget Review Committee and subsequent contract award.

Director's (or Designee) Signature: _____ Date: _____

Submit no later than September 8, 2017:

Town of Exeter
Town Manager
10 Front Street
Exeter, NH 03833



Additional Information Required

Provide a Narrative that includes: Organization Overview, Program's Impact on Exeter residents and program changes and highlights from the past year

Narrative

Founded in 1963 as the Portsmouth Mental Health Clinic, Inc. to provide psychiatric treatment services for children, adolescents, adults and their families, we are now known as Seacoast Mental Health Center, Inc. and is one of ten New Hampshire state-designated community mental health centers. Communities included in our catchment area are: Brentwood, Deerfield, East Kingston, Epping, **Exeter**, Fremont, Greenland, Hampton, Hampton Falls, Kensington, Kingston, New Castle, Newfields, Newington, Newmarket, North Hampton, Northwood, Nottingham, Portsmouth, Raymond, Rye, Seabrook, South Hampton, and Stratham.

As a 501(c) 3 non-profit organization, we governed by a volunteer member board of directors whose role is to set policy and to ensure that we remain a fiscally sound organization. To do so, they meet monthly and actively serve on the Governance, Finance, Facilities, and Development Committees.

Seacoast Mental Health Center provides comprehensive mental health services to children, adolescents, adults and their families. Depending on the clinical diagnosis, severity of impairment and age of the client, available services range from 24 hour outpatient emergency services to individual and group therapy, couples and family therapy, substance use disorder treatment including an outpatient Medication Assisted Treatment (Suboxone) program, psychiatric services, psychological and neurological assessment and testing, to home and community-based services, residential care, case management and employment support services. We also provide services to those who struggle with Attention Deficit Hyperactivity Disorders and we have a clinical team dedicated to serving children on the Autism spectrum.

Emergency Crisis Intervention and Stabilization services are available 24 hours a day, seven days a week 365 days a year. We also see Emergency Services patients in the **ER at Exeter Hospital**. These services are provided on an outpatient basis by our emergency clinicians and our staff psychiatrists.

In order to be more accessible to children and families, Children, Adolescents and Family Services clinical staff are co-located in the Portsmouth, Seabrook, **Exeter**, Kingston, Raymond, Epping, Northwood, Rye, Newington, Brentwood, Newmarket and Hampton Public Schools which makes services more accessible during the school day.



Further by Utilizing the Rehabilitation for Empowerment, Natural Supports, Education, & Work (RENEW) model, SMHC has been providing services to at-risk youth, based on the model developed by the UNH Institute on Disability. The program's focus is to improve educational and community outcomes for at-risk youth identified with an emotional or behavioral disorder that are at-risk of dropping out or being expelled from high school. The collaboration between **Exeter High School and SMHC continues to be a hallmark for how other schools and community mental health centers could work collaboratively to serve youth.**

Additionally, staff are co-located at Core Pediatrics in Epping and **Exeter**, Lamprey Health Care in Newmarket and Raymond, and at Families First Health and Support Center in Portsmouth.

Through a contractual arrangement with Families First Health and Support Center, we provide an Advanced Registered Nurse Practitioner who provides on- site psychiatric services and consultation in a primary care setting. We also have an Advanced Registered Nurse Practitioner onsite at Crossroads House two days a week to help residents manage their medications. This program is currently funded by Healthcare Gives.

Last year, we provided services to nearly 5628 children, adolescents, adults and their families, regardless of their ability to pay. Of that total, 701 Exeter residents received 9,437 hours of services.

Meet David

David a sophomore in high school who suffers from anger management just got his first job mowing lawns, landscaping and doing physical labor. He receives individual therapy at the Center and participates in our Rehabilitation, Empowerment, Natural Supports, Education and Work (RENEW) program. A year ago David was failing all his classes, defiant in school and in jeopardy of being kicked off the football team.

With support from his Renew Case Manager, at Progress Meetings and IEP Meetings at school and in helping him access transportation, food, and clothing, so many doors have been opened for him! He got all passing grades, was invited to join the football team and he is better able to control his anger and aggressive behaviors at school and at home..... all while working 25 hours a week to help support himself and his mother who is physically handicapped. His mom has seen the positive outcomes of his participation in RENEW and other Services at the Center." From his job he is learning responsibility and that by engaging in physical activities he has been able to decrease his anger and aggression."

David himself acknowledges that his Case Manager "has helped me in school, helped me maintain my grades and has helped me build positive peer relations. She's helped me access help I couldn't achieve on my own." David now knows he can work on getting a non drivers license identification card, joining the Police Explorers, opening a bank account to budget money so he can buy a car and pass drivers education before winter as right now his only transportation is his bike! . And most importantly Graduating High School.

David is just one example of the new beginnings we help our clients achieve.



Meet: CB

“Too often, I got upset about everything and took my anger out on those closest to me, usually my family. I had stopped taking my medication. Talking to people has never been a strong suit of mine so that delayed my wanting and getting the help I needed. Years earlier, I was diagnosed with Bipolar disorder, severe depression, and suicidal thoughts. During this period, I struggled with my marriage and had a very difficult time raising my oldest daughter. I was unable to work. The thought of trying to work seemed impossible at the time! After a night of sleeping in my car after another argument with my husband, I knew I needed some help! I called the Seacoast Mental Health Center 24-hour Emergency Services number. Their Emergency Services Clinician was able to help me see that I should return home where I belonged with my husband and two kids. He also helped me schedule an appointment with a therapist. Now that I am seeing my Seacoast Mental Health Center therapist, learning new coping skills and taking the medications the Center’s psychiatrist prescribed I’m able to keep my emotions in check.”

New Initiative:

Nearly 90% of the clients in our Addiction Services Program no longer have valid driver’s licenses. As a result, even getting to the Center for the initial intake interview can be a challenge. We know that when these clients decide to take the initiative to seek help, timing can be the key to their continuing with their treatment.

With grants from Exeter Hospital and Fabulous Finds, a second-time around shop in Kittery we are now piloting a Transportation Services Fund created to provide Adult Services clients transportation to treatment services here at the Center. Services would be available to adult clients, whom would not otherwise have access to Substance Use Disorder Services including medication assisted addiction treatment, Co-Occurring Treatment Services for those diagnosed with both a mental health illness and an addiction disorder, and those with a mental illness who do not drive or hold a valid driver’s license due to their diagnosis.

Also Attached are:

1. FY 2018 Operating budget draft
2. June 30 2017 Balance Sheet
3. Board of Director’s list
4. FY 2017 Annual Report will not be available until Late December 2017 at which time a copy will be mailed to the Town Manager.

FY 2018 BUDGET

	Total Agency	Total Administration	Total Programs	Children & Adolescents	Emergency Services/Assessment	Vocational Services
		180		101	104	109
400 PROG. SERV. FEES						
4010 Net client fees	461,320	0	461,320	182,500	8,500	0
4030 BC/BS	266,170	0	266,170	121,000	9,200	0
4040 Medicaid	9,015,153	0	9,015,153	4,058,535	41,500	0
4050 Medicare	666,500	0	666,500	0	10,500	0
4060 Other insurance	854,500	0	854,500	295,000	39,500	0
4111 Other program fees-REAP	49,037	0	49,037	0	0	0
SUBTOTAL	11,312,680	0	11,312,680	4,657,036	109,200	0
430 PUBLIC SUPPORT						
4310 United Way	10,000	0	10,000			
4320 Local/County Government	58,000	0	58,000			
4330 Donations/Contributions	78,000	78,000	0			
4420 NHHFA	70,000	0	70,000			
4920 Exeter Hospital	291,560	0	291,560			
4350 Other public support	67,604	0	67,604	16,314	185,000	
4380 Div. for Children, Youth & Families	1,770	0	1,770	1,770		
440 FEDERAL FUNDING						
4360 Block Grants-CDBG	0	0	0			
4430 BEAS	35,000	0	35,000			
4440 HUD	0	0	0			
4450 SAPT/BDAS	70,000	0	70,000			
4460 PATH	25,000	0	25,000			
4410 Other Federal Grants	5,000	0	5,000	2,500		
450 OTHER REVENUE						
4500 Rental Income	92,137	23,616	68,521	0	0	0
4600 Interest Income	9,800	9,800	0	0	0	0
4900 All Other Revenue	173,920	84,000	89,920	27,625	0	0
480 BBH						
4810 Bur. of Behavioral Health	750,765	0	750,765	7945	377,820	0
4820 Other BBH	0	0	0	0	0	0
4830	0	0	0	0	0	0
4840	0	0	0	0	0	0
SUBTOTAL	13,051,236	195,416	12,855,820	4,713,190	672,020	0
500 General Management Allocation	0	0	0	0	0	0
TOTAL PROGRAM REVENUES	13,051,236	195,416	12,855,820	4,713,190	672,020	0

FY 2018 BUDGET

	Total Agency	Total Administration 180	Total Programs	Children & Adolescents 101	Emergency Services/ Assessment 104	Vocational Services 109
600 PERSONNEL COSTS						
6010 Salary & Wages	8,900,462	834,900	8,065,562	2,470,659	666,628	177,598
6020-6028 Employee Benefits	1,256,230	99,893	1,156,337	398,740	60,844	32,844
6031 Payroll Taxes	619,386	59,105	560,281	169,988	48,218	9,977
SUBTOTAL	10,776,078	993,899	9,782,180	3,039,386	775,690	220,419
620 PROFESSIONAL FEES						
6250 Accounting	0	0	0	0	0	0
6250 Audit Fees	39,000	39,000	0	0	0	0
6260 Legal Fees	22,000	22,000	0	0	0	0
6270 Other Prof. Fees/Consultations	294,000	5,248	288,752	20,949	3,197	1,726
630 STAFF DEV & TRAINING						
6310 Journals & Publications	5,450	433	5,017	1,730	264	142
6320 In-Service Training	0	0	0	0	0	0
6330 Conferences & Conventions	31,000	2,465	28,535	9,840	1,501	810
6340 Other Staff Development	13,500	1,073	12,427	4,285	654	353
640 OCCUPANCY COSTS						
6410 Rent	483,876	42,380	441,496	142,342	19,179	8,529
6411 Rent Housing	0	0	0	0	0	0
6430 Heating Costs	0	0	0	0	0	0
6440 Other Utilities	90,400	6,994	83,406	23,480	3,165	1,407
6450 Maintenance & Repairs	101,500	8,014	93,486	26,918	3,627	1,613
6480 Taxes	5,530	0	5,530	0	0	0
6470 Other Occupancy Costs	0	0	0	0	0	0
650 CONSUMABLE SUPPLIES						
6510 Office	22,200	1,765	20,435	7,046	1,075	580
6511 Computer Supplies	78,375	6,232	72,143	24,877	3,796	2,049
6520 Building/Household	31,000	2,227	28,773	8,887	1,356	732
6530 Software/Main/SAS	201,000	15,983	185,017	63,799	9,735	5,255
6550 Food	37,400	1,272	36,128	5,079	775	418
6560 Medical	8,000	429	7,571	2,390	262	141
6570 Other Consumable Supplies	0	0	0	0	0	0
SUBTOTAL PAGE	12,240,309	1,149,416	11,090,894	3,381,019	824,277	244,176

FY 2018 BUDGET

	Total Agency	Total Administration 180	Total Programs	Children & Adolescents 101	Emergency Services/ Assessment 104	Vocational Services 109
Total Carried Forward	12,240,309	1,149,416	11,090,894	3,381,019	824,277	244,176
7000 Advertising	14,402	930	13,472	3,714	567	306
7100 Printing	18,400	1,463	16,937	5,840	891	481
7210 Telephone/Communication	175,000	13,916	161,084	55,547	8,476	4,575
7300 Postage/Shipping	17,500	1,392	16,108	5,555	848	458
740 TRANSPORTATION						
7410 Board Members	0		0			
7420 Staff	285,003	16,429	268,574	135,637	3,279	10,230
7430 Clients	10,662		10,662	2,540		
750 ASSIST.TO INDIVIDUALS						
7510 Client Services	0		0			
7520 Clothing	0		0			
760 INSURANCE						
7610 Malpractice & Bonding	57,078	4,539	52,539	18,117	2,765	1,492
7620 Vehicles	2,990		2,990	476		
7630 Comprehensive, Property & Liability	83,770	6,664	77,106	26,599	4,059	2,191
800 OTHER EXPENDITURES						
7801 Interest Expense (other than Mortgage Interest)	0		0			
8830 Depreciation, Equipment	24,000	1,908	22,092	7,618	1,162	627
6700-6710 Equipment Rental	70,800	5,630	65,170	22,473	3,429	1,851
6810 Equipment Maintenance	3,900	119	3,781	860	73	39
7700-7701 Membership Dues	12,000	954	11,045	3,809	581	314
8000-8010 Other Expenditures	35,423	1,908	33,514	15,618	1,162	627
TOTAL EXPENSES	13,051,236	1,205,267	11,845,968	3,685,421	851,568	267,368
900 Administrative Allocation	0	(1,009,851)	1,009,851	314,177	72,595	22,793
TOTAL PROGRAM EXPENSES	13,051,236	195,416	12,855,820	3,999,598	924,163	290,161
SURPLUS/(DEFICIT)	0	0	0	713,593	(252,143)	(290,161)
Total Revenue - Total Expense (line 49 - 115)						

FY 2018 BUDGET

	Adults Multi-Service Team 113	ACT Team 114	SUD	Fairweather Lodge Community Residence 122	Springbrook Independent Housing 124	REAP 198
400	PROG. SERV. FEES					
4010	252,000	14,800	3,520	0	0	0
4030	129,500	4,950	1,520	0	0	0
4040	4,093,743	606,181	166,193	49,000	0	0
4050	585,000	48,500	22,500	0	0	0
4060	422,000	6,800	91,200	0	0	0
4111	49,037	0	0	0	0	0
	SUBTOTAL	681,231	284,933	49,000	0	0
430	PUBLIC SUPPORT					
4310	10,000					
4320	58,000					
4330						
4420						
4920	106,560					70,000
4350	51,290					
4380						
440	FEDERAL FUNDING					
4360						
4430						35,000
4440						
4450						
4460						70,000
4410	2,500	25,000	0			
450	OTHER REVENUE					
4500		0				
4600	0	0		55,440	13,081	
4900	57,375	0		4,920		
480	BBH					
4810		225,000		0	0	140,000
4820	0	0		0	0	
4830	0	0		0	0	
4840	0	0		0	0	
	SUBTOTAL	5,817,005	931,231	284,933	109,360	315,000
500	0	0		0	0	
	General Management Allocation	5,817,005	931,231	284,933	109,360	315,000
	TOTAL PROGRAM REVENUES	5,817,005	931,231	284,933	13,081	315,000

FY 2018 BUDGET

	Adults Multi-Service Team 113	ACT Team 114	SUD	Fairweather Lodge Community Residence 122	Springbrook Independent Housing 124	REAP 198
600 PERSONNEL COSTS						
6010 Salary & Wages	3,386,210	687,206	276,857	354,376	3,039	42,990
6020-6028 Employee Benefits	452,016	102,466	39,730	62,130	454	7,114
6031 Payroll Taxes	237,822	47,684	19,285	24,146	211	2,949
SUBTOTAL	4,076,047	837,357	335,872	440,652	3,703	53,053
620 PROFESSIONAL FEES						
6250 Accounting						
6250 Audit Fees						
6260 Legal Fees						
6270 Other Prof. Fees/Consultations	23,748	5,383	2,087	3,264	24	228,374
630 STAFF DEV & TRAINING						
6310 Journals & Publications	1,961	445	172	270	2	31
6320 In-Service Training						
6330 Conferences & Conventions	11,154	2,529	980	1,533	11	176
6340 Other Staff Development	4,858	1,101	427	668	5	76
640 OCCUPANCY COSTS						
6410 Rent	189,796	23,557	15,434	40,403	0	2,256
6411 Rent Housing						
6430 Heating Costs						
6440 Other Utilities						
6450 Maintenance & Repairs	31,312	3,887	2,547	12,816	4,410	372
6480 Taxes	35,881	4,455	2,919	13,935	3,711	427
6470 Other Occupancy Costs					5,530	
650 CONSUMABLE SUPPLIES						
6510 Office	7,988	1,811	702	1,098	8	126
6511 Computer Supplies	28,201	6,393	2,479	3,876	28	444
6520 Building/Household	10,075	2,284	886	4,185	210	159
6530 Software/Maint/SAS	72,324	16,395	6,357	9,941	73	1,138
6550 Food	5,757	1,305	506	22,191	6	91
6560 Medical	3,867	440	171	267	2	31
6570 Other Consumable Supplies						
SUBTOTAL PAGE	4,502,969	907,341	371,539	555,099	17,723	286,752

FY 2018 BUDGET

	Adults Multi-Service Team 113	ACT Team 114	SUD	Fairweather Lodge Community Residence 122	Springbrook Independent Housing 124	REAP 198
Total Carried Forward	4,502,969	907,341	371,539	555,099	17,723	286,752
7000 Advertising	4,210	954	3,072	579	4	66
7100 Printing	6,621	1,501	582	910	7	104
7210 Telephone/Communication	62,968	14,274	5,535	8,655	63	991
7300 Postage/Shipping	6,297	1,427	553	866	6	99
740 TRANSPORTATION						
7410 Board Members						
7420 Staff	67,612	43,936	562	5,274	7	2,037
7430 Clients	1,630	1,430		5,062		
750 ASSIST. TO INDIVIDUALS						
7510 Client Services						
7520 Clothing						
760 INSURANCE						
7610 Malpractice & Bonding	20,538	4,656	1,805	2,823	21	323
7620 Vehicles	360	360		1,794		
7630 Comprehensive, Property & Liability	30,153	6,835	2,650	4,145	0	475
800 OTHER EXPENDITURES						
7801 Interest Expense (other than Mortgage Interest)						
8830 Depreciation, Equipment	8,636	1,958	759	1,187	9	136
6700-6710 Equipment Rental	25,475	5,775	2,239	3,502	26	401
6810 Equipment Maintenance	828	410	47	1,514	1	8
7700-7701 Membership Dues	4,318	979	380	593	4	68
8000-8010 Other Expenditures	8,636	5,383	2,087			
TOTAL EXPENSES	4,751,250	997,219	391,811	592,002	17,869	291,451
900 Administrative Allocation	405,037	85,011	33,401	50,467	1,523	24,847
TOTAL PROGRAM EXPENSES	5,156,287	1,082,231	425,212	642,469	19,393	316,307
SURPLUS/(DEFICIT)	660,717	(151,000)	(140,279)	(533,109)	(6,312)	(1,307)
Total Revenue - Total Expense (line 49 - 115)						

SEACOAST MENTAL HEALTH CENTER, INC.
STATEMENT OF FINANCIAL POSITION
as of 7/31/2017

A S S E T S

<u>CURRENT ASSETS:</u>		
<u>CASH ACCOUNTS:</u>		
PETTY CASH FUNDS	1,115.00	
GENERAL FUNDS CHECKING ACCT	2,487,835.56	
RESERVE ACCOUNT FOR MOE	315,795.58	
SECTION 125 ACCOUNT (CSI)	5,691.58	
TOTAL CASH ASSETS		2,810,437.72
<u>PREPAID ASSETS:</u>		
PREPAID BENEFITS	108,714.22	
PREPAID AGREEMENTS	47,328.35	
PREPAID INSURANCE PREMIUMS	55,577.21	
PREPAID DEPOSITS	1,000.00	
TOTAL PREPAID ASSETS		212,619.78
<u>ACCOUNTS RECEIVABLE:</u>		
A/R -CONTRACT/GRANT	18,665.00	
A/R DMH	93,491.00	
ACCOUNTS RECEIVABLE - CLIENT	208,580.21	
ACCOUNTS RECEIVABLE - BC/BS	58,377.43	
ACCOUNTS RECEIVABLE - MEDICA	293,568.95	
ACCOUNTS RECEIVABLE - MEDICA	170,126.77	
ACCOUNTS REC - OTHER INSURAN	301,619.71	
RESERVE FOR UNCOLLECTABLE AC	400,000.00-	
NET ACCOUNTS RECEIVABLE		744,429.07
<u>FIXED ASSETS:</u>		
COMPUTER LEASEHOLD	338,694.00	
LEASEHOLD AMORTIZATION	338,694.00-	
FURNITURE AND EQUIPMENT	176,433.32	
ACCUM. DEPREC./FURN. & EQUIP	176,433.32-	
EQUIPMENT, FURNITURE & FIXTUR	356,178.80	
ACC. DEP. -EQUIP, FURN & FIXT	319,776.72-	
TOTAL FIXED ASSETS		36,402.08
TOTAL ASSETS		3,803,888.65

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SEACOAST MENTAL HEALTH CENTER, INC.
STATEMENT OF FINANCIAL POSITION
as of 7/31/2017

LIABILITIES & CURRENT ASSETS

<u>ACCRUED BENEFITS AND TAXES:</u>		
EARNED TIME ACCRUED	155,982.05	
DISABILITY INSURANCE	1,873.29-	
EMPLOYEE REIMBURSEMENT ACCOU	225.04-	
AFLAC LIFE INSURANCE	40.30	
DEPENDENT CARE ACCOUNT	2,916.62	
AFLAC	28.34-	
ROTH	22.48	
TSA-SMHC SHARE DEDUCTION	2,193.74	
TOTAL ACCRUED BENEFITS & TAXES		159,028.52
<u>ACCOUNTS PAYABLE:</u>		
ACCOUNTS PAYABLE	26,899.74	
TOTAL ACCOUNTS PAYABLE		26,899.74
<u>CURRENT NOTES PAYABLE:</u>		
MOE LIABILITY	315,795.58	
TOTAL CURRENT NOTES PAYABLE		315,795.58
<u>LONG-TERM NOTES PAYABLE:</u>		
LONG-TERM DEBT PAYABLE:		.00
<u>OTHER CURRENT LIABILITIES:</u>		
WATER COUNTRY-GUNSTOCK TICKE	12.00-	
TOTAL OTHER LIABILITIES		12.00-
<u>GRANTS AND CONTRACTS:</u>		
RESERVE (MEMORIAL FUND)	330.00	
SEACOAST HALF MARATHON	18,885.96	
HEALTHCARE GIVES	3,438.54	
MISC GRANTS	27,485.77	
TOTAL GRANTS AND CONTRACTS		50,140.27
<u>NET ASSETS:</u>		
NET ASSETS	3,072,371.47	
CURRENT YEAR'S EARNINGS	179,665.07	
TOTAL NET ASSETS		3,252,036.54
TOTAL LIABILITIES/NET ASSETS		3,803,888.65

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Seacoast Mental Health Center, Inc.

Board of Directors Listing

<i>First</i>	<i>Last</i>	<i>Employer/Affiliation</i>	<i>Address</i>	<i>City</i>
Jason	Coleman, SMSgt NHANG	Financial Systems Analyst, United States Air Force	20 Woodbury Lane	Eliot
Monica	Kieser	Hoefle Phoenix, Gormley and Roberts,PA	20 Union Street	Portsmouth
Susan	Craig Ph.D	Consultant/Author	5 Comings Street	Exeter
Paul	Sorli	Proprietor, Portsmouth Gas Light Company	60 Market Street	Portsmouth
Timothy	Black	Attorney, MacDonlad and Black	96 Atlantic Avenue	North Hampton
Kathleen	Dwyer	Attorney, City of Portsmouth	City of Portsmouth	313 Miller Ave. Portsmouth (Home)
Sandi	Hennequin	Vice President, U.S. Public Affairs, Emera Energy	310 FW Hartford Drive	Portsmouth
Kimberly	Hyer MD	Hampton Pediatrics	250 Broad Street	Portsmouth
Erin	Lawson	Principal, Little Harbor	46 Columbia Street, Unit 1	Portsmouth
Ed	Miller	Financial Advisor,Edward Jones	19 Hampton Road, Unit 5 115 Market Street	Exeter Portsmouth
John	Pendleton	Judge - NH Court System	1051 South Street	Portsmouth
Ned	Raynolds	Account Executive,Johnson Controls	110 Aldrich Road	Portsmouth
Nike	Speltz	Retired	579 Sagamore Avenue, Unit 108	Portsmouth
Robert	Stomierosky	Consultant	P.O. Box 449	Rye Beach
Tammy	Strain	Controller, Seaglass Technology Partners/Portsmouth	433 Lincoln Avenue	Portsmouth

SEACOAST MENTAL HEALTH CENTER, INC.
STATEMENT OF FINANCIAL POSITION
as of 7/31/2017

A S S E T S

<u>CURRENT ASSETS:</u>		
<u>CASH ACCOUNTS:</u>		
PETTY CASH FUNDS	1,115.00	
GENERAL FUNDS CHECKING ACCT	2,487,835.56	
RESERVE ACCOUNT FOR MOE	315,795.58	
SECTION 125 ACCOUNT (CSI)	5,691.58	
TOTAL CASH ASSETS		2,810,437.72
<u>PREPAID ASSETS:</u>		
PREPAID BENEFITS	108,714.22	
PREPAID AGREEMENTS	47,328.35	
PREPAID INSURANCE PREMIUMS	55,577.21	
PREPAID DEPOSITS	1,000.00	
TOTAL PREPAID ASSETS		212,619.78
<u>ACCOUNTS RECEIVABLE:</u>		
A/R - CONTRACT/GRANT	18,665.00	
A/R DMH	93,491.00	
ACCOUNTS RECEIVABLE - CLIENT	208,580.21	
ACCOUNTS RECEIVABLE - BC/BS	58,377.43	
ACCOUNTS RECEIVABLE - MEDICA	293,568.95	
ACCOUNTS RECEIVABLE - MEDICA	170,126.77	
ACCOUNTS REC - OTHER INSURAN	301,619.71	
RESERVE FOR UNCOLLECTABLE AC	400,000.00-	
NET ACCOUNTS RECEIVABLE		744,429.07
<u>FIXED ASSETS:</u>		
COMPUTER LEASEHOLD	338,694.00	
LEASEHOLD AMORTIZATION	338,694.00-	
FURNITURE AND EQUIPMENT	176,433.32	
ACCUM. DEPREC./FURN. & EQUIP	176,433.32-	
EQUIPMENT, FURNITURE & FIXTUR	356,178.80	
ACC. DEP. - EQUIP, FURN & FIXT	319,776.72-	
TOTAL FIXED ASSETS		36,402.08
TOTAL ASSETS		3,803,888.65
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SEACOAST MENTAL HEALTH CENTER, INC.
STATEMENT OF FINANCIAL POSITION
as of 7/31/2017

LIABILITIES & CURRENT ASSETS

<u>ACCRUED BENEFITS AND TAXES:</u>		
EARNED TIME ACCRUED	155,982.05	
DISABILITY INSURANCE	1,873.29-	
EMPLOYEE REIMBURSEMENT ACCOU	225.04-	
AFLAC LIFE INSURANCE	40.30	
DEPENDENT CARE ACCOUNT	2,916.62	
AFLAC	28.34-	
ROTH	22.48	
TSA-SMHC SHARE DEDUCTION	2,193.74	
TOTAL ACCRUED BENEFITS & TAXES		159,028.52
<u>ACCOUNTS PAYABLE:</u>		
ACCOUNTS PAYABLE	26,899.74	
TOTAL ACCOUNTS PAYABLE		26,899.74
<u>CURRENT NOTES PAYABLE:</u>		
MOE LIABILITY	315,795.58	
TOTAL CURRENT NOTES PAYABLE		315,795.58
<u>LONG-TERM NOTES PAYABLE:</u>		
LONG-TERM DEBT PAYABLE:		.00
<u>OTHER CURRENT LIABILITIES:</u>		
WATER COUNTRY-GUNSTOCK TICKE	12.00-	
TOTAL OTHER LIABILITIES		12.00-
<u>GRANTS AND CONTRACTS:</u>		
RESERVE (MEMORIAL FUND)	330.00	
SEACOAST HALF MARATHON	18,885.96	
HEALTHCARE GIVES	3,438.54	
MISC GRANTS	27,485.77	
TOTAL GRANTS AND CONTRACTS		50,140.27
<u>NET ASSETS:</u>		
NET ASSETS	3,072,371.47	
CURRENT YEAR'S EARNINGS	179,665.07	
TOTAL NET ASSETS		3,252,036.54
TOTAL LIABILITIES/NET ASSETS		3,803,888.65

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FY 2018 BUDGET

	Total Agency	Total Administration 180	Total Programs	Children & Adolescents 101	Emergency Services/ Assessment 104	Vocational Services 109
400	PROG. SERV. FEES					
4010	Net client fees	461,320	0	461,320	182,500	8,500
4030	BC/BBS	266,170	0	266,170	121,000	9,200
4040	Medicaid	9,015,153	0	9,015,153	4,058,536	41,500
4050	Medicare	666,500	0	666,500	0	10,500
4060	Other Insurance	854,500	0	854,500	295,000	39,500
4111	Other program fees-REAP	49,037	0	49,037	0	0
	SUBTOTAL	11,312,680	0	11,312,680	4,657,036	109,200
430	PUBLIC SUPPORT					
4310	United Way	10,000	0	10,000		
4320	Local/County Government	58,000	0	58,000		
4330	Donations/Contributions	78,000	78,000	0		
4420	NHHEA	70,000	0	70,000		
4920	Exeter Hospital	291,560	0	291,560		185,000
4350	Other public support	67,604	0	67,604	16,314	
4380	Div. for Children, Youth & Families	1,770	0	1,770	1,770	
440	FEDERAL FUNDING					
4360	Block Grants-CDBG	0	0	0		
4430	BEAS	35,000	0	35,000		
4440	HUD	0	0	0		
4450	SAPT/BIDAS	70,000	0	70,000		
4460	PATH	25,000	0	25,000		
4410	Other Federal Grants	5,000	0	5,000	2,500	
450	OTHER REVENUE					
4500	Rental Income	92,137	23,616	68,521	0	0
4600	Interest Income	9,800	9,800	0	0	0
4900	All Other Revenue	173,920	84,000	89,920	27,625	0
480	BBH					
4810	Bur. of Behavioral Health	750,765	0	750,765	7945	377,820
4820	Other BBH	0	0	0	0	0
4830		0	0	0	0	0
4840		0	0	0	0	0
	SUBTOTAL	13,051,236	195,416	12,855,820	4,713,190	672,020
500	General Management Allocation	0	0	0	0	0
	TOTAL PROGRAM REVENUES	13,051,236	195,416	12,855,820	4,713,190	672,020

FY 2018 BUDGET

	Total Agency	Total Administration 180	Total Programs	Children & Adolescents 101	Emergency Services/Assessment 104	Vocational Services 109
600 PERSONNEL COSTS						
6010 Salary & Wages	8,900,462	834,900	8,065,562	2,470,659	666,628	177,598
6020-6028 Employee Benefits	1,256,230	99,893	1,156,337	398,740	60,844	32,844
6031 Payroll Taxes	619,386	59,105	560,281	169,988	48,218	9,977
SUBTOTAL	10,776,078	993,899	9,782,180	3,039,386	775,690	220,419
620 PROFESSIONAL FEES						
6250 Accounting	0		0			
6250 Audit Fees	39,000	39,000	0			
6260 Legal Fees	22,000	22,000	0			
6270 Other Prof. Fees/Consultations	294,000	5,248	288,752	20,949	3,197	1,726
630 STAFF DEV & TRAINING						
6310 Journals & Publications	5,450	433	5,017	1,730	264	142
6320 In-Service Training	0		0			
6330 Conferences & Conventions	31,000	2,465	28,535	9,840	1,501	810
6340 Other Staff Development	13,500	1,073	12,427	4,285	654	353
640 OCCUPANCY COSTS						
6410 Rent	483,876	42,380	441,496	142,342	19,179	8,529
6411 Rent Housing	0		0			
6430 Heating Costs	0		0			
6440 Other Utilities	90,400	6,994	83,406	23,490	3,165	1,407
6450 Maintenance & Repairs	101,500	8,014	93,486	26,918	3,627	1,613
6480 Taxes	5,530		5,530			
6470 Other Occupancy Costs	0		0			
650 CONSUMABLE SUPPLIES						
6510 Office	22,200	1,765	20,435	7,046	1,075	580
6511 Computer Supplies	78,375	6,232	72,143	24,877	3,796	2,049
6520 Building/Household	31,000	2,227	28,773	8,887	1,356	732
6530 Software/Maint/SAS	201,000	15,983	185,017	63,799	9,735	5,255
6550 Food	37,400	1,272	36,128	5,079	775	418
6560 Medical	8,000	429	7,571	2,390	262	141
6570 Other Consumable Supplies	0		0			
SUBTOTAL PAGE	12,240,309	1,149,416	11,090,894	3,381,019	824,277	244,176

FY 2018 BUDGET

	Total Agency	Total Administration	Total Programs	Children & Adolescents	Emergency Services/Assessment	Vocational Services
		180		101	104	109
Total Carried Forward	12,240,309	1,149,416	11,090,894	3,381,019	824,277	244,176
7000 Advertising	14,402	930	13,472	3,714	567	306
7100 Printing	18,400	1,463	16,937	5,840	891	481
7210 Telephone/Communication	175,000	13,916	161,084	55,547	8,476	4,575
7300 Postage/Shipping	17,500	1,392	16,108	5,555	848	458
740 TRANSPORTATION						
7410 Board Members	0		0			
7420 Staff	285,003	16,429	268,574	135,637	3,279	10,230
7430 Clients	10,662		10,662	2,540		
750 ASSIST. TO INDIVIDUALS						
7510 Client Services	0		0			
7520 Clothing	0		0			
760 INSURANCE						
7610 Malpractice & Bonding	57,078	4,539	52,539	18,117	2,765	1,492
7620 Vehicles	2,990		2,990	476		
7630 Comprehensive, Property & Liability	83,770	6,664	77,106	26,599	4,059	2,191
800 OTHER EXPENDITURES						
7801 Interest Expense (other than Mortgage Interest)	0		0			
8830 Depreciation, Equipment	24,000	1,908	22,092	7,618	1,162	627
6700-6710 Equipment Rental	70,800	5,630	65,170	22,473	3,429	1,851
6810 Equipment Maintenance	3,900	119	3,781	860	73	39
7700-7701 Membership Dues	12,000	954	11,045	3,809	581	314
8000-8010 Other Expenditures	35,423	1,908	33,514	15,618	1,162	627
TOTAL EXPENSES	13,051,236	1,205,267	11,845,968	3,685,421	851,568	267,368
900 Administrative Allocation	0	(1,009,851)	1,009,851	314,177	72,595	22,793
TOTAL PROGRAM EXPENSES	13,051,236	195,416	12,855,820	3,999,598	924,163	290,161
SURPLUS/(DEFICIT)	0	0	0	713,593	(252,143)	(290,161)
Total Revenue - Total Expense (line 49 - 115)						

FY 2018 BUDGET

	Adults Multi-Service Team 113	ACT Team 114	SUD	Fairweather Lodge Community Residence 122	Springbrook Independent Housing 124	REAP 198
400	PROG. SERV. FEES					
4010	Net client fees	252,000	14,800	3,520	0	0
4030	BC/BS	129,500	4,950	1,520	0	0
4040	Medicaid	4,093,743	606,181	166,193	49,000	0
4050	Medicare	585,000	48,500	22,500	0	0
4060	Other insurance	422,000	6,800	91,200	0	0
4111	Other program fees-REAP	49,037	0	0	0	0
	SUBTOTAL	5,531,280	681,231	284,933	49,000	0
430	PUBLIC SUPPORT					
4310	United Way	10,000				
4320	Local/County Government	58,000				
4330	Donations/Contributions					
4420	NHHA					
4920	Exeter Hospital	106,560				70,000
4350	Other public support	51,290				
4380	Div. for Children, Youth & Families					
440	FEDERAL FUNDING					
4360	Block Grants-CDBG					
4430	BEAS					35,000
4440	HUD					
4450	SAPT/BDAS			0		70,000
4460	PATH		25,000			
4410	Other Federal Grants	2,500				
450	OTHER REVENUE					
4500	Rental Income		0			
4600	Interest Income	0	0		55,440	13,081
4900	All Other Revenue	57,375	0		4,920	
480	BBH					
4810	Bur. of Behavioral Health		225,000		0	0
4820	Other BBH	0	0		0	0
4830		0	0		0	0
4840		0	0		0	0
	SUBTOTAL	5,817,005	931,231	284,933	109,360	13,081
500	General Management Allocation	0	0		0	0
	TOTAL PROGRAM REVENUES	5,817,005	931,231	284,933	109,360	13,081
						315,000

FY 2018 BUDGET

	Adults Multi-Service Team 113	ACT Team 114	SUD	Fairweather Lodge Community Residence 122	Springbrook Independent Housing 124	REAP 198
600 PERSONNEL COSTS						
6010 Salary & Wages	3,386,210	687,206	276,857	354,376	3,039	42,990
6020-6028 Employee Benefits	452,016	102,466	39,730	62,130	454	7,114
6031 Payroll Taxes	237,822	47,684	19,285	24,146	211	2,949
SUBTOTAL	4,076,047	837,357	335,872	440,652	3,703	53,053
620 PROFESSIONAL FEES						
6250 Accounting						
6250 Audit Fees						
6260 Legal Fees						
6270 Other Prof. Fees/Consultations	23,748	5,383	2,087	3,264	24	228,374
630 STAFF DEV & TRAINING						
6310 Journals & Publications	1,961	445	172	270	2	31
6320 In-Service Training						
6330 Conferences & Conventions	11,154	2,529	980	1,533	11	176
6340 Other Staff Development	4,858	1,101	427	668	5	76
640 OCCUPANCY COSTS						
6410 Rent	189,796	23,557	15,434	40,403	0	2,256
6411 Rent Housing						
6430 Heating Costs						
6440 Other Utilities	31,312	3,887	2,547	12,816	4,410	372
6450 Maintenance & Repairs	35,881	4,455	2,919	13,935	3,711	427
6480 Taxes						
6470 Other Occupancy Costs						
650 CONSUMABLE SUPPLIES						
6510 Office	7,988	1,811	702	1,098	8	126
6511 Computer Supplies	28,201	6,393	2,479	3,876	28	444
6520 Building/Household	10,075	2,284	886	4,185	210	159
6530 Software/Maint/SAS	72,324	16,395	6,357	9,941	73	1,138
6550 Food	5,757	1,305	506	22,191	6	91
6560 Medical	3,867	440	171	267	2	31
6570 Other Consumable Supplies						
SUBTOTAL PAGE	4,502,969	907,341	371,539	555,099	17,723	286,752

FY 2018 BUDGET

	Adults Multi-Service Team 113	ACT Team 114	SUD	Fairweather Lodge Community Residence 122	Springbrook Independent Housing 124	REAP
Total Carried Forward						
7000 Advertising	4,502,969	907,341	371,539	555,099	17,723	286,752
7100 Printing	4,210	954	3,072	579	4	66
7210 Telephone/Communication	6,621	1,501	582	910	7	104
7300 Postage/Shipping	62,968	14,274	5,535	8,655	63	991
740 TRANSPORTATION	6,297	1,427	553	866	6	99
7410 Board Members						
7420 Staff	67,612	43,936	562	5,274	7	2,037
7430 Clients	1,630	1,430		5,062		
750 ASSIST. TO INDIVIDUALS						
7510 Client Services						
7520 Clothing						
760 INSURANCE						
7610 Malpractice & Bonding	20,538	4,656	1,805	2,823	21	323
7620 Vehicles	360	360		1,794		
7630 Comprehensive, Property & Liability	30,153	6,835	2,650	4,145	0	475
800 OTHER EXPENDITURES						
7801 Interest Expense (other than Mortgage Interest)						
8830 Depreciation, Equipment	8,636	1,958	759	1,187	9	136
6700-6710 Equipment Rental	25,475	5,775	2,239	3,502	26	401
6810 Equipment Maintenance	828	410	47	1,514	1	8
7700-7701 Membership Dues	4,318	979	380	593	4	68
8000-8010 Other Expenditures	8,636	5,383	2,087			
TOTAL EXPENSES	4,761,250	997,219	391,811	592,002	17,869	291,461
900 Administrative Allocation	405,037	85,011	33,401	50,467	1,523	24,847
TOTAL PROGRAM EXPENSES	5,156,287	1,082,231	425,212	642,469	19,393	316,307
SURPLUS/(DEFICIT)	660,717	(151,000)	(140,279)	(533,109)	(6,312)	(1,307)
Total Revenue - Total Expense (line 49 - 115)						