



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2024

Organization's Name: Seacoast Mental Health Center

Year Founded: 1963

Address: 1145 Sagamore Ave, Portsmouth, NH 03801

Executive Director/ Board Chair: Jay Couture, President & CEO

Monica Kieser, Board Chair

Tax ID Number: 02-0262862

Applicant Contact: Kelly Hartnett, VP of Community Relations

Email: khartnett@smhc-nh.org

Address: 1145 Sagamore Ave, Portsmouth, NH 03801

Phone: 603-957-5885

Organization's Mission Statement:

The mission of Seacoast Mental Health Center is to provide a broad, comprehensive array of high-quality, effective, and accessible mental health services to residents of the eastern half of Rockingham County.

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

This grant will be used to continue to provide comprehensive mental health services to eligible Exeter residents regardless of their ability to afford care.

% of overall services that go to Exeter residents: 12.18%
of Exeter residents served: 760 residents in FY2023

List all geographic area(s) served by the organization: Brentwood, Deerfield, East Kingston, Epping, Exeter, Fremont, Greenland, Hampton Falls, Hampton/Hampton Beach, Kensington, Kingston, New Castle, Newfields, Newington, Newmarket, North Hampton, Northwood, Nottingham, Portsmouth, Raymond, Rye, Seabrook, South Hampton, Stratham

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

The funding received 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 other State funding.

The amount received from the Town of Exeter (by year) for the last 3 (three) years:
2021 - \$9,000 2022 - \$9000 2023 - \$9000

Total Municipal Contributions in FY2023: \$51,477

List each town that contribute and the amount received: -

Town	FY2023 Amount Received
Deerfield	\$950
Exeter	\$9,000

Town Manager's Office

AUG 01 2023

Received

Fremont	\$2,000
Hampton	\$8,000
New Castle	\$1,000
Newington	\$2,205
Northwood	\$51,477
Nottingham	\$1,000
Portsmouth	\$12,500
Rye	\$6,000
Seabrook	\$3,622
South Hampton	\$200
Stratham	\$3,500

Organization's total projected budget for FY 2023: \$24,141,225

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 990 may be requested)
 - Operating budget
 - Balance sheet
- Board of Directors List
- 2023 Funding recipients must submit an Annual Report prior to consideration of the 2024 application

I certify to the best of my knowledge that the information in this proposal reflects accurate data concerning needs and estimates of planned/services delivery. The proposal was considered and approved for submission by the agency Board of Directors on 7/27 (date).

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

Director's (or Designee) Signature: Monica F. Kieser Date: 7/28/2023
Monica F. Kieser, President
Board of Directors

Submit no later than July 31, 2023

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

Scanned Version



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Director's (or Designee) Signature: _____

Date: _____

*Monica F. Kieser, President
Board of Directors*

Submit no later than July 31, 2023

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



The mission of Seacoast Mental Health Center, Inc. (SMHC) is to provide a broad, comprehensive array of high-quality, effective, and accessible mental health services to residents of the eastern half of Rockingham County. Services are provided to children, adolescents, adults, older adults, caregivers, and families, regardless of their ability to pay. SMHC's goal is to empower a family unit and/or individual to build upon health, community, and resilience within a collaborative treatment model where services are designed to meet patients where they are both physically and psychologically.

SMHC is mandated to provide evaluations and treatment for severe and persistent mental illnesses, such as bipolar disorder and schizophrenia, as well as depression, anxiety, and other mental health illnesses to children, adolescents, and their families; adults; as well as to the distinct elderly demographic.

Examples of specific services include Individual, Family, and Group Therapy; Functional Support Services (FSS); Targeted Case Management (TCM); Housing Support and Homelessness Services; Supported Employment; Substance-use Disorder (SUD) Treatment; Psychiatry; and Emergency/Mobile Crisis Services.

In FY23, SMHC provided 158,279 unique services to 6,327 children, adolescents, adults, and families.

SMHC has two office locations (Portsmouth and Exeter) and one 24-hour staffed, 8-bed group home (Greenland) for adults living with severe and persistent mental illness. Both offices offer 24/7 coverage for behavioral health crises via Emergency Services clinicians, who also staff the Exeter Hospital Emergency Department for such services. As of January 1, 2022, emergency services operations were expanded to include community-based mobile crisis teams in conjunction with the State implemented Rapid Response Access Point.

SMHC offers in-person and telehealth regular office hours and co-locates staff in seven primary care offices, as well as provides co-located in 28 different educational settings throughout the twenty-four town catchment region.

As a member of the New Hampshire Community Behavioral Health Association, (NHCBHA), SMHC is also tasked with raising awareness about the critical nature of mental healthcare and advocating for a strong, well-funded behavioral health system in NH.

Exeter

In response to the growing demand for services, the Center successfully completed a 6,000-square-foot expansion and renovation at our Exeter facility located at 30 Magnolia Ave in July 2022. During the construction process, the building remained open to ensure patient accessibility.



After seeing a dramatic rise in calls related to mental illness, the Exeter Police Department reached out to Seacoast Mental Health Center for assistance in implementing policies and procedures when responding to mental health crisis calls.

Beginning in mid-2020, SMHC worked closely with Department to implement the Columbia Suicide Severity Rating Scale. This initiative helped the Department become the first in the state to take a pledge through the One Mind Campaign.

Since then, SMHC has provided countless hours of training to Exeter PD Staff in Crisis Intervention Training and has consulted on numerous cases and calls.



July 31, 2023

Mr. Russell Dean, Town Manager
Town of Exeter
10 Front Street
Exeter, NH 03833

Dear Mr. Dean:

I am requesting that the Town of Exeter allocate \$9,00 to Seacoast Mental Health Center, Inc. in its 2024 budget. Our statistics indicate that in FY 2024, we provided 12,944 hours of service to 766 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. With changes in federal requirements that eliminate the penalty for not obtaining insurance, we have seen an increase in uninsured clients. Those who do have insurance have seen increases in premiums and copayments to the point that many will not be able to afford them. At the same time, services are needed and will remain mandated leaving many providers including Seacoast Mental Health Center responsible for funding more uncompensated care.

Seacoast Mental Health Center is there to assist our clients in achieving their recovery goals. We provide counseling, psychiatry services, and community support for those suffering from anxiety, depression, bipolar disorder, schizophrenia, and other mental health and substance use disorders. Emergency services are available 24/7/365 days a year.

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

If you have any questions, please feel free to contact me at (603) 957-5558.

Sincerely,

Kelly Hartnett, M.Ed.
Vice President, Community Relations

Seacoast Mental Health Center, Inc.

FINANCIAL STATEMENTS

June 30, 2022

Seacoast Mental Health Center, Inc.
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June 30, 2022

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Kittell Branagan & Sargent

Certified Public Accountants

Vermont License #167

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Seacoast Mental Health Center, Inc.
Portsmouth, New Hampshire

Opinion

We have audited the accompanying financial statements of Seacoast Mental Health Center, Inc. (a nonprofit organization) which comprise the statement of financial position as of June 30, 2022, and the related statements of activities and changes in net assets and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Seacoast Mental Health Center, Inc. as of June 30, 2022, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Seacoast Mental Health Center, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Seacoast Mental Health Center, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Seacoast Mental Health Center, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information on Pages 12 through 15 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.



Seacoast Mental Health Center, Inc.
STATEMENT OF FINANCIAL POSITION
June 30, 2022

ASSETS

CURRENT ASSETS

Cash and Cash Equivalents	\$ 4,113,245
Accounts receivable (net of \$535,000 allowance)	1,738,502
Investments	6,643,442
Restricted cash	554,615
Due from affiliate	1,397,370
Prepaid expenses	<u>167,903</u>

TOTAL CURRENT ASSETS 14,615,077

PROPERTY AND EQUIPMENT - NET 765,447

TOTAL ASSETS \$ 15,380,524

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts payable	\$ 181,007
Deferred income	295,105
Accrued vacation	273,962
Accrued expenses	<u>1,063,100</u>

TOTAL CURRENT LIABILITIES 1,813,174

NET ASSETS

Net assets without donor restriction 13,567,350

TOTAL LIABILITIES AND NET ASSETS \$ 15,380,524

See Notes to Financial Statements

Seacoast Mental Health Center, Inc.
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
For the Year Ended June 30, 2022

PUBLIC SUPPORT AND REVENUES

Public support -	
Federal	\$ 299,687
State of New Hampshire - BMHS	1,587,063
Other public support	1,005,917
Total Public Support	<u>2,892,667</u>

Revenues -	
Program service fees	20,283,146
Rental income	62,040
Other revenue	990,721
Total Revenues	<u>21,335,907</u>

TOTAL PUBLIC SUPPORT AND REVENUES	<u>24,228,574</u>
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OPERATING EXPENSES

BBH funded program services -	
Children services	5,973,629
Emergency services	2,569,009
Adult services	9,259,343
Act Team	1,310,535
Substance Use Disorder	615,108
Fairweather Lodge	909,991
REAP	<u>383,023</u>

TOTAL EXPENSES	<u>21,020,638</u>
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EXCESS OF PUBLIC SUPPORT AND REVENUE OVER EXPENSES FROM OPERATIONS	3,207,936
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OTHER INCOME (LOSS)	
Investment loss	<u>(868,426)</u>

TOTAL INCREASE IN NET ASSETS	2,339,510
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NET ASSETS WITHOUT DONOR RESTRICTION, beginning	<u>11,227,840</u>
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NET ASSETS WITHOUT DONOR RESTRICTION, ending	<u>\$ 13,567,350</u>
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See Notes to Financial Statements

Seacoast Mental Health Center, Inc.
STATEMENT OF CASH FLOWS
For the Year Ended June 30, 2022

CASH FLOWS FROM OPERATING ACTIVITIES	
Increase in net assets	\$ 2,339,510
Adjustments to reconcile to net cash provided by operations:	
Depreciation	102,519
(Increase) decrease in:	
Accounts receivable - trade	(621,663)
Prepaid expenses	(2,730)
Increase (decrease) in:	
Accounts payable & accrued liabilities	402,881
Deferred income	<u>267,715</u>
 NET CASH PROVIDED BY OPERATING ACTIVITIES	 <u>2,488,232</u>
 CASH FLOWS FROM INVESTING ACTIVITIES	
Purchases of property and equipment	(689,824)
Investment activity, net	(130,432)
Due to affiliate	<u>(1,397,370)</u>
 NET CASH USED BY FINANCING ACTIVITIES	 <u>(2,217,626)</u>
 NET INCREASE IN CASH	 270,606
 CASH AND RESTRICTED CASH AT BEGINNING OF YEAR	 <u>4,397,254</u>
 CASH AND RESTRICTED CASH AT END OF YEAR	 <u>\$ 4,667,860</u>

See Notes to Financial Statements

Seacoast Mental Health Center, Inc.
NOTES TO FINANCIAL STATEMENTS
June 30, 2022

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Seacoast Mental Health Center, Inc. (the Center) is a not-for-profit corporation, organized under New Hampshire law to provide services in the areas of mental health, and related non-mental health programs; it is exempt from income taxes under Section 501 (c)(3) of the Internal Revenue Code. In addition, the organization qualifies for the charitable contribution deduction under Section 170 (b)(1)(a) and has been classified as an organization that is not a private foundation under Section 509(a)(2).

Basis of Presentation

The financial statements of the Center have been prepared on the accrual basis in accordance with accounting principles generally accepted in the United States of America. The financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958 dated August 2016, and the provisions of the American Institute of Certified Public Accountants (AICPA) "Audit and Accounting Guide for Not-for-Profit Organizations" (the "Guide"). (ASC) 958-205 was effective July 1, 2018.

Under the provisions of the Guide, net assets and revenues and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Center and changes therein are classified as follows:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Center. The Center's board may designate assets without restrictions for specific operational purposes from time to time.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Non-Profit Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Basis of Accounting

Income and expenses are reported on the accrual basis, which means that income is recognized as it is earned and expenses are recognized as they are incurred whether or not cash is received or paid out at that time.

Income Taxes

Consideration has been given to uncertain tax positions. The federal income tax returns for the years ended after June 30, 2019, remain open for potential examination by major tax jurisdictions, generally for three years after they were filed.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles require management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Seacoast Mental Health Center, Inc.
NOTES TO FINANCIAL STATEMENTS
June 30, 2022

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Related Organizations

The Center leases property and equipment from Seacoast Mental Health Center Resource Group, Inc. - a related non-profit corporation formed in 1985 for the benefit of Seacoast Mental Health Center, Inc. Seacoast Mental Health Center Resource Group was formed to support the operations of Seacoast Mental Health Center, Inc. by managing and renting property and raising other funds on its behalf.

Depreciation

The cost of property, equipment and leasehold improvements is depreciated over the estimated useful life of the assets using the straight line method. Assets deemed to have a useful life greater than three years are deemed capital in nature. Estimated useful lives range from 3 to 30 years.

State Grants

The Center receives a number of grants from and has entered into various contracts with the State of New Hampshire related to the delivery of mental health services.

Vacation Pay and Fringe Benefits

Vacation pay is accrued and charged to the programs when earned by the employee. Fringe benefits are allocated to the appropriate program expense based on the percentage of actual time spent on the programs.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Center considers all short-term debt securities purchased with a maturity of three months or less to be cash equivalents.

Accounts Receivable

Accounts receivable are recorded based on the amount billed for services provided, net of respective allowances.

Policy for Evaluating Collectability of Accounts Receivable

In evaluating the collectability of accounts receivable, the Center analyzes past results and identifies trends for each major payor source of revenue for the purpose of estimating the appropriate amounts of the allowance for doubtful accounts. Data in each major payor source is regularly reviewed to evaluate the adequacy of the allowance for doubtful accounts. Specifically, for receivables relating to services provided to clients having third-party coverage, an allowance for doubtful accounts and a corresponding provision for bad debts are established for amounts outstanding for an extended period of time and for third-party payors experiencing financial difficulties; for receivables relating to self-pay clients, a provision for bad debts is made in the period services are rendered based on experience indicating the inability or unwillingness of clients to pay amounts for which they are financially responsible.

Seacoast Mental Health Center, Inc.
NOTES TO FINANCIAL STATEMENTS
June 30, 2022

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Based on management's assessment, the Center provides for estimated uncollectible amounts through a charge to earnings and a credit to a valuation allowance. Balances that remain outstanding after the Center has used reasonable collection efforts are written off through a change to the valuation allowance and a credit to accounts receivable.

The Center increased its estimate in the allowance for doubtful accounts to \$535,000 as of June 30, 2022 from \$400,000 as of June 30, 2021. This was a result of other insurance accounts receivable increasing to \$765,482 as of June 30, 2022 from \$431,278 as of June 30, 2021 and client balances increasing to \$268,970 as of June 30, 2022 from \$209,943 as of June 30, 2021.

Client Service Revenue

The Center recognizes client service revenue in accordance with ASC Topic 606. Client Service Revenue is reported at the amount that reflects the consideration the corporation expects to receive in exchange for the services provided. These amounts are due from patients or third party payers and include variable consideration for retroactive adjustments, if any, under reimbursement programs. Performance obligations are determined based on the nature of the services provided. Client service revenue is recognized as performance obligations are satisfied. The Center recognized revenue for mental health services in accordance with ASC 606, Revenue for contracts with Customers. The Center has determined that these services included under the daily or monthly fee have the same timing and pattern of transfer and are a series of distinct services that are considered one performance obligation which is satisfied over time. The Center receives revenues for services under various third-party payer programs which include Medicaid and other third-party payers. The transaction price is based on standard charges for services provided to residents, reduced by applicable contractual adjustments, discounts, and implicit pricing concessions. The estimates of contractual adjustments and discounts are based on contractual agreements, discount policy, and historical collection experience. The corporation estimates the transaction price based on the terms of the contract with the payer, correspondence with the payer and historical trends.

Client service revenue (net of contractual allowances and discounts but before taking account of the provision for bad debts) recognized during the year ended June 30, 2022 totaled \$20,283,146, of which \$19,653,765 was revenue from third-party payors and \$629,381 was revenue from self-pay clients.

Third Party Contractual Arrangements

A significant portion of patient revenue is derived from services to patients insured by third-party payors. The center receives reimbursement from Medicare, Medicaid, Blue Cross, and other third-party insurers at defined rates for services rendered to patients covered by these programs.

The difference between the established billing rates and the actual rate of reimbursement is recorded as allowances when recorded. A provision for estimated contractual allowances is provided on outstanding patient receivables at the balance sheet date.

Seacoast Mental Health Center, Inc.
 NOTES TO FINANCIAL STATEMENTS
 June 30, 2022

NOTE 2 CLIENT SERVICE REVENUES FROM THIRD PARTY PAYORS

The Center has agreements with third-party payors that provide payments to the Center at established rates. These payments include:

New Hampshire and Managed Medicaid

The Center is reimbursed for services from the State of New Hampshire and Managed Care Organizations (MCOs) for services rendered to Medicaid clients. Payments for these services are received in the form of monthly capitation amounts that are predetermined in a contractual agreement with the MCOs.

Approximately 81% of net client service revenue is from participation in the state and managed care organization sponsored Medicaid programs for the year ended June 30, 2022. Laws and regulations governing the programs are complex and subject to interpretation and change. As a result, it is reasonably possible that recorded estimates could change materially in the near term.

As part of the contractual arrangement with the MCOs, the Center is required to provide a specific amount of services under an arrangement referred to as a Maintenance of Effort (MOE). Under the MOE, if levels of service are not met the Center may be subject to repayment of a portion of the revenue received. The MOE calculation is subject to interpretation and a source of continued debate and negotiations with MCOs. This MOE calculation may result in a liability that would require a payback to the MCOs. Due to workforce challenges and a significant retroactive rate adjustment in late spring 2022, for the year ended June 30, 2022, the Center was unable to meet the MOE requirements for all three MCO's. The Center's estimated total payback of \$554,615 is recorded as an accrued expense.

NOTE 3 ACCOUNTS RECEIVABLE

ACCOUNTS RECEIVABLE - TRADE

Due from clients	\$ 268,970
Insurance companies	765,482
Medicaid receivable	340,885
Medicare receivable	<u>206,098</u>
	1,581,435
Allowance for doubtful accounts	<u>(535,000)</u>
	<u>1,046,435</u>

ACCOUNTS RECEIVABLE - OTHER

BMHS	292,083
NHHFA	36,000
School Districts	42,316
MCO Directed Payments	308,413
Other AR	<u>13,255</u>
	<u>692,067</u>

TOTAL ACCOUNTS RECEIVABLE	<u>\$ 1,738,502</u>
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Seacoast Mental Health Center, Inc.
NOTES TO FINANCIAL STATEMENTS
 June 30, 2022

NOTE 4 INVESTMENTS

The Center has invested funds with R.M. Davis Wealth Management. The approximate breakdown of these investments are as follows:

	Cost	Unrealized Gain (Loss)	Market Value
Cash & Money Market	\$ 25,936	\$ -	\$ 25,936
Fixed Income	2,895,908	(256,318)	2,639,590
Equities	2,957,812	225,485	3,183,297
Exchange Traded Funds	559,762	(75,485)	484,277
Mutual Funds	337,500	(88,673)	248,827
Other Assets	59,673	1,842	61,515
	\$ 6,836,591	\$ (193,149)	\$ 6,643,442

Investment income consisted of the following:

Interest and dividends	\$ 137,111
Realized gains	79,411
Unrealized loss	(1,061,907)
Fee expenses	(23,041)
TOTAL	\$ (868,426)

NOTE 5 FAIR VALUE MEASUREMENTS

Professional accounting standards established a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurement) and the lowest priority to unobservable inputs (level 3 measurements).

The three levels of the fair value hierarchy are described below:

Basis of Fair Value Measurement

- Level 1- Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities;
- Level 2- Quoted prices in markets that are not considered to be active or financial instruments for which all significant inputs are observable, either directly or indirectly.
- Level 3- Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable.

Seacoast Mental Health Center, Inc.
 NOTES TO FINANCIAL STATEMENTS
 June 30, 2022

NOTE 5 FAIR VALUE MEASUREMENTS (continued)

All investments are categorized as Level 1 and recorded at fair value, as of June 30, 2022. As required by professional accounting standards, investment assets are classified in their entirety based upon the lowest level of input that is significant to the fair value measurement.

NOTE 6 PROPERTY AND EQUIPMENT

Property and equipment, at cost, consists of the following:

Furniture, fixtures and computer equipment	1,289,147
Accumulated depreciation	<u>(523,700)</u>
Net Book Value	<u>\$ 765,447</u>

NOTE 7 LINE OF CREDIT

As of June 30, 2022, the Center had available a line of credit from a bank with an upper limit of \$500,000. At that date, \$-0- had been borrowed against the line of credit. These funds are available with an interest rate of The Wall Street Journal Prime Rate, floating with a floor rate of 4.25%. The line of credit is due on demand.

NOTE 8 DEFERRED INCOME

ARPA grant	\$ 231,473
EHR	5,500
Foundation for Seacoast Health	26,606
NH Charitable Foundation	20,000
Other grants	<u>11,526</u>
TOTAL	<u>\$ 295,105</u>

NOTE 9 RELATED PARTY TRANSACTIONS

During the year ended June 30, 2022, the Center collected \$84,000 from Seacoast Mental Health Center Resource Group, Inc. (Resource Group) in management fees for administrative services.

A line of credit is available to the Center from Resource Group with a limit of \$500,000. Interest is charged at prime plus 1%. As of June 30, 2022 \$-0- had been borrowed against the line of credit and the interest rate was 4.25%. During the year ended June 30, 2022 \$-0- was paid to the Resource Group in interest related to this line of credit.

Seacoast Mental Health Center, Inc.
 NOTES TO FINANCIAL STATEMENTS
 June 30, 2022

NOTE 9 RELATED PARTY TRANSACTIONS (continued)

The Center paid for various construction costs on behalf of the Resource Group for the Exeter expansion project. During the year ended June 30, 2022 the Resource Group owed the Center \$1,397,370. There are no formal repayment terms on the balance outstanding.

Operating Leases

During the year ended June 30, 2022, the Center rented properties and equipment from the Resource Group. Total rent paid for the year for property and equipment was \$657,312 and \$101,412, respectively. The Center is obligated to the Resource Group under cancelable leases to continue to rent these facilities and equipment at an annual rate of approximately \$758,724. The annual rates of rents are revisited on an annual basis.

NOTE 10 EMPLOYEE BENEFIT PLAN

The Center has the option to make contributions to a tax-sheltered annuity on behalf of its employees. This program covers substantially all full-time employees. During the year ended June 30, 2022, contributions of \$490,930 were made by the Center to the plan.

NOTE 11 CONCENTRATIONS OF CREDIT RISK

Cash deposits in the Center's accounts at June 30, 2022 consist of the following:

	Book Balance	Bank Balance
Insured by FDIC*	\$ 4,667,860	\$ 4,768,715

The differences between book and bank balances are reconciling items such as deposits in transit and outstanding checks.

* The Center has entered into an Insurance Cash Sweep Deposit Placement Agreement which places funds into deposit accounts at receiving depository institutions from the Center's transaction account with Destination Institutions. Each Destination Institution is insured by the Federal Deposit Insurance Corporation (FDIC) up to the current maximum deposit insurance amount of \$250,000. Included in cash insured by FDIC as of June 30, 2022 is \$4,518,715 deposited at Destination Institutions through the Insured Cash Sweep service.

Seacoast Mental Health Center, Inc.
NOTES TO FINANCIAL STATEMENTS
 June 30, 2022

NOTE 11 CONCENTRATIONS OF CREDIT RISK (continued)

The Center grants credit without collateral to its clients, most of who are area residents and are insured under third-party payor agreements. The mix of receivables due from clients and third-party payors at June 30, 2022 is as follows:

Due from clients	17 %
Insurance companies	48
Medicaid	22
Medicare	<u>13</u>
	<u><u>100</u> %</u>

NOTE 12 LIQUIDITY

The following reflects the Center's financial assets available within one year for general expenditures as of June 30, 2022:

Cash and Cash Equivalents	\$ 4,113,245
Accounts Receivable	1,738,502
Investments	<u>6,643,442</u>
 Financial assets available within one year for general expenditures	 <u><u>\$12,495,189</u></u>

As part of the Center's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

NOTE 13 RISKS & UNCERTAINTIES

As a result of the spread of the COVID-19 Coronavirus, economic uncertainties have arisen which are likely to negatively impact net income. Other financial impact could occur though such potential impact and the duration cannot be reasonably estimated at this time. Possible effects may include, but are not limited to, disruption to the Center's customers and revenue, absenteeism in the Center's labor workforce, unavailability of products and supplies used in operations, and decline in value of assets held by the Center, including receivables and property and equipment.

NOTE 14 SUBSEQUENT EVENTS

In accordance with professional accounting standards, the Center has evaluated subsequent events through September 19, 2022, which is the date these financial statements were available to be issued. All subsequent events requiring recognition as of June 30, 2022, have been incorporated into the basic financial statements herein.

SUPPLEMENTARY INFORMATION

Seacoast Mental Health Center, Inc.
ANALYSIS OF ACCOUNTS RECEIVABLE
For the Year Ended June 30, 2022

	Accounts Receivable Beginning of Year	Gross Fees	Contractual Allowances and Other Discounts Given	Cash Receipts	Accounts Receivable End of Year
CLIENT FEES	\$ 209,943	\$ 1,025,750	\$ (396,369)	\$ (570,354)	\$ 268,970
MEDICAID	194,575	16,913,147	(472,221)	(16,294,616)	340,885
MEDICARE	128,754	1,437,900	(516,537)	(844,019)	206,098
OTHER INSURANCE	431,278	3,929,259	(1,637,783)	(1,957,272)	765,482
ALLOWANCE FOR UNCOLLECTIBLES	<u>(400,000)</u>	<u>-</u>	<u>(135,000)</u>	<u>-</u>	<u>(535,000)</u>
TOTAL	<u>\$ 564,550</u>	<u>\$ 23,306,056</u>	<u>\$ (3,157,910)</u>	<u>\$ (19,666,261)</u>	<u>\$ 1,046,435</u>

Seacoast Mental Health Center, Inc.
ANALYSIS OF BMHS REVENUES, RECEIPTS AND RECEIVABLES
For the Year Ended June 30, 2022

	<u>Receivable From BMHS Beginning of Year</u>	<u>BMHS Revenues Per Audited Financial Statements</u>	<u>Receipts for Year</u>	<u>Receivable From BMHS End of Year</u>
CONTRACT YEAR, June 30, 2022	<u>\$ 338,921</u>	<u>\$ 1,587,063</u>	<u>\$ (1,633,901)</u>	<u>\$ 292,083</u>

Analysis of Receipts:
Date of Receipt

<u>Date of Receipt</u>	<u>Amount</u>
8/30/2021	\$ 143,442
9/15/2021	8,631
10/6/2021	56,098
10/22/2021	57,526
10/27/2021	71,513
11/26/2021	127,417
1/31/2022	138,276
3/8/2022	184,642
3/24/2022	161,861
4/22/2022	57,953
5/11/2022	31,485
5/24/2022	35,639
6/7/2022	54,877
6/9/2022	45,888
6/21/2022	462,486
6/27/2022	52,572
Less: Federal Monies	<u>(56,405)</u>
	<u>\$ 1,633,901</u>

Seacoast Mental Health Center, Inc.
STATEMENT OF FUNCTIONAL PUBLIC SUPPORT AND REVENUES
For the Year Ended June 30, 2022

	Total Agency	Admin.	Total Programs	Children	Emergency Services	Adult Services	Act Team	Substance Use Disorder	Fairweather Lodges	REAP
Program Service Fees:										
Net Client Fee	\$ 629,381	\$ -	\$ 629,381	\$ 271,013	\$ 49,725	\$ 281,584	\$ 10,464	\$ 16,147	\$ 481	\$ (33)
Medicaid	16,440,926	-	16,440,926	6,704,004	385,399	7,691,814	790,288	189,675	679,746	-
Medicare	921,363	-	921,363	7,938	35,194	777,601	73,706	26,509	415	-
Other Insurance	2,291,476	-	2,291,476	738,145	226,385	1,214,286	43,569	66,213	2,878	-
Public Support - Other:										
Local/County Government	97,922	21,660	76,262	5,353	38	14,006	66	51,178	(4)	5,625
Donations/Contributions	172,620	116,983	55,637	17,718	8,356	21,125	3,849	1,810	2,222	557
Other Public Support	734,657	11,140	723,517	209,906	434,184	2,000	-	9,890	-	67,537
DCYF	718	-	718	718	-	-	-	-	-	-
Federal Funding:										
Block Grants	10,000	-	10,000	5,000	-	5,000	-	-	-	-
Other Federal Grants	289,687	-	289,687	42,215	144,885	10,000	-	-	-	92,587
BMHS										
Community Mental Health	1,587,063	-	1,587,063	11,000	874,967	375,894	200,740	-	-	124,462
Rental Income	62,040	-	62,040	-	-	-	-	-	62,040	-
Other Revenues	990,721	309,465	681,256	176,805	9,607	108,036	306,268	2,487	5,406	72,647
	24,228,574	459,248	23,769,326	8,189,815	2,168,740	10,501,346	1,428,950	363,909	753,184	363,382
Administration	-	(459,248)	459,248	158,233	41,902	202,901	27,608	7,021	14,552	7,031
TOTAL PUBLIC SUPPORT AND REVENUES	\$ 24,228,574	\$ -	\$ 24,228,574	\$ 8,348,048	\$ 2,210,642	\$ 10,704,247	\$ 1,456,558	\$ 370,930	\$ 767,736	\$ 370,413

Seacoast Mental Health Center, Inc.
STATEMENT OF PROGRAM SERVICE EXPENSES
For the Year Ended June 30, 2022

	Total Agency	Admin.	Total Programs	Children	Emergency Services	Adult Services	Act Team	Substance Use Disorder	Fairweather Lodges	REAP
Personnel Costs:										
Salary and wages	\$ 14,381,694	\$ 612,329	\$ 13,769,365	\$ 3,966,762	\$ 1,828,296	\$ 6,124,179	\$ 843,604	\$ 411,232	\$ 462,804	\$ 132,488
Employee benefits	2,291,257	62,341	2,228,916	635,059	223,197	1,051,197	138,001	75,993	88,737	16,732
Payroll Taxes	1,049,207	42,518	1,006,689	297,906	138,270	432,264	62,996	29,114	35,921	10,218
Professional Fees:										
Accounting/audit fees	38,736	27,636	11,100	3,278	1,707	4,380	774	372	474	115
Legal fees	30,425	1,004	29,421	3,543	590	11,140	13,492	502	126	28
Other professional fees	413,164	40,603	372,561	59,613	26,069	91,239	11,599	4,408	6,458	173,175
Staff Devel. & Training:										
Journals & publications	1,472	15	1,457	203	55	272	40	16	868	3
Conferences & conventions	3,325	1,500	1,825	578	2	583	43	619	-	-
Other Staff Development	31,475	94	31,381	18,149	3,424	7,178	964	601	987	78
Occupancy costs:										
Rent	631,344	46,099	585,245	176,912	46,771	241,492	39,983	18,172	57,756	4,159
Other Utilities	117,157	3,804	113,353	27,138	7,891	41,668	6,665	3,250	26,039	702
Maintenance & repairs	152,167	7,255	144,912	36,974	10,691	55,738	9,068	4,321	27,165	955
Other occupancy	2,885	-	2,885	754	223	1,259	204	96	329	20
Consumable Supplies:										
Office	46,178	1,614	44,564	14,728	4,688	17,813	2,995	1,597	2,402	341
Building/household	34,162	1,364	32,798	6,533	1,770	9,590	1,611	694	12,444	156
Food	36,706	195	36,511	1,153	315	1,578	270	106	33,038	51
Medical	3,719	90	3,629	1,432	232	1,586	196	77	92	14
Other	498,915	34,067	464,848	146,626	54,958	189,277	31,079	13,469	19,545	9,894
Depreciation	102,519	21,322	81,197	25,374	10,527	33,983	5,176	2,421	3,024	692
Equipment rental	91,292	4,455	86,837	24,718	9,183	32,125	6,458	2,267	11,456	630
Equipment maintenance	5,104	41	5,063	1,514	639	2,133	335	154	245	43
Advertising	4,214	755	3,459	1,033	542	1,358	233	115	142	36
Printing	12,296	1,096	11,200	2,759	1,123	3,836	613	354	689	1,826
Telephone/communications	201,587	8,474	193,113	59,484	40,105	63,079	15,109	5,224	7,139	2,973
Postage/shipping	19,217	382	18,835	5,939	2,596	7,411	1,219	520	918	232
Transportation:										
Staff	267,811	370	267,441	98,863	12,185	101,807	40,392	3,046	2,695	8,453
Clients	2,316	10	2,306	316	115	412	142	1,003	311	7
Assist to Individuals:										
Client services	252,996	-	252,996	200	-	208,115	522	-	44,159	-
Insurance:										
Malpractice/bonding	55,134	3,685	51,449	14,799	4,245	21,458	3,630	1,623	5,321	373
Vehicles	3,752	2	3,750	683	16	1,040	743	4	1,263	1
Comp. Property/liability	123,744	9,255	114,489	33,124	9,519	47,494	8,127	3,623	11,767	835
Membership Dues	6,477	3,692	2,785	337	1,867	423	63	38	46	11
Other Expenditures	108,191	4,981	103,210	39,719	12,189	37,715	5,519	2,540	4,893	635
	21,020,638	941,048	20,079,590	5,706,203	2,454,000	8,844,822	1,251,865	587,571	869,253	365,876
Admin. Allocation	-	(941,048)	941,048	267,426	115,009	414,521	58,670	27,537	40,738	17,147
TOTAL PROGRAM EXPENSES	\$ 21,020,638	\$ -	\$ 21,020,638	\$ 5,973,629	\$ 2,569,009	\$ 9,259,343	\$ 1,310,535	\$ 615,108	\$ 909,991	\$ 383,023

Agency Name: Seacoast Mental Health Center, Inc.						
FISCAL PERIOD: 7/1/2023 - 6/30/2024						
FY 2024 BUDGET		Total Agency	Total Administration	Total Programs	Children & Adolescents	Emergency Services/Assessment
			180		101	104
New Sage Accounts						
Program Services Fees						
4000	Net client fees	701,232	0	701,232	321,928	47,845
4100	Medicaid	17,392,386	0	17,392,386	6,895,971	268,933
4160	Medicare	772,651	0	772,651	17,006	0
4200	Other insurance	2,114,517	0	2,114,517	582,634	135,828
4300	Other program fees-REAP	70,078	0	70,078		
SUBTOTAL		21,050,864	0	21,050,864	7,817,540	452,606
Public Support						
4520	United Way	0	0	0		
4530	Local/County Government	58,403	0	58,403	600	
I-4540,C-4550,F-4560,	Donations/Contributions	146,927	35,500	111,427	29,983	13,090
4510	NHHFA	102,000	0	102,000		
4340	Exeter Hospital	434,480	0	434,480		185,000
4610	Other public support	41,000	0	41,000	41,000	
4620	Other Misc Grants	128,492	2,400	126,092	41,592	
4780	Div. for Children, Youth & Families	1,770	0	1,770	1,770	
Federal Funding						
4700	Block (BHSIS)	10,000	0	10,000	4,700	1,600
4710	BEAS	35,000	0	35,000		
4720	SAPT/BDAS	70,000	0	70,000		
4730	PATH	0	0	0		
4760	Other Federal Grants	0	0	0		0
Other Revenue						
4800	Rental Income	62,964		62,964		
4830	Interest Income	0		0		
4900	All Other Revenue	715,770	84,000	631,770	111,966	6,354
Bureau of Mental Health Services						
4740	Bureau of Mental Health Services	2,346,413	43,829	2,302,584	291,028	999,188
4760	Other BMHS	12,500	0	12,500		0
	NH DOE - Vocational Rehabilitation	80,000	0	80,000		
4910	BMHS-Carryover	0	0	0		
SUBTOTAL		25,296,584	165,729	25,130,855	8,340,179	1,657,838
5000	General Management Allocation	0	0		0	0
TOTAL PROGRAM REVENUES		25,296,584	165,729	25,130,855	8,340,179	1,657,838

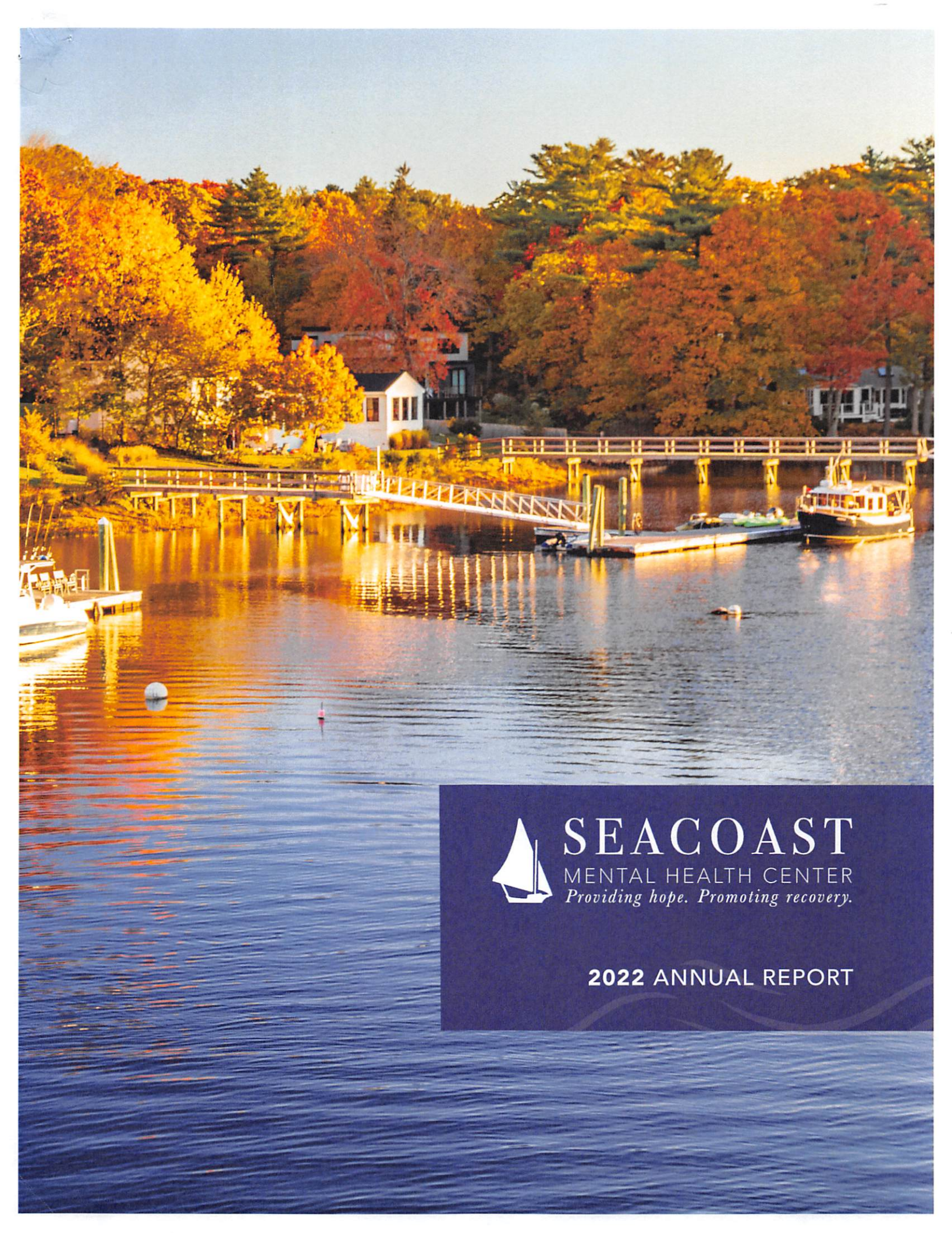
Agency Name: Seacoast Mental Health Center, Inc.						
FISCAL PERIOD: 7/1/2023 - 6/30/2024						
FY 2024 BUDGET						
		Total Agency	Total Administration	Total Programs	Children & Adolescents	Emergency Services/Assessment
			180		101	104
New Sage Accounts						
	Personnel Cost					
6000	Salary & Wages	16,652,564	1,417,691	15,234,873	4,193,802	2,323,136
6020-6090	Employee Benefits	3,115,252	169,895	2,945,357	911,874	382,105
6100, 6120	Payroll Taxes	1,312,175	115,599	1,196,576	325,288	171,199
	SUBTOTAL	21,079,991	1,703,185	19,376,806	5,430,964	2,876,440
	Professional Fees					
6210	Accounting	0		0		
6210	Audit Fees	46,500	46,500	0		
6220	Legal Fees	60,500	60,500	0		
6200, 6230	Other Prof. Fees/Consultations	765,948	29,338	736,610	157,464	65,983
	Staff Development and Training					
6300	Journals & Publications	3,836	209	3,627	1,123	471
6340	Tuition Assistance	0	0	0	0	0
6320	Conferences & Conventions	12,300	671	11,629	3,600	1,509
6340	Other Staff Development	40,000	2,181	37,819	11,709	4,906
	Occupancy Costs					
6400	Rent	759,572	58,280	701,292	186,709	46,516
6410	Rent Housing	74,690		74,690		
6420	Housing Bridge Subsidy Program	0		0		
6440	Heating Costs	0		0		
6440	Other Utilities	151,599	9,211	142,388	29,509	7,352
6450	Maintenance & Repairs	119,632	7,333	112,299	23,492	5,853
6460	Other Occupancy Costs	0		0		
	Consumable Supplies					
6500	Office/Computer Supplies	145,035	7,910	137,125	42,454	17,789
6510	Building/Household	42,794	1,708	41,086	9,169	3,842
6520	Software/Maint/SAS	792,369	41,678	750,691	223,697	93,737
6530	Food	41,090	222	40,868	1,189	498
6540	Medical/Testing Supplies	5,368	293	5,075	1,571	658
	Other Consumable Supplies	0		0		
	SUBTOTAL PAGE	24,141,225	1,969,219	22,172,006	6,122,651	3,125,555

Agency Name: Seacoast Mental Health Center, Inc.						
FISCAL PERIOD: 7/1/2023 - 6/30/2024						
FY 2024 BUDGET		Total Agency	Total Administration	Total Programs	Children & Adolescents	Emergency Services/ Assessment
			180		101	104
New Sage Accounts						
Total Carried Forward		24,141,225	1,969,219	22,172,006	6,122,651	3,125,555
6700	Advertising	5,000	273	4,727	1,464	613
6710	Marketing & Branding	5,000	273	4,727	1,464	613
6720	Printing	10,152	554	9,598	2,972	1,245
6730	Telephone/Communication	225,000	17,264	207,736	55,307	13,779
6750	Postage/Shipping	18,670	1,018	17,651	5,465	2,290
Transportation						
0	Board Members	0		0		
6750	Staff	313,974	1,927	312,047	116,353	10,737
6770	Clients	0		0		
Assistance to Individuals						
6800, 6810	Client Services	0		0		
Insurance						
6900	Malpractice & Bonding	79,408	4,208	75,200	22,585	9,464
6910	Vehicles	3,400		3,400	521	
6920	Comprehensive, Property & Liability	141,915	7,740	134,175	41,540	17,407
Other Expenditures						
0	Interest Expense (other than Mortgage Interest)	0		0		
7200	Depreciation, Equipment	131,388	7,165	124,223	38,459	16,116
6600	Equipment Rental	80,000	4,363	75,637	23,417	9,813
6610	Vehicle Lease	13,312		13,312	0	
6620, 6630	Equipment Maintenance	8,945	488	8,457	2,618	1,097
7000	Membership Dues	4,128	225	3,903	1,208	506
7010	Fees and Licenses	115,067	6,011	109,056	37,112	13,519
7030-7100	Other Expenditures	0		0		
Total Expenses		25,296,583	2,020,727	23,275,857	6,473,135	3,222,754
9000	Administrative Allocation	0	(1,854,998)	1,854,998	515,884	256,841
TOTAL PROGRAM EXPENSES		25,296,583	165,729	25,130,854	6,989,019	3,479,595
SURPLUS/(DEFICIT)		0	0	0	1,351,160	(1,821,758)
Total Revenue - Total Expense (line 49 - 115)						

Agency Name: Seacoast Mental Health Center, Inc.						
FISCAL PERIOD: 7/1/2023 - 6/30/2024						
FY 2024 BUDGET		Adults			Fairweather Lodge	REAP
		Multi-Service	ACT	SUD	Community	
		Team	Team		Residence	
		113	114		122	198
New Sage Accounts						
Program Services Fees						
4000	Net client fees	322,999	2,280	6,180		
4100	Medicaid	8,751,613	461,133	394,176	620,560	
4160	Medicare	674,202	62,263	19,180		
4200	Other insurance	1,308,317	44,046	43,692		
4300	Other program fees-REAP	0				70,078
	SUBTOTAL	11,057,131	569,722	463,228	620,560	70,078
Public Support						
4520	United Way					
4530	Local/County Government			57,803		
I-4540,C-4550,F-4560,	Donations/Contributions	33,748	5,119	11,041	3,029	15,418
4510	NHHFA					102,000
4340	Exeter Hospital	249,480				
4610	Other public support					
4620	Other Misc Grants	83,000		1,500		
4780	Div. for Children, Youth & Families					
Federal Funding						
4700	Block (BHSIS)	3,700				
4710	BEAS					35,000
4720	SAPT/BDAS					70,000
4730	PATH				0	
4760	Other Federal Grants					
Other Revenue						
4800	Rental Income				62,964	
4830	Interest Income					
4900	All Other Revenue	274,141	239,309	0	0	
Bureau of Mental Health Services						
4740	Bureau of Mental Health Services	434,811	225,000		182,557	170,000
4760	Other BMHS		12,500			
	NH DOE - Vocational Rehabilitation	80,000			0	
4910	BMHS-Carryover					
	SUBTOTAL	12,216,011	1,051,650	533,572	869,110	462,495
5000	General Management Allocation	0	0		0	0
TOTAL PROGRAM REVENUES		12,216,011	1,051,650	533,572	869,110	462,495

Agency Name: Seacoast Mental Health Center, Inc.						
FISCAL PERIOD: 7/1/2023 - 6/30/2024						
FY 2024 BUDGET						
		Adults			Fairweather Lodge	REAP
		Multi-Service	ACT	SUD	Community	
		Team	Team		Residence	
		113	114		122	198
New Sage Accounts						
	Personnel Cost					
6000	Salary & Wages	6,560,745	851,659	539,944	625,957	139,630
6020-6090	Employee Benefits	1,244,262	144,000	122,274	115,832	25,011
6100, 6120	Payroll Taxes	539,809	63,077	40,124	52,116	4,963
	SUBTOTAL	8,344,816	1,058,736	702,342	793,904	169,603
	Professional Fees					
6210	Accounting					
6210	Audit Fees					
6220	Legal Fees					
6200, 6230	Other Prof. Fees/Consultations	214,862	24,866	21,114	20,002	232,319
	Staff Development and Training					
6300	Journals & Publications	1,532	177	151	143	31
6340	Tuition Assistance	0	0	0	0	0
6320	Conferences & Conventions	4,913	569	483	457	99
6340	Other Staff Development	15,976	1,849	1,570	1,487	321
	Occupancy Costs					
6400	Rent	405,468	31,992	17,941	6,828	5,838
6410	Rent Housing				74,690	
6420	Housing Bridge Subsidy Program				0	
6440	Heating Costs					
6440	Other Utilities	64,084	5,056	2,836	32,628	923
6450	Maintenance & Repairs	51,017	4,025	2,257	24,921	734
6460	Other Occupancy Costs					
	Consumable Supplies					
6500	Office/Computer Supplies	57,928	6,704	5,693	5,393	1,164
6510	Building/Household	12,511	1,448	1,229	12,634	251
6520	Software/Maint/SAS	305,237	35,326	29,996	28,415	34,283
6530	Food	1,622	188	159	37,179	33
6540	Medical/Testing Supplies	2,144	248	211	200	43
	Other Consumable Supplies					
	SUBTOTAL PAGE	9,482,111	1,171,185	785,981	1,038,881	445,642

Agency Name: Seacoast Mental Health Center, Inc.						
FISCAL PERIOD: 7/1/2023 - 6/30/2024						
FY 2024 BUDGET		Adults			Fairweather Lodge	REAP
		Multi-Service	ACT	SUD	Community	
		Team	Team		Residence	
New Sage Accounts		113	114		122	198
Total Carried Forward		9,482,111	1,171,185	785,981	1,038,881	445,642
6700	Advertising	1,997	231	196	186	40
6710	Marketing & Branding	1,997	231	196	186	40
6720	Printing	4,055	469	398	377	82
6730	Telephone/Communication	120,107	9,477	5,315	2,022	1,729
6750	Postage/Shipping	7,457	863	733	694	150
Transportation						
0	Board Members					
6750	Staff	111,066	63,587	2,755	4,365	3,183
6770	Clients					
Assistance to Individuals						
6800, 6810	Client Services					
Insurance						
6900	Malpractice & Bonding	30,818	3,567	3,028	2,869	2,869
6910	Vehicles	407	407		2,065	
6920	Comprehensive, Property & Liability	56,682	6,560	5,570	5,277	1139
Other Expenditures						
0	Interest Expense (other than Mortgage Interest)					
7200	Depreciation, Equipment	52,478	6,073	5,157	4,885	1,055
6600	Equipment Rental	31,953	3,698	3,140	2,975	642
6610	Vehicle Lease	3,275	1,962		8,075	
6620, 6630	Equipment Maintenance	3,573	413	351	333	72
7000	Membership Dues	1,649	191	162	153	33
7010	Fees and Licenses	44,022	5,095	4,326	4,098	885
7030-7100	Other Expenditures					0
Total Expenses		9,953,646	1,274,009	817,310	1,077,442	457,561
9000	Administrative Allocation	793,268	101,534	65,136	85,868	36,466
TOTAL PROGRAM EXPENSES		10,746,914	1,375,543	882,446	1,163,310	494,027
SURPLUS/(DEFICIT)		1,469,097	(323,893)	(348,874)	(294,200)	(31,532)
Total Revenue - Total Expense (line 49 - 115)						



SEACOAST
MENTAL HEALTH CENTER
Providing hope. Promoting recovery.

2022 ANNUAL REPORT



Jay Couture, MHA
President and CEO



Monica Kieser
Board President

Looking back to July 2021, I don't think we imagined that we would *still* be living through a pandemic for the entirety of the Fiscal Year, but we did. **We are.** Despite hurdles and obstacles, our center and our staff have continued to provide the highest level of care possible to individuals and families living with mental illness and substance use disorders. This year, not only did we persevere, but **we grew.** We have increased our staffing capacity, implemented new clinical services, and enhanced our facilities to better meet community needs.

Our steadfast ability to progress and continue to provide high-quality services, rooted in evidence-based practices, would not be

possible without the tireless commitment of our staff, our Board, our funders, and our community. We are grateful to our staff who have worked through burnout, adding responsibilities during a time of workforce shortages while balancing their own personal pandemic challenges. **Their jobs are not easy on the best of days.** We are grateful to our Board members who continue to volunteer their time and expertise to help our organization remain strong and focused. We are grateful to our funders and to our greater community for providing the support, resources, and feedback necessary to sustain our work.

Community Mental Health Services has long been a field of work that has made progress in the face of adversity. Perhaps this has served us well in recent years as we have remained focused and dedicated to our mission. **We will continue to reflect, adapt, and transcend, and have no intention of stopping.** We take great pride and responsibility in being your local Community Mental Health Center.

Thank you for all that you do to support our services, our organization, and each other. *We remain overwhelmingly grateful.*

SOME HIGHLIGHTS OF THE 2022 FISCAL YEAR INCLUDE:

- Launch of our Mobile Crisis Rapid Response Team at Midnight on January 1, 2022
- Implementation of First Episode Psychosis (FEP) Services
- Expansion of Modular Approach to Therapy for Children (MATCH) services
- Completion of a 6,000-square-foot addition to our Exeter Office
- Development of a new three-year Strategic Plan to lead the organization to 2025
- Addition of Jodi Marshall, MD as Chief Medical Officer

OUR MISSION

To provide a broad, comprehensive array of high quality, effective and accessible mental health services to residents of the eastern half of Rockingham County.

OUR VISION

To support all people in reaching their full potential while living positive, productive lives, free of stigma.



RESPECT

We treat everyone with dignity and respect.



QUALITY

We deliver high quality care to support and improve the lives of those we serve.



CARING

We provide treatment in a caring, compassionate and empathetic environment.



INTEGRITY

We deliver our services with integrity, commitment, dedication, and professionalism.



COMMUNITY

We are a vital resource and work to positively impact all in our community.



ACCESSIBILITY

We strive to reduce all barriers to care.

“We are so grateful for the care provided to our son by Seacoast Mental Health Center – it has been a lifesaver.”

— PARENT OF CURRENT PATIENT

STRATEGIC GOALS & SUPPORTING ACTIONS

Approved in September 2022, our new 36-month Strategic Plan includes four goal statements and 14 specific actions to accomplish the goals.

RIISING TO MEET THE DEMAND

1

RETAIN AND RECRUIT WORKFORCE

We will ensure that our workforce is adequately staffed, trained, supported, and prepared to meet the needs of our programs, patients, and families.

- Structure Employee Wellness Approach
- Work to Reduce Administrative Burden
- Offer Additional Staff Development Support
- Expand New Talent Pipeline
- Formalize Hybrid Workforce and Remote Strategy

2

EXPAND SERVICES AND REFINE CLINICAL OPERATIONS

We will improve access to our services for our patients, families, and our community provider partners by expanding and promoting our services and refining our clinical operations.

- Assess Open Access and Update Intake Infrastructure
- Improve Adult Services Access in Seabrook
- Support Childhood Early Intervention Strategy
- Optimize the New Electronic Health Record
- Optimize Levels of Care Efficiency

3

ACCELERATE DIVERSITY, EQUITY, INCLUSION AND BELONGING (DEIB) STRATEGY

We will develop and implement a Diversity, Equity, Inclusion and Belonging (DEIB) strategy.

- Conduct Foundational Training
- Develop an Integrated DEIB Plan

4

ADVANCE A FACILITIES PLAN

We will advance a facilities plan that meets the needs of our staff, patients, families, and communities we serve while maximizing the use of our resources.

- Determine Portsmouth Facilities Plan by 2025
- Support Hybrid Work Environments/Leverage Telehealth

2022 SERVICE HIGHLIGHTS

Services were provided in our offices, primary care practices, schools, homes, Exeter Hospital, and communities to make care as accessible as possible. In addition to clinical and residential services, we offered educational opportunities to help reduce stigma and increase awareness in our region and beyond.



TOTAL NUMBER OF
UNDUPLICATED PATIENTS

6,425



TOTAL NUMBER OF
SERVICES PROVIDED

139,539



PERCENTAGE OF PATIENT
SESSION TIME PROVIDED
BY TELEHEALTH

48.79%

INCREASE IN TOTAL PATIENTS SEEN FROM 2021 TO 2022:

YOUTH & FAMILY SERVICES*

2.65%

EMERGENCY SERVICES

6.71%

ADULT SERVICES

5.72%

**Through a partnership with the New Hampshire Community Behavioral Health Association (NHCBHA) and the New Hampshire Department of Education (DOE), Youth and Family Services (YFS) provided additional services to schools and recreation programs that are not included above.*



16

Clinicians that provided Integrated Treatment for Co-Occurring Disorders (ITCOD) to treat mental illness and substance use disorders



90

Deployments by a Mobile Crisis Team to respond to crisis calls in the community

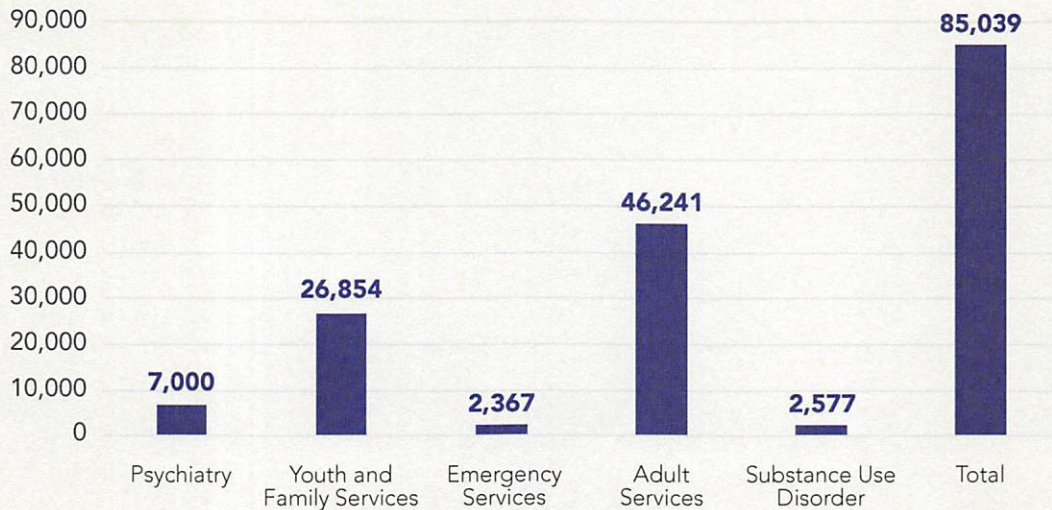


206

Camp Counselors & School Coaches that received foundational training on youth mental health needs

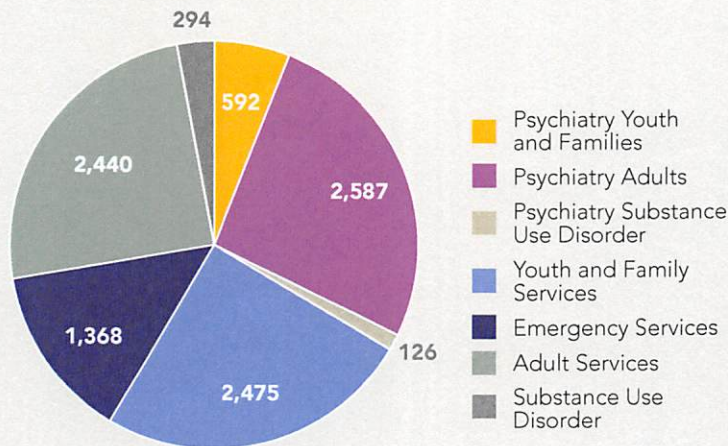
2022 SERVICE HIGHLIGHTS, *continued*

SERVICE HOURS BY DEPARTMENT 2021-2022

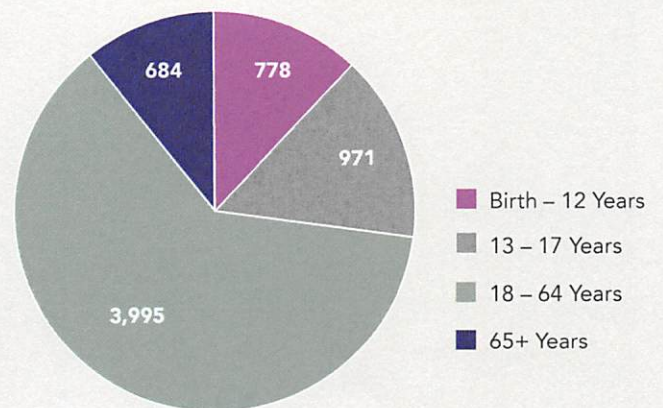


After experiencing a steep 20% rise in service hours from FY20 to FY21, SMHC experienced a 0.78% increase in FY22. Despite workforce challenges, SMHC provided services to an additional 182 patients, a 2.9% overall increase.

TOTAL PATIENTS BY DEPARTMENT, 2021-2022



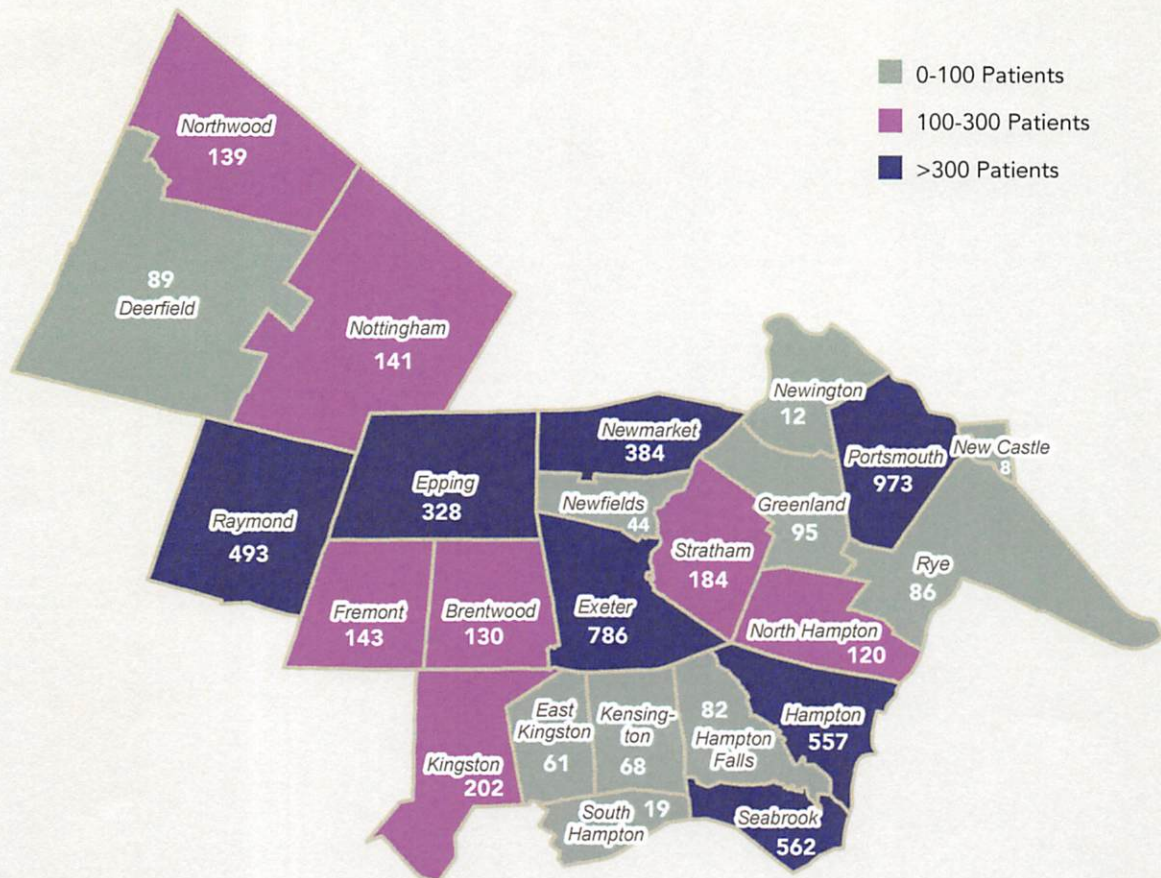
UNDUPLICATED NUMBER OF PATIENTS SERVED BY AGE, 2021-2022



“I have been with InShape for a few years now. I have learned so much more than just exercising. I learned how foods affect my arthritis and how to eat better. I learned about yoga and the easy things I could do at home to help my muscles. I learned mindfulness and forgiveness and stress management.”

— CURRENT PATIENT

UNDUPLICATED PATIENTS SERVED BY TOWN 2021-2022



WELCOME DR. JODI MARSHALL

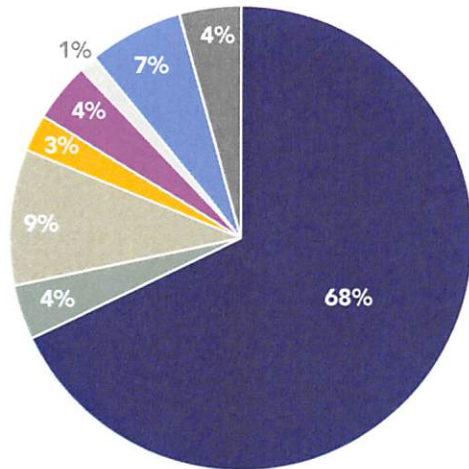


In March 2022, Dr. Jodi Marshall rejoined the Center as our new Chief Medical Officer (CMO). Dr. Marshall previously worked at SMHC as a staff psychiatrist from 2011 to 2015. Dr. Marshall completed a residency in Adult Psychiatry and a fellowship in Geriatric Psychiatry both at Dartmouth Hitchcock Medical Center. Prior to rejoining SMHC, Dr. Marshall was the Medical Director for the Senior Behavioral Unit at St. Joseph’s Hospital in Nashua, NH. The addition of Dr. Marshall has strategically expanded the capacity of our psychiatry department and will support the Center’s overall succession plans.

Dr. Marshall resides in Hampton Falls with her husband and two daughters.

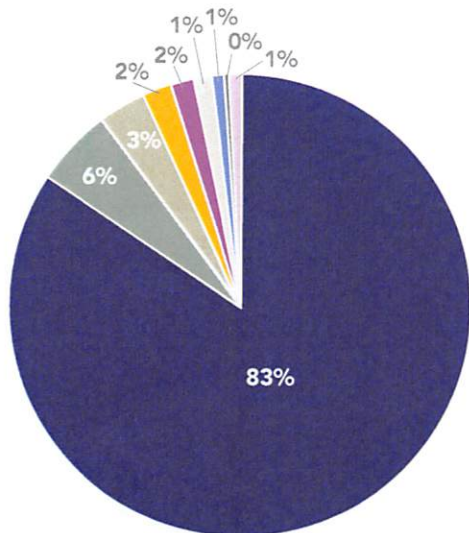
2022 FISCAL YEAR FINANCIALS

SOURCES OF REVENUE



Medicaid	16,440,926
Medicare	921,363
Commercial Insurance	2,291,476
Patient Fees	629,381
Public Support	1,005,917
Federal Funding	299,687
Bureau of Mental Health Services	1,587,063
Other Revenues	1,051,228
	<u>24,227,041</u>

EXPENSES



Personnel	17,722,158
Facilities and Maintenance	1,146,381
Technology and Telecommunications	700,501
Professional Services	482,325
Direct Patient Support	282,046
Travel and Transportation	267,811
Insurance	182,630
Supplies	69,114
Other	167,674
	<u>21,020,640</u>

“No matter how many times I walk through the doors of Seacoast Mental Health Center, I always get the same feeling that I did on my first day. I walk in knowing that we are a safety net for so many individuals and families in need. I walk in knowing that I am surrounded by kind, competent, hard-working professionals that want me to succeed and will help whenever needed. I walk in knowing that my voice is valued and respected. And I walk in knowing that each day, we are all striving to improve ourselves and every aspect of our jobs.”

— ADULT OUTREACH THERAPIST

WITH SINCERE APPRECIATION TO OUR DONORS & SUPPORTERS

SMHC is profoundly thankful for the charitable contributions made during FY22. The philanthropy of individuals, foundations, corporations, and community partners continues to be instrumental in moving our mission forward. On behalf of the Board of Directors and Senior Leadership, we thank you for your unwavering support and partnership.

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We make every effort to recognize our supporters accurately and comprehensively. We apologize for any unintentional errors or omissions. Please contact our Community Relations Office at 603-957-5885 with inquiries.

“Martini Northern appreciates and values the Center’s dedication to provide mental health and substance use disorder services in our local communities. Their mission and comprehensive services empower people to reach their full potential. Martini Northern is honored to work with the Center and looks forward to a long-lasting partnership.”

— MATT BILLINGS, VICE PRESIDENT, MARTINI NORTHERN

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President and CEO

Jodi Marshall, MD
Chief Medical Officer

Wassfy M. Hanna, MD
Medical Director

Chris Drew, MBA
Chief Information Officer

Patty Driscoll, LICSW
*Vice President of Clinical
Operations – Adult Services*

Nancy Eames, MBA
*Vice President of Quality
Improvement and Compliance*

Dianna Fogarty, MBA
*Vice President of
Human Resources*

Kelly Hartnett, M.Ed
*Vice President of
Community Relations*

Jodie Lubarsky MA, LCMHC
*Vice President of Clinical
Operations – Youth and
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Dennis Walker, LICSW
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Offices

1145 Sagamore Avenue, Portsmouth, NH 03801

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smhc-nh.org

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