



BAART BEHAVIORAL HEALTH SERVICES, INC.

BBHS, Inc.

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May 25, 2017

Donna Jerry
Senior Health Policy Analyst
Green Mountain Care Board
89 Main St., City Center
Montpelier, VT 05620

LETTER OF INTENT
10 Crest Road, St. Albans, VT 05478-9710

WHO WE ARE:

BAART Programs has been providing opioid addiction treatment for 40 years. We have helped thousands of people recover from opiate dependence and get their lives back through evidence-based treatment and individualized counseling. Our mission is to provide comprehensive medication assisted treatment for opioid use disorder to foster wellness, longevity and socially responsible behavior for the patients we serve. We have been providing these services for over 10 years in Vermont, including St. Johnsbury, Newport and Berlin through the Vermont HUB and SPOKE model of care. We currently serve approximately 1800 patients in all three locations combined. We were awarded the grant by ADAP to provide these same services in Franklin County, which has been identified as an area of high need for Medication Assisted Treatment (MAT) services. We propose, at the request of the state, to open a temporary clinic in St. Albans to serve the immediate need of this town, while the permanent site is undergoing construction. We plan to begin to serve approximately 150 patients in this time, many of whom are travelling for these services to Newport and Burlington every day, taxing the Medicaid transportation system and compromising recovery progress.

The State and BAART are treating the opening of the St. Albans HUB as an emergency situation. Due to the recent closure of Maple Leaf Treatment Center and the lack of services in the area, we are hoping to open as soon as possible. There are roughly 170 patients that are currently traveling to either the Newport HUB or to Burlington every day to get addiction services. This travel can take up to 5-6 hours of the patient's time every day. The SPOKE providers have expressed that they have a number of patients who they are treating, but have stated many of these patients need a higher level of care. Due to the urgency and need, we are hoping to open the St. Albans HUB in early June at a temporary location at Northwest Medical Center. We expect the renovations at our main location, 242 South Main Street, to be completed by the end of August.

SERVICE PROVISION:

Service provision includes daily dispensing of maintenance medication (Methadone and Buprenorphine), comprehensive medical and psychosocial assessment, random urinalysis and breathalyzer testing. We provide intensive individual and group counseling, that includes evidence based therapeutic approaches such as cognitive behavioral therapy and relapse prevention. We provide case management by way of referral services, transition and aftercare planning, addiction and life skills education and collaboration with other community providers to treat the patient as a whole.

LETTER OF INTENT

BAART Behavioral Health Services, Inc.
10 Crest Road and 242 S. Main St. St. Albans, VT

STAFFING:

Medical Director, 0.50 FTE
Treatment Center Director, 1.0 FTE
Supervising Counselor, 1.0 FTE
Counselors, 2.0 FTE
Dispensing Nurse, 1.5 FTE
Receptionist, 1.5 FTE
Security guard, 1.5 FTE
Fiscal Clerk, 1.0 FTE

Service Area

We will serve the following areas:
Franklin County
Grand Isle
Addison County

OPERATING COSTS:

The attached Project and Operating costs covers both locations

We thank you for this opportunity to provide quality care for the residents of this area. We look forward to hearing from you.

Respectfully submitted,



Jason Goguen
Regional Director of Operations
BAART Programs

Project & Operating Costs	
Name of Project:	St. Albans
Name of Organization:	BAART Behavioral Health Services, Inc.

Project Costs:	Latest Actuals (12 mos)	Year one of Proj (12 mos)	Year 2 (12 mos)	Year 3 (12 mos)
Construction Costs				
New Construction	\$0	\$0	\$0	\$0
Renovation	\$0	\$631,345	\$0	\$0
Site Work	\$0	\$26,600	\$0	\$0
Fixed Equipment	\$0	\$2,950	\$0	\$0
Design/Bidding Contingency	\$0	\$0	\$0	\$0
Construction Contingency	\$0	\$0	\$0	\$0
Construction Manager Fee	\$0	\$25,500	\$0	\$0
Other (please specify):	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0
Subtotal	\$0	\$686,395	\$ -	\$ -

Related Project Costs				
Major Moveable Equipment	\$0	\$0	\$0	\$0
Furnishings, Fixtures & Other Equip.	\$0	\$34,000	\$0	\$0
Architectural/Engineering Fees	\$17,649	\$11,922	\$0	\$0
Land Acquisition	\$0	\$0	\$0	\$0
Purchase of Buildings	\$0	\$0	\$0	\$0
Administrative Expenses & Permits	\$0	\$534	\$0	\$0
<i>Total Debt Financing Expenses (see below)</i>	\$0	\$0	\$0	\$0
Debt Service Reserve Fund	\$0	\$0	\$0	\$0
Working Capital	\$0	\$0	\$0	\$0
Other (please specify)	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0
Subtotal	\$17,649	\$46,456	\$0	\$0

Total Project Costs	\$ 17,649.00	\$ 732,851.00	\$ -	\$ -
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Debt Financing Expenses				
Capital Interest	\$0	\$0	\$0	\$0
Bond Discount or Placement Fee	\$0	\$0	\$0	\$0
Misc. Financing Fees & Exp. (issuance costs)	\$0	\$0	\$0	\$0
Other (specify):	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0
Subtotal	\$0	\$0	\$0	\$0

Less Interest Earnings on Funds				
Debt Service Reserve Funds	\$0	\$0	\$0	\$0
Capitalized Interest Account	\$0	\$0	\$0	\$0
Construction Fund	\$0	\$0	\$0	\$0
Other (specify):	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0
Subtotal	\$0	\$0	\$0	\$0

Total Debt Financing Expenses	\$0	\$0	\$0	\$0
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feeds to Debt Financing Expenses above

Project & Operating Costs

Name of Project:	St. Albans
Name of Organization:	BAART Behavioral Health Services, Inc.

Operating Costs (expenses):	Latest Actuals (12 mos)	Year one of Proj (12 mos)	Year 2 (12 mos)	Year 3 (12 mos)
Staffing Expenses				
Salaries per FTE	\$0	\$376,176	\$422,870	\$506,360
Fringe Benefits/Health Insurance	\$0	\$83,100	\$93,500	\$112,100
Professional Insurance	\$0	\$20,612	\$24,100	\$27,600
Staff Travel	\$0	\$4,500	\$5,300	\$6,100
Consultant costs & travel	\$0	\$15,100	\$17,700	\$20,300
Subscriptions/Dues	\$0	\$902	\$1,200	\$1,400
Other (specify):	\$0	\$0	\$0	\$0
Operation Expenses				
Supplies/printing	\$0	\$9,488	\$11,200	\$12,900
Depreciation	\$0	\$0	\$0	\$0
Interest	\$0	\$0	\$0	\$0
Advertising/Marketing/Printing	\$0	\$10,000	\$11,700	\$13,400
Vehicle Expense/Auto Insurance	\$0	\$0	\$0	\$0
Rent/Lease Expense	\$0	\$93,500	\$96,400	\$99,300
Utilities/Telephone Expenses	\$0	\$28,937	\$33,900	\$38,800
Computer/hardware/Software	\$0	\$4,141	\$4,900	\$5,600
Building Maintenance and repair	\$0	\$4,100	\$4,800	\$5,500
Property Taxes	\$0	\$4,200	\$4,900	\$5,600
Other (specify):	\$0	\$0	\$0	\$0
Medical supplies & laboratory	\$0	\$154,495	\$180,400	\$206,300
Client Relations	\$0	\$950	\$1,200	\$1,400
Equipment & Furniture Leases	\$0	\$2,040	\$2,400	\$2,800
Licenses	\$0	\$345	\$500	\$600
Bank Fees	\$0	\$1,281	\$1,500	\$1,800
Administrative Overhead	\$0	\$203,500	\$229,700	\$267,000
Total Operating Costs:	\$ -	\$1,017,367	\$1,148,170	\$1,334,860