



BAART Behavioral Health Services Inc.
1720 Lakepointe Drive, suite 117
Lewisville, TX 75057

Donna Jerry
Senior Health Policy Analyst
Green Mountain Care Board
144 State Street
Montpelier, VT 05633

June 23, 2023

Dear Ms. Jerry:

I am writing on behalf of BAART Behavioral Health Services Inc., (BBHS) a BayMark Health Services Inc. company to submit a request for jurisdictional determination for the project of building and the implementation of an Opioid Treatment Program (OTP) in Bennington, VT. Particularly located at 120 Depot St. Bennington, VT 05201.

BAART Behavioral Health Services Inc. is an entity of the parent company BayMark Health Services Inc. Headquartered in Lewisville, Texas. BayMark Health Services (BayMark) is the leading provider of evidence-based opioid use disorder treatment services in North America. We believe in providing comprehensive treatment at different levels of care so that our medical providers and treatment staff are able to best meet the needs of the patients we serve. BayMark, founded in 2015 after the merger of BAART Behavioral Health Services and MedMark Treatment Centers, set out to become the leader in Medication Assisted Treatment (MAT) for opioid use disorder. BayMark currently offers addiction treatment in a variety of modalities including the following. Opioid Treatment Programs, Outpatient Buprenorphine Treatment, Outpatient & Inpatient Withdrawal Management and Residential Addiction Treatment through 16 different brands, in 440+ locations across 37 U.S. states and parts of Canada.

BAART Behavioral Health Services Inc., often referred as BAART Programs has an even deeper history as the company was founded in 1977 in the Bay Area of California to combat opioid misuse. They quickly added locations throughout California and then expanded over into other states, including Vermont. BAART currently operates 4 Opioid Treatment Programs (OTP's) in Vermont at the following locations and under these d/b/a's:

Region	D/B/A	Address
Berlin, VT	BAART Programs Berlin	617 Comstock Road, Suite 5 Berlin, VT 05602
Newport, VT	BAART Programs Newport	475 Union Street Newport, VT 05855
St. Albans, VT	BAART Programs St. Albans	242 S. Main Street St. Albans, VT 05478
St. Johnsbury, VT	BAART Programs St. Johnsbury	1097 Hospital Drive St. Johnsbury, VT 05819

All 4 OTP hub programs have the ability to offer patients either methadone or buprenorphine and occasionally offer naltrexone to assist in their addiction treatment, along with counseling.

BAART Behavioral Health Services Inc., will be expanding its reach in the state of Vermont to the Bennington County area, providing both methadone and buprenorphine medication assisted treatment to those struggling with OUD in that area. In addition to the provision of medication management, patients will also benefit from additional services to include counseling services, case management, crisis intervention, referrals, assessments, and care coordination. The selected site, located at 120 Depot St. Bennington, VT 05201 has a tentative floor plan of 3,760 square feet with an additional 3,470 available for future expansion. The site lay out plan will include 3 dispensing windows, 2 group rooms, 5 counseling offices, a lab and an exam room. The total buildout cost is projected to be around, \$828,520.

With the buildout of the Opioid Treatment Program, the County of Bennington will have a hub to support patients in need of a more structured treatment setting by providing methadone or buprenorphine, coupled with counseling services. In providing this support to the community the goal is to reduce the negative impact opioid use disorder has shown in the community, particularly in overdose deaths. The presence of this program in this community will also assist in the reduction of local Emergency Department visits for potential patients presenting for opioid disorder

assistance and needs. BAART will partner Southwestern Vermont Medical Center (SVMC) to facilitate referrals and provide a continuum of care to patients in the area.

The following table shows the initial staff need currently projected to open and the FTE growth at the end of year 3:

Position / Title	Initial FTE	Credentials	3 Year FTE Projection
Treatment Center Director	1	N/A	1
Physician (Contract)	15 hrs./wk.	MD	65 hrs./wk.
Clinical Supervisor	1	LADC	1
Counselor	0	Assoc. / Bach. in Behavioral Science	5.5
Nurse	2.4	LPN/LVN/RN	2.4
Fiscal Clerk	1	N/A	1
Medical Assistant	0	N//A	1

The need to open an OTP in the Bennington region is due to the opioid related deaths surging 200% within the last year and having the highest number of opioid related deaths of any region in the state. The current absence of a hub in the region means that residents in this region are traveling each day over an hour to receive services, with the closest clinics located in Rutland and Brattleboro, Vermont. A daily burden preventing many from remaining in recovery.

Sincerely,



Daniel Greer
Senior Vice President, Operations

Annual Capital Expenses & Annual Operating Expenses

Name of Project:	BAART Programs Bennington
Name of Organization	BAART Behavioral Health Services Inc.

Project Costs:	Start Up Costs	Year one of Proj (12 mos)	Year 2 (12 mos)	Year 3 (12 mos)
Construction Costs				
New Construction	\$828,520	\$0	\$0	\$0
Renovation	\$0	\$0	\$0	\$0
Site Work	\$21,000	\$0	\$0	\$0
Fixed Equipment	\$0	\$0	\$0	\$0
Design/Bidding Contingency	\$50,480	\$0	\$0	\$0
Construction Contingency	\$0	\$0	\$0	\$0
Construction Manager Fee	\$0	\$0	\$0	\$0
Other (please specify):	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0
Subtotal	\$ 900,000.00	\$ -	\$ -	\$ -

Related Project Costs				
SAMMS - Treatment Center License	\$12,500	\$0	\$0	\$0
SAMMS - Training & Travel	\$5,000	\$0	\$0	\$0
SAMMS - Printer Pharmacy	\$600	\$0	\$0	\$0
SAMMS - Printer UA	\$600	\$0	\$0	\$0
SAMMS - Printer Receipts (Front Desk)	\$600	\$0	\$0	\$0
SAMMS - Signature Pads	\$700	\$0	\$0	\$0
SAMMS-SciLog Pump	\$3,500	\$0	\$0	\$0
Computers / Software Licenses	\$14,350	\$0	\$0	\$0
Large Printer/Copier	\$1,000	\$0	\$0	\$0
Desk Printers	\$850	\$0	\$0	\$0
Fax Machine	\$500	\$0	\$0	\$0
Office Furniture (\$1500/office)	\$520	\$0	\$0	\$0
Side chairs	\$2,000	\$0	\$0	\$0
Desks - Office Set-up	\$8,400	\$0	\$0	\$0
Conference Table (Group Room)	\$1,000	\$0	\$0	\$0
Patient Chairs	\$1,000	\$0	\$0	\$0
Safe (Pharmacy)	\$4,000	\$0	\$0	\$0
Drop Safe (Front Desk)	\$300	\$0	\$0	\$0
Signage	\$5,000	\$0	\$0	\$0
Fridgerators (1 small)	\$1,000	\$0	\$0	\$0
Microwave	\$150	\$0	\$0	\$0
Scale	\$300	\$0	\$0	\$0
Exam Table	\$1,000	\$0	\$0	\$0
Misc. Medical Equipment	\$1,000	\$0	\$0	\$0
Lateral File cabinets large	\$1,000	\$0	\$0	\$0
Lateral File cabinets small	\$600	\$0	\$0	\$0
Computer/IT Wiring	\$1,750	\$0	\$0	\$0
Security System (with cameras)	\$20,000	\$0	\$0	\$0
Phone System Install (\$40 install/phone)	\$800	\$0	\$0	\$0
		\$0	\$0	\$0
		\$0	\$0	\$0
Subtotal	\$90,020	#REF!	#REF!	#REF!

Total Project Costs	\$ 990,020.00	#REF!	#REF!	#REF!
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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

Annual Capital Expenses & Annual Operating Expenses

Name of Project:	BAART Programs Bennington
Name of Organization	BAART Behavioral Health Services Inc.

Subtotal	\$0	\$0	\$0	\$0
Total Debt Financing Expenses	\$0	\$0	\$0	\$0
<i>feeds to Debt Financing Expenses above</i>				

Annual Capital Expenses & Annual Operating Expenses

Name of Project:	BAART Programs Bennington
Name of Organization	BAART Behavioral Health Services Inc.

Operating Costs (expenses):	Start Up Costs	Year one of Proj (12 mos)	Year 2 (12 mos)	Year 3 (12 mos)
Staffing Expenses				
Salaries	\$32,289	\$398,393	\$506,887	\$614,296
Paid Time Off	\$0	\$0	\$0	\$0
Payroll Taxes & Prep Fees	\$2,115	\$26,101	\$33,209	\$40,246
Benefits	\$2,683	\$33,108	\$42,124	\$51,050
Travel, Lodging, & Meals	\$4,000	\$6,000	\$6,000	\$6,000
Client Relations	\$127	\$1,538	\$1,577	\$1,617
Provider MD/NP Salaries	\$1,300	\$156,000	\$156,000	\$156,000
Operation Expenses				
Office & Clinic Rental	\$6,270	\$80,000	\$82,400	\$84,872
Equipment & Furniture Leases	\$220	\$2,677	\$2,758	\$5,684
Equipment & Supplies	\$403	\$4,889	\$5,015	\$5,142
Repairs & Maintenance	\$675	\$8,198	\$8,405	\$8,618
Telephone & Internet	\$2,600	\$23,063	\$23,646	\$24,244
Utilities	\$984	\$13,158	\$13,491	\$13,832
Property Taxes	\$2,291	\$27,492	\$28,179	\$28,884
Pharmacy	\$22	\$2,215	\$8,045	\$10,930
Laboratory	\$43	\$4,256	\$15,456	\$20,999
Medical Supplies	\$17	\$1,669	\$6,062	\$8,235
Medical Services	\$1,300	\$156,000	\$156,000	\$156,000
Contract Services	\$418	\$26,977	\$27,659	\$28,358
Software & IT	\$341	\$8,283	\$8,492	\$8,707
Insurance	\$620	\$7,531	\$7,721	\$7,916
Retention & Recruitment	\$1,575	\$0	\$0	\$0
Professional Fees	\$3,833	\$10,115	\$10,371	\$10,633
Marketing & Advertising	\$156	\$1,896	\$1,944	\$1,993
Postage	\$192	\$2,326	\$2,385	\$2,445
Licenses	\$1,500	\$8,903	\$8,167	\$8,167
Dues & Subscriptions	\$58	\$703	\$721	\$739
Continuing Medical Education	\$6	\$76	\$78	\$80
Bank Fees	\$0	\$67	\$274	\$379
Management Fee	\$0	\$0	\$0	\$0
Other Expense	\$6,518	\$221	\$227	\$232
Other Expense - Seller Specific	\$20,000	\$0	\$0	\$0
Total Operating Costs:	\$92,559	\$ 1,011,854.15	\$ 1,163,292.86	\$ 1,306,297.49

Equipment Costs	
Name of Project:	BAART Programs Bennington
Name of Organization:	BAART Behavioral Health Services Inc.

	Latest Actuals	Year 1	Year 2
Equipment costs	\$0	\$0	\$0
Studies/Surveys Expense	\$0	\$0	\$0
Designs/Plans/Working Drawings	\$0	\$0	\$0
Installation Costs	\$0	\$0	\$0
Renovation/construction costs	\$828,520	\$0	\$0
Financing costs	\$0	\$0	\$0
Maintenance/service contracts	\$0	\$0	\$0
Other component costs			
Lease costs	\$80,000	\$82,400	\$84,872
Equipment operating costs	\$0	\$0	\$0
Other (specify):	\$0	\$0	\$0
	\$0	\$0	\$0
	\$0	\$0	\$0
	\$0	\$0	\$0
Less fair market trade-in value of equipment	\$0	\$0	\$0

Total equipment Costs	\$ 908,520.00	\$ 82,400.00	\$ 84,872.00
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P/Tran
[signature]

On [xxx], Patrice Trisvan appeared before me and swore to the truth, accuracy and completeness of the foregoing.

Sandy Butler
Notary public
My commission expires [date] 5. 24. 2025
[seal]

