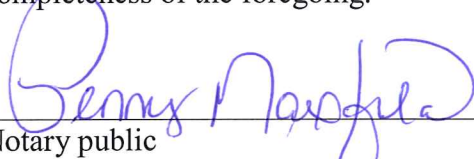


the information or document has become untrue, inaccurate or incomplete in any material respect.



[signature]

On January 12, 2018, Daniel Bennett appeared before me and swore to the truth, accuracy and completeness of the foregoing.



Notary public
My commission expires 2/10/19
[seal]

Project Description

Morgan Orchards Senior Living Community began with a vision that the Randolph area should make it easy and attractive for seniors to stay in their community, living where they want, remaining as active and involved as they want, and with fewer worries.

As we age, we often wish to remain home, but we can tire of the isolation, stress and uncertainty of running a household. Morgan Orchards makes the transition to a retirement community inviting and easy. You'll give up property upkeep, make new friends, enjoy healthy living, and a wide variety of activities and social events.

With plans for orchards, berry patches, and resident gardens, the design of Morgan Orchards creates a connection to the farming traditions of central Vermont. The campus began in May 2015 with Menig Nursing Home moving from Gifford to its new site on Morgan Orchards. The second phase included the development of independent living. Our 49-apartment senior living community builds on the best of small-town life: it is safe, friendly and supportive.

Morgan Orchards independent living offers apartments with a variety of floor plans on three floors, ranging from a 602 square foot studio to 1,075 square foot two-bedroom units. Every unit offers stunning sunrise or sunset views of central Vermont's scenic meadowlands and rolling hills. Each apartment includes a spacious living area, fully equipped kitchen, bathroom with a sit-down shower, and ample storage.

Community spaces are spread throughout the building. The main level has a spacious lobby and lounge, a business office, resident post office boxes, a conference room, a library, and a fitness room. The main dining room, a private dining room, and the woodworking workshop are located on the lower level. The third floor has a community room and recreation space along with a second lounge and fitness room. All levels are accessible by elevator.

Today more and more seniors are choosing to retire in a college town where they can pursue learning opportunities, meet interesting people, and relish the cultural and athletic life of a campus community.

Criteria:

CON STANDARD 1.9: Applicants proposing construction projects shall show that costs and methods of the proposed construction are necessary and reasonable. Applicants shall show that the project is cost-effective and that reasonable energy conservation measures have been taken.

Response:

Gifford Retirement Community engaged the services of Neagley and Chase Construction Company, Wiemann Lamphere, Sustainable Architects and DeWolfe Engineering Associates to develop the project design and the MEP infrastructure systems supporting the facility.

Gifford completed a lengthy Act 250 review process and was granted approval to start construction. Gifford also successfully completed local zoning approvals receiving necessary permits to build.

The building is 72,839 total gross square feet. The Independent Living facility has a variety of common spaces which all residents are encouraged to use and enjoy. There are six different apartment types. Five ADA apartments have been created to meet the needs of our handicapped seniors.

The main floor has 24,965 square feet of space and 2,665 square feet in shared living spaces, which are the lobby, library, and fitness space.

The upper level has 23,299 square feet broken into three resident areas, which are 950 square feet, a fitness room and 19 apartments.

The lower level has 24,575 square feet with apartments facing the west side; the east side has storage units and the building’s utilities. There are 11 apartments on the lower level. The dining room and kitchen, which are 3,285 square feet, are on the lower level.

	Lower Level	Main Level	Upper Level	ADA	Additional Storage sq. ft.
Studio (620 sq. ft.)		1		Main	40
1 Bedroom (780 sq. ft.)	4	9	10	Main	40
1 Bedroom Den (975 sq. ft.)	1	1	2	Upper	40
1 Bedroom Den (985 sq. ft.)	2				40
2 Bedrooms (1065 sq. ft.)	2	4	3	Lower	80
2 Bedrooms (1075 sq. ft.)	2	4	4	Main	80

The facility is designed to use the sloping grades in erecting a three story building. The wall construction was built off site and erected in sections on site. The lower level was poured in place with concrete foundations and floor slabs; structural steel columns, metal stud wall framing and roof trusses, rigid board and spray-applied insulation; gypsum board panels, exterior gypsum panel sheathing, double hung exterior windows and architectural asphalt shingles. The aesthetic and scale of the building is very much in keeping with the character of the community.

The project has been involved with Efficiency Vermont since the beginning of the design phase, see letter from Efficiency Vermont, attachment “A”. The project was designed to meet or exceed the Efficiency Vermont Multifamily New Construction and Major Rehabilitation Program. See guidelines, attachment “B”.

CSI and total costs is attached, see attachment “C”.

CON STANDARD 1.10: Applicants proposing new health care projects requiring construction shall show such projects are energy efficient. As appropriate, applicants shall show that Efficiency Vermont, or an organization with similar expertise, has been consulted on the proposal.

Response:

Efficiency Vermont has been involved with this project from design through construction.

CON STANDARD 1.12: New construction health care projects shall comply with the Guidelines for Construction and Equipment of Hospital and Medical Facilities as issued by the American Institute of Architects (AIA).

Response:

Gifford followed all FGI Guidelines for Design and Construction Residential group R-2 with the following applicable Vermont state and National codes:

2012 VT Fire and Building Safety code

2012 VT Plumbing rules

VT Electrical Rules 2014 ED

VT Elevator Safety Rules 2014 ED

2012 International Building Code

NFPA 101 Life Safety Code 2012 ED

NFPA 1, Fire Code 2012 ED

The International Building Code IBC 2012 ED

The National Board Inspection Code, National Board of Boiler and Pressure Vessel Inspectors, 2004 ED

18 V.S.A. § 9437 (2) - (8) Criteria

(2) The cost of the project is reasonable, because:

(A) The applicant's financial condition will sustain any financial burden likely to result from completion of the project;

(B) The project will not result in an undue increase in the costs of medical care. In making a finding under this subdivision, the board shall consider and weigh relevant factors, including:

(i) the financial implications of the project on hospitals and other clinical settings, including the impact on their services, expenditures, and charges;

(ii) whether the impact on services, expenditures, and charges is outweighed by the benefit of the project to the public; and

(C) less expensive alternatives do not exist, would be unsatisfactory, or are not feasible or appropriate;

Gifford Board of Directors and Leadership worked with our local banks Mascoma Savings Bank and Northfield Savings Bank to secure a building mortgage for the Independent Living facility. The mortgage amount is built into the projected financials for the community which is shown in Table 2, Line C of attachment "D".

Gifford does not plan at this time to supply nor offer any health care services at our Independent Living facility.

When the Nursing Home was designed and built it was with campus efficiency in mind. An example of this is the Menig Nursing Home which was built with the only loading dock for the Morgan Orchards campus. The kitchen was sized to allow preparation work for future meal service in other buildings. We are using this efficiency with the Independent Living facility.

Gifford had considered other solutions to meeting Vermont's growing aging trends but none were as cost effective as developing the senior living community. In Gifford's approved CON Docket N 12-009-H for a Nursing Home in Randolph Center it was documented how the many cost effective solutions were researched. No other solutions were as cost effective as building an independent facility.

As the financials show, see attachment "C", this project will have no impact on Gifford Medical Center's operations or ability to provide health care services.

In conclusion Gifford will not have any impact on its future financial condition with this project.

(3) There is an identifiable, existing, or reasonably anticipated need for the proposed project which is appropriate for the applicant to provide;

Vermont is one of the fastest aging states and Gifford has been concerned for many years about the minimal senior housing options in our region. Many of our friends and leaders have moved out of their communities when they have aged because of their need for different housing options.

Two market analyses were performed on the need for additional levels of senior housing for central Vermont. Both showed the need for Independent Living apartments in our region. The Healthcare Management Associates, Inc. of Lynnfield, MA provided one of the assessments and added in their updated review "that there are very few local condominium and other senior home living alternatives, and that is a positive factor for independent living." Vermont's rural environment is a challenge to provide any supportive services in a person's home. Lack of reliable transportation is often a struggle for individual caregivers in making the commitment to help a senior at home.

(4) the project will improve the quality of health care in the state or provide greater access to health care for Vermont's residents, or both;

Morgan Orchards Senior Living Community supports seniors aging in place. A care coordinator is available to coordinate any health care needed in independent living allowing seniors to stay independent and healthy as they age.

Having seniors live in one concentrated building will improve their health by increasing socialization and preventing isolation, especially in Vermont's winter months. The independent living facility will provide a nutritious daily meal, which will prevent malnutrition, a growing problem with seniors eating alone and cooking for one.

Another benefit of senior living is that all maintenance of the apartments and grounds are provided. Statistically seniors have more accidents as they age while trying to keep up with small home jobs. By living in an Independent Living Community, seniors can prevent accidents that may result in an ER visit or even a hospitalization.

(5) the project will not have an undue adverse impact on any other existing services provided by the applicant;

No undue adverse impacts on any other services offered by Gifford Health Care or Gifford Medical Center are anticipated as a result of this project.

(6) the project will serve the public good;

This project will serve the public good by enhancing the housing choices and services available to Vermont's aging population. It will also keep the population served from migrating to receive services they need from other facilities with available space.

This project is part of a larger concept that will support expanding seniors' living options and their ability to age in place; this will give them the security of knowing that higher levels of care are available in their "neighborhood" as they age and require additional support.

This development is very consistent with and supportive of the values and goals of the **HRAP** and the **Vermont State Health Plan**. The project will **expand** housing options and offer more choice for independent living and supportive living.

The Senior Living Community is consistent with and supportive of the full continuum of elder care services. It recognizes the multiple dimensions of health as the ability to remain independent in one's own dwelling as an important factor in an elder's wellbeing, collaborates and coordinates with other providers and social services, ensures the ability of community-based services that support care in the most integrated community settings possible, and is dedicated to high quality service delivery for all participants.

(7) the applicant has adequately considered the availability of affordable, accessible patient transportation services to the facility; and

Stagecoach Transportation Services, Inc., a not-for profit that provides transportation services to the elderly, persons with disabilities, and general public across a 29 town area of northern Windsor and Orange Counties, is aware and enthusiastic of the project. As discussed with Gifford, Stagecoach will include a stop on its bus routes. See Stagecoach Letter, attachment "E".

(8) If the application is for the purchase or lease of new health care information technology, it conforms to the health information technology plan established under section 9351 of this title.

This project will not purchase health care information technology.



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October 6, 2017

Doug Pfohl
Gifford Medical Center
PO Box 2000
Randolph, VT 05060

Re: Gifford Medical Center - Independent Living Facility - NC, Efficiency Vermont Project # 6019-V939

Dear Doug:

It is a pleasure working with you to make energy efficiency improvements at Gifford Medical Center's new Independent Living Facility.

Based on estimated project costs and energy savings, Efficiency Vermont is pleased to provide a cash incentive of \$118,500 toward the items identified in the attached "Scope of Efficiency Improvements." This incentive includes the following:

- Base incentive of \$2,400 per unit for successfully meeting Efficiency Vermont's Multifamily New Construction High Performance standard (49 units = \$117,600 total).
- Additional \$900 custom incentive for installing high-efficiency and Energy Star rated commercial kitchen equipment over standard efficiency appliances, including a demand-controlled ventilation exhaust system, convection oven, dishwasher and ice machine.

Please review and sign the Incentive Agreement and Scope of Efficiency Improvements. Return a signed copy of the signature page to Efficiency Vermont via fax, pdf or mail.

I look forward to working in partnership with you and your business. If you have any questions about the Incentive Agreement, or want to discuss any aspect of this project, please contact me at 888-921-5990 ext. 7767.

Sincerely,

A handwritten signature in black ink, appearing to read "Nick Morehouse".

Nick Morehouse
Account Manager

Efficiency Vermont Incentive Agreement Project # 6019-V939

This agreement is between the Vermont Energy Investment Corporation doing business as (dba) Efficiency Vermont and Gifford Medical Center located at PO box 2000, in Randolph, Vermont with a principal place of business in the State of Vermont (hereafter called "Customer").

The Customer agrees to purchase, install, and operate certain efficiency improvements at Gifford Medical Center, located at 3075 VT Route 66 in Randolph, Vermont, which are described in the attached "Scope of Efficiency Improvements." To assist the Customer with the installation of these efficiency improvements, Efficiency Vermont agrees to provide \$118,500 in incentives, which will be paid in cash to the Customer in accordance with the provisions specified in the attached "Terms and Conditions of the Incentive Agreement."

Efficiency Vermont's incentive offer is good for thirty (30) days from the Efficiency Vermont representative's signature date below. Upon receiving the signed incentive agreement, Efficiency Vermont will reserve the incentive amount to be paid upon project completion for up to 6 months after the date of this agreement unless otherwise agreed in writing.

In addition to this page, this Incentive Agreement includes the attached "Scope of Efficiency Improvements" and "Terms and Conditions of the Incentive Agreement."

WE THE UNDERSIGNED AGREE TO THIS INCENTIVE AGREEMENT.

EFFICIENCY VERMONT

Signature Matt Dooley

Printed Name: Matt Dooley

Date: October 6, 2017

Title: Director, Engineering

GIFFORD MEDICAL CENTER

Signature Doug Pedal

Printed Name Doug Pedal

Date 10/20/17

Title: Director OPERATIONS

Electric Company COMP

Account # 31185106189

Federal Tax Payer Identification Number (TIN):

Please select one:

- Corporation (Provide TIN)
 Tax-Exempt Organization (Provide TIN)
 City, County or State Dept., Govt. or Agency (Provide TIN)
 All Others (Provide SSN or EIN/TIN):

Social security number	or	Employer Identification number
+		4 6 3 5 9 3 4 9 2

Ensure that one of the boxes above is checked and the Taxpayer Identification Number is provided, otherwise

**Efficiency
Vermont**

your incentive payment may be delayed.

Please review, sign and return one copy of this agreement to Efficiency Vermont.

Scope of Efficiency improvements:

The Customer agrees to construct Gifford Medical Center in 3075 VT Route 66, in Randolph, Vermont to meet the following minimum program requirements.

HIGH PERFORMANCE BUILDING PROGRAM MINIMUM REQUIREMENTS ⁱ		
Heating System	Compliance with Multifamily Mechanical Design Protocol	
	Boiler (gas) ⁱⁱ	95% AFUE
	Boiler Control	<ul style="list-style-type: none"> Modulate boiler water temperature based on outdoor temperature (Outdoor Reset Control) Programmable thermostats or boiler based setback controls.
	Circulator	Brushless Permanent Magnet Pump (BLPM) Circulator Pump with integral variable frequency drive (VFD)
	Pump Control	VFD installed on pumps over 3hp, and controlled by an automatic signal (differential pressure, flow, or temperature)
	Pipe Insulation	1.5" Wall thickness
Domestic Hot Water	Tanks	Indirect storage off of efficient boilers or 96% gas condensing stand-alone water heater
	Showerheads & Aerators	Must be included on design: 1.5 GPM Showerheads / 1.0 GPM Bathroom aerators
	Heat Recovery	Drain Water Heat Recovery serving showers from at least 2 apartments, and 4 bedrooms ^v
	Chiller, Air Cooled	Full Load ≤ 1.200 kW/ton; IPLV ≤ 0.960 kW/ton (< 150 Tons)
Thermal Shell ^{vi}	Attic, loose blow	R - 60
	Wall	R-10 Continuous ^{viii} , R-20 Cavity
	Floor ^{ix}	R-38 or R-5 Continuous and R-30 Cavity
	Foundation	R-28
	Slab Edge	R - 15 (per RBES code)
	Windows	U $\leq .28$
HIGH PERFORMANCE BUILDING PROGRAM REQUIREMENTS ⁱ		
Air Leakage	Compliance with VT Multifamily Air Sealing Protocol	
	Maximum Allowed	.30 cfm50/ft2 of total thermal boundary surface area (above and below grade and slab)
Lighting	In unit ^x fixtures	<ul style="list-style-type: none"> ENERGY STAR qualified, hard wired compact fluorescent fixtures in every room. IF LED's are used, comply with Efficiency Vermont LED Eligible Products Guide If linear fluorescent fixtures are used, meet minimum specifications for linear fluorescent fixtures or lamps per Efficiency Vermont's commercial lighting program

	Interior common area fixtures	Fixtures meet minimum specifications of Efficiency Vermont's commercial lighting program.
	Interior common area controls	Occupancy controls included in all hallways, stairways, laundry rooms, etc. ^{xi} Day lighting control included in common areas with glazing.
	Parking lot / Site	LED fixtures meeting with Efficiency Vermont LED Eligible Products Guide
Appliances (In-Unit)	Refrigerator	ENERGY STAR ^{xii}
	Clothes Washer	CEE Tier 2
	Clothes Dryer	ENERGY STAR Electric or Heat Pump
Ventilation	Balanced	Custom savings for heat recovery ventilation
EVT CUSTOM BUILDING MEASURES		
Commercial Kitchen Equipment		
Ventilation	Kitchen Hood Exhaust	Demand-controlled ventilation
Appliances (Commercial Kitchen)	Convection Oven	ENERGY STAR
	Dishwasher	ENERGY STAR
	Ice Machine	ENERGY STAR

- i. Project will meet or exceed applicable Vermont Residential or Commercial Building Energy Codes. Less comprehensive Major Rehabilitation projects will be analyzed on a custom basis.
- ii. Multiple staged Boilers are required when building load greater than 200,000 Btu/hr
- iii. For building loads less than 200,000 Btu that could be served by one or two staged boilers
- iv. For building loads greater than 200,000 Btu
- v. Drain Water Heat Recovery is not intended to drive the building design and layout. However, when vertical plumbing drains and a common water heater serve showers of 2 or more apartments with a total of at least 4 bedrooms, drain water heat recovery shall be included in project plans as an Add/Alternate, and included in project when cost is less than \$1,500 per 2 apartments. Dwelling units intended for seasonal occupancy are exempt.
- vi. Minimum efficiencies when air conditioning is proposed for project. This is not a requirement to add air conditioning. Efficiency Vermont may approve other types of cooling equipment provided that the equipment meets either CEE Tier II or ASRHAE 189.1 climate zone 6 requirements.
- vii. A pre-drywall insulation inspection is required of cavities that will be closed. R-value minimums are cavity + continuous and do not including structural or finished materials. Minimum requirements may be relaxed when historic building rehab prevents alerting wall section, or for flat roofs. Advanced framing or SIP construction may be exempted from the continuous Insulation requirement.
- viii. International Residential Code (IRC) recommends a minimum R-11.25 for continuous exterior insulation.
- ix. Floors over unconditioned space. Basements are not considered unconditioned space.
- x. Efficient lighting shall be included in every room, including kitchens, dining rooms, living rooms, bedrooms, hallways, bathrooms, entries, and porches.
- xi. At a minimum, occupancy controls reduce light output by 50%. Program start ballasts are recommended. Remote mounted sensors: minimum 175 watts controlled. Switch or fixture mounted sensor: minimum 75 Watts controlled.
- xii. This is an Interim standard. Standard will be restored to CEE Tier 2 once product is readily available.

TERMS AND CONDITIONS OF THE INCENTIVE AGREEMENT

This Incentive Agreement sets out the terms and conditions under which Efficiency Vermont will provide incentives on this project.

If you are not the owner of this facility, you promise that you are entitled to make the efficiency improvements covered by this agreement through a lease agreement with the owner of the facility or you have obtained written permission from the owner of the building allowing you to make the efficiency improvements.

Installation

1. You agree to purchase, properly install, operate, and maintain the efficiency improvements specified herein and to comply with all terms and conditions described in this agreement and in Scope of Efficiency Improvements within the timeframe specified on the signature page of this document.
2. You agree to include in your agreement(s) with your contractor(s) a requirement that contractor(s) give you, on request, documents that establish the purchase price(s) (including all discounts) of any efficiency improvements purchased for installation under this Agreement; and the installation cost(s) for the equipment or improvements. In order to help us verify the installation of the efficiency improvements, you agree to supply us with copies of these documents, upon our request.

Inspection

1. Efficiency Vermont reserves the right to inspect projects to verify that the efficiency improvements are installed and in use.
2. You agree to notify us when the efficiency improvements in this agreement are installed and operating. Within thirty (30) days of notification, we will need reasonable access to your facility and to documents pertaining to the acquisition and installation of the efficiency improvements.
3. No payment will be made until the improvements have been installed and inspected by an Efficiency Vermont representative or Efficiency Vermont determines that an inspection is not necessary. If the efficiency improvements have not been installed as specified in Scope of Efficiency Improvements, or they do not operate properly, then Efficiency Vermont may reduce or eliminate the incentives associated with that project.

Incentives

1. Upon satisfactory verification of the improvements, we will send a check to you within forty five (45) days of the inspection date. You may designate in writing that a third party should receive this payment.
2. You understand and agree that the incentives provided by Efficiency Vermont may be considered taxable income by the Internal Revenue Service and other governmental authorities.
3. The parties agree that the actual cost of purchasing, installing, operating, or maintaining the efficiency improvements under this agreement may differ from the estimates provided to you by Efficiency Vermont. Efficiency Vermont will not be required to provide additional incentives for the efficiency improvements covered by this agreement when installation costs are higher than estimated.

Dispute Resolution

Efficiency Vermont and you will attempt in good faith to resolve any disputes that may arise in carrying out this agreement. In the event that we are unable to resolve a dispute, the matter will be immediately referred to an executive of Efficiency Vermont who has authority to resolve the dispute. If you and this individual are unable to agree upon a solution within thirty (30) days you can file a written complaint with the Vermont Department of Public Service or the Vermont Public Service Board. If after review by the Department of Public Service or the Public Service Board there is still no resolution then the parties agree to finally settle the dispute via

arbitration. The arbitration will be conducted in accordance with the commercial arbitration rules of the American Arbitration Association and will take place in Burlington, Vermont. The decision reached in any proceeding to resolve a dispute will be final and binding.

The parties understand that this agreement contains an agreement to arbitrate. After signing this document, the parties understand that they will not be able to bring a lawsuit concerning any dispute that is covered by the arbitration agreement unless the dispute involves a question of constitutional or civil rights. Instead the parties agree to submit any such dispute to an impartial arbitrator.

Other Terms & Conditions

POTENTIAL FUTURE MONITORING: For no longer than five (5) years following the completion date, you agree to allow VEIC staff and/or contractors acting on behalf of VEIC/Efficiency Vermont and/or the Vermont Department of Public Service, to install equipment at your building to monitor any efficiency improvements installed under this agreement.

You agree to cooperate with us in any proceedings before the Vermont Public Service Board or other authorities concerning the matters in this agreement.

SAVINGS ARE ESTIMATES: The operation and effect of energy efficiency improvements differ due to hours of operation and many other factors, including but not limited to weather and changes in business operations. As such, we do not guarantee the specific energy savings or benefits that will result from any efficiency improvements that are installed. Efficiency Vermont does not warrant that you will receive energy savings or benefits of any kind as a result of your participation in Efficiency Vermont's services. If the energy efficiency project is financed, there is no guarantee that the monthly energy savings will be greater than the monthly loan payment.

LIMITATION OF LIABILITY: Efficiency Vermont does not guarantee the performance of installed equipment expressly or implicitly. Efficiency Vermont does not endorse any particular manufacturers, products, or systems designs.

INDEMNIFICATION: You agree to indemnify Efficiency Vermont and its directors, officers, employees, agents, and invitees from all liabilities (including reasonable attorney's fees) arising in connection with this agreement, excluding liability resulting from acts of willful misconduct or gross negligence on the part of Efficiency Vermont. These include liabilities that may rise from changes in your operations, including both direct and indirect losses.

You also agree that if you make a claim against Efficiency Vermont for any damage arising from our action or inaction under this agreement, your remedy will be limited to the total amount of our payments to you for the efficiency improvements installed in your building.

CAPACITY CREDITS/ENVIRONMENTAL CREDITS: As part of this agreement, the customer acknowledges that Efficiency Vermont holds the sole rights to any electric system capacity credits and / or environmental credits associated with this energy efficiency project. These credits will be used for the benefit of Vermont ratepayers.

This agreement will be governed by and interpreted in accordance with the laws of the State of Vermont.



This agreement sets forth the entire agreement between the parties and replaces all oral or written agreements. No part of this agreement may be waived or changed except by the written agreement of both parties.

Nothing in this agreement will create any contractual relationship between Efficiency Vermont and any of your employees, contractors, or agents. Nor will this agreement create any obligation on the part of Efficiency Vermont to pay, or to see to the payment of, any monies due from you to subcontractors, employees, agents, or other persons or organizations.

**EFFICIENCY VERMONT MULTIFAMILY NEW CONSTRUCTION
AND MAJOR REHABILITATION PROGRAM**

**EFFICIENCY VERMONT CERTIFIED
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3/6/15

MULTIFAMILY NEW CONSTRUCTION AND MAJOR REHABILITATION PROGRAM

MINIMUM PROGRAM REQUIREMENTS ¹			HIGH PERFORMANCE BUILDING	
CATEGORY	ELECTRICAL ONLY	EFFICIENCY VERMONT CERTIFIED		
Heating System	Compliance with Multifamily Mechanical Design Protocol			
	Air Source Heat Pump (single zone)	N / A	≥ 10.3 HSPF, ≥ 20.0 SEER, ≥ 12.0 EER	≥ 10.3 HSPF, ≥ 20.0 SEER, ≥ 12.0 EER
	Air Source Heat Pump (multi zone)	N / A	≥ 10.0 HSPF, ≥ 17.0 SEER, ≥ 12.0 EER	≥ 10.0 HSPF, ≥ 17.0 SEER, ≥ 12.0 EER
	Boiler (oil) ²	N / A	85% AFUE	91% AFUE ³ / 86% AFUE ⁴
	Boiler (gas) ²	N / A	94% AFUE	95% AFUE
	Boiler (pellet)	N / A	85% AFUE	85% AFUE
Domestic Hot Water	Boiler Control	N / A	Modulate boiler water temp. based on outdoor temp. (Outdoor Reset Control). Programmable thermostats or boiler based setback controls	Modulate boiler water temp. based on outdoor temp. (Outdoor Reset Control). Programmable thermostats or boiler based setback controls.
	Circulator	Brushless Permanent Magnet Pump (BLPM) Circulator Pump with integral variable frequency drive (VFD)	Brushless Permanent Magnet Pump (BLPM) Circulator Pump with integral variable frequency drive (VFD)	Brushless Permanent Magnet Pump (BLPM) Circulator Pump with integral variable frequency drive (VFD)
	Pump Control	N / A	VFD installed on pumps over 3hp, and controlled by an automatic signal (differential pressure, flow, or temp.)	VFD installed on pumps over 3hp, and controlled by an automatic signal (differential pressure, flow, or temp.)
	Pipe Insulation	N / A	1.5" Wall thickness	1.5" Wall thickness
	Tanks	N / A	Indirect storage off of efficient boiler or 96% natural gas condensing stand-alone water heater	Indirect storage off of efficient boiler or 96% natural gas condensing stand-alone water heater
	Showerheads & Aerators	N / A	Must be included on design: 1.5 GPM Showerheads / 1.0 GPM Bathroom aerators	Must be included on design: 1.5 GPM Showerheads / 1.0 GPM Bathroom aerators
Air Conditioning ⁶	Heat Recovery	N / A	N / A	Drain Water Heat Recovery serving showers from at least 2 apartments, and 4 bedrooms ⁵
	Packaged	N / A	14.5 SEER, 12 EER	15 SEER, 12.5 EER
	Mini-Splits (cooling only)	N / A	20 SEER, 12 EER	20 SEER, 12 EER
	Chiller, Air Cooled	N/A	Full Load + 1.200; IPLV + 0.960 (< 150 Tons)	Full Load + 1.200; IPLV + 0.960 (< 150 Tons)
	Attic, loose blow	N / A	R - 60	R - 60
	Flat Roof	N / A	R - 44	R - 44
Thermal Shell ⁷	Wall	N / A	R - 25	R-10 Continuous ⁸ , R-20 Cavity
	Floor ⁹	N / A	R-38 or R-5 Continuous and R-30 Cavity	R-38 or R-5 Continuous and R-30 Cavity
	Foundation	N / A	R - 15 Continuous or R - 20 framed wall cavity	R-28
	Slab Edge	N / A	R - 15 (per RBES code)	R - 15 (per RBES code)
	Windows	N / A	U ≤ .28	U ≤ .28

MULTIFAMILY NEW CONSTRUCTION AND MAJOR REHABILITATION PROGRAM

MINIMUM PROGRAM REQUIREMENTS ¹			
CATEGORY	ELECTRICAL ONLY	EFFICIENCY VERMONT CERTIFIED	HIGH PERFORMANCE BUILDING
Air Leakage	Compliance with VT Multifamily Air Sealing Protocol		
	Maximum Allowed	.35 cfm50/ft2 of total thermal boundary surface area (above and below grade and slab)	.30 cfm50/ft2 of total thermal boundary surface area (above and below grade and slab)
Lighting	In unit ¹⁰ fixtures	ENERGY STAR qualified, hard wired compact fluorescent fixtures in every room IF LED's are used, comply with Efficiency Vermont LED Eligible Products Guide If linear fluorescent fixtures are used, meet minimum specifications for linear fluorescent fixtures or lamps per Efficiency Vermont's commercial lighting program	ENERGY STAR qualified, hard wired compact fluorescent fixtures in every room IF LED's are used, comply with Efficiency Vermont LED Eligible Products Guide If linear fluorescent fixtures are used, meet minimum specifications for linear fluorescent fixtures or lamps per Efficiency Vermont's commercial lighting program
	Interior common area fixtures	Fixtures meet minimum specifications of Efficiency Vermont's commercial lighting program.	Fixtures meet minimum specifications of Efficiency Vermont's commercial lighting program.
	Interior common area controls	Occupancy controls included in all hallways, stairways, laundry rooms, etc. ¹¹	Occupancy controls included in all hallways, stairways, laundry rooms, etc. ¹¹
	Parking lot / Site	Lighting power density 20% better than code	Lighting power density 20% better than code
	Refrigerator	ENERGY STAR	ENERGY STAR
Appliances (Common or In-Unit)	Clothes Washer	ENERGY STAR	ENERGY STAR
	Clothes Dryer	Common Dryers with Natural Gas ¹³	Common Dryers with Natural Gas ¹³
Ventilation	Exhaust Only	Bathroom: ENERGY STAR Labeled fan with continuous duty motor and control. Ducted with smooth walled rigid pipe. Kitchen: N/A	Bathroom: ENERGY STAR Labeled fan with continuous duty motor and control. Ducted with smooth walled rigid pipe. Kitchen: spot ventilation exhausted to the outdoors, meeting the prescriptive flow and duct design requirements of ASHRAE 62.2.
	Balanced	Custom savings and incentives for heat recovery ventilation	Custom savings and incentives for heat recovery ventilation
Rebate ¹³	Per apartment	\$500	\$2,500/(\$2,400 without Common NG Dryer)

Notes:

1. Project will meet or exceed applicable Vermont Residential or Commercial Building Energy Codes. Less comprehensive Major Rehabilitation projects will be analyzed on a custom basis.
2. Multiple staged Boilers are required when building load greater than 200,000 Btu/hr.
3. For building loads less than 200,000 Btu that could be served by one or two staged boilers.
4. For building loads greater than 200,000 Btu.
5. Drain Water Heat Recovery is not intended to drive the building design and layout. However, when vertical plumbing drains and a common water heater serve showers of 2 or more apartments with a total of at least 4 bedrooms, drain water heat recovery shall be included in project plans as an Add/Alternate, and included in project when cost is less than \$1,500 per 2 apartments. Dwelling units intended for seasonal occupancy are exempt.
6. Minimum efficiencies when air conditioning is proposed for project. This is not a requirement to add air conditioning. Efficiency Vermont may approve other types of cooling equipment provided that the equipment meets either CEE Tier II or ASRHA 189.1 climate zone 6 requirements.
7. A pre-drywall insulation inspection is required of cavities that will be closed.

R-value minimums are cavity + continuous and do not including structural or finished materials. Minimum requirements may be relaxed when historic building rehab prevents alerting wall section, or for flat roofs. Advanced framing or SIP construction may be exempted from the continuous insulation requirement.
8. International Residential Code (IRC) recommends a minimum R-11.25 for continuous exterior insulation.
9. Floors over unconditioned space. Basements are not considered unconditioned space.
10. Efficient lighting shall be included in every room, including kitchens, dining rooms, living rooms, bedrooms, hallways, bathrooms, entries, and porches.
11. At a minimum, occupancy controls reduce light output by 50%. Program start ballasts are recommended. Remote mounted sensors: minimum 175 watts controlled. Switch or fixture mounted sensor: minimum 75 Watts controlled.
12. This is an interim standard. Standard will be restored to CEE Tier 2 once product is readily available.
13. \$100 per apartment rebate reduction when common area Natural gas dryers are not included.

**Gifford Retirement Community
Independent Living Facility and Community Building
Follow-Up Alternates Summary Sheet**

April 11, 2016



	Description	Date Submitted	Amount	Decision	Amount Included In Total
Base Bid		2/26/2016	\$ 15,552,000.00	Yes	\$ 15,552,000.00
General					
Alternate G1	Provide a performance and payment bond	2/26/2016	ADD \$ 126,200.00	T.B.D.	\$ -
Site					
Alternate S1	Loop Road Paving/Reconfiguration The current gravel road remains in its place, and remains unpaved to the parking lot tie in	4/8/2016	DEDUCT \$ (21,700.00)	Yes	\$ (21,700.00)
Independent Living Facility Alternates					
Alternate A1	Eliminate cabinetry, millwork & appliances at community kitchen. Typical of (2) locations.	2/26/2016	DEDUCT \$ (25,400.00)	Yes	\$ (25,400.00)
Alternate A2	Eliminate exterior door, metal guard rail and roof pavers at roof terrace area.	2/26/2016	DEDUCT \$ (20,600.00)	Yes	\$ (20,600.00)
Alternate A3	Eliminate green roof.	2/26/2016	DEDUCT \$ (34,300.00)	Yes	\$ (34,300.00)
Alternate A4	Alternate pergola roof structures. South porch to remain.				
Option A	Eliminate all pergola roof structures at lower level.	2/26/2016	DEDUCT \$ (108,300.00)	T.B.D.	\$ -
Option B	Provide alternate pergola design per WLA email of 4/7/2016		T.B.D.		\$ -
Alternate A6	Eliminate final fit-up of (10) living units - see phasing diagram for units to be shelled.	2/26/2016	DEDUCT \$ (377,700.00)	No	\$ -
Alternate A8	Provide resilient flooring & base in lieu of ceramic tile at living unit bathrooms.	2/26/2016	DEDUCT \$ (40,200.00)	Yes	\$ (40,200.00)
Alternate A9	Provide 24" non-combustible insulation at floor assembly in lieu of sprinklering.	2/26/2016	ADD \$ 22,800.00	No	\$ -
Alternate A10	HVAC Deduct based on 3/22/16 NEAIR Proposal and Adjusted MEP contingency	3/31/2016	DEDUCT \$ (1,413,000.00)	Yes	\$ (1,413,000.00)
Alternate A11	Main level floor framing above dining options In lieu of 24" floor truss at 24" o.c. provide: These options do not include any cost to change MP&E distribution, if any.				
Option A	14" TJI 560I at 16" o.c.	3/24/2016	ADD \$ 1,300.00	No	\$ -
Option B	16" RJI 560 at 16" o.c.	3/24/2016	ADD \$ 2,200.00	No	\$ -
Alternate A12	Flat roof framing above lounge options In lieu of 24" roof truss at 24" o.c. provide: These options do not include any cost to change MP&E distribution, if any.				
Option A	(2) 1 1/4 x 11 7/8 LVL at 16" o.c. Includes green roof loading.	3/24/2016	ADD \$ 11,900.00	No	\$ -
Option B	11 7/8 TJI 560 at 16" o.c. Does not include green roof loading.	3/24/2016	ADD \$ 1,000.00	No	\$ -
Option C	14" TJI 360 at 16" o.c. Does not include green roof loading.	3/24/2016	DEDUCT \$ (600.00)	No	\$ -
Option D	16" TJI 360 at 24" o.c. Does not include green roof loading.	3/24/2016	DEDUCT \$ (3,000.00)	Yes	\$ (3,000.00)
Alternate A13	Delete 1x3 wood strapping at vinyl siding	3/24/2016	DEDUCT \$ (24,200.00)	Yes	\$ (24,200.00)
Alternate A14	Alternate exterior perimeter window trim details In lieu of 1x4 Boral trim boards provide:				
Option A	Pressure treated furring under the 1x Boral trim boards Details 2A, 2B, 2C	3/24/2016	ADD \$ 25,300.00	No	\$ -
Option B	Milled 2x Boral pieces Details 4A, 4B, 4C	3/24/2016	ADD \$ 11,300.00	Yes	\$ 11,300.00
Alternate A15	Provide hardwood window sills in lieu of solid surface Common area windows only (all alum-clad window locations)	3/24/2016	DEDUCT \$ (2,000.00)	Yes	\$ (2,000.00)
Alternate A16	One Multi-Aqua only per residential unit	4/1/2016	DEDUCT \$ (80,300.00)	Yes	\$ (80,300.00)
Alternate A17	Delete Kick Space Heaters	4/1/2016	DEDUCT \$ (24,100.00)	Yes	\$ (24,100.00)
Alternate A18	Delete Heating Frame and Plate HE	4/1/2016	DEDUCT \$ (26,100.00)	Yes	\$ (26,100.00)
Alternate A19	Delete Double HRU coil units	4/1/2016	DEDUCT \$ (6,500.00)	Yes	\$ (6,500.00)
Alternate A20	Delete - Modify Chiller Skid	4/1/2016	DEDUCT \$ (21,900.00)	Yes	\$ (21,900.00)
Alternate A21	Includes modifying the chiller controls				
Alternate A22	Delete Residential Meter Stack	4/1/2016	T.B.D.		\$ -
Alternate A23	Provide an "Aquatic" shower enclosure in lieu of the specified unit	4/1/2016	DEDUCT \$ (168,000.00)	Yes	\$ (168,000.00)
Alternate A24	Eliminate the gas fire place within dining	4/8/2016	DEDUCT \$ (7,600.00)	Yes	\$ (7,600.00)
Alternate A24	Concealed Cabinet Unit Heater's within corridors	4/8/2016	DEDUCT \$ (8,500.00)	Yes	\$ (8,500.00)
Alternate A25	Provide cabinet unit heaters in lieu of FCUs in corridors				
Alternate A26	Eliminate (9) bathrooms per the updated 'E' type unit plan	4/8/2016	DEDUCT \$ (24,600.00)	Yes	\$ (24,600.00)
Alternate A27	Common Area Windows to go from Aluminum Clad to All Fiberglass	4/8/2016	T.B.D.	T.B.D.	\$ -
Alternate A27	Provide J hooks in lieu of tel/data cable tray.	4/11/2016	DEDUCT \$ (8,700.00)	Yes	\$ (8,700.00)
Alternate A28	Delete Gargage Disposals	4/11/2016	DEDUCT \$ (11,400.00)	Yes	\$ (11,400.00)
Alternate A29	Delete Short Circuit Coordination & Arc Flash Study	4/11/2016	DEDUCT \$ (6,500.00)	Yes	\$ (6,500.00)

**Gifford Retirement Community
Independent Living Facility and Community Building
Follow-Up Alternates Summary Sheet**

April 11, 2016



<u>Description</u>	<u>Date Submitted</u>	<u>Amount</u>	<u>Decision</u>	<u>Amount Included in Total</u>
Community Building Alternates				
Alternate B2B Alternate Community Building based on the design documents SK-1, 2 and 3 prepared by Wiemann Lamphere Architects dated February 29, 2016.	3/11/2016	DEDUCT \$ (699,000.00)	No	\$ -
Alternate B2C Delete Community Building. Eliminate biomass system. Dumpster pad & enclosure to remain. Relocate cooling tower including base and enclosure. Provide propane boilers inside ILF mechanical spaces to feed ILF building. Eliminate underground district heat piping. Provide underground gas tanks at approximate silo location. Adjust ILF propane tank sizes accordingly. Includes new shed enclosure Per Wiemann Lamphere's sketch receive 03/31/2016.	4/1/2016	DEDUCT \$ (1,431,600.00)	Yes	\$ (1,431,600.00)
Total With Accepted Alternates				\$ 12,153,100.00

Item	Description	Total		
		Amount		
		1093 Gifford GMP	1093 Gifford 01 With 041116 Alternates_summarized	Variance
01.1 Administrative Requirements				
150.000	Construction Management	18,500	18,000	500
1010.100	General Conditions		386,648	(386,648)
1040.100	Mobilization	1,500		1,500
1060.100	Documents	2,080		2,080
1075.100	Signs	1,024		1,024
1100.100	Project Management	199,080		199,080
1102.100	Site Supervision	149,760		149,760
1250.100	Offices	4,200		4,200
1255.100	Supplies & Equip	1,500		1,500
1260.100	Utilities	8,800		8,800
1270.100	OSHA & Safety	4,848		4,848
1300.100	Project Clean Up	46,632	29,136	17,496
1350.100	Tools & Equipment	5,520		5,520
1460.100	Testing	2,012		2,012
1640.100	Close Out	1,240		1,240
	01.1 Administrative Requirements	446,696	433,784	12,912
01.2 Winter Conditions				
1475.100	Temp Heat Buildings	140,000	140,000	0
	01.2 Winter Conditions	140,000	140,000	0
02.2 Site Development				
2100.050	Sitework Sub	1,059,450		1,059,450
2105.000	Site-Gen'l Conditions		56,190	(56,190)
2220.110	Strip Topsoil		20,577	(20,577)
2220.202	Site Exc- Subsoil		32,399	(32,399)
2221.105	Building Excavation		30,749	(30,749)
2221.242	Bldg Exc- Utilities		5,160	(5,160)
2222.202	Site Fill		48,840	(48,840)
2222.302	Bldg Fill		8,625	(8,625)
2222.502	Import /Export Fill		73,584	(73,584)
2222.504	Screen Material on Site		15,530	(15,530)
2230.010	Drive and Parking Base		72,505	(72,505)
2272.201	Temp Erosion Control		135,980	(135,980)
2510.110	Asphalt Paving - Ton		78,961	(78,961)
2520.110	Concrete Paving		65,450	(65,450)
2525.100	Site Concrete Foundations		41,340	(41,340)
2525.110	Curbs- Concrete		4,770	(4,770)
2580.100	Pavement Marking		2,032	(2,032)
2605.100	Remodel Precast Structure		4,210	(4,210)
2605.104	Catch Basins		35,840	(35,840)
2605.204	Manholes		22,560	(22,560)
2610.010	Pipe Trenching		14,394	(14,394)
2610.014	Pipe Bedding		15,926	(15,926)
2610.016	Pipe Cover		8,600	(8,600)
2610.101	DI Push On Pipe		1,640	(1,640)
2615.201	PVC Pipe		15,673	(15,673)
2626.201	HD PolyE Pipe		4,507	(4,507)
2632.101	Copper Water Pipe		60	(60)
2641.424	Wet Tap Saddle		1,060	(1,060)
2650.120	Fire Hydrants		3,280	(3,280)
2840.210	Street Signs		1,075	(1,075)
2920.110	Soil Preparation		17,066	(17,066)
2930.110	Lawns & Grasses		19,587	(19,587)

Item	Description	Total		
		Amount		
		1093 Gifford GMP	1093 Gifford 01 With 041116 Alternates_summarized	Variance
2950.320	Filter Fabric		10,969	(10,969)
7210.400	Insulation- Rigid @ Foundation		81,474	(81,474)
	02.2 Site Development	1,059,450	950,610	108,840
02.8	Fencing			
2830.001	Fencing	10,463	8,520	1,943
	02.8 Fencing	10,463	8,520	1,943
02.9	Landscaping			
2515.110	Site Pavers		19,646	(19,646)
2900.100	Landscaping Sub	28,004	1,000	27,004
2950.310	Landscaping		16,585	(16,585)
	02.9 Landscaping	28,004	37,231	(9,227)
03.3	Cast In Place Concrete			
3000.010	Sub- Concrete Sub	392,366		392,366
3000.110	Conc Budget- Footings		140,854	(140,854)
3000.120	Conc Budget- Walls		112,504	(112,504)
3000.130	Conc Budget- SOG		118,580	(118,580)
3000.145	Conc Budget- Beams & Columns		3,850	(3,850)
7190.100	Vapor Retarders		18,429	(18,429)
	03.3 Cast In Place Concrete	392,366	394,217	(1,851)
03.4	Concrete Topping / Floor Prep			
3000.040	Conc Subs- Gypcrete	63,540	49,939	13,601
	03.4 Concrete Topping / Floor Prep	63,540	49,939	13,601
05.1	Structural Steel			
5000.004	Structural Erection	97,044		97,044
5025.004	Structural Steel Budget		38,960	(38,960)
5510.100	Stairs & Ladders		1,074	(1,074)
5512.200	Handrails		18,309	(18,309)
5700.000	Ornamental Metals		20,800	(20,800)
	05.1 Structural Steel	97,044	79,143	17,901
06.1	Rough Carpentry			
6002.100	Rough Carpentry	1,382,733	411,000	971,733
6050.500	Nails		17,678	(17,678)
6112.020	Sills PT		1,052	(1,052)
6112.100	Carriers & Girders		15,129	(15,129)
6112.200	Floor Framing		12,493	(12,493)
6112.220	Floor Framing PT		3,060	(3,060)
6112.250	Floor Trusses		305,752	(305,752)
6113.040	Framing Budget #s		12,592	(12,592)
6113.200	Stud Walls Interior		114,012	(114,012)
6113.300	Stud Walls Exterior		103,512	(103,512)
6113.600	Strapping		28,240	(28,240)
6114.250	TJI / LVL Rafters		6,102	(6,102)
6114.280	TJI / LVL Joist		118,702	(118,702)
6115.050	Plywood Roof Sheath		18,856	(18,856)
6115.100	Plywood Sidewall Sheath		35,948	(35,948)
6115.150	Plywood Shearwall Sheath		47,228	(47,228)

Item	Description	Total		
		Amount		
		1093 Gifford GMP	1093 Gifford 01 With 041116 Alternates_summarized	Variance
6115.200	Plywood Floor Sheath		77,295	(77,295)
6119.100	Stair Framing		5,152	(5,152)
6132.100	Timber Columns		17,567	(17,567)
	06.1 Rough Carpentry	1,382,733	1,351,372	31,361
	06.2 Exterior Finish Carpentry			
6050.500	Nails		1,700	(1,700)
6170.100	Pre-Fab Structural Wood		104,157	(104,157)
6200.100	Exterior Finish Carpentry	797,119	45,760	751,359
6220.020	Exterior Window Trim		52,172	(52,172)
6220.060	Exterior Soffit		6,425	(6,425)
6220.062	Exterior Trim		82,654	(82,654)
6220.080	Exterior Siding		75,547	(75,547)
6220.085	Exterior Columns		13,804	(13,804)
6220.090	Exterior Porch Finishes		3,286	(3,286)
7210.450	Insulation- Rigid @ walls		88,485	(88,485)
7460.300	Siding- Vinyl		71,868	(71,868)
7720.120	Gable end louvers		1,428	(1,428)
7920.200	Exterior Caulking		7,284	(7,284)
	06.2 Exterior Finish Carpentry	797,119	554,569	242,550
	06.3 Interior Finish Carpentry			
6220.099	Interior Finish Carpentry	413,003		413,003
6220.100	Interior Door Trim		42,600	(42,600)
6220.105	Interior Door Jambs		7,817	(7,817)
6220.110	Interior Window Trim		27,251	(27,251)
6220.120	Base Molding		9,851	(9,851)
6220.140	Wall Moldings		10,407	(10,407)
6220.600	Wood Paneling		2,647	(2,646)
6410.500	Stairs Build in Place		9,344	(9,344)
6410.600	Architectural Columns		4,954	(4,954)
8100.200	Doors- Hol Metal Frames		19,038	(19,038)
8100.300	Doors- Hol Metal		2,348	(2,348)
8205.100	Doors- Wood		18,370	(18,370)
8210.100	Doors- Wood Pre Hung		66,299	(66,299)
8710.090	Finish Hardware		31,378	(31,378)
10675.100	Metal Storage Shelving		25,088	(25,088)
	06.3 Interior Finish Carpentry	413,003	277,391	135,612
	06.4 Millwork			
6220.450	Countertops		4,355	(4,355)
6410.100	Custom Cabinets	30,310	37,362	(7,052)
	06.4 Millwork	30,310	41,716	(11,406)
	07.1 Water Proofing			
7100.100	Waterproofing	51,930	18,463	33,468
	07.1 Water Proofing	51,930	18,463	33,468
	07.2 Building Insulation			
7210.100	Insulation	209,600		209,600
7210.110	Insulation- Blown-In		51,242	(51,242)
7210.190	Insulation- Foam		52,623	(52,623)
7210.200	Insulation- Batt @ Walls		65,901	(65,901)

Item	Description	Total		
		Amount		
		1093 Gifford GMP	1093 Gifford 01 With 041116 Alternates_summarized	Variance
7210.300	Insulation- Batt @Ceiling		41,560	(41,560)
	07.2 Building Insulation	209,600	211,325	(1,725)
07.5	Roofing			
7300.000	Roofing Subcontractor	244,928		244,928
7310.100	Roofing Shingles		220,628	(220,628)
7410.111	Roofing- Sheet Metal		16,819	(16,819)
7530.100	Roofing- Membrane		30,753	(30,753)
7720.100	Roof Accessories		1,456	(1,456)
	07.5 Roofing	244,928	269,656	(24,728)
08.1	Doors, Frames & Hardware			
8100.100	Doors- Hol Metal Purchase	370,042	188,606	181,436
8810.100	Glazing- Glass		12,025	(12,025)
	08.1 Doors, Frames & Hardware	370,042	200,631	169,411
08.2	Access Doors			
8305.100	Doors- Access	574	574	0
	08.2 Access Doors	574	574	0
08.3	Overhead Doors			
8330.100	Doors- Coiling	7,593		7,593
	08.3 Overhead Doors	7,593		7,593
08.5	Wood and Fiberglass Windows			
8200.100	Doors - Wood Clad		31,603	(31,603)
8500.020	Windows- Purchase	213,651	242,338	(28,687)
	08.5 Wood and Fiberglass Windows	213,651	273,941	(60,290)
09.2	Gypsum Board Assemblies			
9000.001	Finishes - General	648,488		648,488
9111.100	Furring System		7,901	(7,901)
9130.100	Acoustic Suspension		10,687	(10,687)
9251.300	GWB 5/8" @ Walls		262,504	(262,504)
9271.100	GWB Taping		186,315	(186,315)
9500.010	Ceilings- Subcontract		33,889	(33,889)
	09.2 Gypsum Board Assemblies	648,488	501,296	147,192
09.5	Wood Flooring			
9560.100	Flooring- Wood		7,128	(7,128)
	09.5 Wood Flooring		7,128	(7,128)
09.6	Carpet and Resilient Flooring			
4550.610	Fireplaces Masonry		3,000	(3,000)
9315.100	Porcelain Tile		17,499	(17,499)
9330.100	Tile- Quarry		2,640	(2,640)
9381.100	Tile- Cast Stone		2,730	(2,730)
9650.100	Flooring- Resilient	528,689	81,016	447,673
9650.200	Flooring- Stair treads		3,339	(3,338)

Item	Description	Total		
		Amount		
		1093 Gifford GMP	1093 Gifford 01 With 041116 Alternates_summarized	Variance
9678.110	Flooring- Cove Base		25,872	(25,872)
9680.110	Carpet		156,461	(156,461)
	09.6 Carpet and Resilient Flooring	528,689	292,556	236,133
09.9	Painting			
7920.100	Interior Caulking		7,284	(7,284)
9780.920	Floors- Sealed Concrete		1,798	(1,797)
9910.100	Painting- Exterior		83,858	(83,858)
9920.100	Paint - Interior	339,031	213,177	125,854
	09.9 Painting	339,031	306,117	32,914
10.1	Specialties			
10000.001	Specialties	75,820		75,820
10522.100	Fire Cabinets		5,110	(5,110)
10529.200	Fire Control/Supression		1,808	(1,808)
10557.100	Postal Equip		5,143	(5,143)
10810.200	Toilet Access by each		31,158	(31,158)
10810.500	Medicine Cabinets		4,691	(4,691)
	10.1 Specialties	75,820	47,910	27,911
10.4	Signage			
10430.100	Signage	2,500		2,500
	10.4 Signage	2,500		2,500
10.7	Manufactured Fireplaces			
10305.100	Fireplaces Prebuilt	5,701	2,048	3,653
	10.7 Manufactured Fireplaces	5,701	2,048	3,653
10.8	Movable Partitions			
10605.100	Mesh Partitions	67,800	30,605	37,195
	10.8 Movable Partitions	67,800	30,605	37,195
11.3	Residential Appliances			
11400.110	Residential Appliances	203,456	172,518	30,938
	11.3 Residential Appliances	203,456	172,518	30,938
12.3	Residential Casework			
6220.450	Countertops		166,325	(166,325)
6410.200	Stock Cabinets		102,024	(102,024)
12380.130	Casework- Misc	344,505		344,505
	12.3 Residential Casework	344,505	268,348	76,157
13.9	Fire Sprinkler			
13930.100	Sprinkler	189,550	186,250	3,300
	13.9 Fire Sprinkler	189,550	186,250	3,300
14.2	Elevators			
14240.100	Elevator	92,700	65,000	27,700

Item	Description	Total		
		Amount		
		1093 Gifford GMP	1093 Gifford 01 With 041116 Alternates_summarized	Variance
	14.2 Elevators	92,700	65,000	27,700
15.1	Mechanical & Plumbing			
15400.430	Plumbing		1,229,328	(1,229,328)
15500.110	HVAC	2,219,144	701,599	1,517,545
15950.100	Controls		347,032	(347,032)
15950.200	Kitchen Exhaust Hoods		55,034	(55,034)
	15.1 Mechanical & Plumbing	2,219,144	2,332,993	(113,849)
16.1	Electrical			
16005.000	Electrical		1,203,849	(1,203,849)
16010.000	Electrical Subs	1,402,586		1,402,586
16600.000	Electrical Items		279,930	(279,930)
	16.1 Electrical	1,402,586	1,483,779	(81,193)
	Total	12,079,016	10,989,629	1,089,387

Item	Description	Total		
		Amount		
		1093 Gifford GMP	1093 Gifford 01 With 041116 Alternates_summarized	Variance

Estimate Totals

Labor	352,068	1,856,842	(1,504,774)
Material	1,203,680	2,376,095	(1,172,415)
Subcontract	10,499,718	6,150,728	4,348,990
Equipment	5,050	201,316	(196,266)
Other	18,500	404,648	(386,148)
	<u>12,079,016</u>	<u>10,989,629</u>	<u>1,089,387</u>
General Liability Insurance	90,593	82,422	8,170
	<u>12,169,608</u>	<u>11,072,051</u>	<u>1,097,557</u>
CM Fee	273,816	249,121	24,695
Contingency	182,544	831,928	(649,384)
Cut Sheet Adds or Deducts	31	(1)	32
	<u>12,626,000</u>	<u>12,153,100</u>	<u>472,900</u>
Total	<u><u>12,626,000</u></u>	<u><u>12,153,100</u></u>	<u><u>472,900</u></u>

Owner Cost Work Sheet
Independent Living 50% Design Development Budget Estimate Rev 1 4/11/16
Gifford Medical Center **OPTION B**

Architect: Wiemann Lamphere

Revised 4/11/2016

N/A = Not Applicable

A/E = Architect/Engineer

CM = Construction Manager

? = Information to be verified by party

D/B = Design Build

	1 Property (Land and/or Building(s) Acquisition)	Responsibility	Cost	Notes
	A Feasibility Studies	NA	\$0	
	B Subsurface Exploration, Soils Borings, etc. in 7C	NA	\$0	
	C Environmental Clearance			
	1. Contaminated Soils/Tanks	NA	\$0	
	2. Radon	NA	\$0	
	3. Asbestos Abatement	Owner	\$0	
	4. Lead Abatement	NA	\$0	
	5. Other (mold, etc.)	Owner	\$0	
	D Property Survey	Owner	\$0	
	E Appraisal	Owner	\$0	
	F Purchase	Owner	\$0	
	2 Administrative			
	A Legal	Owner	\$0	Linda to review with Jeff
	B Accounting/Auditing	NA	\$0	
	C Owner/Representative	Owner	\$0	
	D Insurances			
	1. Property Insurance	Owner	\$0	
	2. Builder's Risk (Max. 1,500 Deduct)	Owner	\$36,459	
	3. Insure Deductible	Owner	\$0	
	4. Owner's Protective Liability	Owner	\$0	
	5. Other	Owner	\$0	
	E Website Management	NA	\$0	
	F Waste Management	CM	\$0	
	G Interior Life Safety	CM	\$0	
	H Infection Control	CM	\$0	
	I Commissioning	None	\$0	
	J Other	Owner	\$0	
	3 Project Financing		\$0	
	4 Project Clerk of Works/Technical Reps		\$0	
	5 Architectural and Engineering (A/E) Fees			
	A Master Planning	NA	\$0	
	B Models/Renderings	NA	\$0	
	C Architectural Fees	Owner	\$400,000	
	D Civil Engineering in 5C	Owner	\$0	
	E Landscape Design	NA	\$0	
	F Structural Engineering	in 5.C	\$0	
	G Mechanical, Plumbing, HVAC Design	in 5.C	\$0	
	H Fire Protection (Sprinkler) Design	in 5.C	\$0	
	I Electrical Design	in 5.C	\$0	
	J A/E Additional Services	NA	\$0	
	K IBC Inspecting	Owner	\$0	
	L Commissioning	NA	\$0	
	6 All A/E Reimbursables, Tel, Fax, Expressage, Printing and Travel	Owner	\$4,000	
	7 Special Consultants (Including Reimbursables)			
	A Permit Work	Owner	\$0	
	B Survey/Traffic Studies	NA	\$0	
	C Geotechnical Engineer	Owner	\$0	
	D Environmental/Wetland	NA	\$0	
	E Hazardous Abatement	Owner	\$0	
	F Asbestos Abatement - testing during const.	NA	\$0	
	G Energy Studies/Envelope	NA	\$0	
	H Sustainable Design	NA	\$0	
	I Code Consultant	NA	\$0	
	J Clean	NA	\$0	
	K Acoustical	NA	\$0	
	L Equipment Planning	NA	\$0	
	M Food Service	NA	\$0	
	N Radiation Protection	NA	\$0	
	O Interior Design	NA	\$0	
	P Signage (Way Finding)	NA	\$0	
	Q Lighting	NA	\$0	
	R Voice/Data	NA	\$0	

Owner Cost Work Sheet
Independent Living 50% Design Development Budget Estimate Rev 1 4/11/16
Gifford Medical Center **OPTION B**

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	S	Telecommunications		NA		\$0	
	T	Security		NA		\$0	
	U	Other Specialties (pool, rink, museums, etc.)		NA		\$0	
	V	Commissioning		in 16		\$30,000	
	W	LEED		NA		\$0	
	8	Preconstruction Services					
	A	Design Fees		NA		\$0	
	B	Site Visits		NA		\$0	
	C	CM Precon		Owner		\$18,000	
	D	Special Scheduling		NA		\$0	
	E	Miscellaneous Expenses		Owner		\$0	
	9	Permits					
	A	Department of public Safety (VT)	0.0055	Owner		\$67,348	
	B	Act 250 (VT)	0.0045	Owner		\$0	Included in SNF
	C	Local Zoning		Owner		\$0	Included in SNF
	D	State Pollution Control		NA		\$0	
	E	State Energy		NA		\$0	
	F	Buried Tanks		NA		\$0	
	G	Special Emission		NA		\$0	
	H	Driveway		NA		\$0	
	I	Highway/Street		NA		\$0	
	J	Wetlands/Natural Resources	in 9B	NA		\$0	
	K	Storm Water	in 9B	NA		\$0	
	L	Local Building Permit	in 9C	NA		\$0	
	M	Certificate of Need		Owner		\$0	
	10	Impact Fees					
	A	Water		NA		\$0	
	B	Sewer		Owner		\$23,000	
	C	Storm		NA		\$0	
	D	Street		NA		\$0	
	E	Other		NA		\$0	
	11	Soil Borings/Test Pits	in 7C		3500	\$3,500	
	12	Testing					
	A	Soils		Owner		\$5,000	
	B	Concrete		Owner		\$5,000	
	C	Steel		Owner		\$2,000	
	D	Fireproofing		Owner		\$0	
	E	Air Infiltration (blower door)		NA		\$0	
	F	Infrared Inspection		NA		\$0	
	G	Thermal Envelope		NA		\$0	
	13	Utility Company Charges					
	A	Electrical		Owner		\$20,000	
	B	Gas		NA		\$0	
	C	Water		NA		\$0	
	D	Sewer		NA		\$0	
	E	Storm		NA		\$0	
	F	Telephone		Owner		\$5,000	
	G	CATV		Owner		\$2,000	
	14	Typical Equipment By Owner					
	A	Lab Equipment		NA		\$0	
	B	Medical Equipment, OR Lights, X-Ray, Gas Booms		Owner		\$0	
		Blanket warmers		Owner		\$0	
		Ice machines		Owner		\$0	
		Med refrigerator		Owner		\$0	
		Utensil washer		Owner		\$0	
		Bathing fixture		Owner		\$0	
	C	Laundry Equipment		Owner		\$0	
	D	Bank Equipment		NA		\$0	
	E	Theater Equipment		NA		\$0	
	F	Library Equipment		Owner		\$0	
	G	Food Service Equipment		Owner		\$125,435	
	H	Vending Equipment		NA		\$0	
	I	Storage Shelving		15A		\$0	

Owner Cost Work Sheet**Independent Living 50% Design Development Budget Estimate Rev 1 4/11/16****Gifford Medical Center****OPTION B**

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	J Audio/Video	NA	\$0	
	K Appliances	N/A	\$0	In Construction Estimate
	L Recycling	NA	\$0	
15 Typical Furnishings By Owner				
	A Furniture	Owner	\$200,000	
	B Drapes/Blinds	Owner	\$0	
	C Signage	15A	\$0	
	D Art Work	15A	\$0	
	E Office System Furniture (modular)	see 15.A		
	F Misc Shelving	15A		
	G Fitness	15.A		
	H Installation	see 15.A		
16 Commissioning Agent				
		Owner	\$0	
17 Information/Technology				
	A Telephone Raceway	NA	\$0	
	B Telephone Wire	Owner	\$0	
	C Telephone Equipment	Owner	\$0	
	D Cable TV - wiring only	NA	\$0	
	E Data/Networking	Owner	\$0	
	F Clock System	NA	\$0	
	G Sound System	NA	\$0	
	H Owner Security	Owner	\$5,000	
	I Nurse Call	Owner	\$0	
	J Alt Energy	NA	\$0	
	K Solar	NA	\$0	
18 Moving Costs				
	A Phases	NA	\$0	
	B Temporary	NA	\$0	
	C Permanent	Owner	\$0	
	D Storage	NA	\$0	
19 Relocate User Parking				
	A Temporary Lot	NA	\$0	
	B Shuttle Service	NA	\$0	
20 Escalation/Inflation				
		NA	\$0	
	Total owner cost excluding Construction		\$951,742	
21 Construction Cost				
			\$12,153,100	In CM Estimate
21 Owner Project Contingency				
		Owner	\$0	In CM Estimate
22 Total Owner Project Costs				
			\$13,104,842	
23 1/3 cost of CIP loop road				
			\$ 177,532.97	
24 34% CIP Retirement Community				
			\$506,481.35	
25 Total Project Cost				
			\$13,788,857	

**Gifford
Independent Living**

Required Tables

When completing the tables please note that you need only fill-in the **shaded fields**. Fields with diagonal lines indicating **N/A** do not require an entry. The CON Application Form tables, when completed electronically, are set up to calculate totals as well as pre-populate fields in other tables for you. If you have any questions please contact Division staff. Also, please contact Division staff prior to determining if a given table may not be applicable for your project.

Applicants are encouraged to submit an electronic version of a completed application via attachment to email. Please send electronic versions as attachments to email addressed to: Donna.Jerry@state.vt.us

<u>Table</u>	<u>Description</u>
1	Project Costs
2	Debt Financing Arrangement: Sources & Uses of Funds
3A	Income Statement: Without Project
3B	Income Statement: Project Only
3C	Income Statement: With Project (no 'fill-in' required)
4A	Balance Sheet - Unrestricted Funds: Without Project
4B	Balance Sheet - Unrestricted Funds: Project Only
4C	Balance Sheet - Unrestricted Funds: With Project (no 'fill-in' required)
5A	Statement of Cash Flows: Without Project
5B	Statement of Cash Flows: Project Only
5C	Statement of Cash Flows: With Project (no 'fill-in' required)
6A	Revenue Source Projections: Without Project
6B	Revenue Source Projections: Project Only
6C	Revenue Source Projections: With Project (no 'fill-in' required)
7	Utilization Projections: Totals
8	Utilization Projections: Project Specific
9	Staffing Projections: Totals

NOTE: When completing this table make entries in the shaded fields only.

Gifford
Independent Living
TABLE 1
PROJECT COSTS

Construction Costs	
1. New Construction	\$ 7,277,995
2. Renovation	
3. Site Work	1,657,898
4. Fixed Equipment	4,227,843
5. Design/Bidding Contingency	
6. Construction Contingency	
7. Construction Manager Fee	
8. Other (please specify)	
Subtotal	\$ 13,163,736
Related Project Costs	
1. Major Moveable Equipment	\$ 58,083
2. Furnishings, Fixtures & Other Equip.	142,185
3. Architectural/Engineering Fees	373,075
4. Land Acquisition	
5. Purchase of Buildings	
6. Administrative Expenses & Permits	51,777
7. Debt Financing Expenses (see below)	347,998
8. Debt Service Reserve Fund	
9. Working Capital	
10. Other (please specify)	
Subtotal	\$ 973,117
Total Project Costs	\$ 14,136,853

Debt Financing Expenses	
1. Capital Interest	\$ 347,998
2. Bond Discount or Placement Fee	
3. Misc. Financing Fees & Exp. (issuance costs)	
4. Other	
Subtotal	\$ 347,998
Less Interest Earnings on Funds	
1. Debt Service Reserve Funds	
2. Capitalized Interest Account	
3. Construction Fund	
4. Other	
Subtotal	\$ -
Total Debt Financing Expenses	\$ 347,998
feeds to line 7 above	

NOTE: When completing this table make entries in the shaded fields only.

Gifford
Independent Living
TABLE 2
DEBT FINANCING ARRANGEMENT, SOURCES & USES OF FUNDS

Sources of Funds		
1. Financing Instrument	Note	
a. Interest Rate	4.4%	
b. Loan Period	Dec 2016 To: Jun 2028	
c. Amount Financed		\$ 12,000,000
2. Equity Contribution		
3. Other Sources		
a. Working Capital		2,136,853
b. Fundraising		
c. Grants		
d. Other		
Total Required Funds		\$ 14,136,853

Uses of Funds		
<u>Project Costs (feeds from Table 1)</u>		
1. New Construction		\$ 7,277,995
2. Renovation		-
3. Site Work		1,657,898
4. Fixed Equipment		4,227,843
5. Design/Bidding Contingency		-
6. Construction Contingency		-
7. Construction Manager Fee		-
8. Major Moveable Equipment		58,083
9. Furnishings, Fixtures & Other Equip.		142,185
10. Architectural/Engineering Fees		373,075
11. Land Acquisition		-
12. Purchase of Buildings		-
13. Administrative Expenses & Permits		51,777
14. Debt Financing Expenses		347,998
15. Debt Service Reserve Fund		-
16. Working Capital		-
17. Other (please specify)		-
Total Uses of Funds		\$ 14,136,853

Total sources should equal total uses of funds.

NOTE: When completing this table make entries in the shaded fields only.

Gifford
Independent Living
 TABLE 3A
 INCOME STATEMENT
 WITHOUT PROJECT

	Latest Actual 2018	Budget 2019	Proposed Year 1 2020	Proposed Year 2 2021	Proposed Year 3 2022
Revenues					
Inpatient Care Revenue					
Outpatient Care Revenue					
Chronic/Rehab Revenue					
SNF/ECF Patient Care Revenue					
Swing Beds Patient Care Revenue					
Gross Patient Care Revenue	\$ -	\$ -	\$ -	\$ -	\$ -
Disproportionate Share Payments					
Free Care & Bad Debt					
Deductions from Revenue					
Net Patient Care Revenue	\$ -	\$ -	\$ -	\$ -	\$ -
Other Operating Revenue	1,578,710	\$ 2,178,804	\$ 2,591,739	\$ 2,639,790	\$ 2,713,975
Total Operating Revenue	\$ 1,578,710	\$ 2,178,804	\$ 2,591,739	\$ 2,639,790	\$ 2,713,975
Operating Expense					
Salaries (Non-MD)	\$ 355,555	\$ 366,222	\$ 445,395	\$ 458,757	\$ 472,519
Fringes Benefits (Non-MD)	88,889	\$ 91,555	\$ 111,349	\$ 114,689	\$ 118,130
Physician Fees/Salaries/Contracts/Fringes					
Health Care Provider Tax					
Depreciation/Amortization	403,910	\$ 403,910	\$ 403,910	\$ 403,910	\$ 403,910
Interest	464,012	\$ 423,797	\$ 381,818	\$ 337,997	\$ 292,255
Other Operating Expense	776,412	\$ 752,394	\$ 805,301	\$ 834,228	\$ 858,595
Total Operating Expense	\$ 2,088,778	\$ 2,037,878	\$ 2,147,772	\$ 2,149,581	\$ 2,145,409
Net Operating Income (Loss)	\$ (510,068)	\$ 140,926	\$ 443,967	\$ 490,209	\$ 568,566
Non-Operating Revenue	-				
Excess (Deficit) of Rev Over Exp	\$ (510,068)	\$ 140,926	\$ 443,967	\$ 490,209	\$ 568,566

Latest actual numbers should tie to the hospital budget process.

NOTE: When completing this table make entries in the shaded fields only.

**Gifford
Independent Living
TABLE 4A
BALANCE SHEET - UNRESTRICTED FUNDS
WITHOUT PROJECT**

ASSETS	Latest Actual 2018	Budget 2019	Proposed Year 1 2020	Proposed Year 2 2021	Proposed Year 3 2022
Current Assets					
Cash & Investments	\$ -	\$ 594,447	\$ 620,185	\$ 464,086	\$ 82,400
Patient Accounts Receivable, Gross	-				
Less: Allowance for Uncollectable Accts.					
Due from Third Parties					
Other Current Assets					
Total Current Assets	\$ -	\$ 594,447	\$ 620,182	\$ 464,086	\$ 82,400
Board Designated Assets					
Funded Depreciation					
Escrowed Bond Funds					
Other					
Total Board Designated Assets	\$ -	\$ -	\$ -	\$ -	\$ -
Property, Plant & Equipment					
Land, Buildings & Improvements	\$ 9,709,933	\$ 9,709,933	\$ 9,709,933	\$ 9,709,933	\$ 9,709,933
Fixed Equipment	4,226,707	4,226,707	4,226,707	4,226,707	4,226,707
Major Moveable Equipment	200,214	200,214	200,214	200,214	200,214
Construction in Progress					
Total Property, Plant & Equipment	\$ 14,136,853	\$ 14,136,853	\$ 14,136,853	\$ 14,136,853	\$ 14,136,853
Less: Accumulated Depreciation					
Land, Buildings & Improvements	\$ 284,067	\$ 568,133.70	\$ 852,200.55	\$ 1,136,267.40	\$ 1,420,334.25
Fixed Equipment	108,513	\$ 217,025.82	\$ 325,538.73	\$ 434,051.64	\$ 542,564.55
Major Moveable Equipment	11,330	\$ 22,660.46	\$ 33,990.69	\$ 45,320.92	\$ 56,651.15
Total Accumulated Depreciation	\$ 403,910	\$ 807,820	\$ 1,211,730	\$ 1,615,640	\$ 2,019,550
Total Net Property, Plant & Equipment	\$ 13,732,943	\$ 13,329,033	\$ 12,925,123	\$ 12,521,213	\$ 12,117,303
Other Long-Term Assets	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL ASSETS	\$ 13,732,943	\$ 13,923,480	\$ 13,545,305	\$ 12,985,299	\$ 12,199,703
LIABILITIES AND FUND BALANCE					
Current Liabilities					
Accounts Payable		\$ -	\$ -	\$ -	\$ -
Salaries, Wages & Payroll Taxes Payable		-	-	-	-
Estimated Third-Party Settlements		-	-	-	-
Other Current Liabilities	3,451,967	4,458,746	4,635,750	4,628,502	4,363,049
Current Portion of Long-Term Debt		-	-	-	-
Total Current Liabilities	\$ 3,451,967	\$ 4,458,746	\$ 4,635,750	\$ 4,628,502	\$ 4,363,049
Long-Term Debt					
Bonds & Mortgages Payable	\$ -	\$ -	\$ -	\$ -	\$ -
Capital Lease Obligations	500,000	500,000	500,000	500,000	500,000
Other Long-Term Debt-Intercompany Fund	10,291,044	9,333,876	8,334,730	7,291,763	6,203,053
Total Long-Term Debt	\$ 10,791,044	\$ 9,833,876	\$ 8,834,730	\$ 7,791,763	\$ 6,703,053
Total Other Non-Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -
Total Liabilities	\$ 14,243,011	\$ 14,292,622	\$ 13,470,480	\$ 12,420,265	\$ 11,066,102
Fund Balance	\$ (510,068)	\$ (369,142)	\$ 74,825	\$ 565,034	\$ 1,133,601
TOTAL LIABILITIES & FUND BALANCE	\$ 13,732,943	\$ 13,923,480	\$ 13,545,305	\$ 12,985,299	\$ 12,199,703

NOTE: When completing this table make entries in the shaded fields only.

Gifford
Independent Living
 TABLE 5A
 STATEMENT OF CASH FLOWS
 WITHOUT PROJECT

	Latest Actual 2018	Budget 2019	Proposed Year 1 2020	Proposed Year 2 2021	Proposed Year 3 2022
Beginning Cash		\$ -	\$ 594,447	\$ 620,185	\$ 464,086
Operations					
Excess revenues over expenses	(510,068)	-	-	-	-
Depreciation / Amortization	403,910	403,910	403,910	403,910	403,910
(Increase)/Decrease Patient A/R	4,664,559	3,185,582	2,768,743	2,632,543	2,448,522
(Increase)/Decrease Other Changes	(1,114,698)	(1,614,080)	(1,765,954)	(1,811,584)	(1,853,154)
Subtotal Cash from Operations	\$ 3,443,704	\$ 1,975,412	\$ 1,406,699	\$ 1,224,869	\$ 999,278
Investing Activity					
Capital Spending					
Capital					
Capitalized Interest					
Change in accum depr less depreciation					
(Increase) Decrease in capital assets					
Subtotal Capital Spending	\$ -	\$ -	\$ -	\$ -	\$ -
(Increase) / Decrease					
Funded Depreciation					
Other LT assets & escrowed bonds & other					
Subtotal (Increase) / Decrease	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Cash from Investing Activity	\$ -	\$ -	\$ -	\$ -	\$ -
Financing Activity					
Debt (increase) decrease					
Bonds & mortgages					
Repayment	(3,443,704)	(1,380,965)	(1,380,965)	(1,380,965)	(1,380,965)
Capital lease & other long term debt/intercompany Transfer		-	-	-	-
Subtotal Cash from Financing Activity	\$ (3,443,704)	\$ (1,380,965)	\$ (1,380,965)	\$ (1,380,965)	\$ (1,380,965)
Other Changes (please describe)					
Manual adjustment					
Other					
Change in fund balance less net income					
Other					
Subtotal Other Changes	\$ -	\$ -	\$ -	\$ -	\$ -
Net Increase (Decrease) in Cash	\$ (0)	\$ 594,447	\$ 25,734	\$ (156,096)	\$ (381,687)
Ending Cash	\$ (0)	\$ 594,447	\$ 620,181	\$ 464,089	\$ 82,399

NOTE: When completing this table make entries in the shaded fields only.

**Gifford
Independent Living
TABLE 6A
REVENUE SOURCE PROJECTIONS
WITHOUT PROJECT**

	Latest Actual 2018	% of Total	Budget 2019	% of Total	Proposed Year 1 2020	% of Total	Proposed Year 2 2021	% of Total	Proposed Year 3 2022	% of Total
Gross Inpatient Revenue										
Medicare		2.5%		2.5%		2.5%		2.5%		2.5%
Medicaid		90.8%		90.8%		90.8%		90.8%		90.8%
Commercial		0.0%		0.0%		0.0%		0.0%		0.0%
Self Pay		6.7%		6.7%		6.7%		6.7%		6.7%
Free Care / Bad Debt		0.0%		0.0%		0.0%		0.0%		0.0%
Other	1,578,710	0.0%	2,178,804	0.0%	2,591,739	0.0%	2,639,790	0.0%	2,713,975	0.0%
	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -	#DIV/0!
Gross Outpatient Revenue										
Medicare										
Medicaid										
Commercial										
Self Pay										
Free Care / Bad Debt										
Other										
Gross Other Revenue										
Medicare										
Medicaid										
Commercial										
Self Pay										
Free Care / Bad Debt										
Other										
Gross Patient Revenue										
Medicare	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Medicaid	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Commercial	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Self Pay	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Free Care / Bad Debt	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Other	1,578,710	100.0%	2,178,804	100.0%	2,591,739	100.0%	2,639,790	100.0%	2,713,975	100.0%
	\$ 1,578,710	100.0%	\$ 2,178,804	100.0%	\$ 2,591,739	100.0%	\$ 2,639,790	100.0%	\$ 2,713,975	100.0%
Deductions from Revenue										
Medicare		5.0%		5.0%		5.0%		5.0%		5.0%
Medicaid		95.0%		95.0%		95.0%		95.0%		95.0%
Commercial		#DIV/0!		#DIV/0!		0.0%		#DIV/0!		#DIV/0!
Self Pay		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Free Care / Bad Debt		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Other		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -	#DIV/0!
Net Patient Revenue										
Medicare	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Medicaid	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Commercial	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Self Pay	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Free Care / Bad Debt	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Other	1,578,710	100.0%	2,178,804	100.0%	2,591,739	100.0%	2,639,790	100.0%	2,713,975	100.0%
DSP*	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
	\$ 1,578,710	100.0%	\$ 2,178,804	100.0%	\$ 2,591,739	100.0%	\$ 2,639,790	100.0%	\$ 2,713,975	100.0%

Latest actual numbers should tie to the hospital budget process.

* Disproportionate share payments

NOTE: When completing this table make entries in the shaded fields only.

**Gifford
Independent Living
TABLE 7
UTILIZATION PROJECTIONS
TOTALS**

A: WITHOUT PROJECT		Latest Actual	Budget	Proposed	Proposed	Proposed
		2018	2019	Year 1 2020	Year 2 2021	Year 3 2022
Inpatient Utilization						
Staffed Beds						
Admissions						
Patient Days						
Average Length of Stay						
Outpatient Utilization						
Entrance Fee		15	20	22	23	23
Rental Fee		15	19	22	22	22
2nd Occupant		8	10	12	13	13
Physician Office Visits		-	-	-	-	-
Ancillary						
All OR Procedures		-	-	-	-	-
Emergency Room Visits		-	-	-	-	-
Adjusted Statistics						
Adjusted Admissions						
Adjusted Patient Days						

B: PROJECT ONLY		Latest Actual	Budget	Proposed	Proposed	Proposed
		2018	2019	Year 1 2020	Year 2 2021	Year 3 2022
Inpatient Utilization						
Staffed Beds						
Admissions						
Patient Days						
Average Length of Stay						
Outpatient Utilization						
All Outpatient Visits						
OR Procedures						
Observation Units						
Physician Office Visits						
Ancillary						
All OR Procedures						
Emergency Room Visits						
Adjusted Statistics						
Adjusted Admissions				-	-	-
Adjusted Patient Days						

C: WITH PROJECT		Latest Actual	Budget	Proposed	Proposed	Proposed
		2018	2019	Year 1 2020	Year 2 2021	Year 3 2022
Inpatient Utilization						
Staffed Beds		-				
Admissions		-				
Patient Days		-				
Average Length of Stay		-				
Outpatient Utilization						
All Outpatient Visits		-				
OR Procedures		-				
Observation Units		-				
Physician Office Visits		-				
Ancillary						
All OR Procedures		-				
Emergency Room Visits		-				
Adjusted Statistics						
Adjusted Admissions		-				
Adjusted Patient Days		-				

NOTE: When completing this table make entries in the shaded fields only.

**Gifford
Independent Living
TABLE 8
UTILIZATION PROJECTIONS
PROJECT SPECIFIC**

A: WITHOUT PROJECT		Latest Actual	Budget	Proposed	Proposed	Proposed
You may wish to enter your own categories below:		2018	2019	Year 1	Year 2	Year 3
				2020	2021	2022
Acute						
Acute Care Admissions						
Acute Patient Days						
Acute Staffed Beds						
Imaging						
Radiology - Diagnostic Procedures						
Nuclear Medicine Procedures						
Cat Scan Procedures						
Magnetic Resonance Imaging						
Other						
Laboratory Tests						
Division staff can assist in determining the amount of detail required to support your proposal.						

B: PROJECT ONLY		Latest Actual	Budget	Proposed	Proposed	Proposed
		2018	2019	Year 1	Year 2	Year 3
				2020	2021	2022
Acute						
Acute Care Admissions		N/A				
Acute Patient Days		N/A				
Acute Staffed Beds		N/A				
Imaging						
Radiology - Diagnostic Procedures		N/A				
Nuclear Medicine Procedures		N/A				
Cat Scan Procedures		N/A				
Magnetic Resonance Imaging		N/A				
Other						
Laboratory Tests		N/A				
		N/A				
		N/A				
		N/A				
		N/A				
		N/A				

C: WITH PROJECT		Latest Actual	Budget	Proposed	Proposed	Proposed
		2018	2019	Year 1	Year 2	Year 3
				2020	2021	2022
Acute						
Acute Care Admissions		-	-	-	-	-
Acute Patient Days		-	-	-	-	-
Acute Staffed Beds		-	-	-	-	-
Imaging						
Radiology - Diagnostic Procedures		-	-	-	-	-
Nuclear Medicine Procedures		-	-	-	-	-
Cat Scan Procedures		-	-	-	-	-
Magnetic Resonance Imaging		-	-	-	-	-
Other						
Laboratory Tests		-	-	-	-	-
		-	-	-	-	-
		-	-	-	-	-
		-	-	-	-	-
		-	-	-	-	-
		-	-	-	-	-

NOTE: When completing this table make entries in the shaded fields only.

Gifford
Independent Living
 TABLE 9
 STAFFING PROJECTIONS
 TOTALS

A: WITHOUT PROJECT	Latest Actual	Budget	Proposed	Proposed	Proposed
	2018	2019	Year 1	Year 2	Year 3
			2020	2021	2022
Non-MD FTEs					
Total General Services	12.0	12.0	14.5	14.5	14.5
Total Inpatient Routine Services					
Total Outpatient Routine Services					
Total Ancillary Services					
Total Other Services					
Total Non-MD FTEs	12.0	12.0	14.5	14.5	14.5
Physician FTEs					
Direct Service Nurse FTEs					

B: PROJECT ONLY	Latest Actual	Budget	Proposed	Proposed	Proposed
	2018	2019	Year 1	Year 2	Year 3
			2020	2021	2022
Non-MD FTEs					
Total General Services					
Total Inpatient Routine Services					
Total Outpatient Routine Services					
Total Ancillary Services					
Total Other Services					
Total Non-MD FTEs	0.0	0.0	0.0	0.0	0.0
Physician Services					
Direct Service Nurse FTEs					

C: WITH PROJECT	Latest Actual	Budget	Proposed	Proposed	Proposed
	2018	2019	Year 1	Year 2	Year 3
			2020	2021	2022
Non-MD FTEs					
Total General Services					
Total Inpatient Routine Services					
Total Outpatient Routine Services					
Total Ancillary Services					
Total Other Services					
Total Non-MD FTEs	0.0	0.0	0.0	0.0	0.0
Physician Services					
Direct Service Nurse FTEs					



Gifford Retirement Community

44 South Main Street, Randolph, Vermont 05060
802-728-7887 • fax 802-728-7886

19 February 2016

Jim Moulton
PO Box 356
Randolph, VT 05060

Dear Jim,

As discussed in our meeting of Friday, February 12, 2016, Gifford Medical Center plans to expand our Retirement Community at Morgan Orchards in Randolph Center. The next proposed facility on the campus is a 49 unit Independent Living Facility scheduled for completion in the summer of 2017.

We believe transportation plays a crucial role in an independent lifestyle and is critical to our ability to meet our basic goal of supporting seniors with services that help keep them safe and maximize their quality of life. To that end, and per our conversation, we see three initial ways to move this partnership forward:

1. **Promote Current Service:** We will work with Stagecoach to promote the services you are currently able to provide for our residents:
 - **89er and the 89er North**, which provides access Monday-Friday to employment and shopping centers in Montpelier and the Upper Valley;
 - **The Maxi Taxi**, which provides door-to-door service Monday-Friday between 9:00a and 3:00p to grocery stores, medical appointments, pharmacies and other locations in the Randolph area; and
 - **The Saturday Shopper**, which provides weekly service the Shopping District on West Lebanon's Route 12A, including the K-Mart, JC Penney, and Wal-Mart plazas.
2. **Participate in Planning for Future Service:** We will work with Stagecoach to identify a) unmet transportation needs within our population and b) potential funding sources to support transportation services.
3. **Facility Design:** Our design includes the following accommodations for bus service:
 - Indoor waiting lobby 15 feet from curbside pickup;
 - Ability for bus to pull through for pick-ups and drop-offs;
 - No overhead clearance restrictions;
 - Parking lot and sidewalk lighting designed to illuminate the bus stop location; and
 - Turning radius designed to accommodate vehicles bigger than buses.

This letter formally acknowledges the commitment of both Stagecoach and Gifford Medical Center to continue to strengthen our partnership in providing safe, affordable, and accessible transportation options to the community we both work to serve.

Sincerely,

Linda Minsinger, RN, Med, MS, NHA
Executive Director

Jim Moulton, Executive Director
Stagecoach Transportation Services



Gifford Community Health Integration Model

