

**Green Mountain Care Board**  
89 Main Street  
Montpelier, VT 05620

[phone] 802-828-2177  
www.gmcboard.vermont.gov

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## **DELIVERED ELECTRONICALLY**

January 19, 2018

Ms. Shireen Hart, Esq.  
Primmer, Piper, Eggleston & Cramer, PC  
150 South Champlain St.  
PO Box 1489  
Burlington, VT 05402

### **RE: Docket No. GMCB-001-18con, Proposed Purchase of Maple Lane Nursing Home, Union House Nursing Home and Pines Rehab and Health Care Center**

Dear Ms. Hart:

Thank you for your letter regarding the above referenced project.

The application must include a detailed description of, and the need for, the proposed project, cost of the individual components and/or facilities and total project cost, and an explanation of existing and new or expanded services to be offered, any purchase or lease arrangements that will be entered into, and a description of any renovation/construction and IT components of the project.

The application should address the Institute of Health Improvement Triple Aims: 1) improving the individual experience of care, 2) improving the health of populations, and 3) reducing the per capita costs of care for populations. The application must meet the criteria set forth in 18 V.S.A. § 9437, other than subsection (7), which is not applicable to this project. For subsection (1), please review the Health Resource Allocation Plan (HRAP) and address how the project is consistent with its standards (specifically, standards 1.6, 1.7, 1.9, 1.10, 1.11, 1.12, 3.12, 4.7, 5.1, 5.2, 5.3, 5.4 and 5.12 may apply).

Sufficient financial information is also required to evaluate the impact of the project. For each of the three facilities, please submit the following:

- **Profit and Loss Statements:** Include the actual for 12-month period for 2015, 2016, 2017, Budget 2018, Proposed Year 1, Proposed Year 2, and Proposed Year 3 (specify the 12-month period for each). Include a summary of all financial assumptions that underlie projections;
- **Revenue Projections:** Include the actual for 12-month period for 2015, 2016, 2017, Budget 2018, Proposed Year 1, Proposed Year 2, and Proposed Year 3 (specify the 12-month period for each). Include a summary of all financial assumptions that underlie projections;



- Balance Sheets: Include the actual for 12-month period for 2015, 2016, 2017, Budget 2018, Proposed Year 1, Proposed Year 2, and Proposed Year 3 (specify the 12-month period for each). Include a summary of all financial assumptions that underlie projections;
- Cash Flows: Include the actual for 12-month period for 2015, 2016, 2017, Budget 2018, Proposed Year 1, Proposed Year 2, and Proposed Year 3 (specify the 12-month period for each). Include a summary of all financial assumptions that underlie projections;
- Operating Costs: Indicate actual by line item for a 12- month period for 2015, 2016, 2017, Budget 2018, Proposed Year 1, Proposed Year 2, and Proposed Year 3 (specify the 12-month period for each). Include a summary of all financial assumptions that underlie projections.
- Financial Table 1, Project Costs;
- Financial Table 2, Financing Arrangement;
- Financial Table 6A, 6B, and 6C, Revenue Source Projections;
- Financial Table 7A, 7B, and 7C, Utilization Projections;
- Financial Table 9A, 9B, and 9C, Staffing Projections; and
- Current Owner’s Two Most Recent Audited Financial Statements, and
- Personal financial statements reflecting all personal, health care and non-health care business interests in given name, other name, or other business name(s) for each individual purchasing the real estate and the operations of Maple Lane, Union House and Pines Rehab.
- Provide the names and full contact information for all prospective owners and/or shareholders in the transaction, percent interest in the real estate and percent interest in the operations for each, and the dollar amount each member is contributing of the total equity contribution reflected on Financial Table 2, *Financing Arrangement*.
- In separate tables for each facility, provide the most recent Centers for Medicare and Medicaid Services (CMS) star ratings as reported on the CMS *Nursing Home Compare* website for Maple Lane, Union House, Pines Rehab, and all other facilities in which the proposed buyers have an interest, in the following areas: (a) overall, (b) health inspections, (c) staffing, (d) RN staffing, (e) quality of patient care, and (f) penalties.
- For each of the same facilities as referenced in the paragraph above, list any of the 24 short and long-term quality measures from the CMS website that are (a) below the state average, (b) the percent below. Provide in a single table format.



In responding, restate the question in bold font and respond in unbolded font. Send the original electronically to me at [donna.jerry@vermont.gov](mailto:donna.jerry@vermont.gov), and two three-hole punched hard copies, with a Verification Under Oath, to my attention at the Green Mountain Care Board, 89 Main Street, Montpelier, Vermont 05620.

If you have further questions, please do not hesitate to contact me at 802-828-2918.

Sincerely,

s/ Donna Jerry

Donna Jerry

Senior Health Policy Analyst

