



A Dartmouth-Hitchcock Affiliate

August 30, 2017

Green Mountain Care Board
c/o Donna Jerry
89 Main Street
Montpelier, VT 05620

Regarding: Brattleboro Hospital Modernization Project – Certificate of Need

Dear Ms. Jerry:

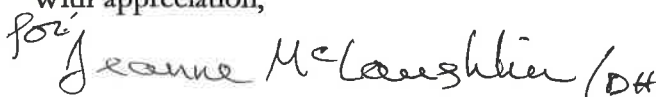
The Visiting Nurse & Hospice for Vermont & New Hampshire (VNH) is pleased to write a letter of support for Brattleboro Memorial Hospital's (BMH) Modernization Project. VNH, originated in 1907, is the largest Medicare certified home care and hospice provider in the State of Vermont covering over 4,000 square miles with 85 towns in Vermont and another 40+ in New Hampshire. We have had a very strong and collaborative relationship with BMH and continue to work together to find opportunities to enhance health care opportunities for the communities we serve.

As you are aware, Brattleboro and its surrounding areas is one of the more populated areas of Vermont. For BMH to continue to provide high quality care it needs to be able to have 'state of the art' technology which includes both human resources as well as equipment/technology. Sustainability of services is also dependent on providing services at a low cost and the partnership between VNH and BMH is vital. Improvement of outcomes arises from improving inputs. Efficient surgical processes results in fewer infections, better takt time as well as improved customer services and experience. Renovation/modernization and consolidation of dispersed medical offices provides economy of scale as well as standardization and ease of use. Cardiac disease is on the rise and one's ability for us to share resources is essential in the rural areas we live in. In the rural areas that we all operate in; coordination and collaboration is essential as we all work as a team to provide the best outcomes possible.

VNH has been a long term and ardent supporter of BMH throughout its history. You may know that in the late 1990s BMH and VNH worked together to merge their local homecare entity with what was then the home care alliance so that expert care could be enhanced to improve the health of the population. VNH continues to rely on the good work of BMH and their support of excellent community services.

We thank you for your consideration of BMH's CON application. VNH is open to providing additional comments and/or responding to questions in support of these needed improvements.

With appreciation,

for /DH

Jeanne A. McLaughlin, MBA, MSN, MSED
Chief Executive Officer/President

Cc: Steve Gordon, BMH