

Via Regular Mail & E-mail

March 19, 2019

Donna Jerry, Senior Health Policy Analyst Green Mountain Care Board 144 State Street Montpelier, Vermont 05602

Re: Docket No. GMCB-001-19con, Construction of Replacement Building to

House Essex Adult Primary Care

Project Cost: \$8,615,297

Dear Donna:

This letter responds to the questions from your letter dated March 12, 2019. The questions are bolded followed by our responses in un-bolded font.

RESPONSES

1. Submit a letter signed by your architect certifying that all architect plans meet or exceed all applicable FGI Guidelines, 2014, for a facility of this type.

RESPONSE: The letter from the architect is attached as Exhibit 1.

2. Provide the actual/projected payer mix, number of patients, and revenue for the current and proposed Essex APC practice for years 2017 – 2022.

RESPONSE: The tables below show the requested information for payer mix, number of patients, and revenue.

APC-Essex payer mix based on the number of arrived visits (FY17-FY22).

	Actual*			Actual* Projected**		
Payer	FY17	FY18	Annualized FY19	FY20	FY21	FY22
Medicare	37%	37%	38%	37%	37%	37%
Medicaid	6%	7%	6%	6%	6%	6%
Commercial	53%	52%	51%	53%	53%	53%
Other***	3%	4%	4%	3%	3%	3%
Total	100%	100%	100%	100%	100%	100%

^{*}FY19 based on 5 months of actual data.

APC-Essex number of unique patients.

	Actual*			Projected**		
	FY17	FY18	Oct-Feb FY19	FY 20	FY21	FY22
Number of Patients	5,461	5,718	3,585	6,196	7,051	7,165

^{*}Number of unique patients seen at APC-Essex. Unique patient metric cannot be annualized.

APC-Essex net revenue.

	Actual*			Projected		
	FY17	FY18	Annualized FY19	FY20	FY21	FY22
Net Revenue	\$3,494,040	\$3,326,937	\$3,013,256	\$3,582,142	\$4,482,993	\$4,598,974

^{*}FY19 based on 5 months of actual data.

3. On page 24 of the application it is stated that UVMMC will not raise charges for primary care services as a result of this project. Confirm that no other charges will increase due to this project.

RESPONSE: We confirm that no other charges will increase due to this project.

4. Provide a more detailed timetable for the project.

RESPONSE: The current timetable for the project anticipates CON approval by the end of March 2019 and construction beginning immediately thereafter on April 1, 2019. This timeline would allow for construction to be complete by mid-October, with the issuance of a certificate of occupancy. During the next four to six weeks, we would then: (a) install the IT equipment and related furniture, fixtures and equipment; (b) thoroughly clean the site; and (c) train and orient the staff to the new facility. This schedule would allow the new facility to be open for patient care by December 1, 2019.

^{**}Projections based on actual FY17 data. Assumed that the payer mix will not change in the next 5 years and will be similar to FY17 actuals.

^{***}Other includes for example: Self Pay, Workers Compensation, Collection Agency and Public Agency

^{**}Projections based on actual FY17 data, capacity and additional provider assumptions.

5. Provide more detailed information regarding service by Green Mountain Transit (GMT) to the new Essex Adult Primary Care location, including whether UVMMC has discussed a stop at the facility with GMT; the status of such a request; and mileage and walking time from the nearest existing bus stop.

RESPONSE: Green Mountain Transit currently has a bus stop on Essex Way that is located immediately in front of where the new Essex APC facility will be constructed. The bus stop will be approximately 500 feet from the front entrance of Essex APC and UVM Medical Center will construct sidewalks to connect the bus stop to the entrance.

We hope that this letter answers any remaining questions that you have. If further information is needed, please do not hesitate to contact me.

Very truly yours,

Steven Klein, Esq.

Director of Legal Affairs

& Assistant General Counsel

to 1/20_

Enclosures

STATE OF VERMONT GREEN MOUNTAIN CARE BOARD

In re:	UVM Medical Center) Docket No. GMCB-001-19con
	Replacement of Essex Adult Primary Care)
	Practice)
	Capital Expenditure: \$8.615 million)

STEVEN J. KLEIN, Esq., being duly sworn, states on oath as follows:

- 1. My name is Steven J. Klein, Esq. I am the Director of Legal Affairs and Assistant General Counsel at The University of Vermont Medical Center Inc. I have reviewed the foregoing letter in response to the Green Mountain Care Board's questions from March 12, 2019.
- 2. Based on my personal knowledge, after diligent inquiry, the information contained in the foregoing is true, accurate and complete, does not contain any untrue statement of a material fact, and does not omit to state a material fact necessary to make the statement made therein not misleading, except as specifically noted herein.
- 3. My personal knowledge of the truth, accuracy and completeness of the information contained in the foregoing letter is based upon either my actual knowledge of the subject information or, where identified below, upon information reasonably believed by me to be reliable and provided to me by the individuals identified below who have certified that the information they have provided is true, accurate and complete, does not contain any untrue statement of a material fact, and does not omit to state a material fact necessary to make the statement made therein not misleading.
- 4. The following certifying individuals have provided information or documents to me in connection with the foregoing letter, and each such individual has certified, based on his or her actual knowledge of the subject information or, where specifically identified in such certification, based on information reasonably believed by the certifying individual to be reliable, that the information or documents they have provided are true, accurate and complete, do not contain any untrue statement of a material fact, and do not omit to state a material fact necessary to make the statement made therein not misleading:

Joanna Lemieux, Strategic Planning Consultant Leif D. Keelty, Director, Facilities Planning & Development

5. In the event that the information contained in the foregoing letter becomes untrue, inaccurate or incomplete in any material respect, I acknowledge my obligation to notify the Green Mountain Care Board, and to supplement the information/document subject to verification as soon as I know, or reasonably should know, that the information or document has become untrue, inaccurate or incomplete in any material respect.

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STEVEN J. KLEIN, Esq.

On March 1 2019, STEVEN J. KLEIN, Esq., appeared before me and swore to the truth, accuracy and completeness of the foregoing.

Notary public

My commission expires on 1/31/21

SCOTTPARTNERS.COM

March 13, 2019

Mr. L. David Keelty
Director, Facilities Planning and Development
199 Main Street, Suite 150
Burlington, Vermont 05401

RE: Essex Primary Care Facility

Dear Dave;

This letter serves to confirm that the design for the proposed UVMMC Essex Primary Care Facility is in conformance with the requirements of the **2014 FGI Guidelines for the Design and Construction of Hospitals and Outpatient Facilities**, specifically, Chapter 3.2 Specific Requirements for Primary Care Facilities.

Should you have any questions, please don't hesitate to contact me.

Regards,

Tyler M. Scott, AIA

Principal