

DELIVERED ELECTRONICALLY

July 1, 2020

Ms. Janet Henry, Clinical Nurse Manager
New England Life Care
600 Southborough Drive
South Portland, ME 04106

**RE: Docket No. GMCB-004-20con, Proposed Offering of Infusion Therapy Services
in the Home Setting in Vermont**

Dear Ms. Henry:

Thank you for your June 18, 2020 letter requesting a jurisdictional determination regarding New England Life Care's (NELC) intention to begin offering infusion therapy nursing services ancillary to its pharmacy services within all counties in Vermont.

As noted in your letter, NELC is a leading provider for home infusion therapy services in northern New England providing services to over 3,700 patients daily 24/7, 365 days per year. NELC has pharmacies in New Hampshire, Maine and Massachusetts employing specially trained nurses, pharmacists and certified nutrition support dieticians to facilitate treatment of a wide range of acute and chronic conditions. NELC has been accredited by the Joint Commission since 1993.

Your letter represents that annual operating expenses for therapy services provided to Vermonters for staff, equipment and therapy will be \$12,606 in year 1, \$22,398 in year 2, and \$48,460 in year 3. These projections are based on one 0.25 per diem registered nurse serving two patients per month in year 1, four in year two, and eight in year 3. NELC does not expect any capital expenses as there is no plan to have a physical office presence in Vermont.

As represented, the proposed infusion therapy services do not trigger the capital or annual operating expense thresholds defined in 18 V.S.A. § 9434(a)(1)(5). A certificate of need is therefore not required for the project.

If there are any changes in the project as proposed, please notify the Board immediately so we



may determine whether further review is required.

Sincerely,

s/ Donna Jerry

Donna Jerry

Senior Health Policy Analyst

cc. Michael Barber, General Counsel
Green Mountain Care Board