

Green Mountain Care Board
144 State Street
Montpelier, VT 05602

802-828-2177
www.gmcboard.vermont.gov

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DELIVERED ELECTRONICALLY

April 30, 2019

Mr. M. Bradford Ellis, Exec. Dir.
Vernon Green Nursing Home
61 Greenway Drive
Vernon, VT 05354

RE: Docket No. GMCB-006-19con, Replacement of Existing Vernon Green Skilled Nursing Facility with Green House Model. Project Cost: \$15,000,000

Dear Mr. Ellis:

Thank you for your letter of intent regarding the above-referenced project.

The application must include a detailed description of the proposed project, the need for the proposed project, the cost of the individual components of the project and the total project cost, and any financing arrangements; an explanation of existing and new or expanded services to be offered, any purchase, rent or lease arrangements that will be entered into (and copies of those documents); and a description of construction and any health information technology components of the project. The application must provide an explanation of the structure and ownership of both the real estate and operation entities.

The application should address the Institute for Healthcare Improvement's 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. Pursuant to 18 V.S.A. § 9437(1), the application must also be consistent with the current Health Resource Allocation Plan (HRAP); the HRAP Standards that may apply to the proposed project are Standards 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 3.12, 5.1, 5.2, 5.3, 5.4 and, if applicable, 5.12. Additionally, the statutory criteria set forth in 18 V.S.A. § 9437(2)-(5) and (7-8) apply to your application.

The Board also requires submission of sufficient financial information to evaluate the impact of the project. For this application, we ask that you submit the following information separately for the relevant property and operations entities. Specify the 12-month period for each individual year, submit (a) the actual for 2016, 2017, and 2018, (b) Budgeted 2019, (c) Projected Years 1, 2, and 3; and (d) a summary of all financial assumptions that underlie the projections:

- Profit and Loss Statements
- Revenue Projections
- Balance Sheets



- Cash Flows
- Operating Costs

In addition, provide:

- 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
- Current Owner's Most Recent Audited Financial Statement
- In table formats, the most recent (specify date) CMS overall star ratings (1-5) for overall, overall health/fire/safety inspections, staffing, RN staffing, penalties and quality measure ratings from the Centers for Medicare & Medicaid Services (CMS), *Nursing Home Compare* website for Vernon Green.
- In a table format, list the 24 short- and long-term quality measures from the CMS website that are worse than the state average, showing the facility score in one column, the state average in the next, and the percent below the state average in the final. Also provide the same information for each facility in which the prospective buyers have an interest.

Please send your response electronically to donna.jerry@vermont.gov, and also provide two three-hole punched hard copies with a Verification Under Oath to the Green Mountain Care Board, 144 State Street, Montpelier, Vermont 05602, Attention: Donna Jerry.

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

cc. Michael Barber, General Counsel

