



**Green Mountain Care Board**  
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## **DELIVERED ELECTRONICALLY**

January 4, 2021

Mr. Charles Piacentini, General Counsel  
Martin's Point HealthCare, Inc.  
331 Veranda St.  
Portland, ME 04104

### **RE: Docket No. GMCB-013-20con, Intent to Offer Medicare Advantage and Plans in Vermont**

Dear Mr. Piacentini:

Thank you for your December 23, 2020 revised letter requesting a jurisdictional determination to offer Medicare Advantage Plans in Vermont.

Your letter states that Martin's Point Generations Advantage, Inc. (MPGA), a Maine-based Medicare Advantage plan is organized as a not for profit corporation and offers several Medicare Advantage health insurance plans through its Generations Advantage product. MPGA currently serves over 55,000 Medicare beneficiaries in all of the counties in Maine and New Hampshire. MPGA's plans allow members in Maine and New Hampshire to use both in network and out of network providers. In all cases, MPGA members use existing providers in their local region.

MPGA proposes to expand into all counties in Vermont for the 2022 plan year. It is further represented that MPGA has begun preparing a request for approval by CMS which they will submit to CMS after receiving approval from the Vermont Department of Financial Regulation to begin operating as a licensed insurer in Vermont.

Your letter also states that MPGA will not develop, build, open, operate, or manage a hospital, doctor's office or medical or clinical facility of any kind in Vermont. MPGA will rely on existing health care providers in its current and future networks and those outside of their networks to provide services to members in Vermont. All member and provider services are handled by employees in its Portland, Maine office. Members use the call center located in Portland for services such as care management, claims processing and marketing.

Based on the representations in your letter, the project is not subject to certificate of need review. However, if there are future changes in the type or scope of services to be offered, please notify the Green Mountain Care Board immediately so we may determine whether the changes are subject to review.



If you have any 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  
Green Mountain Care Board

