

## **DELIVERED ELECTRONICALLY**

April 27, 2021

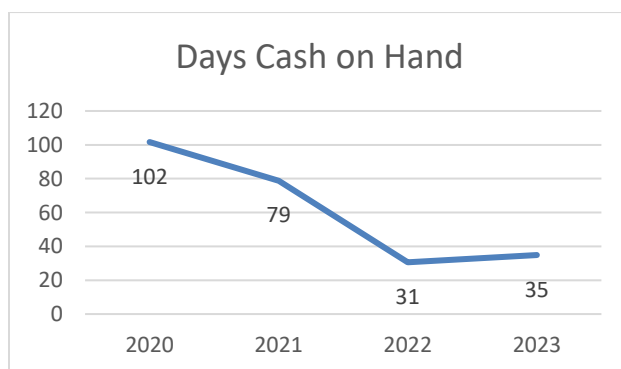
Ms. Johanna Beliveau  
Visiting Nurse and Hospice for Vermont and New Hampshire  
88 Prospect St.  
White River Junction, VT 05001

**RE: Docket No. GMCB-011-20con, Visiting Nurse and Hospice for Vermont and New Hampshire. Replace Current Electronic Health Record and Related Information Technology Systems. Project Cost: \$5,869,024.**

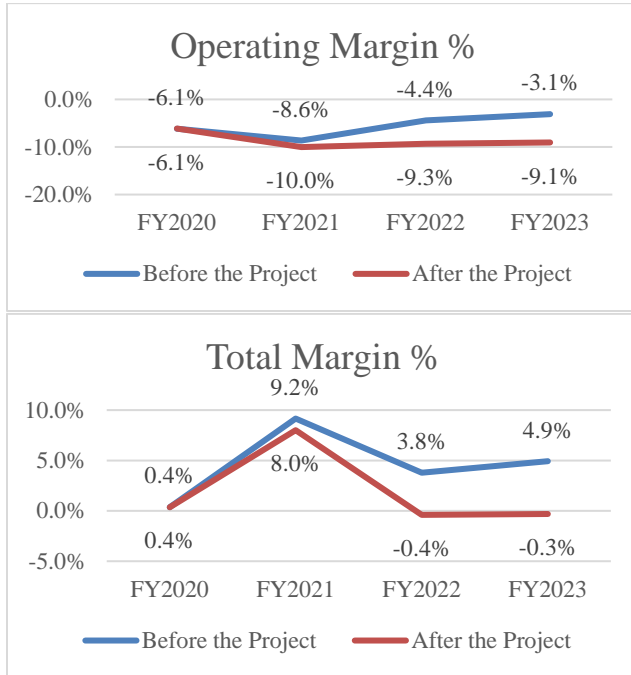
Dear Ms. Beliveau:

Thank you for the application received for the above referenced project. Please provide the following information:

1. Our financial analysis indicates a significant drop in days cash on hand due to the project. Before the project (FY 2020), days cash on hand is at 102 days and drops to 35 days for FY 2023, after the project is implemented. Explain your contingency plan for covering this reduction if more days cash on hand is required.



2. Our analysis shows that in FY 2020, VNH had an operating margin of -6.1% which drops to -9.1% in FY 2023. Also, the total margin percent decreases from 0.4% for FY 2020 to -0.3% in FY 2023. Explain your contingency plan for covering these negative changes if more funds are required to cover the operating margin and total margin.



In responding, restate the question in bold font and respond in unbolded font. Send an electronic copy to me at [donna.jerry@vermont.gov](mailto:donna.jerry@vermont.gov) and one hard copy (three-hole punched) with a Verification Under Oath to my attention at the Green Mountain Care Board, 144 State Street, Montpelier, Vermont 05602.

If you have any questions, please do not hesitate to contact me at 802-828-2918.

Sincerely,

*s/ Donna Jerry*  
 Senior Health Policy Analyst  
 Green Mountain Care Board

cc. Michael Barber  
 General Counsel

