



By Courier & Email

May 3, 2021

Donna Jerry
Senior Health Policy Analyst Green Mountain Care Board
144 State Street
Montpelier, VT 05620

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 Donna,

On behalf of Visiting Nurse and Hospice for Vermont and New Hampshire, a member of the Dartmouth-Hitchcock Health system, I am pleased to submit the enclosed response to the request for additional information received on April 27, 2021.

Accordingly, we have enclosed the following documents for the Project:

1. Verification under Oath, signed by Johanna Beliveau, RN;
2. Additional information request on contingency plans related to;
 - a. Days cash on hand; and
 - b. Negative operating margin.

Thank you.

Johanna L. Beliveau, DNP, MBA, RN
President and CEO

cc: John Kacavas, Office of General Counsel, Dartmouth-Hitchcock Health (by email only)

Enclosures

Contingency

- 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.**

VNH has an unrestricted investment balance of \$26.2 Million. The VNH contingency is to liquidate investment funds to increase our cash balance if required. Our days cash and investments on hand as of March 31, 2021 is at 520 days - a very healthy reserve.

Furthermore, DHH has indicated it would support the VNH with either cash loans or net asset transfers if the VNH were in need of additional cash.

- 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.**

VNH has recently invested in its core operations, prior to starting the ERP/CAAR. The ERP/CAAR project along with previous investments were made to increase long term operating performance of VNH. We expect to see a trend of improved operating margins when projects and restructure are complete.

If positive trend is not achieved, VNH is fully supported by the D-HH system to continue operations as indicated above in question 1.

Verification Under Oath
STATE OF VERMONT
GREEN MOUNTAIN CARE BOARD

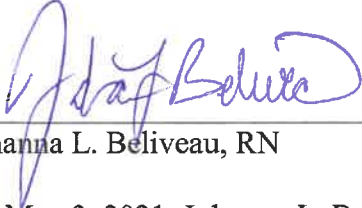
In re:)
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) Docket No. GMCB-011-20con

Verification Under Oath to file with Certificate of Need Application, correspondence and additional information subsequent to filing an Application.

JOHANNA L. BELIVEAU, RN, being duly sworn, states on oath as follows:

1. My name is Johanna L. Beliveau. I am the President and CEO of Visiting Nurse and Hospice for Vermont and New Hampshire. I have reviewed the foregoing additional information response for the CON Application dated March 1, 2021.
2. Based on my personal knowledge and after diligent inquiry, I attest that the information contained in additional information is true, accurate and complete, does not contain any untrue statement of a material fact, and does not omit to state a material fact.
3. My personal knowledge of the truth, accuracy and completeness of the information contained in the additional information is based upon either my actual knowledge of the subject information or upon information reasonably believed by me to be true and reliable and provided to me by the individuals identified below in paragraph 4. Each of these individuals has also 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.
4. The following individuals have provided information or documents to me in connection with the additional information and each individual has certified, based either upon his or her actual knowledge of the subject information or, where specifically identified in such certification, based on information reasonably believed by the individual to be reliable, that the information or documents 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:
 - (a) Christine Apicella, Chief Finance and Operations Officer, Visiting Nurse and Hospice for Vermont and New Hampshire.

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



Johanna L. Beliveau, RN

On May 3, 2021, Johanna L. Beliveau, RN appeared before me and swore to the truth, accuracy and completeness of the foregoing.



Notary public

My commission expires January 31, 2023

