



*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.

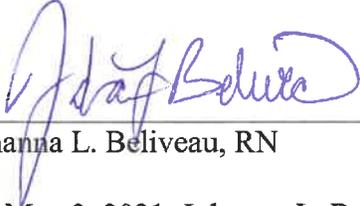
- 2. Our analysis shows that in FY 2020, VNH had an operating margin of -6.1% which drops to -9.1% in FY 2023. Also, the total margin percent decreases from 0.4% for FY 2020 to -0.3% in FY 2023. Explain your contingency plan for covering these negative changes if more funds are required to cover the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

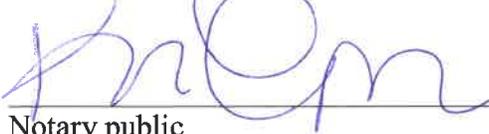


5. In the event that the information contained in the additional information becomes untrue, inaccurate or incomplete in any material respect, I acknowledge my obligation to notify the Green Mountain Care Board and to supplement the CON Application as soon as I know, or reasonably should know, that the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

