

November 15, 2021

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VIA EMAIL (Donna.Jerry@vermont.gov)

Donna Jerry
Senior Health Policy Analyst
Green Mountain Care Board
144 State St
Montpelier, VT 05602

Re: Benchmark Senior Living, LLC, Change in the Number of Licensed Beds

Dear Ms. Jerry:

This firm represents Benchmark Senior Living, LLC, which operates The Arbors at Shelburne. The Arbors currently operates 52 residential care beds and 12 nursing facility beds. We submit this letter of intent to apply for a Certificate of Need to change 8 beds currently licensed as residential care beds to 8 nursing facility beds, such that the Arbors will then have 44 residential care beds and 20 nursing facility beds.

Benchmark Senior Living is a leader in senior living throughout the Northeast, offering independent living, assisted living, mind and memory care, continuing care retirement communities and respite care options in 63 communities across seven states. The company is the largest provider of mind and memory care in New England and has been at the forefront of this specialty throughout its history. Today, the company operates 11 communities dedicated to memory services and nearly all its communities offer personalized, needs-based mind and memory care. With 6,300 associates and more than 60 communities across seven states, Benchmark has assets under management of over \$2.5 billion. In Vermont, Benchmark operates The Arbors at Shelburne, a residential care and nursing facility devoted to residents with memory loss and other care needs. Currently the facility is licensed to operate 52 residential care beds and 12 nursing facility beds.

In this project, Benchmark intends to convert eight (8) of its residential care beds into nursing facility beds. This project is jurisdictional because it is a change in the number of licensed beds – a net decrease of residential care beds to 44 beds and an increase in the number of nursing facility beds to 20. This is not a net change in the total number of beds for the facility, but rather an increase in the number of nursing facility beds. The need for this more acute level of care has been amply designated this fall as community hospitals throughout Vermont struggle to find appropriate step-down care for patients ready to discharge from acute care. We anticipate submitting letters of support from some of these community hospitals as well as other documentation of this need in the application itself.

There will be no capital costs associated with this project, and some minimal increased staffing costs to address the higher staffing needs of the nursing facility beds.

Below is a staffing table that explains the change in staffing necessary to accomplish this change in licensed beds.

Services provided	Provider type	Total FTES added	Location of services
Resident care	LNA	4.2	The Arbors
Nursing oversight	RN	1.4	The Arbors

Further, we estimate an increase in annual operating costs as a result of this project to be \$265,000 in year 1, \$276,852 in year 2 and \$287,726 in year 3.

Because there is currently, in Vermont, a significant need for additional nursing facility beds, and because Benchmark already has a waitlist for these beds, we will be requesting review of this project on the most expedient track available.

We look forward to hearing from you at your earliest convenience which elements of the HRAP the Board will seek to have Benchmark address in its application.

Thank you, in advance.

Sincerely,

/s/ Elizabeth Wohl

Elizabeth Wohl

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