

## **DELIVERED ELECTRONICALLY**

January 6, 2022

M. Bradford Ellis  
Vernon Homes  
61 Greenway Drive  
Vernon, VT 05354

### **RE: Docket No. GMCB-001-22con, Vernon Green Nursing Home Replacement**

Dear Mr. Bradford Ellis:

Thank you for your letter dated January 5, 2022, acknowledging that the above-referenced project is subject to Certificate of Need (CON) review under 18 V.S.A § 9434.

The application must include a detailed description of the proposed project, the need for the project, the cost of the individual project components and the total project cost, and any financing arrangements. The application must also include a description of: all existing and new or expanded services and/or program components and staffing, any demolition/renovation/construction/fit-up components and associated costs, any health information technology components of the project and associated costs, any temporary and permanent displacement of services or functions and associated costs, the structure and ownership of both the real estate and operation entities, an organizational chart, and the project timeline.

Note that the Board is currently working to update the Health Resource Allocation Plan (HRAP), referenced in 18 V.S.A. § 9437(1)(C). Because the update is not yet completed, the application should address the following applicable standards from the current HRAP: 1.6 - 1.12, 3.12, 4.7, 5.1 - 5.4, and, if applicable, 5.12. Additionally, the statutory criteria set forth in 18 V.S.A. § 9437(1)-(5) and (7-9) apply to your application.

The application must address the Institute for Healthcare Improvement's Triple Aims: 1) improving the individual experience of care, 2) improving the health of populations, and 3) reducing the per capita costs of care for populations.

The Board requires submission of sufficient financial information to evaluate the project. For each of the financial documents noted below, specify the 12-month period for projected Years 1,



2, and 3 and provide a summary of all financial assumptions that underlie the projections for each of the following:

- Profit and Loss Statements
- Revenue Projections
- Balance Sheets
- Cash Flows
- Operating Costs
- Most recent audited financial statement of parent entity (if applicable)

In addition, provide:

- Financial Table 1, Project Costs
- Financial Table 2, Financing Arrangement
- Financial Table 6A, 6B, and 6C, Revenue Source Projections
- Financial Table 7A, 7B, and 7C, Utilization Projections
- Financial Table 9A, 9B, and 9C, Staffing Projections
- Current Owner's Most Recent Audited Financial Statement
- In table formats, the most recent (specify date) CMS overall star ratings (1-5) for overall, overall health/fire/safety inspections, staffing, RN staffing, penalties and quality measure ratings from the Centers for Medicare & Medicaid Services (CMS), *Nursing Home Compare* website for Vernon Green.
- In a table format, list the 24 short- and long-term quality measures from the CMS website that are worse than the state average, showing the facility score in one column, the state average in the next, and the percent below the state average in the final. Also provide the same information for each facility in which the prospective buyers have an interest.

Once complete, please send your application to me electronically at [donna.jerry@vermont.gov](mailto:donna.jerry@vermont.gov), and provide a three-hole punched hard copy with a Verification Under Oath to the Green Mountain Care Board, 144 State Street, Montpelier, Vermont 05602, Attention: Donna Jerry.

If you have further questions, please do not hesitate to contact me at 802-760-8162.

Sincerely,

*s/ Donna Jerry*

Donna Jerry

Senior Health Policy Analyst

cc. Michael Barber, General Counsel

