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**DELIVERED ELECTRONICALLY**

June 22, 2023

Mr. M. Bradford Ellis  
Vernon Green Nursing Home  
61 Greenway Drive  
Vernon, VT 05354

**RE: Docket No. GMCB-001-22con, Replacement of Vernon Green Skilled Nursing Facility, Project Cost: \$35,690,981**

Dear Mr. Ellis:

Thank you for your response to questions received to date. Please provide the following:

1. Provide a detailed breakdown of the demolition cost of \$245,791 associated with the demolition of the existing nursing home building recorded in Table 1.
2. The assumptions represent that with the project, the private pay rate structure will be 5% above the projected Medicaid rate. Identify what percent the current private pay rate is above the current Medicaid rate.
3. Occupational (OT), Speech (ST) and Physical Therapy (PT) staff FTEs are not shown as a line item in Table 7 A, B and C (Staffing Report). Identify the line item where OT, ST and PT FTEs are included, the FTE level for each, and whether the costs associated with these staff are included in all affected financial tables. If not included, revise and resubmit all the financial tables.
4. It is represented that with the implementation of Universal Worker positions with the Green House model, staffing will be reduced from 71.55 to 63. Explain the impact this will have on your continued use of Travelers. In a table format, for 2023, 2024, 2025, 2026, 2027 and 2028, identify the total number of staff, the number/percent of permanent staff and the number/percent of Travelers.
5. Provide staffing information for at least two more Green House Model homes comparable to the facility Vernon Green is proposing using the same format as in your response to Q001, question 13.



6. By shift, identify each of the services provided, title of the staff providing each service, and license and/or certification required.
7. In response to Q001, question 11 it is stated that, “Green House Project homes have seen a reduction in the use of antipsychotic medication usage.” Please explain how this has been accomplished.
8. In response to Q001, question 11, it is stated that the Green House model will provide a strategic approach to improving all areas of resident care for improved quality. Identify and explain each area of patient care that the Green House Model will improve and how those improvements will be accomplished especially for patients with dementia and psychiatric diagnoses.
9. Explain in more detail the operating efficiencies that will be gained and projected associated savings in years 2026, 2027 and 2028 and confirm whether these projected savings are included or excluded in the financial tables submitted.
10. Based on your revised assumptions and financial tables, confirm the year that the new facility is projected to achieve a positive profit margin.
11. Q001, question 6: Specify when the Financial Feasibility Study will be available for our review.
12. Q001, question 7: Vernon Green states that “a more current market study and/or 3<sup>rd</sup> party and updated proforma appraisal of project may be required.” Explain whether a more current study is being developed and when it will be available for our review.
13. Q001, question 8: Provide a copy of the letter provided by Efficiency Vermont in response to your request.
14. Q001, question 10: Vernon Green states that it intends to fundraise \$300,000 and notes that grants from foundations will be another avenue to pursue. Identify the number of Foundations you have identified and the planned use of such funds, if successful in receiving such grants.

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 05633.



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

Sincerely,

*s/ Donna Jerry*

Senior Health Policy Analyst  
Green Mountain Care Board

cc. Laura Beliveau, Staff Attorney, GMCB

