## University of Vermont <br> health Network

Chief Executive Officer, OneCare VT:


# University of Vermont <br> health Network 

UVMHN Base Salaries and peer Group P50, P65, P75, and P90


## EXECUTIVE COMPENSATION REVIEW:

Vicki Loner - Chief Executive Officer OneCare VT

University of Vermont
HEALTHNETWORK

## Compensation Philosophy

- The UVMHN executive compensation program provides competitive total compensation opportunities through a combination of the following elements
o Salaries targeted at the $50^{\text {th }}$ percentile (median) of the national peer group
o Performance-based variable pay sufficient to provide total cash compensation (TCC) opportunities at the $65^{\text {th }}$ percentile when target levels awards are earned by achieving strategic and operational objectives
o Actual total cash compensation for executives may be below, at, or above the $65^{\text {th }}$ percentile of the market depending on
- a) the positioning of an executive's salary within the appropriate salary range
- b) performance of the network and its affiliates, and
- c) other criteria determined by the Committee
o Market competitive benefits, perquisites and severance


## Surveys Used

- Integrated HC Strategies (IHS): National Healthcare Leadership Survey
- Mercer: US IHN Modules 4A, 4B, and 4C Healthcare System and Hospital Executives
- Sullivan, Cotter and Associates: Manager \& Executive Compensation in Hospitals and Health Systems Survey Report
- Towers Watson: Health Care Executive Survey Report


## 2021 Budgeted Executive Salary Increases

| Scope | Actual FY2021 Median <br> Total Increase \% | Projected FY2022 <br> Median Total Increase \% |
| :---: | :---: | :---: |
| Average All | $2.9 \%$ | $3.1 \%$ |
| Average Healthcare | $2.9 \%$ | $3.0 \%$ |
| Average by Size | $2.9 \%$ | $3.1 \%$ |

Last year we saw evidence of shrinking budgets for executive increases with the median projected increase for 2021 coming in at $2.5 \%$ for healthcare facilities. In the past (pre-COVID) these numbers would be in the $3.1 \%$ to $3.2 \%$ range, and as can be seen in the above chart we are beginning to see a return to the pre-COVID percentage increases.

## OneCare VT VPs

Base Salary and Total Cash Compensation (TCC) Benchmarks

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## Base Salary Benchmarks

| Executive Name | Position Title | Current Total Base Salary | 2022 Market <br> Base P50 | 2022 Market <br> Base P65 | 2022 Market Base P75 | 2022 Market <br> Base P90 | 2022 Base Pay/Market Base P5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Carrie Wulfman | CMO Accountable Care | \$291,375.00 |  |  |  |  |  |
| Sara Barry | VP and COO OneCare | \$294,168.00 |  |  |  |  |  |
| Tom Borys | Vice President Finance ACO | \$220,420.00 |  |  |  |  |  |

## Total Cash Salary Benchmarks



- CMO Accountable Care market data has been reduced $25 \%$ to reflect $75 \%$ fte


## Appendix

## CMO Accountable Care



Market data above reflects 100\% fte

## VP and COO OneCare



## Vice President Finance ACO





ONECARE000014


ONECARE000015



## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Sara Barry
Job Title: D163 - VP and COO - OneCare

FY23 Annual Salary: \$302,993.04
Target Incentive Opportunity: 20\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 24,239.44$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 6,059.86$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 14,543.67$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 12,119.72$ |

## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Amy Bodette
Job Title: C963 - Director Public Affairs

FY23 Annual Salary: \$160,867.20
Target Incentive Opportunity: 10\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 6,434.69$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 1,608.67$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 3,860.81$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 3,217.34$ |

## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Gregory Daniels
Job Title: D369-ACO Chief Compliance and Privacy Officer
FY23 Annual Salary: \$161,886.40
Target Incentive Opportunity: 10\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 6,475.46$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 1,618.86$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 3,885.27$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 3,237.73$ |

## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Kimberley Douglas
Job Title: E196 - Director of ACO Finance \& Accounting
FY23 Annual Salary: $\$ 156,000.00$
Target Incentive Opportunity: 10\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 5,248.44$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 1,312.11$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 3,149.06$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 2,624.22$ |

## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Tom Borys
Job Title: D658 - VP/CFO Finance ACO

FY23 Annual Salary: \$253,372.79
Target Incentive Opportunity: 20\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 20,269.82$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 5,067.46$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 12,161.89$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 10,134.91$ |

## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Martita Giard
Job Title: C867-Director ACO Contracting
FY23 Annual Salary: \$177,153.60
Target Incentive Opportunity: 10\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 7,086.14$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 1,771.54$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 4,251.69$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 3,543.07$ |

## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Josiah Mueller
Job Title: D528 - Director Value Based Care
FY23 Annual Salary: \$174,241.60
Target Incentive Opportunity: 10\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 6,969.66$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 1,742.42$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 4,181.80$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 3,484.83$ |

## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Derek Raynes
Job Title: D849-Director of Payment Reform -ACO
FY23 Annual Salary: \$166,587.20
Target Incentive Opportunity: 10\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 6,663.49$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 1,665.87$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 3,998.09$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 3,331.74$ |

## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Carrie Wulfman
Job Title: C659 - CMO Accountable Care
FY23 Annual Salary: \$297,202.50
Target Incentive Opportunity: 20\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 23,776.20$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 5,944.05$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 14,265.72$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 11,888.10$ |

## FY23 ANNUAL INCENTIVE PLAN

Employee Name: Joan Zipko
Job Title: C851-Director, ACO Planning \& Operations
FY23 Annual Salary: \$177,153.60
Target Incentive Opportunity: 10\%

FY23 Achievement Details:

| Goal | Goal Weight | Actual \% Achieved | Actual \$ Achieved |
| :--- | :---: | :---: | :---: |
| Payment Reform | $40 \%$ | $100 \%$ | $\$ 7,086.14$ |
| Network Performance | $10 \%$ | $100 \%$ | $\$ 1,771.54$ |
| Data Platform | $30 \%$ | $80 \%$ | $\$ 4,251.69$ |
| Evaluation Strategy | $20 \%$ | $100 \%$ | $\$ 3,543.07$ |

From: Vincent, Rick [Rick.Vincent@uvmhealth.org](mailto:Rick.Vincent@uvmhealth.org)
Sent: Tuesday, January 24, 2023 12:41 PM
To:

## Kelleher, Kevin

Subject:
RE: approved Corp Goals

Hi Kevin,
$\square$

Rick

From: Kelleher, Kevin [Kevin.Kelleher@uvmhealth.org](mailto:Kevin.Kelleher@uvmhealth.org)
Sent: Tuesday, January 24, 2023 11:04 AM
To: Vincent, Rick [Rick.Vincent@uvmhealth.org](mailto:Rick.Vincent@uvmhealth.org)
Subject: FW: approved Corp Goals

Hi Rick,


Thanks!

Best,
Kevin
From: Loner, Victoria E. [Victoria.Loner@OneCareVT.org](mailto:Victoria.Loner@OneCareVT.org)
Sent: Monday, January 23, 2023 3:14 PM
To: Kelleher, Kevin [Kevin.Kelleher@uvmhealth.org](mailto:Kevin.Kelleher@uvmhealth.org)
Cc: Vincent, Rick [Rick.Vincent@uvmhealth.org](mailto:Rick.Vincent@uvmhealth.org)
Subject: RE: approved Corp Goals

Thanks Kevin on both fronts
Attached is the original JD that was developed with Todd Keating and I updated some reports/\#s

From: Kelleher, Kevin [Kevin.Kelleher@uvmhealth.org](mailto:Kevin.Kelleher@uvmhealth.org)
Sent: Monday, January 23, 2023 2:59 PM
To: Loner, Victoria E. < Victoria.Loner@OneCareVT.org>
Cc: Vincent, Rick [Rick.Vincent@uvmhealth.org](mailto:Rick.Vincent@uvmhealth.org)
Subject: RE: approved Corp Goals

Hi Vicki,

I can help you with this - let me put something together for your to react to and then we can go from there.


Best,
Kevin

From: Loner, Victoria E. [Victoria.Loner@OneCareVT.org](mailto:Victoria.Loner@OneCareVT.org)
Sent: Monday, January 23, 2023 10:30 AM
To: Kelleher, Kevin [Kevin.Kelleher@uvmhealth.org](mailto:Kevin.Kelleher@uvmhealth.org)
Cc: Vincent, Rick < Rick.Vincent@uvmhealth.org>
Subject: FW: approved Corp Goals

Hi Kevin, last year Holly helped me to put the onecare corporate goals into the UVMMC format. With Holly gone who should I work with? I am happy to get a jump on a template if you send to me.

From: Barry, Sara [Sara.Barry@onecarevt.org](mailto:Sara.Barry@onecarevt.org)
Sent: Wednesday, January 18, 2023 9:52 AM
To: Loner, Victoria E. < Victoria.Loner@OneCareVT.org>
Subject: approved Corp Goals

Hi Vicki,
Here is the Word version of what the Board approved last evening for OneCare's corporate goals.
Please let me know if you need anything else.
Thanks,
Sara

Sara Barry, PhD, MPH (she/her/hers)
OneCare Vermont
Chief Operating Officer
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Sara.Barry@onecarevt.org
To learn about OneCare Vermont, visit: www.onecarevt.org.

