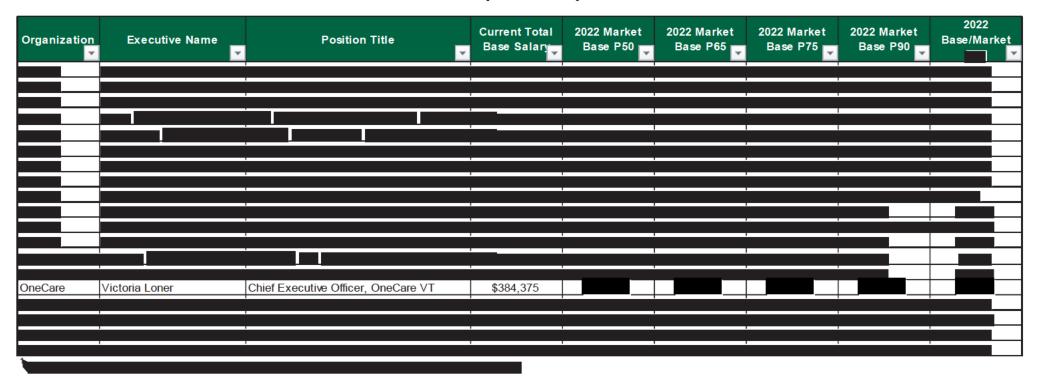


# Chief Executive Officer, OneCare VT:

Weight	Adjustment	Job Title	Job Code	Source	Scope	info Orgs	Incs	Base at 3% S0th	Base at 3% 65th	Base at 3% 75th	Base at 3% 90th	TCC at 3% 50th	TCC at 3% 65th	TCC at 3% 75th	TCC at 3% 90th	Job Description
1;		Accountable Care Organization (ACO) Executive/President	810	Integrated HC Strategies (IHS): National Healthcare Leadership Survey 02/01/2021	Systems/All Systems/	-		_	_	-				-	3	
1		Head of Accountable Care Organization (ACO)	4120C	Mercer: IHN - Module 4C - Healthcare System & Hospital Executives 03/01/2021	Parent Organization Ownership: Not- for-Profit; Total Net Revenue - USD: \$350 Million or More//			-	-	-		-	-		-	
Î.		Top Accountable Care Organization (ACO) Executive	DACDOO-EX	Towers Watson: Health Care Executive Survey Report 04/01/2021	Corporate/All - Incumbent Revenue Responsibility/	-		_	_			_				
t:		Top Accountable Care Organization Executive	7157	Sullivan, Cotter & Associates: Manager & Executive Compensation in Hospitals and Health Systems Survey Report 01/01/2021	Parent Organizations/\$1.5 Billion to \$3.5 Billion/			-	-	_		-	-	-		



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



# **EXECUTIVE COMPENSATION REVIEW:**

Vicki Loner - Chief Executive Officer OneCare VT



# **Compensation Philosophy**

- The UVMHN executive compensation program provides competitive total compensation opportunities through a combination of the following elements
  - Salaries targeted at the 50<sup>th</sup> percentile (median) of the national peer group
  - Performance-based variable pay sufficient to provide total cash compensation (TCC) opportunities at the 65<sup>th</sup> percentile when target levels awards are earned by achieving strategic and operational objectives
  - Actual total cash compensation for executives may be below, at, or above the 65<sup>th</sup> 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
  - 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 Total Increase %	Projected FY2022 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.

4

# **OneCare VT VPs**

Base Salary and Total Cash Compensation (TCC) Benchmarks



# **Base Salary Benchmarks**

Executive Name	Position Title	Current Total Base Salary	2022 Market Base P50	2022 Market Base P65	2022 Market Base P75	2022 Market Base P90	2022 Base Pay/Market Base P5
Carrie Wulfman	CMO Accountable Care	\$291,375.00	8				
Sara Barry	VP and COO OneCare	\$294,168.00	3				
Tom Borys	Vice President Finance ACO	\$220,420.00					

# **Total Cash Salary Benchmarks**

Executive Name	Position Title	VPP Target %	2022 Target TCC	2022 Market TCC P50	2022 Market TCC P65	2022 Market TCC P75	2022 Market TCC P90	2022 Target TCC/Mkt TCC P65
Carrie Wulfman	CMO Accountable Care	20%	\$349,650 00					
Sara Barry	VP and COO OneCare	20%	\$353,001 60					
Tom Borys	Vice President Finance ACO	20%	\$264,504 00					

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

# **Appendix**

# **CMO Accountable Care**

Weight	Adjustmen	Job Title	Job Code	Source	Scope	Orgs	nfo Incs	Base at 3% 50th	Base at 3% 65th	Base at 3% 75th	Base at 3% 90th	TDC at 3% 50th	TDC at 3% 65th	TDC at 3% 75th	TDC at 3% 90th	Job Description
1		Health Plan Chief Medical Officer (MD)	869	Integrated HC Strategies (IHS): National Healthcare Leadership Survey 02/01/2021	Systems/All Systems/	I			•							
12		Health Plan Chief Medical Officer (MD/DO)	DHP040-EX	Towers Watson: Health Care Executive Survey Report 04/01/2021	Corporate/All - Incumbent Revenue Responsibil ty/											

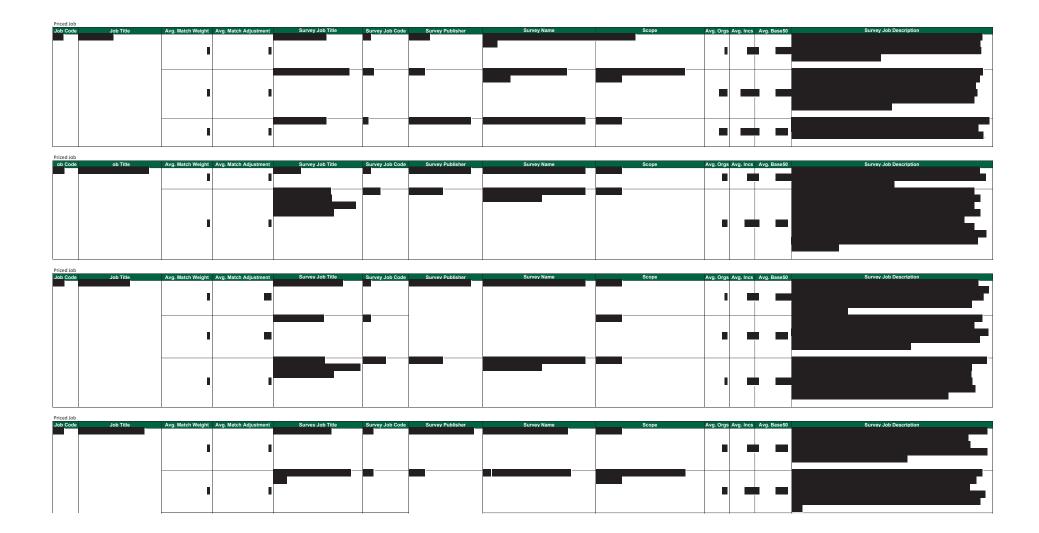
Market data above reflects 100% fte

# **VP and COO OneCare**

						lr	ıfo	Base at		Base at 3%		TDC at	TDC at			
Weight	Adjustmen	Job Title	Job Code	Source	Scope	Orgs	Incs	50th	65th	75th	90th	50th	65th	75th	90th	Job Description
		Health Plan Chief		Integrated HC Strategies (IHS): National Healthcare												
1		Operating Officer	868	Leadership Survey	Systems/Net Rev \$1B - \$3B/											
		Operating Officer		02/01/2021												

# **Vice President Finance ACO**

Weight	Adjustmen	Job Title	Job Code	Source	Scope	In Orgs	fo Incs	Base at 3% 50th	Base at 3% 65th	Base at 3% 75th	Base at 3% 90th	TDC at 3% 50th	TDC at 3% 65th	TDC at 3% 75th	TDC at 3% 90th	Job Description
1	-25	2nd Level Finance Executive	4231C	Mercer: IHN - Module 4C - Healthcare System & Hospital Executives 03/01/2021	Facil ty Type: Systems; Total Net Revenue - USD: \$2 Billion or More//											
1	-25	Second-Level Finance Executive	7200	Sullivan, Cotter & Associates: Manager & Executive Compensation in Hospitals and Health Systems Survey Report 01/01/2021	Parent Organizations/\$1.5 Billion to \$3.5 Billion/											



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Slotted Job Job Code Job Title	Avg. Match Weight Avg. Match	ch Adjustment Survey Job Title	Survey Job Code Survey Pub	lisher Survey Name	Scope	Avg. Orgs Avg. Incs Avg. Base50	Survey Job Description
Priced Job Job Code Job Title	Avg. Match Weight  Avg. Match	ch Adjustment Survey Job Title	Survey Job Code Survey Pub	lisher Survey Name	Scope	Avg. Orgs Avg. Incs Avg. Base50	Survey Job Description



Job Code	Job Title	Avg. Match Weight	Avg. Match Adjustment	Survey Job Title	Survey Job Code	Survey Publisher	Survey Name	Scope	Avg. Orgs Avg.	Incs Ava Base50	Survey Job Description
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tted Job											
ob Code	Job Title	Avg. Match Weight	Avg. Match Adjustment	Survey Job Title	Survey Job Code	Survey Publisher	Survey Name	Scope	Avg. Orgs Avg.	Incs Ava Base50	Survey Job Description
57 Direct	tor ACO Strategy & Planning	1	. (	Dir AccountableCareFin and Anlysis	B738		UVMMC Jobs				
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ob Code	Job Title	Avg. Match Weight	Avg. Match Adjustment		Survey Job Code	Survey Publisher	Survey Name	Scope	Avg. Orgs Avg.	Incs Avg. Base50	Survey Job Description
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Job Code	Job Title	Avg. Match Weight	Avg. Match Adjustment	Survey Job Title	Survey Job Code	Survey Publisher	Survey Name	Scope	Avg. Orgs Avg. Incs Avg. Base50	Survey Job Description
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D849	Director of Payment Reform -ACO	1	0 Directo	r of Finance	D146		UVMMC Jobs				



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$56,962.89



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$15,121.62



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$15,217.42



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$12,333.93



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$47,634.28



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$16,652.54



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$16,378.81



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$15,659.30



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$55,874.27



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

Total VPP % Achieved 94%

Total VP \$ Achieved \$16,652.54

From: Vincent, Rick <Rick.Vincent@uvmhealth.org>

Sent: Tuesday, January 24, 2023 12:41 PM

To: Kelleher, Kevin

Subject: RE: approved Corp Goals

Hi Kevin,

#### Rick

From: Kelleher, Kevin < Kevin. Kelleher@uvmhealth.org>

Sent: Tuesday, January 24, 2023 11:04 AM
To: Vincent, Rick < Rick. Vincent@uvmhealth.org>

Subject: FW: approved Corp Goals

Hi Rick,



#### Thanks!

Best, Kevin

From: Loner, Victoria E. < Victoria.Loner@OneCareVT.org>

Sent: Monday, January 23, 2023 3:14 PM

To: Kelleher, Kevin < Kevin.Kelleher@uvmhealth.org > Cc: Vincent, Rick < 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 >

Sent: Monday, January 23, 2023 2:59 PM

To: Loner, Victoria E. < <a href="Victoria.Loner@OneCareVT.org">Victoria E. < <a href="Victoria.Loner@OneCareVT.org">Victoria.Loner@OneCareVT.org</a></a>
<a href="Colored-Rick-Vincent@uvmhealth.org">Cc: Vincent, Rick < a href="Rick-Vincent@uvmhealth.org">Rick < a href="Rick-Vincent@

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>

Sent: Monday, January 23, 2023 10:30 AM

**To:** Kelleher, Kevin < 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 < <a href="mailto:Sara.Barry@onecarevt.org">Sent: Wednesday, January 18, 2023 9:52 AM</a>

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
(C) 802-363-6227

Sara.Barry@onecarevt.org

To learn about OneCare Vermont, visit: www.onecarevt.org.