

1. **Could you please provide more data on your anticipated increases for NH, MA, and NY Medicaid and how such increases would affect your proposed budget?** Medicaid plans do not typically cross state lines, so we have a low volume of out of state Medicaid patients. That volume would not affect our proposed budget.
2. **A substantial amount of your commercial patients still live in Vermont. Could you provide more detail on why you believe a commercial rate boost would not affect their insurance affordability?** As stated in our hearing, approximately 25% of our Commercial volume comes from out of state. This means that approximately 75% of our commercial volume is in state with Vermont Commercial Payers. Our rate request of 4.7% will affect affordability for our commercial patients living in VT.

	Outside VT	VT	Grand Total
Blue Cross	911	3138	4049
Commercial Insurance	1193	2948	4141
Grand Total	2104	6086	8190

2. **Can you provide your investment income for recent years?** We project annual income on investments of approximately 5%.
4. **Please provide any contracts you have pertaining to the New England Health Collaborative or any affiliated entities. These contracts were required under Guidance.** We are working with the NE Collaborative to produce a statement to satisfy this request for all participating hospitals.