

HSF QUESTIONS FOR HOSPITALS



HOSPITAL 3: COPLEY HOSPITAL

Follow-Up Questions and Requests Related to Your Budget Submission

On corporate structure

1. Please provide details of the corporate structure of the New England Collaborative Health Network. In addition, please provide any contract(s) you have with the New England Collaborative Health Network, including any contract(s) with the consulting firm Ovation.
2. To the best of your ability, please estimate your expected return on investment for your participation in the New England Collaborative Health Network. What do you anticipate will be the main driver of your savings/improvements in quality etc.? Where do you anticipate potential risks associated with your ability to achieve the expected value?

On price

3. Your key justification for a commercial rate increase is that you are a low-priced provider. Can you explain the efforts that you have undertaken (or intend to undertake to remain a low-priced provider (i.e. cost management, provider productivity, operational efficiency))?
 - a. One of the requirements in the budget guidance for hospitals that did not meet the commercial price benchmark, is to submit productivity data along with productivity benchmarks (Table 7 in the workbook). You did not provide the associated productivity benchmarks. Can you please provide such information?

On utilization

4. What method(s) was/were used to anticipate an increase in utilization?
5. Can you provide a more specific assessment of where volume has increased above FY2024 budgeted expectations. How have you recalibrated your expectations as to not underpredict your NPR for FY2025?

On investments in mental health, SUD, LTC, and primary care

6. You've written that you receive funds from Rise Vermont and VBIF, but neither of these OneCare programs exist anymore. Are you referring to funds that you've received from OneCare as part of their population health management program and / or funds from another program?

On your workbook submission

7. Please review the rate decomposition details you submitted as well as the "summary" tab and explain the following (where available, show supporting calculations):
 - a. How did you arrive at the assumed rates of growth for price, volume, and payer mix shifts by payer?
 - b. For non-zero values in the "other" column, how did you derive these estimates?

Other

8. Do you think Medicaid is underfunding the cost of delivering care to your Medicaid patients? If so, please quantify this amount based on 2023 actuals. Please explain your calculation.
9. Do you think Medicare is underfunding the cost of delivering care to your Medicare patients? If so, please quantify this amount based on 2023 actuals. Please explain your calculation.
10. In the attached spreadsheet, please review the measures of financial health that we have calculated for your hospital. We have included the measure definitions. Confirm that these calculated values reflect your understanding. If your financial measures differ from our calculations, please review our formulas, provide your calculation, and explain why you believe your calculation is a better measure for your organization.

Narrative Questions Still Need to Be Answered

11. B. Background .b: Explain your approach to considering and participating in any corporate affiliations in which you or the other organization may have a financial stake.