VITL Quarterly Report to the Green Mountain Care Board

August 15, 2023

Contents

Program Highlights

Program Highlights for work completed through the end of June 2023

- Vermont Department of Health Immunization Registry Query and Response Service
  - VDH enhanced the query capability with the addition of forecasting, so that providers can now access both what immunizations patients have received previously and what future immunizations are recommended directly in their electronic health record (EHR)
  - VDH built a staging environment to support ongoing testing
  - VITL onboarded a second EHR vendor and a primary care practice

- 42 CFR Part 2 (substance use disorder) Data Integration
  - The VITL team worked with 11 Designated Agencies to ingest 42 CFR Part 2 sensitive data into the VHIE test environment, where it is stored and protected in a separate repository.

- Social Determinants of Health (SDOH)Data Integration
  - VITL worked with the Vermont Chronic Care Initiative (VCCI) to finalize requirements for ingesting two Agency of Human Services (AHS) SDOH surveys in FY24 – the New to Medicaid survey and the eligibility screening survey

- VITL conducted pilot stakeholder engagement sessions on the topic of VITL's reporting capabilities and health care organizations' data needs

Patient Education

Data Sharing Patient Education Campaign

- VITL continues its commitment to providing Vermonters with opportunities to understand how their data is shared through the Vermont Health Information Exchange. This includes supporting provider-to-patient education and regularly delivering messages direct to Vermonters.

- VITL's most recent education campaign ran in June in Vermont news outlets in print and online, and on social media including Facebook, LinkedIn, and YouTube.

- Messages aimed to match the clarity and accessibility of past educational advertising, with bolder statements and more frequent appearance to generate attention and awareness.

- All ads linked to additional educational content about how health data is shared and why, and directions for how to opt-out, request your record, or request an audit of access

- Examples appear on the next two slides

- VITL will launch a new round of educational advertising in the fall

Patient education in print

This educational advertisement ran in Seven Days in June

VITL shares health data to keep Vermonters healthy.

We deliver secure, trusted health data for Vermonters every day.

Four things to know:

1. VITL keeps your health records from across the state in one secure place.

2. After a visit with your doctor, an electronic record may be sent to us.

3. When your doctors are on the same page, it means better care for you.

4. You have options. You can opt out of having your health records shared.

VThealthinfo.com

VITL

Example Online Display Ads & Video

Sharing health data keeps Vermonters healthy.

Click to learn more.

VITL

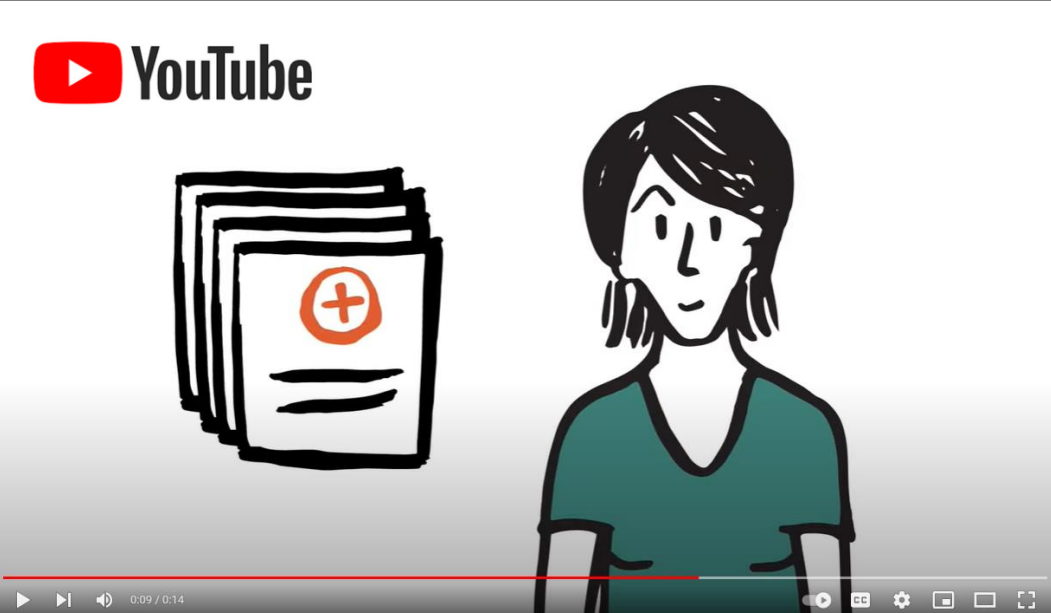Sharing health data keeps Vermonters healthy.

Click to learn more.

All digital ads linked to vthealthinfo.com for more information about how data is share, why, and every Vermonter's options.

Watch the educational video on YouTube

Financial Update

Statement of Activities

Actual to Amended Budget Approved in January 2023

	YTD Actual Results	YTD Amended Budget	YTD Amended Budget Variance
Revenue			
Contract Revenue	7,908,212	9,957,724	(2,049,512)
Program Fees	138,156	156,034	(17,878)
Other Income	96,247	54,029	42,218
Total Revenue	**8,142,615**	**10,167,787**	**(2,025,172)**
Personnel Costs			
Salaries & Wages	2,101,441	2,270,894	(169,453)
Fringe Benefits	766,531	893,968	(127,437)
Total Personnel Costs	**2,867,972**	**3,164,862**	**(296,890)**
Materials/Serv Expenses			
Network Expenses	367,209	604,832	(237,623)
Software	1,855,917	2,892,799	(1,036,882)
Outside Support	1,830,224	2,413,731	(583,507)
Education & Outreach	120,304	133,722	(13,418)
Travel	4,086	25,681	(21,595)
Supplies	5,914	9,493	(3,579)
Occupancy	24,936	54,753	(29,817)
Telecom	31,730	40,409	(8,679)
Insurance	99,227	145,110	(45,883)
Other	66,073	47,529	18,544
Training/Prof. Develop.	56,190	293,808	(237,618)
UFF Contract Costs	0	0	0
Loss Provision	0	0	0
Total Materials/Serv Expenses	**4,461,810**	**6,661,867**	**(2,200,057)**
Total Expenses	**7,329,782**	**9,826,729**	**(2,496,947)**
Total Expenses	**7,329,782**	**9,826,729**	**(2,496,947)**
Change in Net Assets	**812,833**	**341,058**	**471,775**

Revenue

YTD revenue is $8.1 million, which is about $2 million below the approved budget. The difference is largely due to shifts in the timing and priority of projects:

- Approximately $1 million of revenue deferred from the prior contract and anticipated to be recognized in FY23 is now budgeted to be recognized in FY24; and

- The remining revenue was associated with projects that were intended to be completed in FY23, but due to reprioritization of projects were shifted to complete in FY24.

Expenses

YTD expenses are $7.3 million, which is $2.5 million less than budgeted:

- About $300,000 relates to Personnel Costs, which are tracking behind budget due to vacant positions; and

- The largest drivers of the budget variance in non-personnel expenses are Software and Outside Support, which combined are about $1.6 million less that budgeted. This is largely due to the reprioritization of projects, mentioned above, and the associated costs being delayed to FY24.

Balance Sheet

As of May 31, 2023

ASSETS

Current Assets

Cash		7,013,486
Billed Receivable		25,573
Unbilled Receivable		1,304,177
Unfulfilled Contract Costs		63,385
Other Current Assets		162,416
		8,569,037

Non Current Assets

Fixed Assets		328,393
Accumulated Depreciation		-291,750
Other Non Current Assets		3,510
		40,153
Total Assets		**8,609,190**

LIABILITIES & EQUITY

Current Liabilities

Accounts Payable		679,751
Accrued Expenses		330,401
Deferred Revenue		1,038,806
Loss Provision		108,919
		2,157,877

Retained Earnings

Retained Earnings		6,451,313
Total Liabilities & Equity		**8,609,190**

The Balance Sheet remains in a strong position with cash of more than $7 million.

After considering deferred revenue and the approved plan to invest $650,000 in developing a message archive and $175,000 in the Rhapsody engine, VITL has approximately 5.5 months of free cash on hand.

Billed and Unbilled Receivables total just over $1.3 million, primarily representing revenue earned in April and May.

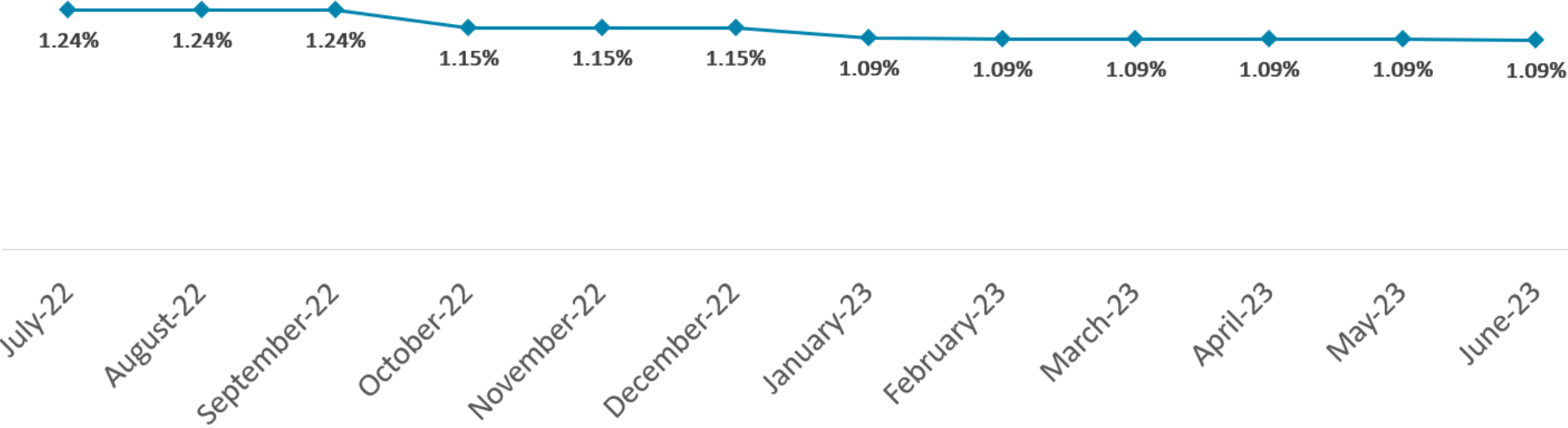Accounts Payable sits at about $680,000, or close to one and half months of actual non-personnel operating expenses.

Deferred Revenue is about $1 million at the end of May. We expect to recognize this in FY24.

Statement of Cash Flows

	FY23 YTD May
Cash Flows from Operating Activities	
Cash receipts:	
Contracts	8,036,288
Programs	122,028
Interest Income & Other	99,056
Total	8,257,372
Cash disbursements:	
Health Catalyst/Verato/Medicasoft	(1,208,811)
Collab Services - Cureous, Consultants	(1,763,979)
Payroll (Net Pay & PR Taxes)	(2,148,209)
Fringe Expense	(565,101)
All Other	(1,672,215)
Total	(7,358,316)
Cash Flow increase / (decrease)	899,056
Cash Balance as of June 30, 2022	6,114,430
Cash Balance as of May 31, 2023	7,013,486

Quarterly Metrics

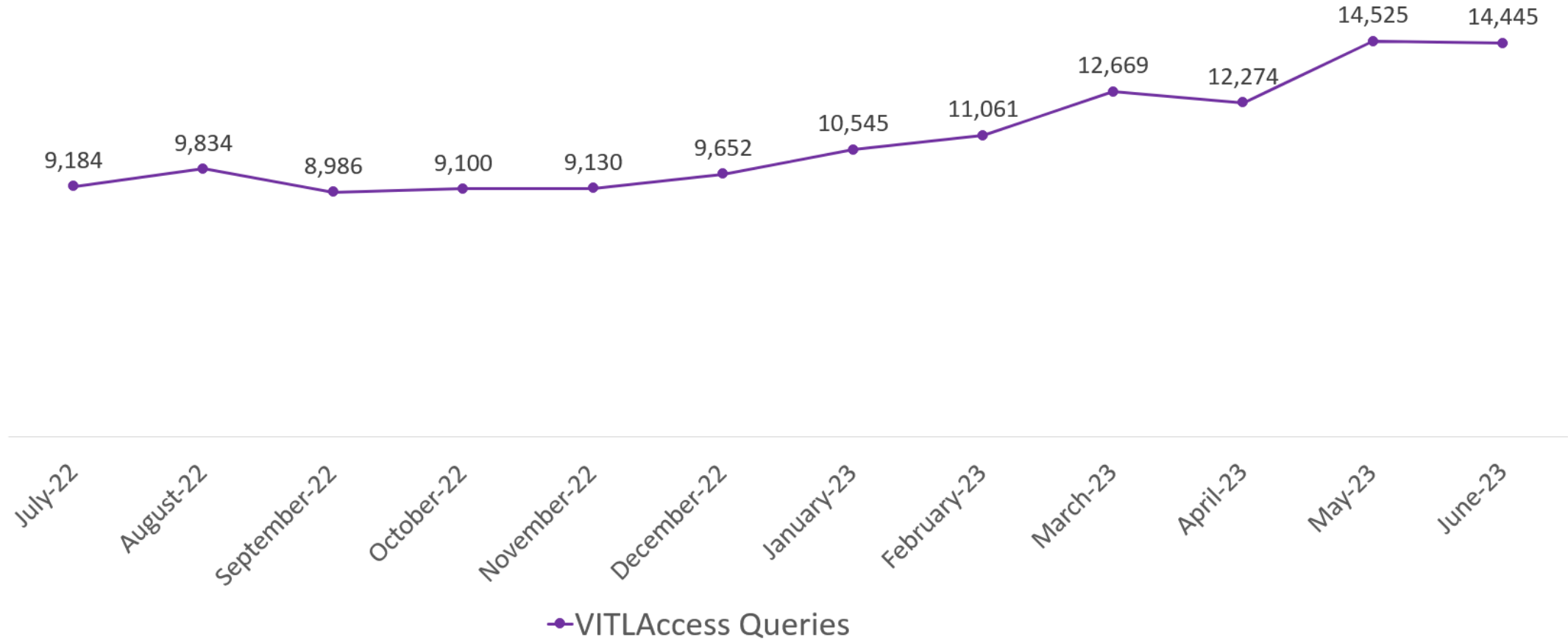# Percent of Vermont Patients Opted Out of the Vermont Health Information Exchange

1.24% 1.24% 1.24% 1.15% 1.15% 1.15% 1.09% 1.09% 1.09% 1.09% 1.09% 1.09%

July-22 August-22 September-22 October-22 November-22 December-22 January-23 February-23 March-23 April-23 May-23 June-23

VITLAccess Queries by Month

9,184   9,834   8,986   9,100   9,130   9,652   10,545   11,061   12,669   12,274   14,525   14,445

July-22 August-22 September-22 October-22 November-22 December-22 January-23 February-23 March-23 April-23 May-23 June-23

→ VITLAccess Queries
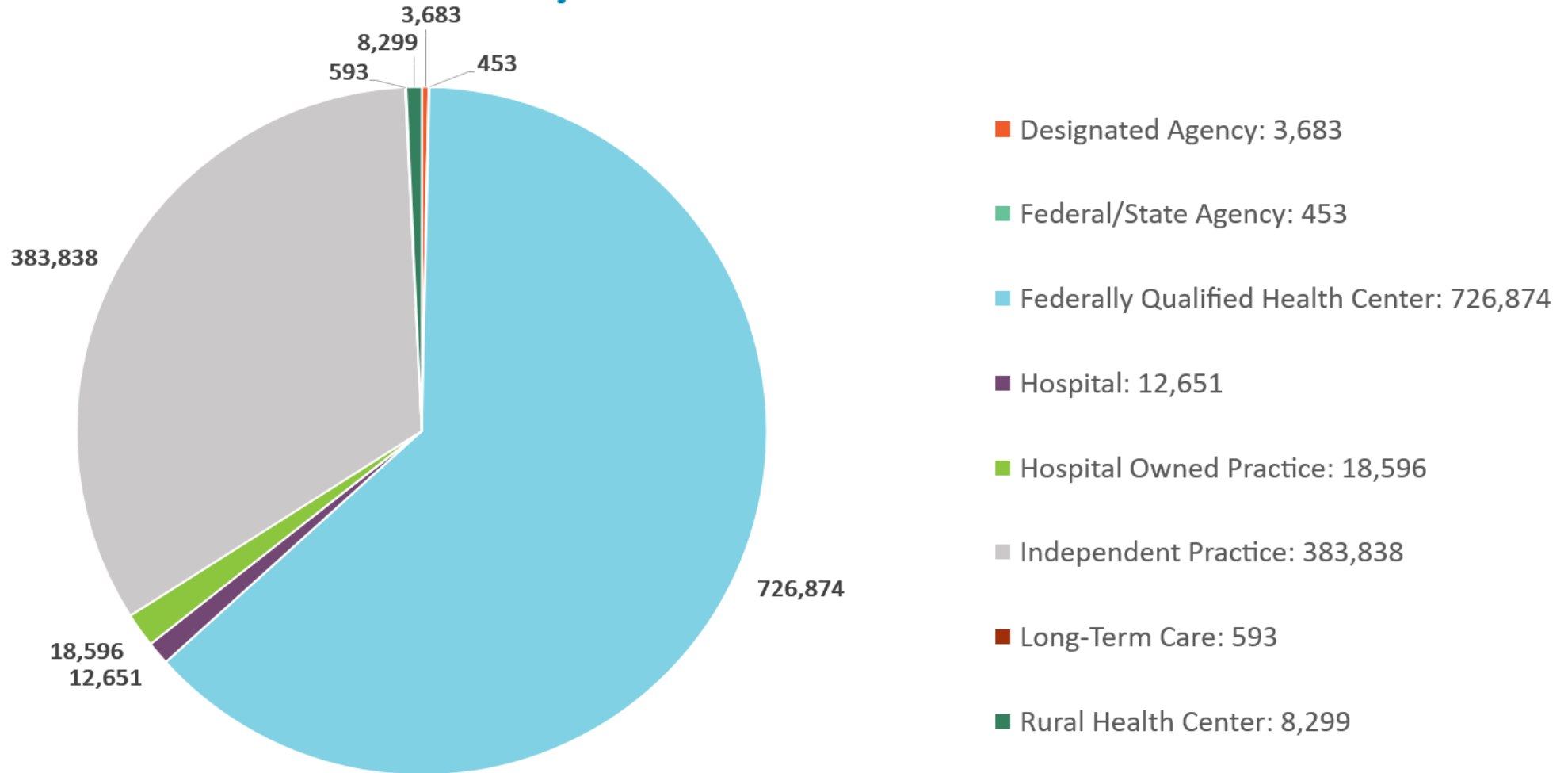
Queries of the VHIE via eHealth Exchange

- ehealth Exchange point-to-point connections were decommissioned during the VITL platform transition. eHealth Exchange policy requires any new connections be made through the Hub model.

- VITL is now able to build new Hub connections and is working with UVMHN and beginning work with the VA / DoD to build and test connections with them.

Results Delivery by Result Type
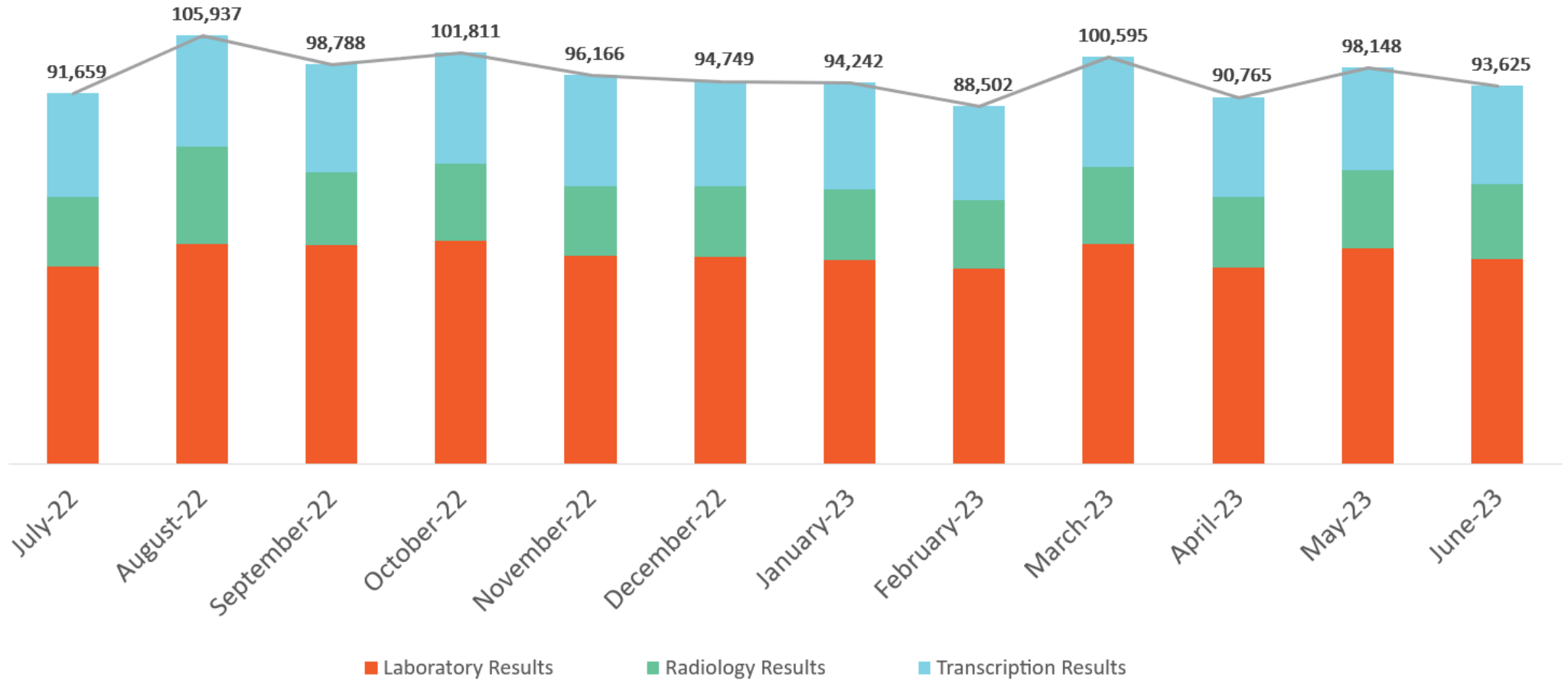
Number of providers receiving results = 582

Results Delivered by Receiving Organization Type
July 2022 – June 2023

Designated Agency: 3,683

Federal/State Agency: 453

Federally Qualified Health Center: 726,874

Hospital: 12,651

Hospital Owned Practice: 18,596

Independent Practice: 383,838

Long-Term Care: 593

Rural Health Center: 8,299

Abbreviations List

Abbreviations Frequently Used

VITL and Our Work

HIE: Health Information Exchange

HDU: Health Data Utility

VHIE: Vermont Health Information Exchange

VITL: Vermont Information Technology Leaders Inc

Partners and Programs

AHS: Vermont Agency of Human Services

CMS: Centers for Medicare and Medicaid Services

DVHA: Department of Vermont Health Access

MDAAP: Vermont's Medicaid Data Access & Aggregation Program

OCV: OneCare Vermont

SoV: State of Vermont

VDH: Vermont Department of Health

VA / DoD: Veterans Affairs / Department of Defense

Financial Terms

CY: Calendar Year

DDI: Design, Development, and Implementation

FY: Fiscal Year

M&O: Maintenance and Operations

Technology and Standards

API: Application programming interface – a connection between computers or between computer programs

FHIR: HL7's Fast Healthcare Interoperability Resources data standard

IMR: Vermont Department of Health's Immunization Registry