

Mr. Al Gobeille  
Chair, Green Mountain Care Board  
89 Main Street, Third Floor, City Center  
Montpelier, Vermont 05620

Dear Chairman Gobeille,

I am writing this letter to share our strong support for granting a Certificate of Need to build an ambulatory care center in the greater Burlington area. Based on our discussions with the applicant's management team, and our experience and research into the success of ambulatory care centers in other states, we believe that a facility like this will generate significant financial savings for Burton and our 400 Burlington-based employees, and this center will be able to provide equally or more efficient and effective health care outcomes as compared to the current outpatient surgery options in the local Burlington area.

Besides the 400 employees working out of our Burlington headquarters, we have another 200 employees throughout the United States, many of whom regularly take advantage of these types of facilities. Our experience is that these centers are able to expedite the scheduling process, reduce the time spent waiting/prepping/recovering by both staff and patients, and significantly reduce the costs of procedures performed in the facilities. I recently spoke to an employee who had a routine outpatient procedure at an ambulatory care center, and paid less than half of what it would have cost at a local hospital. We have fully embraced consumer-driven approaches to our health plans, and therefore these savings will be shared equally by the company, and by our employees.

We also believe that the independent physicians proposing to open the Green Mountain Surgery Center are part of a well-managed network, with the staff and expertise to support a project like this and bring it online successfully. Many of our employees have long-standing and very positive relationships with independent physicians from the HealthFirst provider network, and therefore we are very supportive of their plans regarding this ambulatory care center.

In addition to our direct experience with our employees in other states, and in Vermont with members of the HealthFirst network, we have reviewed a lot of data regarding the success of ambulatory care centers and believe this is a solid approach that aligns very well with Vermont's current focus on improving health care delivery and reducing costs. In fact I'm a bit baffled why it's taken this long to get a solid proposal on the table...

For these reasons, we are fully backing the Green Mountain Surgery Center's plans and requesting your support in embracing their proposal and expediting the approval process to the full extent possible. I would be happy to discuss Burton's perspective with you in more detail and you can reach me anytime at [justinw@burton.com](mailto:justinw@burton.com), 802-651-0499 (office) or 802-922-0713 (mobile).

Best regards,



Justin Worthley  
Vice President – Human Resources