

# **Workforce and Practice Landscapes in Vermont Physical Rehabilitation (2026 Data)**

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## **Physical Therapy (PT)**

- **Business Landscape:** There are 438 outpatient physical therapy businesses currently operating in Vermont.
- **Ownership Distribution:** Private practices comprise approximately 72.5% of all outpatient clinics.
- **Workforce:** Roughly 580 physical therapists are employed in outpatient settings.
- **Payer Mix:** Approximately 34% of outpatient care is billed to commercial insurers.
- **Market Structure:** Hospital-owned practices represent a smaller number of legal entities (often grouped under systems like the UVM Health Network) but operate the state's largest-scale outpatient sites.
- **Case Example:** In the Bennington Health Service Area, the market is nearly split, with 5 hospital-owned versus 6 independent practices.
- **Industry Trend:** Independent PT practices are in a "steady decline" due to administrative burdens and stagnant reimbursement rates.

## **Occupational Therapy (OT)**

- **Workforce:** Approximately 85 occupational therapists work in outpatient settings.
- **Payer Mix:** Approximately 30% of outpatient OT services are billed to commercial insurers.

## **Athletic Training (AT)**

- **Workforce:** Approximately 57 licensed athletic trainers work in clinical settings, including physical therapy and sports medicine clinics.

## **SNB (Single Network Base) Rate Setting Recommendations**

### **Regulatory Oversight and Transparency**

- **GMCB Regulation:** Maintain rate-setting authority under the Green Mountain Care Board (GMCB), ensuring fair representation from both insurers and providers to minimize conflict and confusion.
- **Risk of Insurer Control:** Granting insurers full control over payment rates may jeopardize the long-term success of the SNB.
- **Investment Transparency:** Savings accrued by insurers through the SNB must be tracked transparently to ensure they are reinvested back into the healthcare system.

### **Rate Structure Recommendations**

- **Reference-Based Pricing:** Implement a CMS reference-based rate, determined by the GMCB in collaboration with hospitals, independent practices, and insurers.
- **Unified Commercial Rate:** Establish a single CMS reference-based rate for all major commercial payers (specifically BCBSVT, Cigna, and MVP).

### **Implementation and Reporting (Effective January 1, 2027)**

Under the SNB, all payers should be required to provide annual reports to the GMCB. These reports should include:

- **Total Visits:** Categorized by profession (PT, OT, and AT).
- **Total Paid:** Categorized by profession (PT, OT, and AT).
- **Year-Over-Year Analysis:** A formal comparison of "Total Paid" for outpatient physical rehabilitation services from 2026 to 2027.

**Also helpful would be as end-of-year survey to be filled out by hospitals and independents.**