

Members of the SHCC:

The Tri-Isle Panel voted overwhelming to approve Malulani's CON unconditionally, stating that all 12 CON Criteria were met.

However, the CON Review Panel voted in the exact opposite fashion, after hearing testimony from Maui Memorial that was full of misrepresentations.

Today you will hopefully listen carefully to the testimony that is presented to you, and separate out what is true from what is misleading testimony delivered by well-paid consultants who don't actually have a personal stake in the outcome.

The doctors, nurses and people of Maui County are not paid to be here today and they are not on the payroll of Malulani. Listen to what they will tell you. Elaine Slavinsky, the former DON at Maui Memorial Hospital, said "the people of Maui are crying for this hospital."

Maui Memorial discounts this testimony and the testimony about the need for neonatal ICU services as being emotional and coming from deluded but well meaning people. Ah, but where did this emotion come from? It grew and grew from the desperate need and critical health care crisis that all of us, who live and work on Maui, have to contend with everyday. Unlike the panel members here today, we can't just get in our car and drive across town to the medical facility of our choice.

Simple fact and truth number 1: Maui has only one acute care hospital, an aging 54 year old facility, that according to HHSC's Master Plan Report of 1999 will require \$265 million to be renovated to meet current standards.

Simple fact and truth number 2: Maui has the fewest beds per population served and consequently the highest hospital occupancy rates which exceed standards of safety.

Simple fact and truth number 3: Gov. Lingle and Mayor Arakawa have repeatedly spoken that the State of Hawaii will not provide the financial resources necessary to create the modernized hospital called for in the Maui Memorial Master Plan.

Simple fact and truth number 4: The only viable solution to this healthcare crisis is to have a private funding source, and the only opportunity we have now and for the foreseeable future is to permit Malulani and Triad to forge the joint venture that will bring the \$212 million necessary to solve this problem.

If Malulani's CON is turned down, Maui will not get another chance like this for years to come.

Wes Lo must have been talking about some other CON when he said there were basic flaws in our application. On the contrary, you have our CON document before you and I challenge the panel to read, absorb and acknowledge that this document is intelligent, complete and comprehensive.

Today you will hear testimony from our supporters and also from our partner, Triad which will very clearly make the case for Malulani in every one of the CON criteria.

We have a solid yet conservative financial model and we are able to offer the full range of services that one would expect from a full-service community hospital.

Do not believe the propaganda that this is a "vanity hospital" serving only wealthy South Maui residents. We will serve

everyone in Maui County and bring in new services that are currently not provided by Maui Memorial and are clearly needed by our community.

For instance, Maui Memorial's beds are largely doubles with even a few quad rooms. Malulani's beds will all be private, with adequate room to accommodate family members, and ensuring not only privacy and comfort, but also decreasing the spread of infection within the hospital.

I have been a physician for 30 years and have been on the staff of Maui Memorial for 21 years --serving on the infection control, peer review and medical executive committees. I have spent countless hours on strategic and program planning for Maui Memorial.

I have no faith that Maui Memorial can fix itself. We have all been trying for years and we still end up with equipment and supply shortages and have to contend with an antiquated physical plant and a bureaucracy that has never listened to, or empowered, the doctors and nurses who work there.

By contrast, TRIAD has a solid track record of providing excellent medical facilities for its communities and sharing governance of its hospitals with the communities, the doctors, and the nurses they serve.

Maui Memorial claims that Malulani would "dilute resources" on the island. On the contrary, Malulani would raise the standard of care and provide more health care resources. There are many doctors and nurses on the staff at Maui Memorial who are hanging on only because there is the hope that Malulani will come into being. If our CON is denied, the acute health care crisis on Maui will intensify beyond belief as some of our best doctors and nurses will leave Maui.

Indeed, if Maui Memorial had been serving its mission to provide for Maui County's people adequately, there would be no need for another medical facility. Ask yourselves why a grass roots movement on Maui funded by individuals raised \$1 million for this project and committed thousands of hours of volunteer work to bring this project before you?

Contrast this with the slick, professional manner in which Maui Memorial is contesting this CON and ask yourselves why nearly the only people who testify against Malulani are either paid consultants for Maui Memorial, work in Maui Memorial's administration or serve on Maui Memorial's Foundation Board?

Indeed the focus of their testimony has been to divert attention away from the true issue and need for a modern medical facility with adequate capacity to serve Maui County.

Why does one out of every eight Maui residents leave Maui for medical care? It is because Maui Memorial cannot adequately provide for their care. There is a large amount of pent up demand for quality medical care in Maui County that Malulani will address.

If you still have doubts about where the truth lies, I invite every one of you to come to Maui and we will give you a tour of Maui Memorial. Then you'll really understand what we're talking about when we refer to the "locked down" obstetrics ward" and the central transportation corridor that has only two elevators that are shared with patients, visitors and staff.

Let us show you how we make things more uncomfortable than they should be for patients and their families. Let us show you aging and malfunctioning medical equipment, crowded hospital corridors and patient rooms.

Financial numbers and statistics and usage projections can all be cleverly manipulated. What can't be manipulated is the actual and grim reality. You need to listen and talk to the people of Maui, the doctors and nurses and aides who work at Maui Memorial and then, and only then, can you truly begin to comprehend what the true need is.

At that point, you will all come to the conclusion that Maui County really needs Malulani and that we need to shift the focus of our attention away from protecting institutions to protecting the health and safety of the people of Maui County.

I hope you listened to me and heard my message. It is merely the truth.