

THE THIRTIETH LEGISLATURE  
APPLICATION FOR GRANTS  
CHAPTER 42F, HAWAII REVISED STATUTES

Type of Grant Request:

Operating

Capital

Legal Name of Requesting Organization or Individual: Dba:

Excel Surgery Center Honolulu

Amount of State Funds Requested: \$800,000\_\_

In response to Maui's post-disaster challenges, Excel Surgery Center Honolulu is seeking to establish an urgent care center, clinics, and an ambulatory surgery center, particularly around Lahaina. This initiative aims to address the critical healthcare gap exacerbated by the Maui wildfires, targeting over 10,000 individuals, including low-income and underrepresented groups. With a focus on quality, accessibility, and compliance, this project, driven by seasoned healthcare management professionals, will provide essential medical services in disaster-affected and underserved areas. Key milestones include groundbreaking in Q3 2024 and phased openings through Q1 2026, supported by ongoing community needs assessment and financial sustainability evaluations.

Amount of Other Funds Available:

State:

\$N/A

Federal:

\$N/A

County:

\$N/A

Private/Other: \$ N/A

Total amount of State Grants Received in the Past 5 Fiscal Years:

\$N/A

Unrestricted Assets:

\$N/A

New Service (Presently Does Not Exist):  Existing Service (Presently in Operation):

Type of Business Entity:

- 501(C)(3) Non Profit Corporation  
 Other Non Profit  
 Other

Mailing Address:

City:

State:

Zip:

Contact Person for Matters Involving this Application

Name: Susie Paik

Title: COO

Email: spaik@excelhealth.co

Phone: 206-799-0996

Federal Tax ID#:

State Tax ID#:



Authorized Signature

Susie Paik, COO

Name and Title

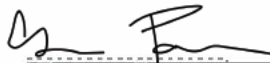
1/19/24

Date Signed

### Application Submittal Checklist

The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.

- 1) Hawaii Compliance Express Certificate (If the Applicant is an Organization)
- 2) Declaration Statement
- 3) Verify that grant shall be used for a public purpose
- 4) Background and Summary
- 5) Service Summary and Outcomes
- 6) Budget
  - a) Budget request by source of funds ([Link](#))
  - b) Personnel salaries and wages ([Link](#))
  - c) Equipment and motor vehicles ([Link](#))
  - d) Capital project details ([Link](#))
  - e) Government contracts, grants, and grants in aid ([Link](#))
- 7) Experience and Capability
- 8) Personnel: Project Organization and Staffing

  
AUTHORIZED SIGNATURE

Susie Paik, COO  
PRINT NAME AND TITLE

1/19/24  
DATE

## **Hawai'i State Legislature Grant-in-Aid program**

### **I. Certification**

#### Hawaii Compliance Express Certificate

If the applicant is an organization, the applicant shall submit one (1) copy of a Hawaii Compliance Express Certificate from the Comptroller of the Department of Accounting and General Services that is dated no earlier than December 1, 2023.

### **Declaration Statement**

The public purpose of this project is centered on enhancing the accessibility and quality of medical services in a region significantly affected by natural disasters and a lack of healthcare infrastructure. By establishing an urgent care center, clinics, and an ambulatory surgery center in the western region around Lahaina, this project will directly address the acute healthcare needs exacerbated by the Maui wildfires. It aims to serve a broad spectrum of the community, including low-income and underrepresented groups, and those currently without access to adequate healthcare. This initiative not only seeks to provide immediate medical relief but also aims to fortify the long-term resilience and health infrastructure of the community. In doing so, it embodies a commitment to social equity and public health, ensuring that all residents of Maui, regardless of their socio-economic status, have access to essential and high-quality healthcare services.

### **II. Background and Summary**

In the context of Maui's post-disaster landscape, Excel Surgery Center Honolulu and its partners are working toward the development of an urgent care center, ancillary clinics, and an ambulatory surgery center. Aimed at mitigating the long-term effects of the Maui wildfires, particularly in the western regions around Lahaina, and providing accessible care in areas critically lacking healthcare infrastructure, this initiative is underpinned by a robust commitment to delivering state-of-the-art medical services, overseen by experienced healthcare professionals and adhering to industry standards and regulations.

The genesis of this project can be traced to the need for enhanced healthcare provision in areas impacted by natural disasters and areas that are chronically underserved by the healthcare system. The driving force behind this endeavor is an organization with a notable track record in healthcare management, demonstrating a profound understanding of the exigencies of modern medical service provision in disaster-affected areas. This initiative is predicated not merely on the establishment of medical facilities but on a holistic approach to healthcare, encompassing quality, accessibility, and regulatory compliance.

The project partners are committed to bridging the healthcare accessibility gap in Maui, with a specific focus on the western region. The project targets a diverse demographic, with a goal of providing healthcare services to over 10,000 individuals throughout the duration of the grant, including at least 1,000 individuals from low-income or underrepresented groups and catering to the 10% of the population currently deprived of adequate healthcare services.

Geographically, while the project extends its services across Maui, it prioritizes the western region, particularly around Lahaina, significantly impacted by the wildfires. This strategic focus is a direct response to the heightened healthcare needs in these areas.

The project's timeline will be measured through key milestones, including the groundbreaking in Q3 2024, followed by the phased opening of the urgent care center, clinics in Q1 2025, and the ambulatory surgery center in Q1 2026. Integral to the project's execution is a comprehensive assessment framework, encompassing both the community's evolving healthcare needs and the project's financial sustainability. This includes regular assessments of healthcare access gaps and thorough financial analyses on a monthly, quarterly, and annual basis.

### **III. Service Summary and Outcomes**

#### **1. Scope of Work, Tasks, and Responsibilities:**

1. The applicant will implement, develop, and manage an urgent care center, clinics, and an ambulatory surgery center in the Lahaina region of Maui.
2. Responsibilities include procurement and installation of state-of-the-art medical equipment, recruitment and training of healthcare professionals, and ensuring compliance with healthcare industry standards and regulations.
3. The project involves continuous community engagement to identify and address specific healthcare needs, particularly focusing on the populations affected by the Maui wildfires.

#### **2. Projected Annual Timeline:**

Q3 2024: Groundbreaking.

Q1 2025: Operationalization of the urgent care center and clinics.

Q1 2026: Opening of the ambulatory surgery center.

Ongoing: Regular assessments (quarterly and annually) of community healthcare needs and financial health of the project.

#### **3. Quality Assurance and Evaluation Plans:**

The applicant will implement a robust quality assurance program to ensure adherence to healthcare standards. Evaluation plans include quarterly assessments of the population lacking adequate healthcare access, and monthly, quarterly, and annual financial reviews.

An iterative approach to monitoring and evaluation will be adopted, enabling continuous improvement in service delivery based on feedback and performance metrics.

#### **4. Measures of Effectiveness:**

The effectiveness of the project will be measured through several key indicators. These measures will provide an objective framework for assessing the project's impact and will be

regularly reported to the state agency overseeing the grant funds. In the event of changes in the level of appropriation, these measures will be updated accordingly to reflect the revised scope and objectives of the project. Indicators will include:

- Number of individuals served, with a focus on low-income and underrepresented groups.
- Reduction in healthcare access disparities in the targeted region.
- Patient satisfaction scores and health outcomes.
- Financial sustainability of the healthcare facilities.

**IV. Financial**

**a. Budget Request by Source of Funds**

**BUDGET REQUEST BY SOURCE OF FUNDS**

Period: July 1, 2024 to June 30, 2025

Applicant: Excel Surgery Center Honolulu LLC

<b>BUDGET CATEGORIES</b>	<b>Total State Funds Requested (a)</b>	<b>Total Federal Funds Requested (b)</b>	<b>Total County Funds Requested (c)</b>	<b>Total Private/Other Funds Requested (d)</b>
<b>A. PERSONNEL COST</b>				
1. Salaries	811,000			
2. Payroll Taxes & Assessments	158,000			
3. Fringe Benefits	100,000			
<b>TOTAL PERSONNEL COST</b>	<b>1,069,000</b>			
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island	5,000			
2. Insurance	75,000			
3. Lease/Rental of Equipment				
4. Lease/Rental of Space	180,000			
5. Staff Training	25,000			
6. Supplies	50,000			
7. Telecommunication	3,000			
8. Utilities	3,000			
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>341,000</b>			
<b>C. EQUIPMENT PURCHASES</b>	<b>350,000</b>			
<b>D. MOTOR VEHICLE PURCHASES</b>				
<b>E. CAPITAL</b>				
<b>TOTAL (A+B+C+D+E)</b>	<b>1,760,000</b>			
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested		Name (Please type or print) Phone		
(b) Total Federal Funds Requested		Signature of Authorized Official Date		
(c) Total County Funds Requested				
(d) Total Private/Other Funds Requested				
<b>TOTAL BUDGET</b>		Name and Title (Please type or print)		

**b. Personnel salaries and wages**

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES Period: July 1, 2024 to June 30, 2025

Applicant: Excel Surgery Center Honolulu LLC

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B
CEO		200000	10.00%
DR		300000	50.00%
CIO		200000	10.00%
COO		200000	15.00%
DN		120000	10.00%
ED		120000	10.00%
RN		115000	100.00%
CRNA		312000	50.00%
NP/PA		115000	100.00%
MA		46000	100.00%
Patient Experience Coordinator		50000	100.00%
Receptionist		35000	100.00%
X Ray Tech		50000	100.00%

c. Equipment and motor vehicles

N/A

d. Capital project details

N/A

e. Government contracts, grants, and grants in aid

N/A

**2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2025.**

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
200,000	200,000	200,000	200,000	800,000

**3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2025.**

Office of Economic Development Maui

**4. The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipate applying for pertaining to any capital project, if applicable.**

N/A

**5. The applicant shall provide a listing of all federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2025 for program funding.**

N/A

**6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2023.**

\$884,000

## **V. Experience and Capability**

### **1. Necessary Skills and Experience**

The project team brings a wealth of expertise and a proven track record in medical and healthcare management, pivotal for the successful execution of this project. With a deep-rooted understanding of operational management within healthcare facilities, the team will ensure that patient care is of the highest standard, while adhering to healthcare regulations. This expertise is further complemented by a substantial background in project implementation and development. The applicant has experience overseeing large-scale healthcare projects from the ground up, a skill that is essential for a project of this magnitude and complexity.

In terms of experience and appropriateness for providing the proposed service, the team's background is particularly compelling. In addition to establishing and managing healthcare facilities, the team also has the capacity to innovate and adapt to meet the evolving healthcare needs of communities. The applicant has successfully implemented similar projects in the past and will use that expertise to ensure that the proposed project not only meets but exceeds its objectives, particularly in providing vital healthcare services to those most in need.

### **2. Facilities**

Facilities Overview:

Urgent Care Center and Clinics: Our plan includes the establishment of an urgent care center and associated clinics, collectively occupying approximately 4,000 square feet. This space



allocation is strategically designed to facilitate efficient patient flow and accommodate a range of urgent healthcare services.

**Ambulatory Surgery Center:** We are proposing an ambulatory surgery center encompassing around 6,000 square feet. This facility is intended to support outpatient surgical procedures, prioritizing patient safety and comfort.

**Equipment and Staffing:** Both facilities will be equipped with state-of-the-art medical equipment, ensuring that we are at the forefront of modern healthcare technology. This investment in high-quality equipment will significantly enhance our diagnostic and treatment capabilities. We will staff these facilities with experienced healthcare professionals, including specialists in urgent care and ambulatory surgery. Our team will be trained to deliver compassionate and effective care, aligning with our commitment to patient-centered service.

**Community Needs and Capacity:** Our facilities' design and capabilities will be closely aligned with the identified needs of our community. We will conduct thorough research to ensure that our services will effectively address these needs, filling critical gaps in local healthcare provision. The proposed size and layout of our facilities are intended to provide sufficient capacity to meet anticipated patient demand, thereby minimizing wait times and enhancing overall patient experience.






















**Compliance and Standards:** We are committed to adhering to all industry standards and regulations. This commitment is reflected in every aspect of our facility planning, from building layout to equipment selection and staff training.




















## **VI. Personnel: Project Organization and Staffing**

### **1. Proposed Staffing, Staff Qualifications, Supervision and Training**

Our staffing structure is designed to efficiently meet our community's needs, guided by Louis DiMartini, our Chief Executive Officer. His leadership will be central to our facility's operations and strategic direction. Chief Medical Officer Jeffrey Roh oversees the medical staff, ensuring high standards of patient care. The medical team includes specialized roles such as Medical Assistants, Surgical Technicians, and Sterile Processing Technicians. The executive team, including the Chief Strategy Officer, Chief Information Officer, and VP of Corporate Relations, works closely with DiMartini. They ensure our operations are effective and integrate the latest advancements in healthcare. Our staff comprises professionals with relevant qualifications and experience in their respective fields. The administrative and medical leaders have significant experience in healthcare management and clinical expertise, respectively. All medical staff, including nurses and technicians, are certified and licensed, reflecting their expertise in patient care.

## 2. Organization Chart

 <b>Louis DiMartini</b> Chief Executive Officer	1	3
 <b>Suele Paik</b> Chief Strategy Officer	2	2
 <b>Hun Kim</b> Chief Information Officer	0	0
 <b>Alan Rulz</b> VP of Corporate Relati...	0	0
 <b>Jeffrey Roh</b> Chief Medical Officer	3	40
 <b>Raychelle Glenn</b> Medical Assistant	1	1
 <b>Nicole Newman</b> Medical Assistant	0	0
 <b>Chelsea Arakawa</b> Executive Director	6	6
 <b>Travis Dacoscos</b> Materials Management...	0	0
 <b>Pele Lafaële</b> Housekeeping	0	0
 <b>Kiana Martin</b> Business & Supply Cha...	0	0
 <b>Megan Takaki</b> Front Desk Representa...	0	0
 <b>Geraldine Trumata</b> Housekeeping	0	0
 <b>Joseph Joven</b> Director of Nursing	30	30
 <b>Josephine Aguada</b> Sterile Processing Tec...	0	0
 <b>Nathalie Baro</b> Scrub Tech	0	0
 <b>Richard Chan</b> Radiologic Technologist	0	0
 <b>Sarah King</b> Certified Surgical Tech...	0	0
 <b>Tom Lee</b> Radiologic Technologist	0	0
 <b>Jenny Naputi</b> Sterile Processing Tec...	0	0
 <b>Polly Pascua</b> Scrub Tech	0	0
<b>Robert Rivera</b>	0	0

 <b>Sara Sinclair</b> Surgical Technician	0	0
 <b>Marichu Talley</b> Sterile Processing Tec...	0	0
 <b>Michelle Tamayo</b> Scrub Tech	0	0
 <b>Kimberly Unten</b> Surgical Technician	0	0
 <b>Jenna Anderson</b> Registered Nurse (PACU)	0	0
 <b>Audrey Apfel</b> Registered Nurse (PACU)	0	0
 <b>Nilo Atienza</b> Registered Nurse (OR)	0	0
 <b>BESSIE BAGUYO</b> Registered Nurse (PACU)	0	0
 <b>Anna Dorsey</b> Registered Nurse (PACU)	0	0
 <b>Sheilla Felipe</b> Registered Nurse (PACU)	0	0
 <b>Rachel Galutira</b> Registered Nurse (PACU)	0	0
 <b>Van Dexter Guillermo</b> Registered Nurse (OR)	0	0
 <b>Mayu Hoang</b> Registered Nurse (PACU)	0	0
<b>Todd Kimura</b>	0	0
 <b>Christopher Montero</b> Registered Nurse (OR)	0	0
 <b>Sunnie Oh</b> Registered Nurse (PACU)	0	0
 <b>Crystal Gayle Ramos</b> Registered Nurse (OR)	0	0
 <b>Darath Ruamsap</b> Registered Nurse (OR)	0	0
 <b>Tamlyn Suzuki</b> Registered Nurse (OR)	0	0
 <b>Amy Wolf</b> Registered Nurse (OR)	0	0

### **3. Compensation**

The applicant shall provide an annual salary range paid by the applicant to the three highest paid officers, directors, or employees of the organization by position title, not employee name.

Doctor: \$150,000

Registered Nurse: \$115,000

Nurse Practitioner: \$115,000

### **VII. Other**

1. Litigation

N/A

2. Licensure or Accreditation

N/A

3. Private Educational Institutions

N/A

4. Future Sustainability Plan

As we look beyond the fiscal year 2024-25, we have a plan in place to sustain the activities and services initiated through the grant funding. Understanding that the grant might not be extended past this period, we have developed a comprehensive strategy to ensure the continuity and growth of our project.

Our first step will be to broaden our funding base. This will involve initiating a dynamic fundraising program, aimed at attracting donations from government and philanthropic foundations. We will explore the implementation of a sliding scale fee structure for certain services. This approach is designed to balance accessibility for our clients with the generation of a modest revenue stream.

Budget optimization will be a continuous process. We will closely monitor our spending, ensuring that every dollar is used effectively and contributes to the long-term sustainability of our project. A critical aspect of our sustainability plan is rigorous cost management. We will conduct regular reviews of our operational processes to identify areas where we can improve efficiency and reduce costs, without compromising the quality of our services.

Investing in technology and embracing innovation will also be key. We will seek opportunities to implement new technologies that can streamline our operations and reduce costs over the long

term. Embracing technological advancements can also open up new revenue streams, such as virtual services.