

STATE HEALTH PLANNING AND DEVELOPMENT AGENCY

LINDA LINGLE
GOVERNOR OF HAWAII
CHIYOME L. FUKINO, M.D.
DIRECTOR OF HEALTH
RONALD E. TERRY
ADMINISTRATOR

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Senate Committee on Health

CONSIDERATION AND CONFIRMATION OF RONALD E. TERRY, ADMINISTRATOR STATE HEALTH PLANNING AND DEVELOPMENT AGENCY

Testimony of Ronald E. Terry
October 26, 2007

1 Good morning, I am honored to be here today to discuss my appointment as Administrator of the
2 State Health Planning and Development Agency (SHPDA). I truly appreciate the committee
3 taking time to meet with me to consider my appointment to this position.
4 Hawaii has been a part of my life since the late 1960's; my father was stationed at Pearl Harbor
5 when he served in the Navy. Following his retirement from the Military, my father remained in
6 Hawaii and I joined him and attended the University of Hawaii at Manoa in the 1970's. I
7 received undergraduate degrees from the UH in 1976. After graduation from the University of
8 Hawaii, I attended graduate school at the Medical College of Virginia and received a Master's
9 Degree in Health Administration in 1979.
10 For the past 28 years, I have worked primarily in health administration in hospitals around the
11 continental United States, Hawaii and several hospitals overseas. I believe my broad range of
12 health care management experience is critical for the success in the Administrator role at
13 SHPDA. During my career, I have worked for healthcare organizations that were not for profit,
14 for profit, government owned, community owned, church owned, hospitals with multi-specialty
15 group practices and hospitals that had long-term care facilities attached.
16 For the past seven years, I have served as Vice President for Heart and Vascular at Sanford USD

Consideration and Confirmation

Ronald E. Terry

Page 2 of 2

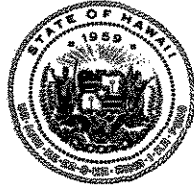
1 Medical Center in Sioux Falls, South Dakota. In addition to heart and vascular services, I was
2 also responsible for numerous ancillary and support departments at the hospital. I recently
3 returned home to Hawaii to rejoin my fiancée. After many years of a long distance relationship,
4 we decided that it was time to be together again.

5 Positions that I have held in hospital management included responsibility for facility planning,
6 strategic planning and business development. I have also been responsible for the acquisition of
7 major capital equipment and large building projects. The due diligence, research and analysis
8 required in these positions will serve me well in my duties at SHPDA. These skills are
9 applicable in the management of the CON process and development of the State Health Plan. In
10 addition, I understand what it is like to be on the other side of the table and apply for certificate
11 of need prior to entering into capital projects.

12 Managing hospital requires dealing with a large number of constituencies, patients, physicians,
13 nurses/employees, payers, the community, government agencies and Board of Directors. The
14 Administrator at SHPDA must also deal with various constituencies and I believe that my
15 professional experience to date has prepared me well for dealing with this challenge.

16 I would be honored to serve the citizens of Hawaii as Administrator of SHPDA and I seek your
17 endorsement of my appointment.

LINDA LINGLE
GOVERNOR OF HAWAII



CHIYOME LEINAALA FUKINO, M.D.
DIRECTOR OF HEALTH

STATE OF HAWAII
DEPARTMENT OF HEALTH
P.O. Box 3378
HONOLULU, HAWAII 96801-3378

In reply, please refer to:
File:

Senate Committee on Health

**CONSIDERATION AND CONFIRMATION OF
RONALD E. TERRY
ADMINISTRATOR OF STATE HEALTH PLANNING AND DEVELOPMENT
AGENCY**

**Testimony of Chiyome Leinaala Fukino, M.D.
Director of Health
October 26, 2007**

1 The Department of Health (DOH) strongly supports the nomination of Mr. Ronald E. Terry as
2 Administrator of the State Health Planning and Development Agency (SHPDA).

3 With both his Master's in Health Administration and over 27 years of experience in executive
4 healthcare management, Mr. Terry will bring to this office a thorough grasp of the complicated demands
5 of today's healthcare industry. Mr. Terry has extensive experience in health care facility development,
6 physician and staff relations, and healthcare budgeting and financing. In a number of his varying roles,
7 Mr. Terry has worked closely with various state health planning and development agencies and is
8 familiar with the governmental, regulatory, and political landscape.

9 *The Department of Health urges this committee to favorably consider the nomination of Mr.*
10 *Ronald E. Terry.*

11 Thank you for the opportunity to testify on this measure.



THE QUEEN'S HEALTH SYSTEMS

1099 Alakea Street, Suite 1100 • Honolulu, Hawaii 96813 • Phone (808) 532-6100 • FAX: (808) 532-6118

October 23, 2007

The Honorable David Ige
Chair
The Honorable Carol Fukunaga
Vice Chair
Senate Health Committee

Aloha Senators Ige & Fukunaga:

The Queen's Health Systems strongly supports the confirmation of Ronald E. Terry as Administrator of the State Health Planning and Development Agency.

Mr. Terry has many years of experience in health care administration, most notably his contributions at Wahiawa General Hospital and Hawaii Credential Verification Service. He understands the challenges of meeting Hawaii's future health care needs and is committed to working collaboratively to improve access to health care for our community.

The Queen's Health Systems asks for your support for the confirmation of Ronald E. Terry as Administrator of the State Health Planning and Development Agency. Mahalo for the opportunity to provide testimony.

Yours truly,

Mark H. Yamakawa
Executive Vice President & Chief Operating Officer

Hawaii Pacific Health

55 Merchant Street • Honolulu, Hawaii 96813 • hawaiiapacifichealth.org

[1 Copy]

Friday, October 26, 2007 – 9:00am
Conference Room 016

The State Committee on Health

To: The Honorable Senator David Y. Ige, Chair
The Honorable Senator Carol Fukunaga, Vice Chair

Re: **Testimony in Strong Support of Gubernatorial Nominee, RONALD TERRY**
Relating to consideration and confirmation as Director of the State Health Planning Agency

Dear Honorable Committee Chairs and Members:

I am pleased to write a letter of strong support for the appointment of Ronald E. Terry to the position of Administrator of the Hawaii State Health Planning & Development Agency (SHPDA).

Mr. Terry is familiar with Hawaii having completed his undergraduate studies at the University of Hawaii and later spending four years in the health care system in Hawaii, first as vice president of hospital operations at Wahiawa Hospital and then as executive director of Hawaii Credential Verification Service, Inc. Mr. Terry has had over 27 years of experience in health care. He has lived and worked in four different states in the United States, including Hawaii, and also spent four years in hospital administration in Saudi Arabia.

Mr. Terry has had extensive experience in strategic planning, collaborative project development, and physician relations and fully understands the challenges facing health care today. Since working as interim Administrator of SHPDA, pending confirmation, I have had the opportunity to see Mr. Terry in action in the community. He has a wealth of knowledge but listens well, has a collaborative nature and is a strategic thinker. He has already made some excellent suggestions on how to move forward on completing the new state health plan.

We are very fortunate to have someone with Terry's credentials as Administrator of SHPDA. I am very optimistic about the value he brings to Hawaii and urge the Hawaii State Legislature to confirm his appointment as Administrator of SHPDA.

Sincerely,



Virginia Pressler, MD
Executive Vice President
HAWAII PACIFIC HEALTH



Meeting: Senate Committee on Health
Chair: Senator David Ige
Vice Chair: Senator Carol Fukunaga
Date: Friday, 26 October 2007
Time: 9:00 am
Place: Conference Room 016 State Capitol

Testimony in support of the confirmation of Ronald E. Terry, nominated to serve in the position of Administrator of the State Health Planning and Development Agency.

I first met Ronald E. Terry in 1974, when he was attending the University of Hawaii. Through contact with his father, I followed Ronald's education and travels with interest to see what direction his career would take because I believed he was a bright, ambitious and extremely capable young man.

Ronald left here to attend the Medical College of Virginia. Upon graduation, he began his career as a hospital administrator in West Virginia, then went to work in Saudi Arabia at several different locations. From the Middle East he took a position in Virginia. He returned to Hawaii to work as the Vice President of Wahiawa General Hospital. Although he has always considered Hawaii his home, he was always seeking new challenges and better financial rewards. Ronald left Hawaii and took a position in Denver, Colorado. While in Denver he was offered, and accepted, the position of Vice President of the new heart wing they were building in the hospital in Sioux Falls, South Dakota.

Ronald E. Terry's, discretion, morals and character have always been above reproach. His managerial experience at many locations across the country and overseas has given him a unique ability to deal with people from all walks of life. He is a completely loyal American citizen, and I am very pleased that he has finally managed to return to Hawaii, the place he has always considered his home.

Ronald E. Terry's experience and his work ethic make him a valuable asset for any position of trust and responsibility for which he might be considered, and I highly recommend that he be confirmed to the position of Administrator of the State Health Planning and Development Agency

I am Francis M. Robinson. I retired from the US Army in 1976. I was the Supervising Investigator of the Oahu Investigations Office of the Department of Human Services, State of Hawaii from 1979 to 1999. I reside at 1650 Ala Moana Boulevard, Suite 2311, Honolulu, Hawaii 96815. My telephone number is (808) 398-2035. My Email address is HIRobbie@lava.net.

October 24, 2007

**Senate Health Committee
Chairman David Ige
Hearing: Friday, October 26, 2007
9 A.M., Room 016**

**From: Linda "Fritz" McKenzie, Esq.
Milliani, Hawaii 96789
95-782 Lanipa'a St.
808-623-8817
808-623-1870 work
808-226-1119 cell**

To the Honorable David Ige, Hawaii State Senator:

Senator Ige and Committee Members,

Thank you very much for the opportunity to appear before you and submit testimony on behalf of Ronald Terry for the position of Executive Director of State Health Planning and Development Agency.

I have known Mr. Terry professionally and personally for over a decade. I have found him in all instances to be of the highest professional character, exceedingly competent, and, particularly knowledgeable and skilled in the area of health care.

I have been involved in the area of health care for more than four decades, thirty of which have been here in Hawaii. I have been involved in the profession both locally, nationally and internationally; I have met and known many individuals involved in the field, few have I held in as high regard as Mr. Terry for their professionalism. I believe that health care in all parts of the country, including Hawaii, has reached a crossroads, perhaps a crisis, particularly in delivery, affordability, and, in Hawaii, a looming scarcity of providers. Hospitals, physicians, and all entities involved in the delivery of services are truly facing challenges we have never faced before. What is needed more than anything, certainly in our state, is knowledgeable, experienced and non political solutions to major problems of how best to deliver needed health care to our people. I believe Mr. Terry could be a quite, confident and learned voice in making many of the major decisions that must be made to achieve this in the future.

When I was Chairwoman and, prior to that, vice chairwoman of the Wahiawa General Hospital Board of Directors, I worked directly with Mr. Terry who was a vice president of the hospital. He was thorough, fair, articulate and, to my knowledge, well respected and liked by peers and coworkers.

I have served on a subcommittee of SHPDA in years past. Due to my own involvement professionally and personally in the health care field and local politics, I have quite a thorough understanding of this job and all that it will require of Mr. Terry. Frankly, I think he is probably one of the more qualified candidates I have known to have been appointed to this position in many years. I commend the governor's office for recognizing such an outstanding candidate. I can only hope that this committee will make what, I believe, will be an excellent and wise choice by confirming him.

Prior to his arrival in the islands in the mid nineties, I met by chance a coworker and professional acquaintance of his when I was involved in the American Bar Association on a national level, I was most impressed at the comments and by the opinions held by this person who had known Mr. Terry as a professional in Virginia. I must admit, I was impressed that Mr. Terry's good reputation preceded him to the islands. He did not disappoint the board in his performance here.

I will be happy to address any questions that you might have. I do hope that this committee will act expeditiously to confirm Mr. Terry. I think the state and the state government will be well served by his skills. I might add that I think we are most fortunate to have attracted this candidate to public service since I have no doubt that, given his skills and expertise, Mr. Terry could certainly find a much more lucrative position in the private sector.

Thank you for allowing me to testify on behalf of this worthy candidate.


Linda "Fritz" McKenzie, Esq



October 23, 2007

Committee: Committee on Health

Hearing Date: Friday 26 October 2007

Hearing Time: 9:00 a.m.

Hearing Place: Conference Room 016, State Capitol

Number of Copies: 10

Enclosed: Letter of recommendation on behalf of Ronald E. Terry
by Becky Nelson, Sr. Vice President & COO, Sanford Health Services Division

Attention: Honorable Senator David Ige, Chair, Committee on Health
Honorable Senator Carol Fukunaga, Vice Chair, Committee on Health

Dear Senators,

Ron Terry served as Vice President of our Heart & Vascular Center of Excellence from 2000 – 2006. His areas of responsibility included the Cath lab, Cardiovascular Services, GI Center, Pain Center, Bariatrics Program and Patient Appointment Center which are all strategically critical for the clinical operations and financial stability of the hospital. He also had other areas of responsibility, such as the 2000 surgical unit, respiratory care and environmental services, providing administrative support so that comprehensive care and services could be provided.

When Ron was hired in this new position, he brought vast knowledge and a high level of diverse experience in developing and operationalizing hospital services in a variety of settings. In his six years of service with Sioux Valley Hospital USD Medical Center, now known as Sanford USD Medical Center; Ron's expertise, keen business sense and champion leadership skills allowed for many successful opportunities such as the designation of our Bariatric Center of Excellence.

Ron's administrative/business skills are his greatest asset. His many years of working in various healthcare organizations throughout the world, prior to coming to Sanford USD Medical Center, have provided him vast experience and knowledge which we were so fortunate to gain and learn from. He demonstrated great tenacity in tackling tough issues like standardization of supplies for efficiency and cost savings. Ron was also a champion in Lean training, offering to become certified then collaborated with other colleagues to develop our own internal lean certification process. Ron and his team spent a significant amount of time training and teaching other leaders about the implementation of lean concepts into their everyday work lives.

Ron always made it a priority in his role to build strong relationships with his administrative colleagues, physicians, leaders and staff that reported to him, always knew who the "key stakeholders" were, and was well respected by those he worked with. He was instrumental in numerous operational

and strategic initiatives such as the consolidation of our coronary care and ICU's to create one Critical Care Service; instrumental in recruiting cardiologists, developing our vascular program, growing our gastroenterology program, implementing a pediatric sleep center, maximized record volumes in our cath lab, and has an amazing attention to detail and vision.

It was a great privilege for me to have had the opportunity to work, learn and grow with Ron during his time at Sanford and I appreciate the opportunity to write this letter of recommendation on his behalf. He is a great leader, friend, mentor and visionary; and I wish him the best of luck in his future endeavors.

Respectfully Submitted,

A handwritten signature in cursive script that reads "Becky Nelson".

Becky Nelson
Sr. Vice President & COO
Sanford Health Services Division
(former President of Sanford USD Medical Center)
1305 W. 18th St.
Sioux Falls, SD 57105
605-333-6583
nelsonb@sanfordhealth.org



Medical Service Corporation International
1716 Wilson Boulevard
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23 October 2007

Senator David Ige
Chair, Committee on Health
And
Carol Fukanaga
Vice Chair, Committee on Health

Dear Senator Ige and Ms. Fukanaga:

It is an honor and privilege for me to highly recommend Ronald E. Terry for the position of Administrator, State Health Planning and Development Agency (SHPDA). Through ratifying his appointment, Hawaii will have gained an extremely talented, experienced and valuable asset.

Ron and I have been colleagues and friends since 1981 when we served together as executives of two large hospitals in the Middle East. About ten years ago, we were both officers of an international health care management, planning and development organization, with offices in the United States, England, France and India.

Throughout his career, Ron Terry has gained broad, hands-on experience in health care delivery management, organizational restructuring, project management, and planning. He served for years as a senior member of top management for two different medical centers in the U.S., both large, well-respected, nationally-known institutions. In every instance, his professionalism and performance have been exemplary.

In addition to his extensive health care management and planning background, Ron brings a love for Hawaii to the position. He earned his Bachelor's Degree at the University of Hawaii, and later returned to serve in senior executive positions with several health care organizations in Hawaii. He has always intended to return to Hawaii for good.

He has outstanding organizational ability, a deep knowledge of the health care delivery system in all its aspects, proven expertise in complex project management, and highly developed planning skills. He is scrupulously honest, forthright in all his dealings, and unafraid to always do what is right. Above all, he will get results for Hawaii.

Once again, I recommend Ron Terry without reservation and urge you to approve his appointment to this very important position.

Sincerely,

Paul Rader

Paul Rader, MHA, Ph.D., FACHE
Country Director
District Hospitals Medical/Technical Needs Assessment
Prime Minister's Office
Regional Administration and Local Government
Dar es Salaam, Tanzania

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Email: prader@mscionline.com

To: Senator David Ige, Chair Committee on Health
Senator Carol Fukunaga, Vice Chair Committee on Health
State of Hawaii, Senate
Honolulu, Hawaii

From: Pamela Shute, Midwest Transplant Network Inc., Manager Hospital Services and
Community Development

Date: October 24, 2007

Re: Mr. Ronald Terry, Administrator, State Planning and Development
Agency

I am writing in support of Mr. Ronald Terry's confirmation as the Administrator, State Planning and Development Agency.

I have known Mr. Terry since 2000 and was his supervisor from 2000-2006. I relocated to Kansas October, 2006. Mr. Terry's employment at Sioux Valley continued through summer of 2007. As the Chief Clinical Officer for Sioux Valley Hospital, University of South Dakota Medical Center (now Sanford Health), in Sioux Falls, South Dakota, I had responsibilities for all clinical in and outpatient services which served portions of 4 states and over 1 M population. As a comprehensive healthcare delivery system, and the academic medical center for the State of South Dakota, this organization had over 30 other rural health facilities it either managed or owned, and employed over 300 physicians and 10,000 other employees.

I recruited and hired Mr. Terry in early 2000 to be the Vice President for the Cardiovascular Center of Excellence for Sioux Valley. His strong background in hospital administration in multiple settings including large metropolitan hospitals (Richmond, Virginia), rural experience (Hawaii), and international exposure to multiple cultures with complex regulations (Middle East), led him to be a top candidate, because he understood how to delivery healthcare in many different environments.

I found him to be highly organized, able to set priorities from a multitude of needs, and develop plans based on input from all constituents with varying agendas. He seeks out knowledge in order to understand before making decision and listens with a willingness to be influenced.

He has many outstanding qualities. I think the strongest one is his ability to manage a project; whether it is building a facility, acquiring state of the art technology, re engineering work flow processes, or developing a recruitment and retention plan for physicians and employees. He is articulate in his expectations and communication with physicians, hospitals, communities, Boards and front line employees. He sets goals and timelines with the tenacity to stick with the plan, along with the wisdom to know when to re-evaluate and modify in order to accomplish the desired outcome.

I have been in healthcare for over 30 years and in leadership positions for 28 years. In my opinion, I have found Mr. Terry in the top 10% of healthcare administrators I have had the honor to share responsibilities. I believe the State of Hawaii is fortunate to have a man of Mr. Terry's experience, expertise, integrity and work ethic as a candidate for this extremely important position for the people of Hawaii.

If you have any questions, or any way I can help clarify my remarks, please contact me.

Pamela Shute
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