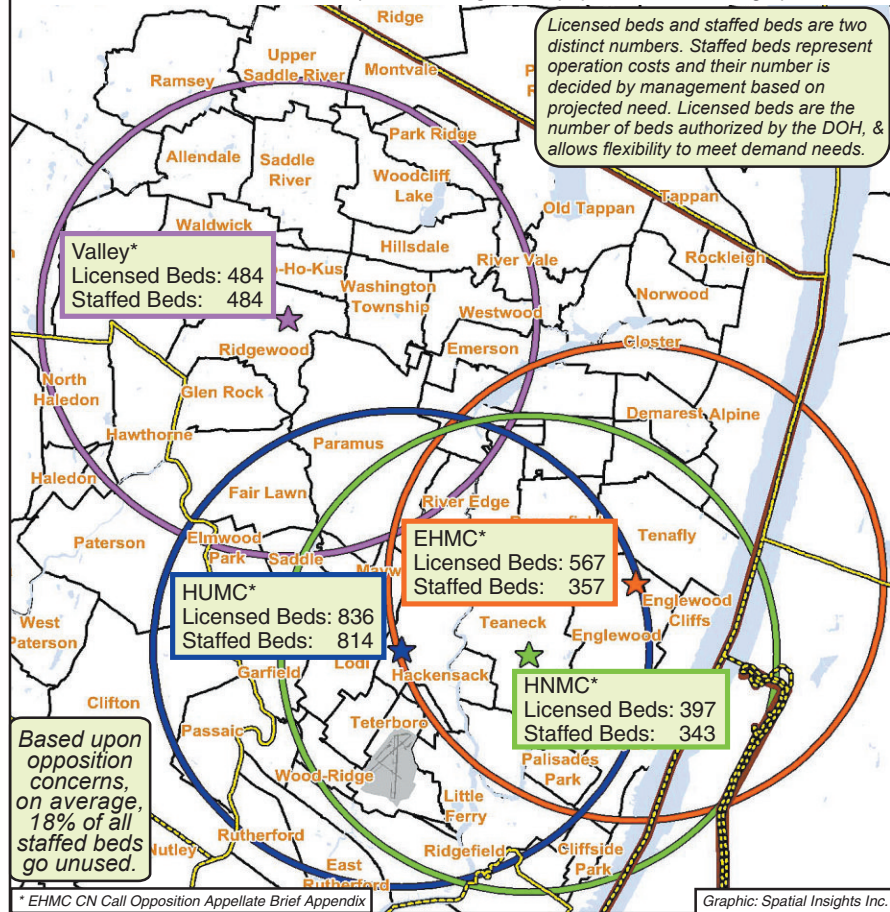


Map shows the primary full-service acute care hospitals serving Bergen County. It illustrates a straight line 5-mile radius, about 15 minutes of standard drive time, for each hospital's primary access market. Each 10 mile circle represents a significant population and demographic need.



It's time to separate the opposition's profit motives from the real facts.

What Happens In The Pascack Valley Affects Over A 100,000 Residents.

LIFE IS NOT AN OPTION

The Opposition to a renewed hospital in Pascack Valley wants life time optional. During a heart attack time is a heart muscle killer.

Southern Bergen County has 3 hospitals in close proximity with overlapping market areas. Englewood Hospital Medical Center is one of these hospitals.

Northwest Bergen County's Valley Hospital sits in a market area less encumbered by competition.

Northwest Bergen County has **NO** time sensitive N.J. healthcare access.

Valley Hospital and Englewood Hospital Medical Center oppose the reopening of any hospital. They claim it would weaken them financially, reasoned by stating the County has excess bed capacity already. They reference a comprehensive analytical State report* and ignore that the bed supply perspective is complicated by considerable geographic variations. They don't mention how their view is measured with variable access needs, or the competition of ambulatory care centers, regulation, insurance payments, etc. - a multifaceted list of management financial challenges cited in the same report.

That same report notes that the combined impact on residents in terms of travel time/distance to access hospital care is NOT easily quantified, and as such doesn't alleviate it from the deliberation process. *"Mere numbers cannot take the place of sound judgment"* (2008 Final Report, Pg. 165)

Valley and Englewood instead support a Satellite Emergency Department (SED) within a medical mall. Ironically, they are members of the NJ Hospital Association (NJHA). Note this statement issued by NJHA:

"Hospitals universally oppose the creation of a satellite emergency department. Their experience is that no amount of community outreach and education can prevent situations where a person drives his/herself to the SED for emergency treatment that can only appropriately be provided at a full service emergency department." (NJHA Hospital Closure Guideline Report - 2008, Pg.11)

- **The Pascack Valley needs a hospital** for the very reason acknowledged by the NJHA.
- **It needs it** because the area lacks a comprehensive public transportation system.
- **It needs it** because the time/distance demands raise risks for seniors and volunteer ambulance corps.
- **It needs it** because residents require hospital access for surge capacity demand in a large scale crisis.

The Department of Health (DOH) can accommodate that need, and Valley and Englewood's concern, by adapting N.J.S.A. 26:2H-12d, which states:

"The commissioner may amend a facility's license to reduce that facility's licensed bed capacity to reflect actual utilization at the facility if the commissioner determines that 10 or more licensed beds in the health care facility have not been used for at least the last two succeeding years."

Englewood Hospital has over 200 licensed beds that comply with the 'not used' requirement. Reduce their bed capacity by 128 beds in accordance with the Statute. Those bed licenses can then be reassigned without increasing the area's bed count, leaving Englewood with ample unused beds to meet operational opportunities.

It would be a responsive action by the DOH toward the concerns raised by the opposition. It would acknowledge a recommendation made in the State's Report. And it would balance bed capacity throughout the County, allowing 15** communities to once again have trauma healthcare access.

Paid for by Thomas Wanner, 'the Future Incorporated', Business Management Consulting, Westwood

* New Jersey Commission on Rationalizing Health Care Resources - 2008 Final Report.

** Per the Dartmouth Atlas Project, by zip codes - Closter, Emerson, Harrington Park, Hillsdale, Montvale, Northvale, Norwood, Old Tappan, Oradell, Park Ridge, River Vale, Rockleigh, Westwood, Washington Twp. and Woodcliff Lake comprised the Hospital Service Area of the former Pascack Valley Hospital.