

MARINER MEDICAL OFFSHORE WOMEN'S WELLNESS CLINIC; AUDIO INTOR SCRIPT 7-F-1.1 for Ava

Hello! This is Ava. . I hope you will allow me about 9 minutes to introduce you to the Mariner Medical plan, to launch a maritime clinic that will provide affordable, women's reproductive and other health care that will be as comprehensive as that provided by comparable land-based clinics. This is a response to the restrictions of US Gulf State governments, including restrictions that extend well beyond outright abortion bans, and remain even after state constitutional amendments. The result is that the health, and the very lives, of women in these states is endangered, as is the well-being of their entire families. .

With the host ships 5000-mile cruise range, transport of provisions and people to and from it, to be only via high-speed ferry, records encrypted to prevent search or seizure, and with the clinic being merely a ship tenant, that's registered as an independent entity in corporate secrecy Bermuda, the ship, its offshore operations, and its staff and patients will be safe, secure and beyond US & State government or third-party control. Only international safety mandates will remain, which apply to all ships, in all waters, that have more than 12 persons onboard. by confining operation to the international waters of the US Gulf, except for refueling, and some reprovisioning and periodic down-time in Tampico Mexico. The planned itinerary will make comprehensive service more or less convenient to almost the entire gulf population, from Fort Myers Florida to Brownsville Texas that is within 2 hours of the coast. This scenario is based on a presumption that an option of a maximum 2-hour drive & half-hour ferry-ride to a modern clinic, for affordable, comprehensive & confidential health care, together with a relaxing day on a classic cruise ship, is preferable to a costly, multiday trip to a distant state's clinic, for more expensive, more limited and not fully confidential care. .

Careful planning included locating ten approximately evenly spaced offshore service venues along the coast, that are each about 12 miles offshore of a ferry-capable port. This will facilitate access to the ship, which will transit overnight, from most of those venues to an adjacent one, so as to be ready for services there, early the next day, while also facilitating day excursions to the coast, by the retail cruise guests. It will also facilitate 2 visits to almost all venues, during each repeating 21-day itinerary of 2200 miles.

The proposed host ship already is, or can affordably be made to be, both environmentally and International Maritime compliant, and, it is US-built, registered and owned, and will have an American maritime crew. That makes it virtually the only currently available, affordable and appropriate-size vessel in America, that complies for exemption from the Jones-Act and other regulations that prohibit foreign vessels from servicing serial US ports, even if they never actually enter the ports. .

Resembling a large yacht, the clinic's proposed host is an existing but fully rehabbed small classic cruise-ship, with 100% exterior cabins. The clinic will be adjacent to this ship's sparkling restaurant, with a super-comfortable, multi-purpose ship lounge one deck higher, and a spacious top sun-deck with a bar, lounge chairs, fishing-equipment, kayaks and other water-sports gear available. A separate onboard retail cruise operation, serving up to about 75 passengers, and with its own crew of 45, will handle all hospitality and technically-complex maritime obligations for the clinic, saving it extreme effort and expense. This will leave only the basic, S T C W maritime certifications, internationally mandated even for non-maritime shipboard workers, as non-medical obligations of the clinic. .

Patients and guests will enjoy meals prepared by talented, culinary graduates, and patients will have access to all ship amenities during their day on-board. Patient day-fees will be inclusive of the full exam, mammogram, pap & other tests, and outside lab consultations, in addition to those meals and amenities. Excluding other services, the only other cost will be \$60, for the high-speed-ferry round-trip, snacks & beverages, charged because the ferry is a completely separate entity from the clinic operation. .

The clinic staff of 18, consisting of an equal number of 6 doctors and nurses, plus lab and other workers, will work in facilities consisting of seven exam, surgical procedure and recovery rooms; plus a lab, office, pharmacy, mammography, waiting, staff-break and store-rooms. At least 6 patients at once will be able to be accommodated on board, for up to a one week stay, if their post-procedure condition or other reason warrants it. Additional services will include sonograms & hysteroscopy, contraceptive services and vaccinations, as well as 4 or more early-trimester surgical or other procedures, per day, in each of 2 ambulatory surgical rooms, and even potentially male health services. .

To ensure their privacy & security, the clinic will only accept initial patient engagements for the mandatory Well Woman exam, and or a recreational day at sea. Though freely available, specific controversial services will not be scheduled until the patient meets with an onboard doctor. Based on capacities, transit and other down-times, clinic operations will be over 5 days a week, and at least 21 days per month. With a daily capacity of about 80 patients, including follow-up visits, that equates to about 22,000 annual 90 minute appointments. That may sound like a lot, but it's less than 10% of the estimated need within the proposed service area. Thus, demand for the clinic's service is sure to exceed it capacity.

It is instructive to compare Mariner Medical to the Mercy-Ship floating clinics, whose medical staffers work for free (and also must contribute to their own room and board). In addition, the larger Mercy-Ships handle less than one third of the anticipated annual Mariner Medical patient-load, but have an operating budget at least 5 times larger than that projected for Mariner Medical. In comparison, Mariner Medical staff incentives will include compensation exceeding average US maritime wages, plus a generous allowance toward the cost of their uniforms, travel and their mandated certifications. They'll have paid off-ship excursions on some of their days-off and will receive a bonus for successful contract-completion. Plus, during their 6-month contracts, staffers' average workdays will be less than 9 hours, (far below the maritime average), and they'll enjoy the same room, board and amenities as Retail Cruisers. .

This proposal is the result of over a year of extensive research and analysis, begun when other proposals did not materialize. Rather than just structuring creative financing, the planning process had to deal with each challenge's solution bringing multiple new complications, like a game of whackamole. But, this intensive forensic planning was needed, so as not to suffer the gridlock of similar well-intentioned, but rushed and or flawed proposals needing over twice our budget for implementation and structured to be funded via contributions, making it hard to attract adequate investors, promoters & even staffers. Their operation would likely not have served the whole coast. And the means to comply with all stringent international maritime law was likely not defined; nor was the means to completely evade state or third party intervention. Even if the 9 mile Texas and Florida offshore state limits were known, versus the three miles of other coastal states, the limitations remaining within the Federal zone would be crippling. And dozens of other complications were likely not resolved, such as refueling without risking ship seizure upon entering port, and the means to accomplish the dangerous maritime activity of ship to ship patient or personnel transfers.

Mariner Medical's far-sighted planning has yielded a comprehensive strategy for a synergistic team, state of the art facilities, classy fully-certified ship and company-owned high-speed ferry, that will facilitate more comprehensive and affordable service than land-based clinics provide. And it will do so safely and confidentially, and profitably but affordably, but still pay competitive staff wages and incentives, as well as significant commissions, interest and returns, or profits for successful promoters, lenders, investors and the clinic and maritime operators. Plus, it will offer classic retail cruise service, to the entire gulf coast, that's currently unavailable in the region.

While the clinic strategy was designed to be attractive to a profit-oriented medical operator, the clinic could be run as non-profit, if the operator has the wherewithal to source the necessary contributions. Excluding Florida, if ever appropriate, would allow 50% more itineraries of 14 days each, for the smaller service area. If ever appropriate, the ship could easily be reverted back to 100% retail cruising, or general medical-surgical service could be extended to the coast of Central & South America, where such service is limited. Hence, a positive return on the investment is likely under any future scenario. .

The operators will utilize turn-key modern facilities without a large initial capital outlay and most engagement fees will be loaned back as initial operating reserves. The complete start-up can be accomplished within 60 days of initial capitalization. Plus, profitability is expected within 6 months. And, the anticipated total pre-tax income of all operations, capitalized at 8.5%, imputes a total enterprise value of over triple the initial project cost. .

If I've peaked your curiosity, please request more information. Whether as a promoter, investor, lender or operator, we hope that you help to get this vital service on the water! That's it for now. Thanks for your kind attention!