



A Catalyst for
**GROWTH
& PROGRESS**

Monthly Meeting January 2026

“Creating a Healthier Community 2.0”

presented by Meritus Health Leadership:



Dr. Maulik Joshi
President and CEO
&
Dave Lehr
Chief Strategy Officer



BROOK LANE

Hope • Healing • Recovery

an affiliate of  Meritus Health





A Catalyst for
GROWTH
& PROGRESS

Welcome

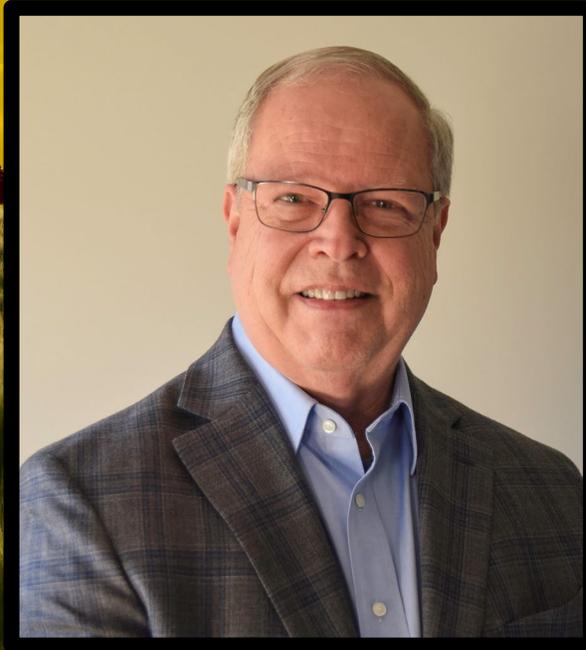
GHC Monthly Meeting

January 2026

Tereance Moore
GHC Chair



In Loving Memory



Terry King

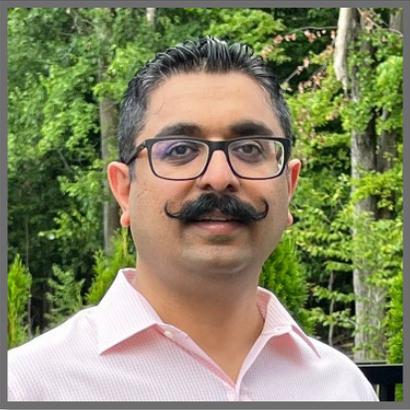
September 26, 1951 – January 2nd, 2026

GHC Board Member 2013-2023

Chair 2021-2023

GHC Monthly Meeting January 2026

Please Welcome New GHC Members



Dixit Kanani

*Twilight Hospitality
Founder and CEO*



Andrew Kurzrok

*Hopewell Sheet Metal
Manufacturing
Owner/President*

Brandon Skaggs

*Abeles-Flurie Wealth Management
Of Wells Fargo Advisors
Financial Consultant*





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Meritus
Medical Center



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Who is Meritus?

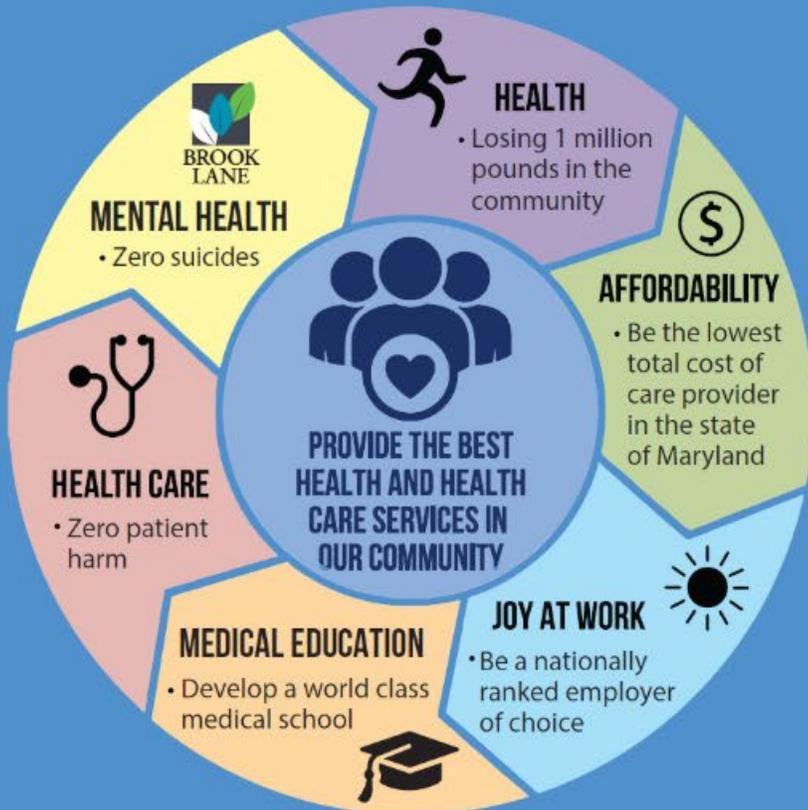
Maulik Joshi, DrPH
President and CEO
Maulik.joshi@meritushealth.com





Meritus Mission:

Improve the health of the community by providing the best healthcare, health services and medical education.



- **Anchor organization for the region**
- **Over 4,300 Team Members**
- **\$750 million in annual revenue**
- **Serve over 200,000 people**



- **327-bed Teaching Hospital**
- **Level III Trauma Center**
- **75,000 Emergency Room visits annually**
- **500,000 ambulatory visits annually**
- **2,100 deliveries annually**
- **250-plus providers in Meritus Medical Group**
- **Meritus Home Health**
- **Equipped for Life (Medical Equipment Company)**



- **65-bed Mental Health Hospital**
- **6-bed Crisis Unit**
- **Mental Health Urgent Care Center**
- **2 Laurel Hall Schools**



- **First class of 90 students started July 2025**
- **First medical school in Maryland in 100 years**
- **Built Meritus Commons – 340 fully furnished apartments on campus**
- **Residencies:**
 - **Family Medicine (6 per year)**
 - **Psychiatry (5 per year)**
 - **General Surgery (3 per year)**
- **Residencies in Development:**
 - **Internal Medicine**
 - **Emergency Medicine**

Meritus Health

Academic Health System

- Only three academic health systems in Maryland
- Level 3 trauma hospital - Meritus Medical Center
- Medical school – Meritus School of Osteopathic Medicine
- Physician residencies – 100 residents (Family Medicine, Internal Medicine, Psychiatry, General Surgery, Emergency Medicine)
- Brook Lane Psychiatric Hospital (65 beds)

Safety Net

- Take care of the most vulnerable - \$18M in free care annually; Top 1.5% in the nation in community benefit; Serve rural, urban and suburban; 25% owner of Maryland Physicians Care (205,000 Medicaid beneficiaries)

Anchor for the Community-Western Maryland and over 200,000 people

- Provide social care – Free transportation; Food Farmacy; Care Caller for lonely people; Largest private employer in the five western most counties of Maryland (4,300+ employees)

Higher Education University

- Meritus University



Six Years Ago

GHC A Catalyst for GROWTH & PROGRESS

Monthly Meeting
January 2020

Creating A Healthier Community

Social Determinants of Health

7

Health Model

IMPACT OF SOCIAL DETERMINANTS OF HEALTH

Social determinants of health have tremendous effect on an individual's health regardless of age, race, or ethnicity.

Socioeconomic Factors
Education, Job Status, Family/Social Support, Income, Community Safety

Physical Environment

Health Behaviors
Tobacco Use, Diet & Exercise, Alcohol Use, Sexual Activity

Health Care
Access to Care, Quality of Care

SDOH Impact

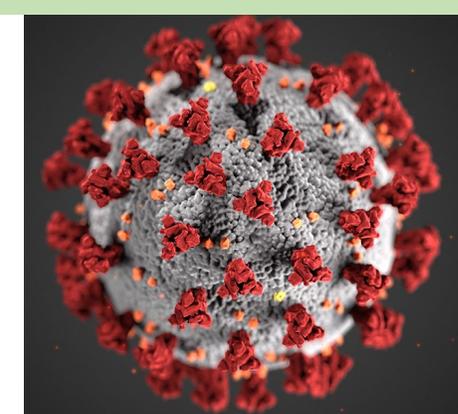
- 20 percent of a person's health and well-being is related to access to care and quality of services
- The physical environment, social determinants and behavioral factors drive 80 percent of health outcomes

Source: Institute for Clinical Systems Improvement; Going Beyond Clinical Walls: Solving Complex Problems, 2014 Graphic designed by ProMedica.

©2018 American Hospital Association

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Then came a pandemic...



Community Needs

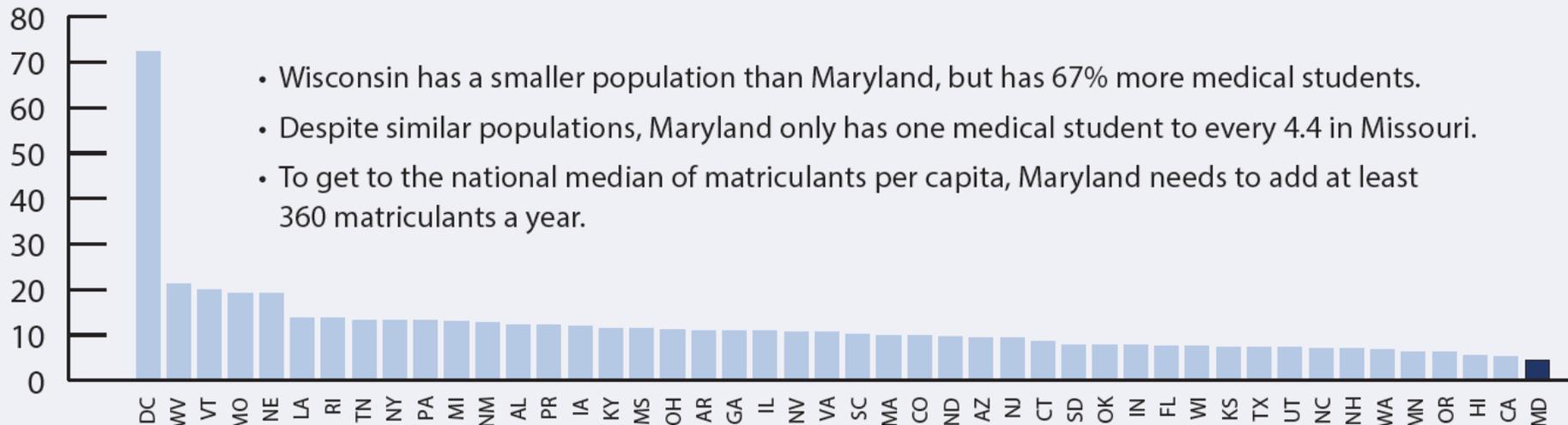
1. Physicians
2. Hospital Services
3. Ambulatory Services
4. Social Care/Health Services
5. Mental Health Services

Physicians

- Over 120,000 physician shortage by 2030
- Over 50 physicians short in our community
- Maryland graduates the fewest number of physicians per capita than any state in the U.S.

Not Enough Medical Students Graduating:

We are graduating fewer physicians per population than every other state in the United States that has a medical school.



- Wisconsin has a smaller population than Maryland, but has 67% more medical students.
- Despite similar populations, Maryland only has one medical student to every 4.4 in Missouri.
- To get to the national median of matriculants per capita, Maryland needs to add at least 360 matriculants a year.

Meritus School of Osteopathic Medicine

- \$275M investment
- \$12M in philanthropy
- Started with 90 students in July 2025
- 2031: 750+ Medical School Students and Almost 100 Physician Residents



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The Dawn of Generational Change

In 20 years:

- About 4,000 medical students would have graduated
- About 1,500 residents would have graduated
- If 10% of our medical school graduates or 30% of our resident graduates stay after all their training, then that is

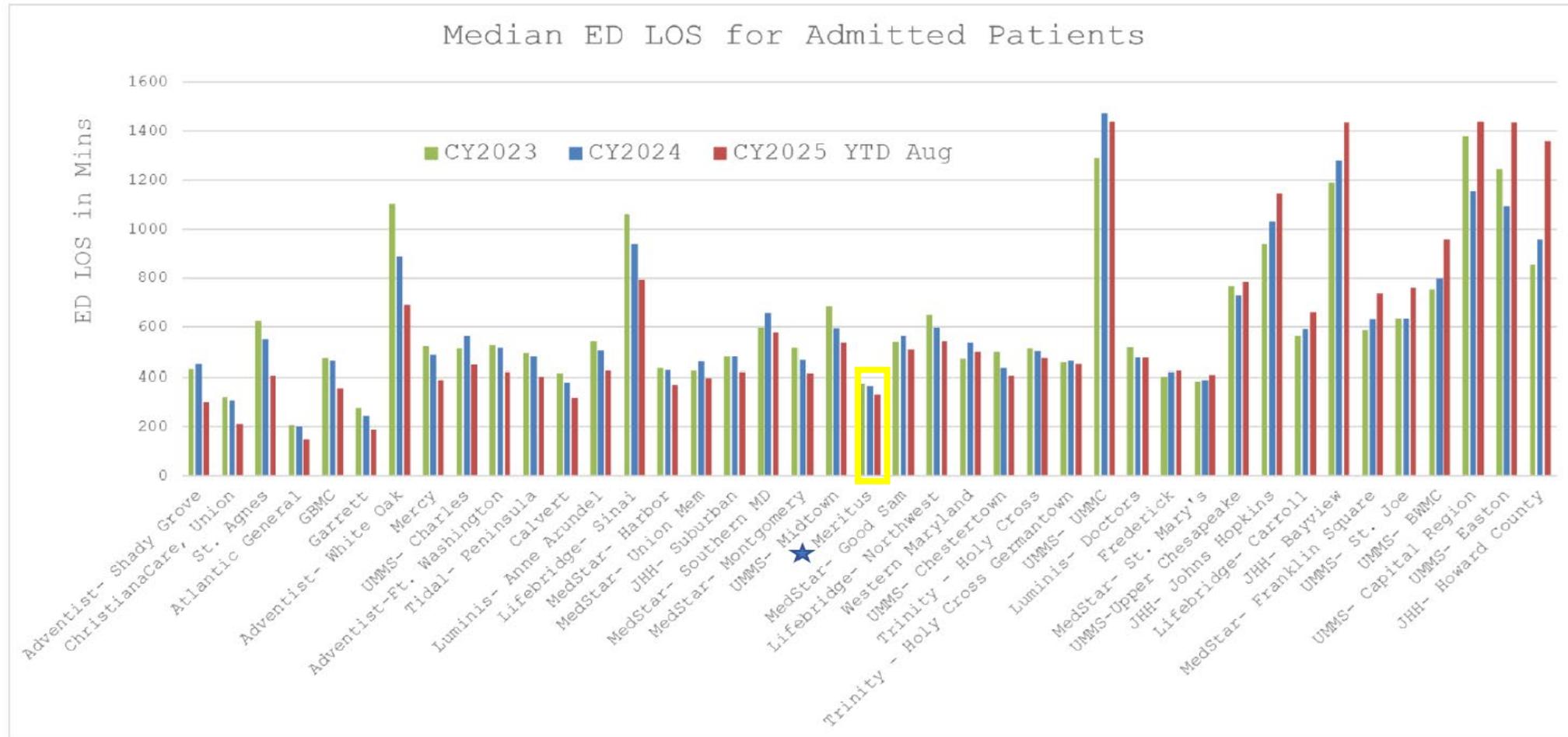
About 400 Doctors

Hospital Services

- **Focus on Quality and Patient Safety**
- **Expand Capacity for Hospitalized Patients**
- **Improve Emergency Room Wait Times**
- **Expand Surgical Services**

Hospital Services

- 20 bed unit built
- Expansion of surgical services
- Sixth Straight “A” Patient Safety Grade from the Leapfrog Group



Ambulatory Services

- **Expand Services**
- **Increase Access**



Ambulatory Services

- **20+ specialties**

ROBINWOOD

- Meritus Advanced ENT
- Meritus Center for Breast Health
- Meritus Digestive Health Specialists
- Meritus Endocrinology Specialists
- Meritus Family Medicine
- Meritus Gynecologic Oncology Specialists
- Meritus Hematology & Oncology Specialists
- Meritus Infectious Disease Specialists
- Meritus Internal Medicine
- Meritus Pain Specialists
- Meritus Rheumatology
- Meritus Robinwood Orthopedics
- Meritus Surgical Specialists
- Meritus Women's Health Specialists

HAGERSTOWN & CHAMBERSBURG

- Meritus Cosmetic & Plastic Surgery

HAGERSTOWN & FREDERICK

- Meritus Pulmonary Consultants
- Meritus Robinwood Orthopedics
- Brook Lane

HAGERSTOWN

- Meritus After Hours Pediatrics
- Meritus Allergy & Asthma Specialists
- Meritus Family Medicine (Walnut Street)
- Meritus Hagerstown Heart
- Meritus Primary Care (Meritus Medical Plaza)
- Meritus Women's Health Specialists (Professional Court)
- Meritus Urgent Care (Meritus Medical Plaza)

CASCADE

- Meritus Primary Care

SMITHSBURG

- Meritus Pediatric & Adult Medicine

HANCOCK

- Meritus Primary Care

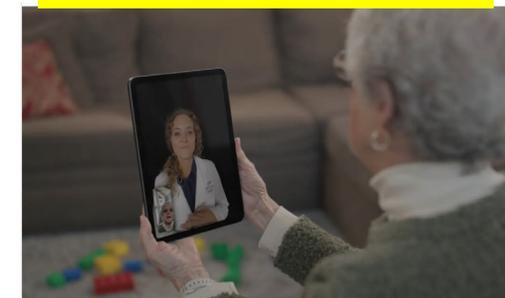
WILLIAMSPORT

- Meritus Family Medicine

CUMBERLAND

- Brook Lane

Meritus Now



Business Model – For Profit Business

Provide Great Products and Services



Attract more customers



Generate revenue



Pay Operating Costs

Pay Taxes

Reinvest in the Business

Reward Owners

Business Model – Meritus Non Profit Business

Provide Great Products and Services



Attract more customers



Generate revenue



Pay Operating Costs

~~Pay Taxes~~

~~Invest in the mission/community~~

Reinvest in the Business

~~Reward Owners~~

Business Model – Meritus Non Profit Business

Provide Great Products and Services



Attract more customers



Generate revenue



- Meritus has to provide great care and service or we lose our customers.
- Investing in the community is our mission.
- We don't receive government subsidies.

Pay Operating Costs

~~Pay Taxes~~

Invest in the mission/community

Reinvest in the Business

~~Reward Owners~~

Social Care/Health Services

- **Address social determinants of health**
- **Community wide health goals**

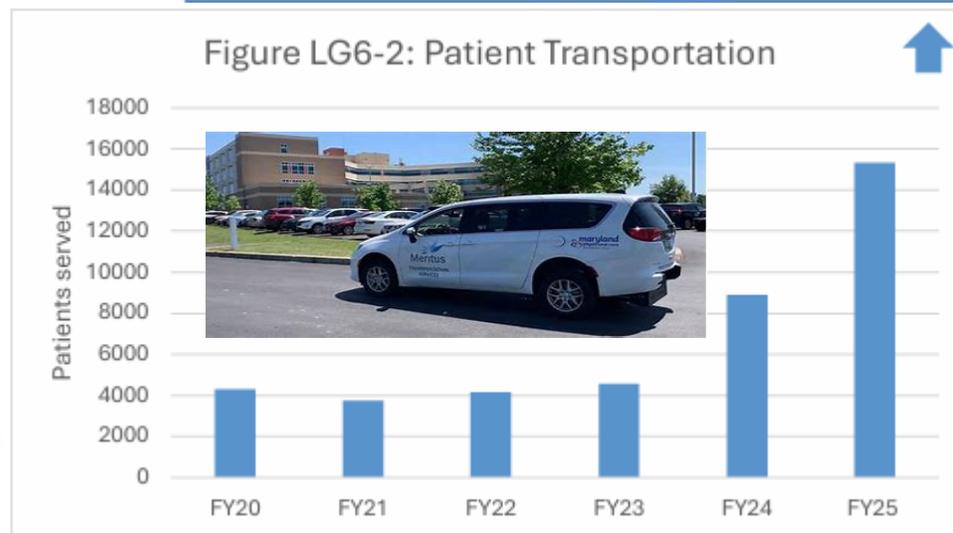
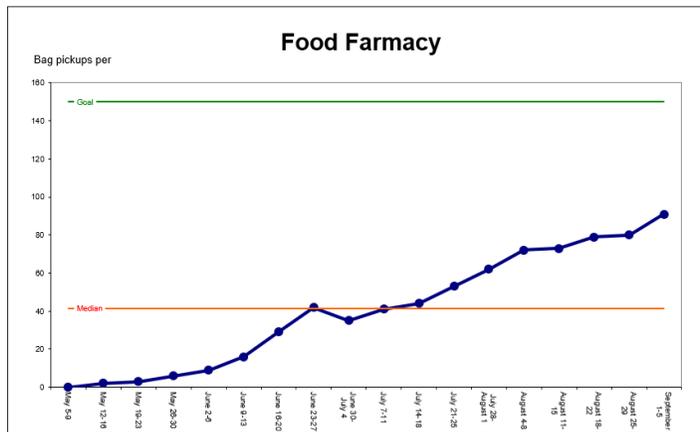
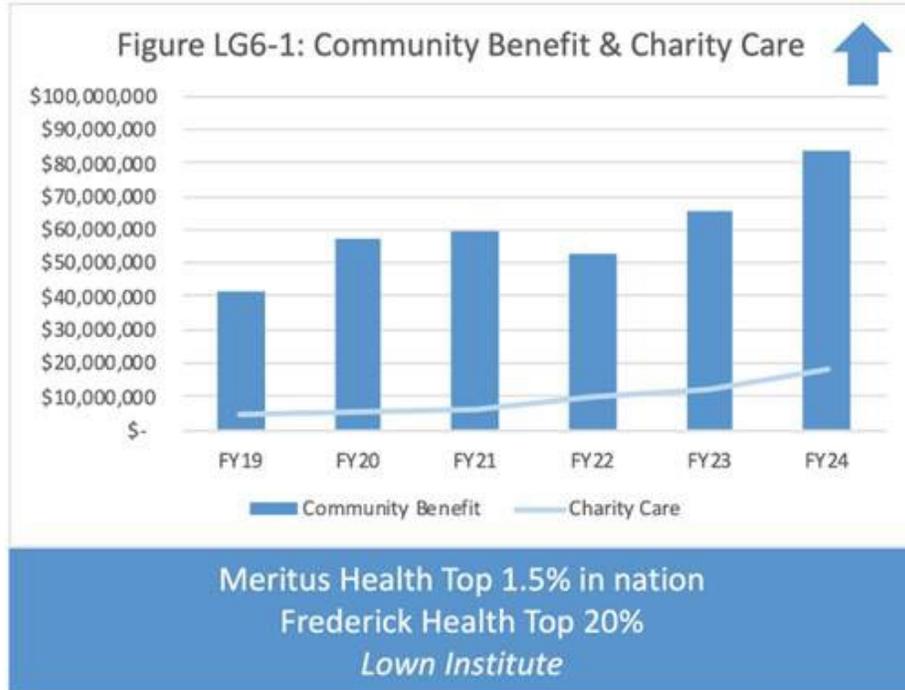
Social Care/Health Services - Community-Obsessed in Action

Care Caller



300 calls every 2 weeks

Feldmiller E, Messner L,
Gona SR, Joshi M.
**Eradicating the Loneliness
Epidemic: One Phone Call at
a Time.** J Healthcare Qual.
2024 Sep-Oct 01;46(5):300-
305. doi:
10.1097/JHQ.00000000000000441.

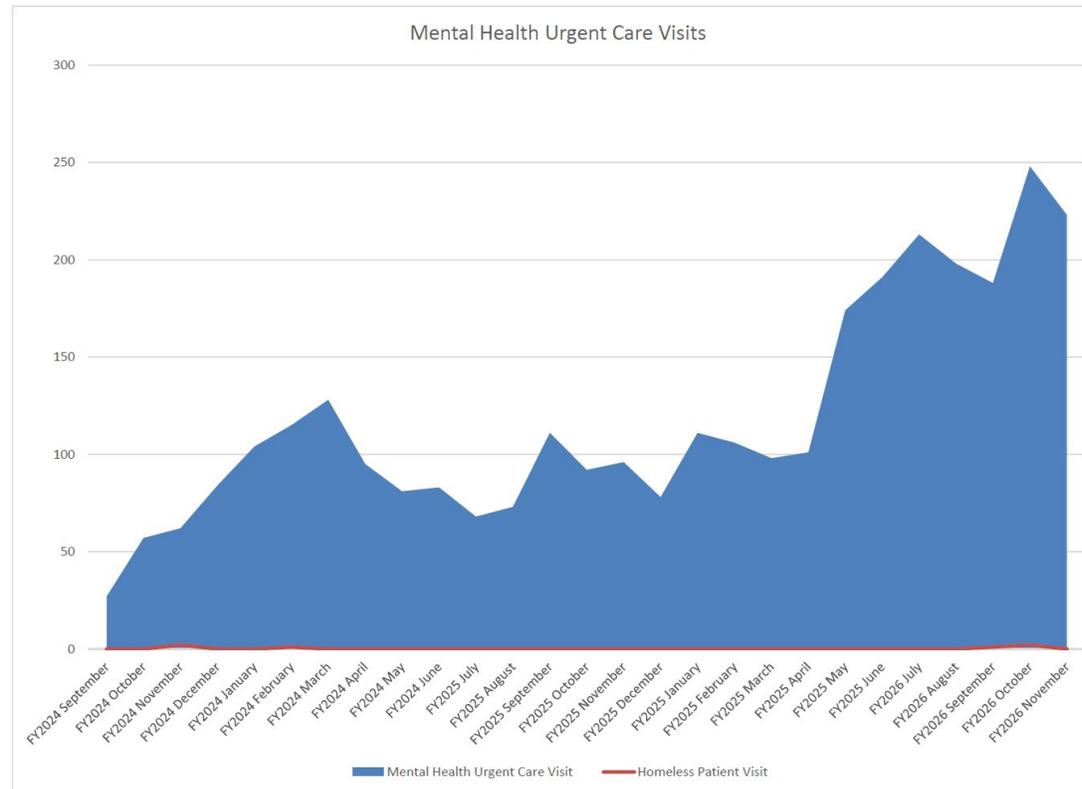


Mental Health Services

- **Expand Services**
- **Increase Access**

Mental Health Services

- 6 Crisis Stabilization Beds added
- Added Urgent Care for mental health
- Building Therapeutic Recreation Center at Brook Lane Hospital



Community Needs: **Meritus Response**

1. Physicians: **MSOM**
2. Hospital Services: **Grow**
3. Ambulatory Services: **Grow**
4. Social Care/Health Services: **Develop**
5. Mental Health Services: **Grow**

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Thank you!

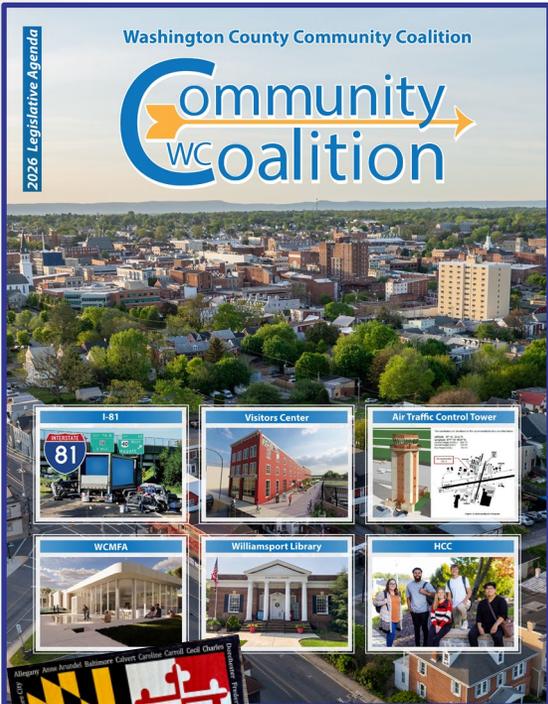
Expert Care, Close to Home.





Announcements and Upcoming GHC Events

Washington County Community Coalition Highlights



Large Group Speakers:

- **Bill Ferguson**, Senate President
- **Joseline Peña-Melnyk**, *House Speaker*
- **Jeremy Baker**, *Chief Legislative Officer*
- **Brooke Lierman**, *Comptroller, BPW*
- **Sen. Steve Hershey**, *Minority Leader, TRAIN Commission*
- **Del. Jesse Pippy**, *Minority Whip, Economic Matters*
- **Del. Courtney Watson**, *Chair Transportation Subcommittee*



Small Group Meetings with:

- **Del. Natalie Ziegler**, *Co Chair Rural Caucus, APP Committee*
- **Del. Mark Edelson**, *Vice Chair Transportation Subcommittee*
- **Del. Anne Kaiser**, *Vice Chair APP, Capital Budget Subcommittee*
- **Sen. Craig Zucker**, *Chair Capital Budget Subcommittee*
- **Sen. Nancy King**, *Majority Leader, B&T, Capital Budget Subcommittee*



Informal contacts with Delegation Members,
Lt. Governor Aruna Miller, and Governor Moore

Reception: 20 Local Vendors showcased our community
Over 100 community members incl. Leadership Wash. County
Over 90 State Officials: Executive (4), Delegates (52), Senators (2), Other (33)



Washington County Community Coalition Large Group Meetings



Washington County Community Coalition Reception



GHC Monthly Meeting January 2026

State Delegation's District 2 Night:

SENATOR PAUL CORDERMAN
DELEGATE WILLIAM VALENTINE
DELEGATE WILLIAM J. WIVELL
DELEGATE MATTHEW J. SCHINDLER

Cordially Invite You to Attend
An Evening in Annapolis With

DISTRICT 2

Monday, February 16th, 2026
5:00 p.m. to 7:00 p.m.

Free Event - Refreshments Served

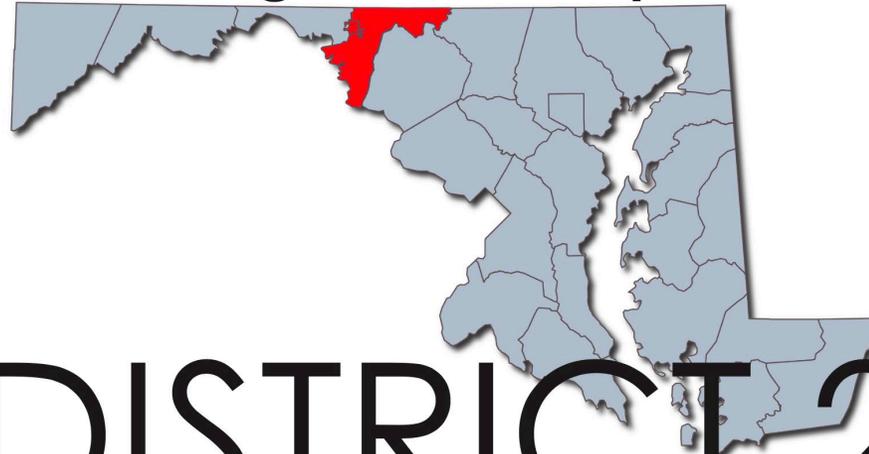
House of Delegates
6 Bladen Street, Room 170
Annapolis, Maryland 21401

Bring Photo ID

Please RSVP by scanning the QR code



An Evening in Annapolis With



DISTRICT 2

WASHINGTON AND FREDERICK COUNTIES

Parking and Directions: You may park at Navy-Marine Corps Memorial Stadium on Taylor Ave. for \$11. Take the State Shuttle. The cost is \$2 each way. This shuttle runs from the Stadium parking lot to downtown Annapolis every 20 minutes from 6:40am to 10:00pm. There is additional parking at Hillman Parking Garage, which is located at 150 Gorman St, Annapolis, MD 21401.

GHC Monthly Meeting January 2026

Special February Event:

GHC Education Forum's "Community Wide Education Summit"

Wednesday, February 25th, 2026

8:00 a.m. – 12:00 p.m.

Location TBD



A Catalyst for
GROWTH
& PROGRESS

Call To ACTION:

**We Need 40
Business Presenters
Each Day**

**SAVE
THE
DATE**

7th Grade

Career Exploration Day

March 9th & March 10th, 2026



It's Important
It's EASY
It's for the kids

Sign up to be a Career Day Presenter



JOB TITLES STILL NEEDED:

7th grade
Career
Exploration
Day
March 9th & March 10th, 2026

Monday, March 9th

- Artist-Performance (dancer, singer, or actor)
- Artist-Visual, (painter, author, writer, etc.)
- Chef / Cook / Restaurant Manager
- Construction / Electrician / Plumber / Trades
- Cosmetologist / Nail Tech / Hair
- Cybersecurity
- Distribution / Logistics / Warehouse worker
- Emergency Services (Paramedic)
- Engineer (Civil & Electrical)
- Healthcare Administrator
- Hotel Management / Event Planning
- Mechanic (car and/or motorcycles)
- Office Administrator
- Park Ranger
- Pilot / Aircraft Mechanic
- Police Officer
- Professional Sports Player & Sports Management
- Scientist
- Truck Driver
- Veterinarian

Tuesday March 10th

- Artist-Performance (dancer, singer, or actor)
- Artist-Visual, (painter, author, writer, etc.)
- Chiropractor / Physical Therapy
- Construction / Electrician / Plumber / Trades
- Cosmetologist / Nail Tech / Hair
- Cybersecurity
- Dentist / Orthodontist
- Distribution / Logistics / Warehouse worker
- Emergency Services (Paramedic)
- Engineer (Civil & Electrical)
- Graphic Designer
- Hotel Management / Event Planning
- IT Specialist (Information Technology)
- Mechanic (car and/or motorcycles)
- Park Ranger
- Pilot / Aircraft Mechanic
- Police Officer
- Professional Sports Player & Sports Management
- Scientist
- Truck Driver
- Veterinarian



GHC Monthly Meeting January 2026

GHC Prospective Members

Do you know someone who would be a valuable addition to GHC?

Contact Membership Committee Chair
Michael Weiss at mweiss6252@gmail.com

GHC A Center for GROWTH & PROGRESS

Prospective Members

Please provide contact information for two or more people that would be a valuable addition to GHC.

1. Name _____
Position/Title _____ Company _____
Email _____ Phone _____

2. Name _____
Position/Title _____ Company _____
Email _____ Phone _____

YOUR Name: _____
Best way to contact YOU: _____





Adjourned

Thank You for Coming

Stay Well