



For information on any of these photos  
please call Ms. Stouffer at the Center at  
410-221-2600

The Eastern Shore Area Health Education Center is appreciative of the many partnerships and initiatives established this year with agencies and organizations both statewide and throughout the region.



Eastern Shore Area Health Education Center

814 Chesapeake Drive  
Cambridge, MD 21613

Phone: 410-221-2600  
Fax: 410-221-2605

## ANNUAL REPORT 2015—2016

*Connecting Students to Careers, Professionals to Communities  
and Communities to Better Health*



Images of the Shore



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Eastern Shore Area Health Education Center

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**Maryland Statewide**

**Medical Education & Training System**

**E. Albert Reece, MD, PhD, MBA**

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**Richard Colgan, MD**

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Vice Chair of Medical Student Education and  
Clinical Operations  
  
University of Maryland School of Medicine  
Department of Family and Community Medicine  
Director, Maryland Area Health Education Center

**Nikkita Southall, MD**

Course Director, Introduction to Clinical Medicine  
University of Maryland School of Medicine



**AHEC MISSION STATEMENT**

***THROUGH COLLABORATIVE PARTNERSHIPS, AHEC SHALL BECOME THE LEADER IN PROVIDING EDUCATIONAL SERVICES AND PROGRAMS TO ASSIST EASTERN SHORE COMMUNITIES IN THE RECRUITMENT AND RETENTION OF HEALTH CARE PROFESSIONALS***

**VISION STATEMENT**

***IMPROVED ACCESS FOR ALL COMMUNITIES ON THE EASTERN SHORE TO QUALITY HEALTH CARE***

**FINANCIAL SUMMARY**  
**For the Fiscal Year of July 1, 2015 to June 30, 2016**

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Maryland Department of Health and Mental Hygiene	\$ 380,205
SEEDCO	\$ 319,133
EARN Grant Partnership	\$ 104,808
Federal Funds Received through University of Maryland Baltimore	\$ 76,250
Health Enterprise Zones	\$ 56,923
WIC - Oral Health Initiative	\$ 49,784
Geriatric Assessment Interdisciplinary Training (GAIT) Program	\$ 47,500
Southern Maryland - Dr. Robert Bauer	\$ 33,750
ASST - Aging Sensitivity Simulation Training	\$ 27,715
Seminar / Program Revenue (Talbot DSS, Cancer Research, NAO Veterans, Seminar Revenue)	\$ 24,820
GEC Consortium Grant (Johns Hopkins)	\$ 15,000
Geriatric Gerontology Education and Research Program	\$ 15,000
UMB Primary Care Physicians	\$ 13,125
Miscellaneous Income (Local Income, Interest Income, Administrative Fees, Restricted Donations)	\$ 11,701
Oral Cancer - Dorchester Tobacco Cessation	\$ 11,215
Community Health Workers	\$ 10,105
Office of Health Care Quality	\$ 8,338
OHCQ Nursing Assistant	\$ 8,338
HPV Immunization Project	\$ 7,573
Maryland Dental Action Coalition	\$ 2,354
Dorchester County Social Services	\$ 325
MSNAAC	\$ 270
Caucus and Conferences	\$ 150

**TOTAL FUNDS RECEIVED** **\$ 1,224,380**

Center Staff	\$ 769,822
Center Building	\$ 16,891
Center Travel	\$ 3,648
Center Equipment	\$ 998
Preceptor Program	\$ 896
Student Programs	\$ 109,849
Learning Resource Center	\$ 196
Center Operations	\$ 322,080

**TOTAL FUNDS EXPENDED AND ENCUMBERED BY ESAHEC** **\$ 1,224,380**

The annual audit will be conducted as of June 30, 2016 by PKS CPA Firm, Certified Public

Accountants, Salisbury, Maryland. Financial Summary subject to audit.

CONTINUING EDUCATION

**Continuing education organized and delivered 53 programs to 2,012 participants** in FY 16 in spite of reductions in funding. Continuing Education Programs strives to work with many partners in order to offer continuing education opportunities that are inter-professional in nature, meeting the needs of all levels of health care professionals and entities.

The ESAHEC is a strong partner along with 25 other agencies and organizations within the Competent Care Connection – Caroline/Dorchester Health Enterprise Zone (HEZ). HEZ is demonstrating how to improve health outcomes, improve quality of care and service delivery and decrease health care costs. ESAHEC provides cultural competency and health literacy training to HEZ partners as well as Community Health Worker trainings.

Another noteworthy initiative is the ESAHEC’s designation as the Maryland State Entity for the NAO National Immunization Project. As such, Continuing Education Programs provided education to 216 health care professionals including physicians, nurses, pharmacists and public health professionals.

Discipline/Type of Program	Number of Programs	Number of Participants
Behavioral Health/Social Work/ Geriatrics	9	469
Community Health Worker Trainings	18	201
Cultural Competency	1	29
Health Literacy	1	29
HPV Professional Education	6	216
Medicine	5	303
Nursing	4	271
Oral Cancer Outreach	5	310
Pharmacy	4	184
TOTALS	53	2,012



Letter from Board President Michael Clark  
and Executive Director Jacob F. Frego

Dear ESAHEC Friends and Supporters,

*Change is the only constant in life.*

*-Heraclitus, Greek philosopher*

Last year our Annual Report message was one of change. Thus it appears we are helping to prove the ancient Greek philosopher Heraclitus, known for his doctrine of change, correct again as we look back on fiscal year 2016. Immense changes have again been happening nationally and locally. Area Health Education Centers (AHEC) across the United States and here on Maryland’s Eastern Shore are observing and responding as the Health Resources and Services Administration (HRSA), the Bureau of Health Resources, and the National AHEC Organization have been working to re-shape the Federal AHEC Program. New and exciting terms like “Population Health,” “Practice Transformation” and “Inter-professional Education” have begun to appear. While some of the future is unclear we are certain we will continue to strengthen relationships with our partners across the State and increase the available health resources in this wonderfully unique region.

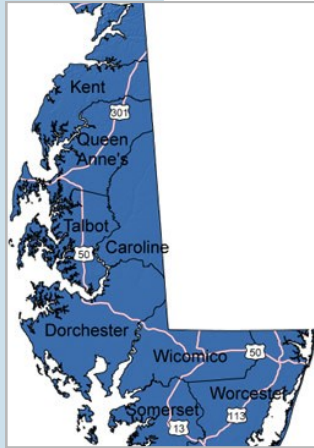
As we continue to learn what all this change means on a local level, the Eastern Shore Area Health Education Center (ESAHEC) Board of Directors remains committed to maintaining its services to the Eastern Shore and the Maryland State AHEC Program. In some case we will continue the traditional strategies that prove to be effective in helping ESAHEC meet its mission. However, the Board is also committed to taking non-traditional steps as necessary to ensure the sustainability of the organization and to make sure that we can continue to increase capacity of the Eastern Shore’s health services sector. We as a board we must remain committed to creating and developing new funding and programming strategies. Our mission is too important to not do it.

One way the ESAHEC Board responded to the current circumstances was to authorize a Financial Sustainability Committee. Their only objective is to find new opportunities to assist the Center in securing additional funding resources. This may include new or enhanced services, new partners, and investigating both Traditional and Non – Traditional activities associated with our programs.

While Heraclitus’ legacy reminds us that change is unavoidable we all differ on whether it is good or bad. Good or bad, there is not a doubt that ESAHEC is in a strong position to deal with the changing climate. Thanks to our strong Board of Directors, Staff, and outstanding Partners. We will keep one eye on the future and the change needed to address it and the other eye will be steadfastly focused to providing the best services to our region.



## Who We Are, What We Do



Map of ESAHEC  
Service Area

The Eastern Shore AHEC is a private, non-profit, 501(C)(3) organization, which became programmatically operational in 1997. Governed by a 16 person Board of Directors, AHEC serves the nine counties comprising Maryland's Eastern Shore.

To accomplish our mission, AHEC works to recruit and retain health professionals in the medically underserved areas on the Eastern Shore. This includes health care education programs for both health professionals in the service area and students from colleges and universities both in Maryland and surrounding areas. The outcome of the Center is to retain and encourage jobs in health care.

AHEC develops community-based programs covering:

- Clinical Education
- Continuing Education
- Health Careers
- Community Health Worker Training
- Oral Health
- Geriatric Training
- Library Information Services

### EARN: Employment Advancement Right Now

The state of Maryland's Department of Labor, Licensing and Regulation (DLLR) has awarded additional funding to the Employment Advancement Right Now (EARN) Ready to Care Partnership to continue training and placing Certified Nursing Assistants throughout the nine counties of the Eastern Shore. EARN Maryland is a state-funded, competitive workforce development grant program that is industry-led, regional in focus and a proven strategy for helping businesses cultivate the skilled workforce they need to compete.

As the population on the Eastern Shore continues to age faster than the rest of Maryland and unemployment remains an issue, some health care industry representatives have expressed a "tsunami of need" for CNAs. In order to assist in filling this gap in the healthcare industry, the Ready to Care Partnership zeroed in on the target of offering basic training and certification to, as well as assisting in the placement of, Certified Nursing Assistants (CNA's).

The first two years of grant funding were used to train and certify twenty-eight (28) Certified Nursing Assistants (CNA's) at local community colleges. All (28) students have been employed on the Eastern Shore as Certified Nursing Assistants. This additional funding will be used to train and certify fifty-one (51) CNA's in order to alleviate the shortage of these professionals in the healthcare industry. Upon graduation and certification, Ready to Care partners collaborate to assist individuals in securing CNA positions in a variety of settings.



Steffaine Malkus,  
Grant/EARN Coordinator



### Community Health Worker Cost Effectiveness Studies

**Social Return on Investment: CHWs in Cancer Research:** Wilder Research Center's 2012 cost-benefit analysis of CHW services in cancer outreach found that for every dollar invested in CHWs, society receives \$2.30 in return in benefits, a return of more than 200%.

**Return on investment from employment of CHWs:** Author Carl Rush points out that there is a growing body of published research on the effectiveness of CHWs but that much of the evidence of CHW costs savings is still unpublished. He emphasizes in his 2012 article in the *Journal of Ambulatory Care Management* that ROI analysis for CHWs must consider a range of CHW roles and stakeholder points of view.

**The Effectiveness of a Community Health Worker Outreach Program on Healthcare Utilization of West Baltimore City Medicaid Patients with Diabetes, with or without Hypertension:** Shows that a CHW intervention program resulted in average savings of \$2,245 per patient, and a total savings of \$262,080 for 117 patients, along with improved quality of life.

**Measuring Return on Investment of Outreach by Community Health Workers:** A Denver Health study of 590 men in a CHW case management intervention shows increased use of primary and specialty care, and reduced use of urgent care, inpatient and outpatient behavioral health care use. The return on investment (program costs vs. overall reduced costs of care) was 2.28:1.

**A Community-Based Asthma Management Program: Effects on Resource Utilization and Quality of Life:** A CHW asthma intervention in Hawaii shows a decline in emergency room visits and increased quality of life. In one phase of the study, asthma-related per capita charges decreased from \$735 to \$181.



**COMMUNITY HEALTH WORKERS(CHW)****Core Training for new CHWs**

ESAHEC continues to be the leader in CHW training on the eastern shore with its entry level 80 hour training and comprehensive 160 hour core training program. Lisa Widmaier, CHW Trainer trained a Cohort of (10) this year. Since 2013 ESAHEC has partnered with numerous agencies including Dorchester/Caroline's Health Enterprise Zone (HEZ) coalition as well as Maintaining Active Citizens (MAC) to build a skilled and competent CHW workforce. Over the past year, in partnership with the Maryland AHEC Program Office, AHEC West and Baltimore AHEC, a unified statewide CHW training curriculum aligned with Maryland's recommended core competencies defined by the Workgroup for Workforce Development of Community Health Workers was developed. The AHECs also convened in Baltimore with national CHW consultant to learn best practices for CHW training. As well as core trainings, ESAHEC provides continuing education sessions for CHWs to refine their skills and keep abreast of emerging issues and topics that affect their work with clients. As healthcare systems transform to more value-based care, CHWs are becoming recognized as integral members of health care teams to build empowered, equitable and healthier communities.



Community Health Worker participants visited Help and Outreach Point of Entry, Inc (H.O.P.E) to learn about the services they provide to their community.



Left: Two CHWs work to create an educational tool they can share with their clients to demonstrate the build up of plaque in the arteries.



Right: Guest Speaker Mary Gregorio, involves the students in a exercise to better understand mental health issues.

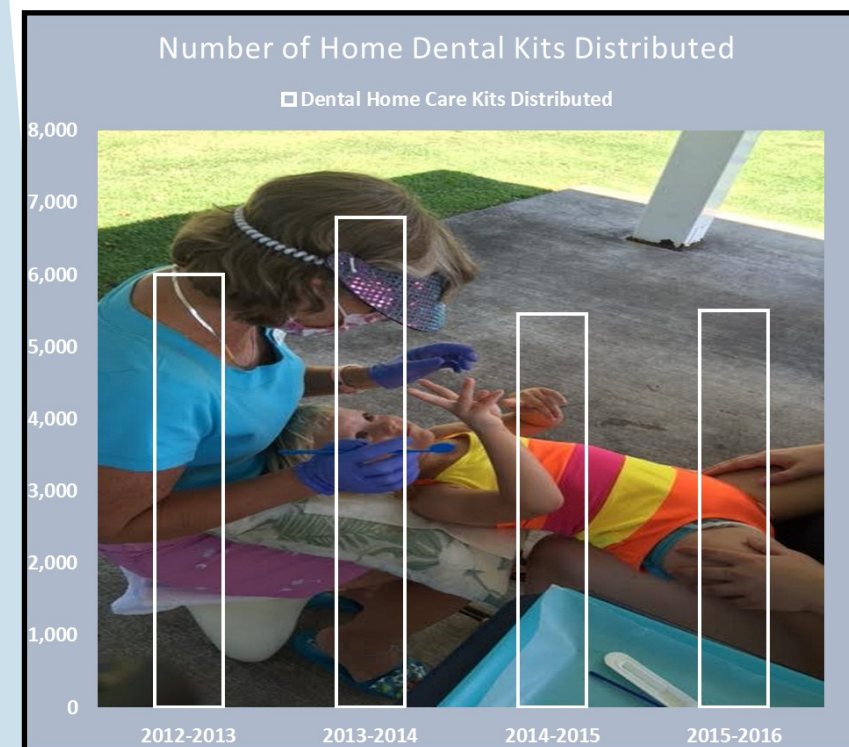
**Oral Health Outreach**

The Tooth Fairy's Helper Program continues to be a major focus of the outreach events funded by the Department of Health and Mental Hygiene and the Office of Oral Health. The number of presentations completed was 138 with 5,793 participants.



This past year a total of 39 schools were visited amounting to 4,905 students receiving oral health education and dental care kits. Of those schools, 32 are designated Title 1 which means the majority of students are from low-income families. The Tooth Fairy's Helper is eager to serve the children of the Eastern Shore.

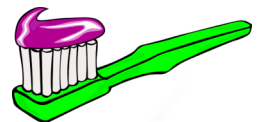
In addition to the dental care kits distributed, the teachers were asked to have the students complete a simple survey showing how much information they understood after their visit by the Tooth Fairy's Helper. Results showed 96% had correct answers, 3% incorrect and 1% incomplete answers. Overall quite satisfactory. Along with numerous thank you notes, drawings and pictures were received from teachers and students in appreciation of the Tooth Fairy's Helper.



The above graph represents the number of Home Dental Health kits distributed from 2012–2016, with a approximate total of 24,400 kits distributed.



Ms. Holtz participating in the Annual Cambridge Christmas Parade as the Tooth Fairy's Helper.



Please contact Ms. Holtz if you would like to learn more about AHEC's Oral Health Program at 410-221-2600 or [jholtz@esahec.org](mailto:jholtz@esahec.org).



## GERIATRIC PROGRAMS



**Lisa Widmaier**  
GAIT Coordinator

Geriatric funding for this year was supported by a University System of Maryland Redeployment grant to the Geriatrics and Gerontology Education and Research (GGEAR) program at University of Maryland, Baltimore under the direction of Reba Cornman, MSW and Johns Hopkins Geriatric Education Center (GEC) Consortium under the direction of Jane Marks, RN, MS, FNGNA. A total of **278** healthcare students were reached in FY 2016.

### Geriatrics and Gerontology Education and Research (GGEAR) Program

This past year funding from the program at University of Maryland, Baltimore supported six (6) Geriatric Assessment Interdisciplinary Team (GAIT) training projects and a Multidisciplinary Clinical Skills Workshop: Assessment Tools of Older Adults.

#### Multidisciplinary Clinical Skills Workshop: Assessment Tools of Older Adults

The sixth half-day workshop on **Assessment Tools of Older Adults: A Multidisciplinary Clinical Skills Workshop** on October 16, 2015 at the Wicomico Youth and Civic Center in Salisbury, MD. The workshop was an interdisciplinary program featuring multiple stations to develop clinical skills relevant to the care of older adults. It emphasized the importance of a team approach in geriatrics and the value of each discipline's expertise.

The workshop was very well received by both faculty and students in attendance. One hundred and ninety-one (191) students attended, including Nursing and Social Work students from Salisbury University, and Physical Therapy, Pharmacy and Nutrition students from University of Maryland Eastern Shore. Repeated this year was the interdisciplinary case study for the students to review over their lunch hour and then debrief at the end of the workshop. Students were put into interdisciplinary groups to discuss the case.

Evaluations of stations reflected 91%-100% of participants rated the workshops "Good" to "Excellent." Most participants enjoyed the workshops and reported the information was very helpful.



*Dennis Klima, PT, MS, PhD, DPT, GCS, NCS gives a very interactive presentation on Gait and Balance Assessment of Older Adults.*

## AFFORDABLE CARE ACT

### ESAHEC Continues its Contract with Seedco

ESAHEC once again continues its contract with Seedco, Inc. and the Maryland Health Benefit Exchange to implement the Affordable Care Act on Maryland's Eastern Shore with the goal of making health coverage affordable and more accessible for Marylanders, giving citizens the opportunity to access health insurance care for themselves and their families.

ESAHEC works with the Department of Health and Mental Hygiene, Maryland Insurance Administration, Department of Human Resources and various partners to reach the citizens of Kent, Caroline, Talbot, Queen Anne's and Dorchester Counties assisting them to enroll or maintain their healthcare coverage.

The ESAHEC's five (5) Navigators in each county are responsible and dedicated to enrolling the uninsured and providing assistance for all insurance plans and programs.



*Alison Farmer, 3rd year navigator assist a consumer at a outreach event.*

Through Maryland Health Connection:

- ◆ 40 percent of Marylanders who were eligible for private insurance coverage when the state marketplace began three years ago have been insured. That leaves about 240,000 individuals who remain eligible for private coverage through Maryland Health Connection. An estimated 405,000 were eligible when the marketplace began in 2013.
- ◆ 1 of every 10 Marylanders is now insured through Maryland Health Connection.
- ◆ 9 of every 10 people on Maryland Health Connection receive financial assistance.



*Tameka Lee, also a 3rd year navigator assist a consumer with Health Insurance Enrollment.*

The next open enrollment period for private health and dental plans is November 1, 2016 to January 31, 2017 although you can enroll any time of year if you're eligible for Medicaid or have a major life event.





## HEALTH CAREERS

### Fourth Year Medical Student Meets With Career & Technology Students

Michael Wroten, fourth-year medical student from the University of Maryland School of Medicine and a graduate of Cambridge-South Dorchester High School (C-SDHS), spoke recently to the juniors and seniors in Michele Ardis' Medical Services classes at the Dorchester Career and Technology Center (DCTC).

Mike wanted to speak to these students especially due to their interest in health careers. He told his story how he got from C-SDHS to medical school and he encouraged them to study, achieve and apply to medical school if they are interested in a career in medicine.

One of the strongest points of his talk with the students is the message: "Yes, it is hard work, but it is achievable if you set your mind to it".

Mike asked to speak to both C-SDHS and DCTC students to give back to his alma mater. While he was doing a required month long rotation with his preceptor, Dr. Gene Newmier, he spoke to three schools, Salisbury University and the 4H Mid-Shore Healthcare Careers Club. Cyndi Slacum, Health Careers Coordinator at the Center worked with Mike to set up these presentations. "We are all grateful for the enthusiasm of this extraordinary young man," she said.



### Washington College students meet with fourth-year Medical Students

Seven pre-med Washington College students came to spend a day at the ESAHEC to learn about the work and mission of the Center. The students learned about the role the AHEC plays in educating,

training and recruiting health care professionals in the region. The Washington College students were also joined during lunch by two fourth-year medical students, Ben Ehrenreich and Nick Anastasio from the University of Maryland School of Medicine who

discussed medical school and what to anticipate and gave advice on how to prepare for the Medical College Admissions Test (MCAT) test. The students had a clearer expectation about the hard work ahead of them in their career preparations after their externship experience here at the AHEC.



"It's great to have an organization so close to home that can help me attain a career as a physician. The day was very informative."

Washington College Student

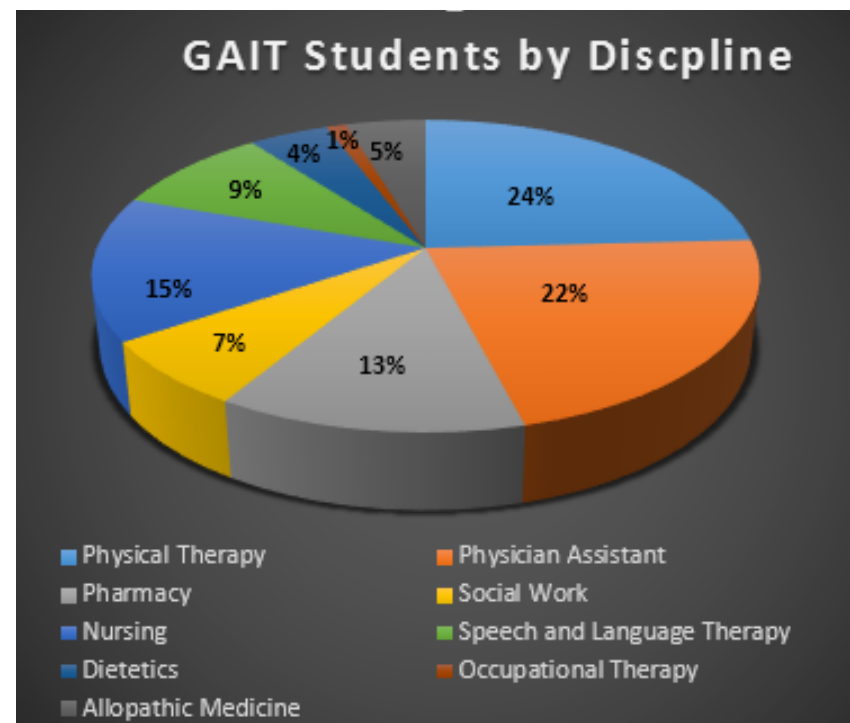


For more information or to setup a career counseling appointment, please contact Cyndi Slacum @ 410-221-2600 or cslacum@esahec.org

## GERIATRIC PROGRAMS (CONT)

### Geriatric Assessment Interdisciplinary Team (GAIT) Training

A total of **87** students attended GAIT training workshops this year with an average of thirteen (**13**) students per session representing various disciplines including: Physical Therapy (**21**), Physician Assistant (**19**), Pharmacy (**11**), Social Work (**6**), Nursing (**13**), Speech and Language Therapy (**8**), Dietetics (**4**), Occupational Therapy (**1**), Allopathic Medicine (**4**) Eighty four (**84%**) percent of attendees rated the overall quality of the GAIT Program as EXCELLENT.



Nursing student undertakes the challenge of sewing on a button with loss of touch in a simulation exercise.



GAIT students attempting to read various documents with impaired vision.

GAIT SITE	COUNTY
Deer's Head Hospital Center Kidney Disease & Dialysis	Wicomico
UM Shore Medical Center at Chestertown Emergency Medicine in Rural Areas	Kent
Harrison House Senior Living Dementia Care	Worcester
Union Hospital Falls Prevention	Cecil
Talbot Hospice Hospice Care	Talbot
Chesapeake Rehabilitation Hospital Brain Injury Treatment	Wicomico



Andrea Dayton,  
Clinical Education  
Coordinator

## CLINICAL EDUCATION

The Clinical Education program provides students the opportunity to complete a quality rotation with a local, dedicated and experienced physician. The AHEC provides furnished apartments in convenient locations so that future health care professionals can experience the gamut of life on the shore and service in a rural area.

During the 2015-2016 academic year, health professional students participated in the Clinical Education Program across the entire nine counties of the Eastern Shore. Students were placed as far north as Cecil County and as far south as Worcester County and all points in between.

A total of 115 students completed 4 week rotations through the Clinical Education Program during this 2015-2016 academic year with a total of 18,400 contact hours. This summer the Primary Care Track Program expanded with the placement of 24 rising second year students with preceptors for a two week shadowing experience. This program has significantly increased from 11 students the first summer. Such successful rotations would not have been possible without the dedication and support of so many physicians who volunteered time and energy to precept these students. Time and again, at the end of these rotations, students comment on the quality learning experiences the AHEC opportunity has afforded them.

Dr. Robert Bauer continues to provide housing and placements for students in St. Mary's County in Southern Maryland through a partnership with University of Maryland School of Medicine.



Health professional students discover the Eastern Shore is a great place to work and recreate.

## 2015 PRECEPTORS

### MEDICINE

Lanre Akinkunmi, MD  
Glenn Arzadon, MD  
Apar Bains, MD  
Thomas Biondo, MD  
Lisa Breslow, MD  
Stephen Breslow, MD  
Melinda Butler, MD  
Edwin Castaneda, MD  
Alon Davis, MD  
Elizabeth Elliott, MD

Mitchell Gittelman, DO  
Jamie Harms, MD  
Brent Hofmann, MD  
Mark Langfitt, MD  
Sheri Moore, MD  
Eugene Newmier, DO  
Helen Noble, MD  
Danielle Orr, MD  
Julio Ramirez, MD

Brookellen Rider, DO  
Corazon Sanchez, MD  
Frances Seymour, MD  
Hi Sim, MD  
Barbara Socha, MD  
Timothy Sniezek, MD  
Charles Stegman, MD  
Janika Wallace, DO  
Thomas Walsh, MD

### DENTAL

Sandra Garbely, DMD  
Scott Wolpin, DMD  
David Bradford, DDS  
Celeste Ziara, DDS

### PHYSICIAN ASSISTANT

James Burns, DO

### PHARMACY

William Boothe, PharmD  
Dennis Killian, PharmD, PhD  
Miranda O'Brian, PharmD  
Lisa Brooks, PharmD  
Kim Couch, PharmD

*Thank you to all of our dedicated preceptors for their commitment to primary care medicine and the AHEC clinical education program.*

