

TOGETHER WE RISE

Respond. Recover. Rebuild.
Washington County, MD

Business Town Hall on Recovery & Reopening



Welcome and Introductions

- State and Local Elected Officials
- Various County and City Staff
- Local Health Experts
- Members of COVID-19 Business Response Team:
 - Maryland Department of Commerce Western Maryland Rep – **Andrew Sargent**
 - Washington County, Director of Department of Business Development – **Susan Small**
 - City of Hagerstown, Dir. of Community and Economic Development – **Jill Thompson**
 - President of the Washington County Chamber of Commerce – **Paul Frey**
 - President of the Convention and Visitors Bureau – **Dan Spedden**
 - Executive Director of the Greater Hagerstown Committee – **Jim Kercheval**
 - Chief Executive Officer of Goodwill Industries – **Dave Shuster**

Today's Panelists:



Chief Executive Officer, Meritus – **Dr. Maulik Joshi**



Health Officer, Washington County Health Department –
Earl Stoner



Housekeeping and Disclosures

- **Please mute your phone/tablet/computer**
- The presentation is being recorded so that we can share the webinar with those who could not attend.
- The purpose of this webinar is to provide our businesses with the latest health information, as well as starting guidance and resources to help you reopen. There will also be time to answer questions

Housekeeping and Disclosures

- All Questions will be taken via the chat feature anytime during the webinar. Questions will be answered in the order submitted until our time has ended. For unanswered questions, we will be posting FAQ documents on our website.
- The slide deck and webinar recording will be made available via www.washcorises.net within 24 hours.
- This is a public webinar, so please note the press may be joining the call.

Housekeeping and Disclosures

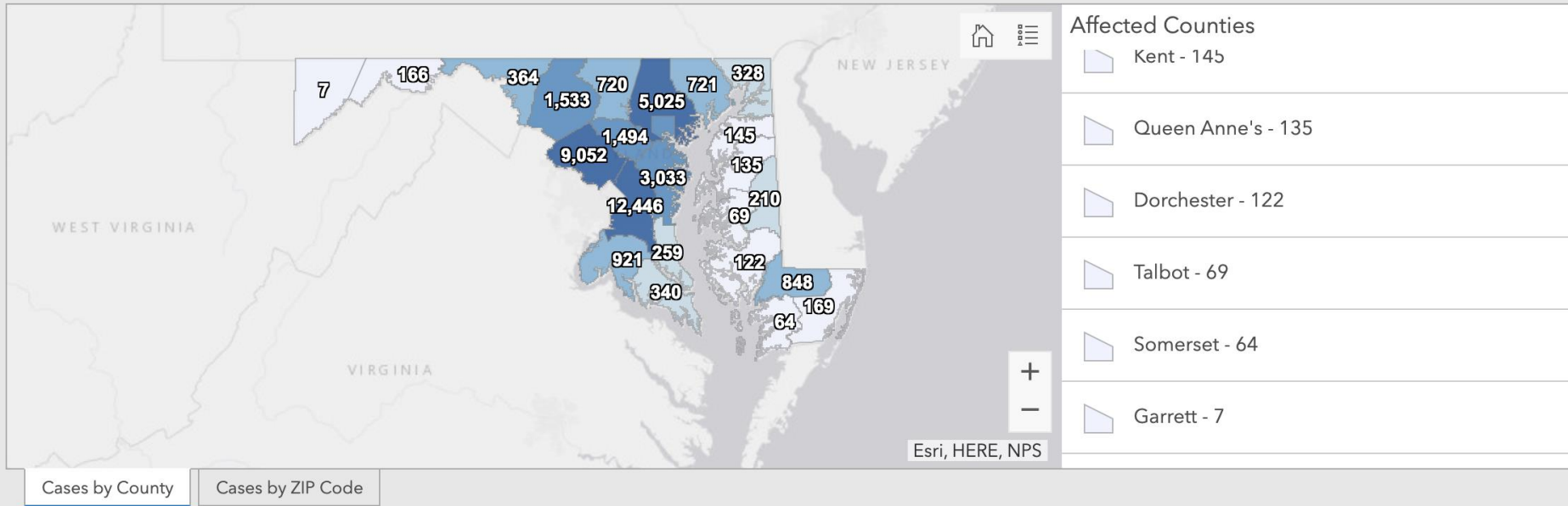
- While the information provided in the presentation is intended to be accurate, it should not be considered legal advice. Businesses should review all state and local policies and guidelines or contact their own legal and professional teams before making business decisions. Washington County Government and its affiliates and/or partner organizations cannot be held responsible for any errors or omissions.

What brought us to today...

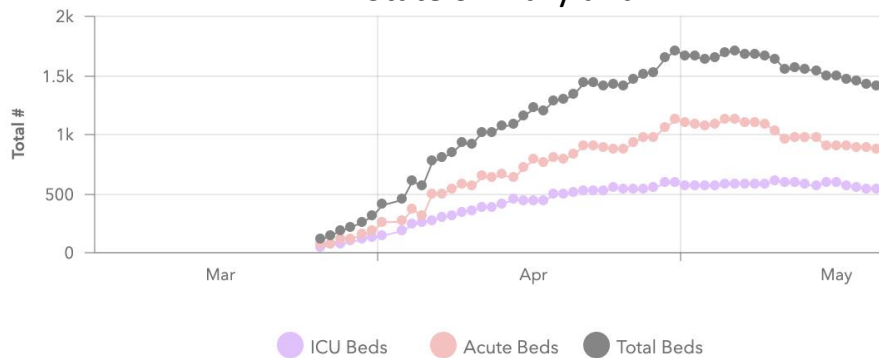
- March 5th - Governor declared a state of emergency after several Marylanders tested positive for COVID-19.
- Over the next 50 days multiple Executive Orders were issued forcing people to stay at home, shutting down all non-essential business and limiting large gatherings.
- Social distancing and restrictive measures allowed us to limit the spread of the virus and prevent a surge in new infections - preventing our hospitals from exceeding their capacity to treat patients.



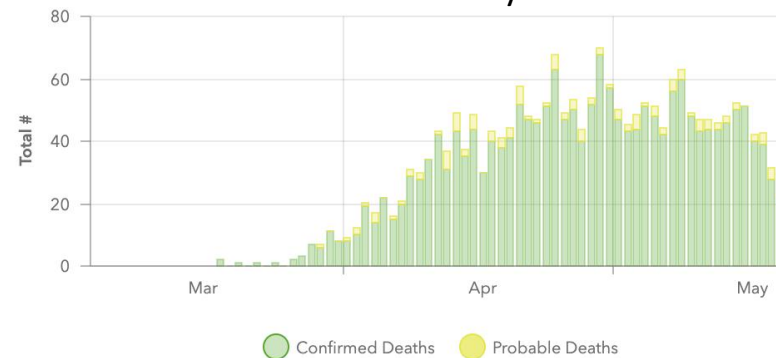
Maryland COVID-19 Data Dashboard



ICU and Acute Hospital Beds for COVID-19, Currently in Use
State of Maryland



Confirmed and Probable Deaths, Totals by Date of Death
State of Maryland



MD's BUILDING BLOCKS TO RECOVERY:

1. EXPANDED TESTING CAPACITY
2. INCREASED HOSPITAL SURGE CAPACITY
3. RAMPING UP SUPPLY OF PPE
4. ROBUST CONTACT TRACING OPERATION

HEALTH STATS NEEDED TO REOPEN:









1. DECREASING COVID-19 HOSPITAL ADMISSIONS
2. DECREASING COVID-19 DEATHS

What brought us to today...

- Thanks to everyone's courage, hard work, and sacrifice, we have flattened the curve, saved thousands of lives, and have put ourselves in a position to partially reopen with Stage 1 of the Governor's Plan.
- This does not mean we have beaten the virus and still have a long road ahead until there is a vaccine available.

Washington County MARYLAND | Together We Rise: Respond. Rebuild. Recover.

STAGE ONE: COVID-19 RECOVERY PLAN

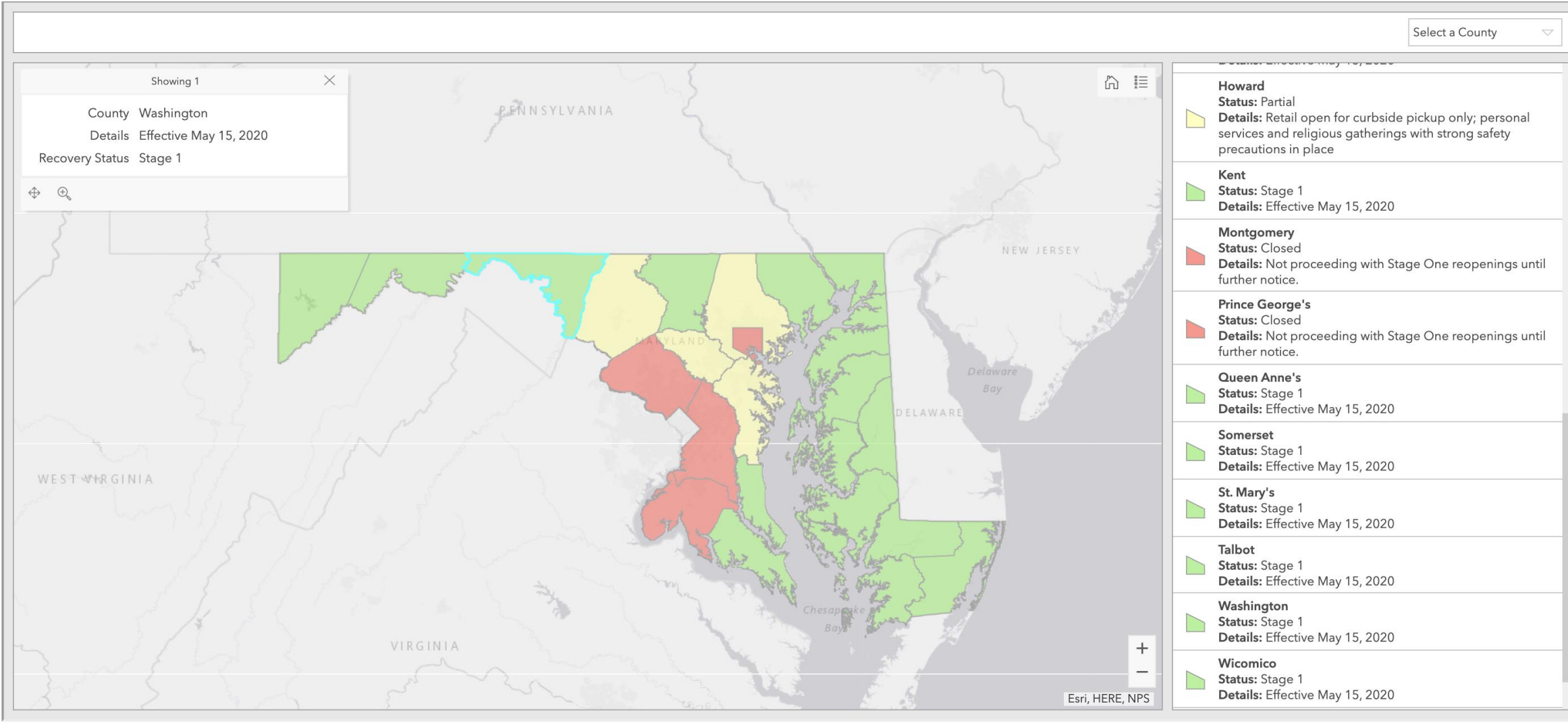
	ALL RESIDENTS	<ul style="list-style-type: none">• Stay at home lifted but encourage seniors/vulnerable populations to stay at home• All work from home unless essential• No gatherings over 10 people• Must wear a mask at retail stores and mass transit
	RESTAURANTS & BARS SERVING FOOD	<ul style="list-style-type: none">• Curbside, carryout, and delivery service remain available• On premise dining is prohibited
	RELIGIOUS FACILITIES	<ul style="list-style-type: none">• Open to the general public but total number of persons may not exceed 50%• Inside occupancy according to fire code• Appropriate distancing, masking, and safety protocols strongly advised• Outdoor services strongly encouraged
	RETAIL STORES & COMMERCIAL BUSINESSES	<ul style="list-style-type: none">• Open to the general public but total number of persons may not exceed 50%• Inside occupancy according to fire code• Curbside pickup and delivery encouraged• Physical distancing, masks, and other safety precautions
	MANUFACTURING	<ul style="list-style-type: none">• Open for business with guidelines implemented• Multiple shifts encouraged• Physical distancing and safety precautions
	HAIR SALONS & BARBER SHOP	<ul style="list-style-type: none">• Hair services only. Staff required to wear face coverings• Services offered on appointment-only basis• Total number of persons may not exceed 50% inside occupancy according to fire code• Clean and disinfect service-area after each appointment
	OUTDOOR RECREATION	<ul style="list-style-type: none">• Outdoor sports courts that provide non-contact activities will be open with social distancing• Golf/driving ranges, outdoor shooting ranges, boating, camping, horseback riding are open
	ENTERTAINMENT VENUES	<ul style="list-style-type: none">• Closed
	FITNESS CENTERS	<ul style="list-style-type: none">• Closed• Outdoor fitness classes allowed; 10 people max with proper social distancing
	SPORTS VENUES, YOUTH SPORTS, POOLS	<ul style="list-style-type: none">• Outdoor, non-contact youth sports are permitted. Must comply with the 10 person gathering (includes parents/spectators) and social distancing requirement

What brought us to today...

- Local jurisdictions are empowered to decide the timing of Stage One openings.
- However, they can only be more restrictive – **NOT** more lenient than allowed by the Governor's Executive Orders. **We cannot not implement Stage Two until the Governor approves us to do so.**
- Based on our health data and our current capacity to handle projected rises in infections, Washington County is in a position to open our county to the fullest extent allowed in Stage One



Reopening Status in Maryland's Jurisdictions



Rebuilding Our Economy While While Protecting Public Health...

- Continue Social Distancing and Safe Practices
- Monitor Key Health Statistics
- Prepare Our Businesses to Reopen and Operate Safely
- Provide Businesses Resources and Financial Support
- **Build Confidence** in Consumers, Business Owners, and Employees to Come Back



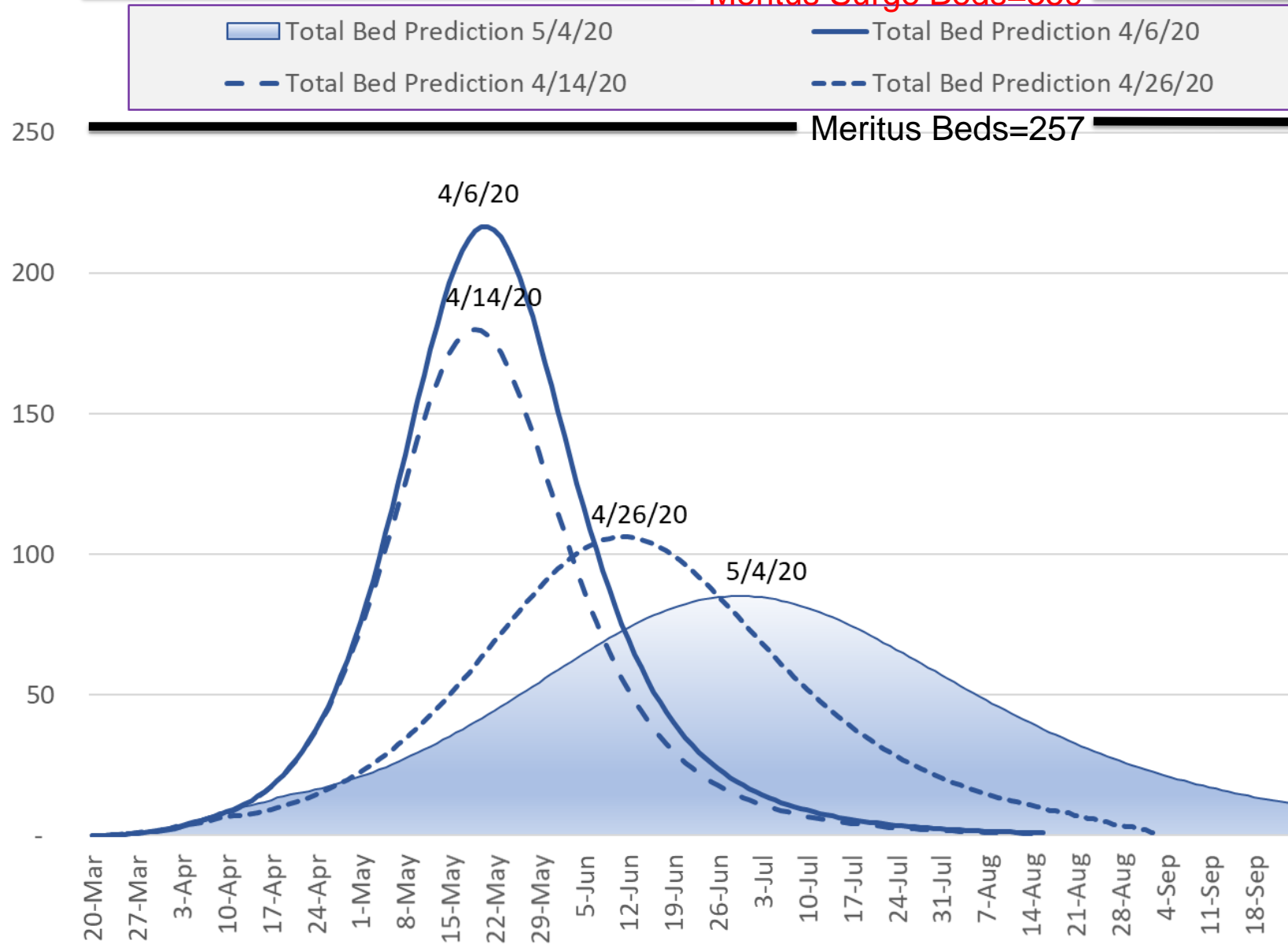
**We Must All Take
Ownership and Do
Our Part**



Maulik S. Joshi, Dr.P.H.
President & CEO
Maulik.joshi@meritushealth.com

COVID Census Predictive Models - Impact of Social Distancing

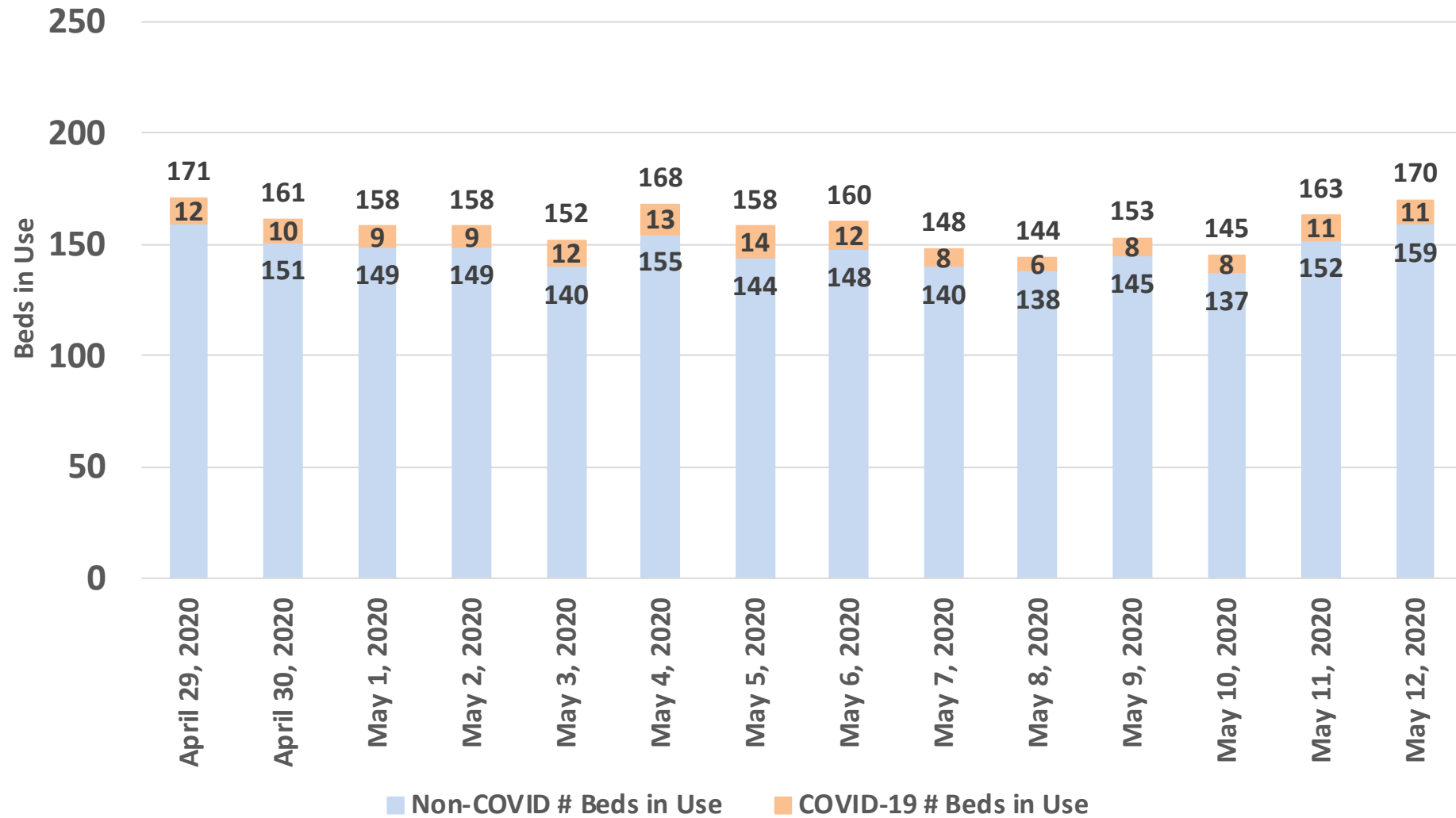
Meritus Surge Beds=359



COVID-19 Dashboard

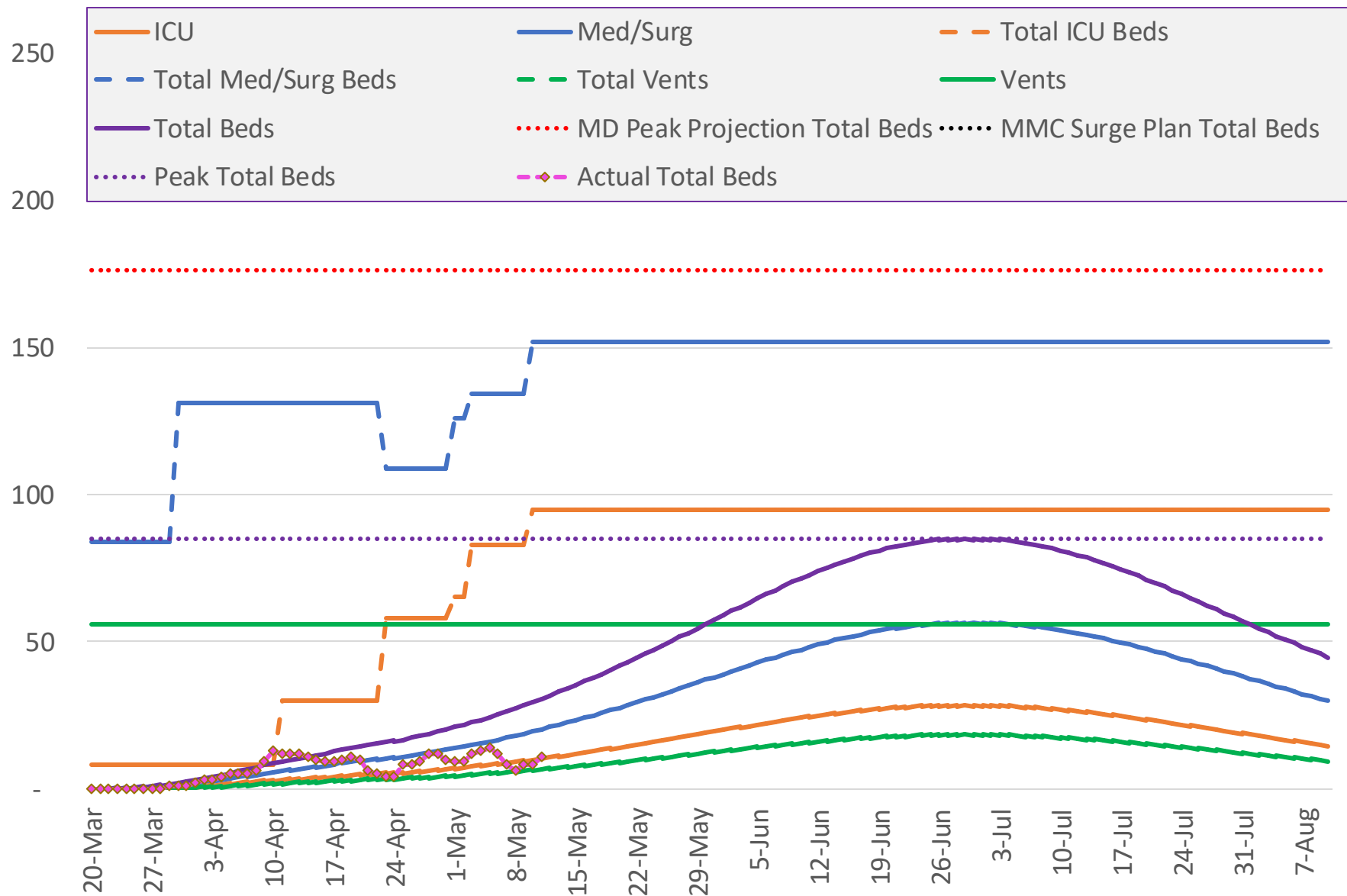
Key Measure	Trigger for Heightened Focus and Next Level Action	Status As of 5/12/20 (Green / Yellow / Red)
1. COVID-19 Testing	Limited Availability	Meritus Health (MH) can test up to 350 a day and currently at less than 200 a day, plus additional VEIP site
2. PPE Availability	Less than 14 days	MH is above 14 days for all critical supplies, though less than ideal materials and need constant effort
3. Current Bed Capacity	More than 80% census for med surg and ICU	MH At 60% (<i>Graph below</i>)
4. Ventilator Capacity	80% in use	MH at 11% in use
5. New COVID-19 Admissions	2 or more admissions for 6 consecutive days	MH below trigger (<i>Graph below</i>)
6. Surge Planning	Ability to surge to meet peak with staff, providers, supplies, and beds	MH able to surge to 120 more beds and 150 COVID-19 patients, if needed. Peak has flattened over the last month.
7. Days Since Doubling of Cases	Less than 12 days	Washington county at about 15 days
8. Outbreaks	No outbreaks	Potential at Sterling – 4 admissions in last few days
9. Contact tracing capability	Capable to trace all positive residents (30 per 100,000)	Washington County Department of Health (DOH) has the capacity to do all positive residents
10. Deaths	1 or more a day for 6 consecutive days	MH is below trigger

0800 Snapshot of Meritus COVID-19 Positive Inpatients in Total Daily Census



4

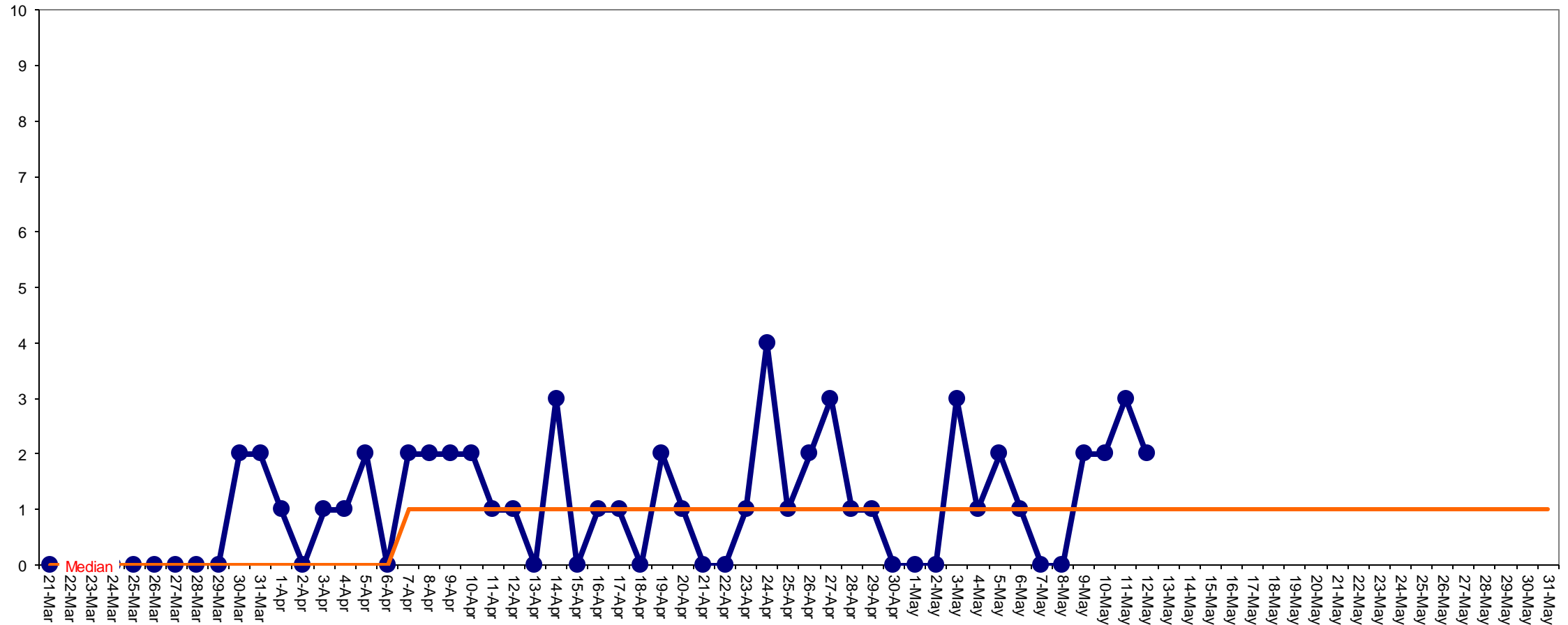
COVID Census vs. Available Beds Over Time



New COVID-19 Hospitalizations

New Hospitalizations to Meritus - COVID-19 Positive

of COVID admissions



www.WashCoRises.net – Your One-Stop-Shop For Reopening Information and Resources

- Preparedness List for reopening
- COVID –19 Business Toolkit
- COVID – 19 Business Resources
- Safety Best Practices by Industry



Coming Soon – Together We Rise Local Grant Program For Businesses






Maryland Strong: Back to Business Pledge

Maryland's business community plays a critical role in protecting our citizens and preventing another surge of COVID-19 infections. Governor Hogan is encouraging Maryland business owners to take the Maryland Strong Back to Business Pledge, and display a signed pledge in their place of business.



Maryland's business community plays a critical role in protecting our citizens and preventing another surge of COVID-19 infections.

Because we are committed to the safety and health of our valuable employees and customers, we pledge to:

-  Create an environment that allows for physical distancing between individuals (6 feet is recommended) to the extent possible.
-  Ensure our place of business is routinely cleaned and encourage our employees to frequently wash their hands.
-  Provide flexibility to our employees, provide training and education and clearly communicate policies and procedures.
-  Reduce and disinfect as many 'high touch surfaces' as possible.
-  Additionally follow guidance provided by the CDC, the Maryland Department of Health and our own industry.

Signature

Company Name

05.13.2020

Questions & Answers

- You must use Chat Function to ask questions or leave feedback
- We will answer as many questions as we can in the time allotted
- We will do our best prepare FAQ documents on our website for any unanswered questions
- Please visit www.washcorises.net for the latest information and resources.



Thank You!

**TOGETHER
WE RISE**
Respond. Recover. Rebuild.
Washington County, MD

Together We Rise is a Collaboration Between:



Visit www.washcorises.net for more resources.