

SUMMER Report

Collaboration.
Cooperation.
Education.

THE
Healthcare
Council



Annual Fall Conference



As the pace of change in healthcare accelerates, leaders across the region are asking bold questions:

What does it mean to deliver care in 2026 and beyond?

How will AI, shifting reimbursement models and the rise of the healthcare consumer reshape what we do next?

This fall, we'll look into the trends transforming healthcare. From the rapid and growing role of Artificial Intelligence in diagnostics and

predictive analytics to the rise of virtual care, blockchain-enabled data systems and personalized medicine powered by genomic insights—technology is no longer a supplement; it's becoming the backbone of how care is delivered.

Healthcare systems are already responding to growing patient demand, rising costs, workforce shortages and the persistent

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Annual Fall Conference

pressures of a changing regulatory landscape.

Providers are balancing innovation with sustainability, trying to stay ahead while keeping patient needs—and outcomes—at the center.

Our annual Fall Conference will bring together executives, healthcare professionals and change-makers from across the region to explore these challenges and opportunities.

Through panel discussions, expert speakers and real-world experiences, we'll examine how healthcare organizations are using digital tools, redefining care delivery models and preparing for what's next from federal and state agencies.

Whether you've joined us before or are considering your first visit, this year's conference offers valuable insights, inspiring conversations and practical strategies to carry forward.

[Click here for more details and to register.](#)

Thursday, October 9, 2025 | 8:15 AM - 3:30 PM

Emerging Healthcare Trends: 2026

Conference Schedule

Time	Topic	Presenter/Speaker/Panelist
8:15 AM	Registration, Networking and Continental Breakfast	
8:45 AM	Welcome and Opening Remarks	- Les Pitton, President and CEO, The Healthcare Council - Kevin DeBruyne, East Zone General Manager, Premier, Inc.
9:00 AM	Introduction of Moderator "Emerging Policy Issues Impacting Hospitals and Health Care"	Dr. Cheryl Cioffi, President & CEO, Frederick Health Spotlight Conversation with: - Moderator - Matthew Wright, Region 3 Executive, American Hospital Association - Speaker - Jocelyn Francis, Senior Associate Director, Federal Relations, American Hospital Association
10:00 AM	Networking Break	
10:15 AM	Introduction of Panel Moderator "Rising Healthcare Costs and Hurdles of the AHEAD Model"	Neil Meltzer, President and CEO, LifeBridge Health - Panel Moderator - Tamara Porter, Managing Director-Practice Lead, Premier, Inc. Panelists- - John Sackett, President & CEO, Adventist HealthCare - Nathaniel Richardson, President & CEO, University of Maryland Capital Region Health System - Jeff Joyner, MHA, FACHE, President, Sentara Northern Virginia Medical Center - Anthony Coleman, CEO, Cedar Hill Regional Medical Center
12:00 PM	BUFFET LUNCH	
1:00 PM	Introduction of Speaker "The CMS Innovation Center, What's Next?"	Jeremy Bradford, President and Chief Executive Officer, Calvert Health System Abe Sutton, Director of the Center for Medicare and Medicaid Innovation and Deputy Administrator for the Centers for Medicare and Medicare Services (CMS)
2:15 PM	"Source of Truth - Doctor or AI"	- Panel Moderator - William "Bill" Sheahan, Chief Innovation Officer and Senior Vice President, MedStar Health Panelists- - Alvin Liu, MD, Inaugural Director of the James P. Gills, Jr. M.D. and Heather Gills Artificial Intelligence Innovation Center - Amy Zolotow, Executive Business Advisor, Prosneus; Senior Fellow, Thomas F. Frist, Jr. College of Medicine; Co-Founder, quantumShe - Nell Buhlman, Chief Administrative Officer, Press Ganey - Dr. Hamed Abbaszadegan, MD, MBA, FACP, FAMIA, Physician Executive at Stanson Health (a Premier, Inc. company)
3:30 PM	Closing Remarks	

**REGISTER
HERE**

2025-26 Mentorship Applications Now Open

The Healthcare Council is pleased to announce applications are now being accepted for our 2025-26 mentorship program. [Click here](#) for more details and to apply.



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The 2025-2026 Young Health Care Professionals Divisional Group Mentorship Program at a Glance

- 6-month program designed to strengthen healthcare mentorship across the region. October 2025 – May 2026
- Timeline created to reduce the time commitment of mentors and mentees | Minimum of 6 mentor/mentee meetings (virtual or in-person)
- Offering maximum flexibility to mentors and mentees to focus on leadership and career concepts based on individual needs and time constraints.
- Required virtual kickoff orientation + optional virtual meet & greet in October 2025
- Regular email check-ins and small assignments throughout the program from The Healthcare Council
- Mentorship workbook provided as a guide (optional use)
- Culminating Mentorship Graduation in May 2026
- Up to 6 pre-approved ACHE Qualified Education credits



The Dr. Omega Logan Silva Scholarship empowers economically disadvantaged women pursuing careers in healthcare. Applications for the 2026 scholarship will open at the end of this year — please help us spread the word to eligible students in our community.

We also welcome donations to help expand this impactful opportunity. Learn more about the scholarship and how to give by [visiting here](#).



The Dr. Omega Logan Silva Scholarship

Supporting Economically Disadvantaged Women Pursuing Careers in Healthcare

“This scholarship will help defray educational expenses as I continue my journey, breaking the cycle of poverty and making a lasting impact in medicine.”

– Dr. Edna Normand,
2025 Scholarship Recipient

The Dr. Omega Logan Silva Scholarship honors the life and legacy of Dr. Silva and her passion for encouraging economically disadvantaged women pursuing degrees in healthcare – a cause she supported throughout her entire career.



**LEARN MORE &
DONATE HERE**



healthcare-council.org/the-dr-omega-logan-silva-scholarship/

BOARD CORNER



THE BOARD CORNER

**American Hospital
Association:**
**2025 Health Care
Workforce Scan**

While the official end of the COVID-19 public health emergency marked a symbolic turning point for Americans, hospitals still face the daily reality of heightened workforce and financial strains. Now, the focus is on rebuilding trust and fostering resilience among a workforce stretched thin by years of crisis management.

Technology may offer hope for easing administrative burdens and supporting clinical decision-making. Diversity, equity and inclusion and workforce well-being initiatives have become essential. And leaders are adjusting education and career paths to meet tomorrow's professionals where they are today.

Despite an influx of new workers, the U.S. health care workforce still falls short of meeting clinical staffing needs (among other professionals) — especially as an aging population requires more care.

[Read the full report here.](#)

**2025
SALARY
SURVEYS**

Available Now!


**This Area's Only Wage and Salary Survey
and Executive/Department Head Salary Survey**
Available Now!

Each year, The Healthcare Council produces the only healthcare salary surveys for the region. Local data is crucial when developing relevant programs that support pay practices that are conducive to Mid-Atlantic pay levels in healthcare and its competitive landscape. In general, pay in the Mid-Atlantic, particularly in the Baltimore/D.C. metropolitan areas as well as the Richmond metro area, is higher than the national average. Additionally, it's more common in the Mid-Atlantic to offer sign-on bonuses and equity programs as part of compensation packages.

Compensation data is still relevant for healthcare workers and other essential workers who have reportedly received increases in compensation, such as hazard pay.

Our Wage & Salary Survey and our Executive/Department Salary Survey provide a comprehensive benchmark of wage, salaries, bonus and PRN data. With the ever-changing legal, political, and economic landscape, our data is an invaluable asset for your compensation planning. We are grateful to all those who participated in this year's data collection.

If your organization would like to purchase a copy of the 2025 Salary Surveys, you may do so by [clicking here](#), simply select which survey you'd like to purchase and checkout using our secure online payment form. If your organization participated in the 2025 survey we invite you to contact our office at **301-731-4700** or thehealthcarecouncil@healthcare-council.org to receive your 50% discount toward purchase.

PeriscopeIQ, is the third party we use to conduct the two compensation surveys. The company was founded in 1999 and is a leading Compensation and Benefits Survey management and data analytics company that has pioneered several leading innovations in its space, including advanced survey data collections and analytics technology platform called PeriscopeCODA or CODA for short. CODA is now the leading platform in the U.S. for collecting, analyzing, and reporting compensation survey data.

The Healthcare Council Divisional Chairs

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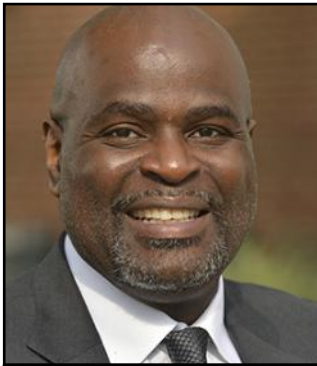
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[Click here](#) to view upcoming Educational Events

AREA NEWS



J. Caprice Brown

[UM Charles Regional Medical Center Foundation Names New Exec. Director](#)



MedStar

[MedStar Washington Hospital Center Again Named D.C.'s Most Socially Responsible Hospital](#)



Costin Jordache

[Adventist HealthCare Names SVP of Strategy & Brand](#)



AHA Podcast

[When Cyberattacks Strike: Is Your Board Ready?](#)



Jennifer Moberg

[ChristianaCare Appoints VP of Emergency Services](#)



Al Campbell

[Holy Cross Health Names Maryland Market Leader](#)



Goodwin Living™

[Goodwin Living Receives Alzheimer's Association Grant](#)



Nancy Ban

[Mary's Center Welcomed New CEO](#)



Nathaniel Beers, MD

[New York Children's Hospital Taps CEO](#)



Jason Barrett

[GW Hospital Appoints New CEO](#)



Julie D. Keese

[Trinity Health Mid-Atlantic Names New Regional CFO](#)



Becker's Hospital Review

[Great Leaders In Healthcare 2025](#)



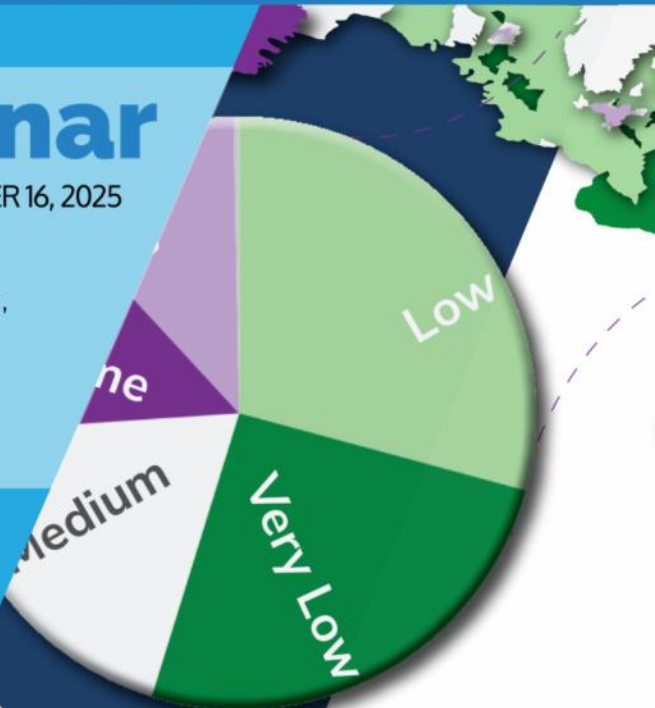
Solutions Corner

Efficient, Effective Purchasing Solutions

Webinar

TUESDAY, SEPTEMBER 16, 2025
11:30 - 12:30 PM

Dynamic CHNAs,
Actionable AI:
Discover
HSR.health's
Approach




Ajay K. Gupta, CISSP, MBA
Co-founder & CEO
HSR.health

HSR.health⁺

[REGISTER HERE](#)

Dynamic CHNAs, Actionable AI

Join us on **Tuesday, Sept. 16 at 11:30 a.m.** for an educational session to discover how our partner, **HSR.health** helps healthcare leaders cut through the AI noise—delivering clear, actionable strategies that lead to safer implementation, measurable outcomes, and real mission impact.

You'll learn how they're reinventing CHNAs—transforming what's typically a static compliance report into a dynamic, interactive map of the social and environmental factors shaping community health.

The result: smarter interventions and forward-looking planning.

It will be an opportunity to better understand how smarter data can drive stronger mission alignment, greater resilience, and better outcomes for the communities you serve.

We encourage staff in strategy, community health, population health, and innovation roles to attend and apply the concepts learned in their work.



Sunset Healthcare Solutions, Inc. is a Chicago-based manufacturer and distributor with an extensive catalog of noninvasive ventilation, medication delivery and other respiratory disposables utilized in the acute care space.

Sunset leverages its expertise, experience and extensive manufacturing relationships to deliver high-quality products, significant cost savings and to prevent supply interruptions.

As a registered small business enterprise, Sunset takes a big business approach to industry-renowned, customized sales support that is focused on improving the patient's experience.

[To view some of their products, click here.](#)

Acute Care – Sunset Healthcare Solutions | Lisa Iannazzone | 510-449-1183 | Mention Agreement #25-104



ACXSS is an affordable cloud-based business spend management solution that streamlines the purchasing process by utilizing our intelligent, single-source multi-vendor procure-to-pay application.

Their comprehensive program leverages technology and data analytics to allow for real time decision making, to help organizations significantly improve the supply chain, while achieving their financial and operational goals.

Total Spend Capture for all Service and Supply Vendors

· Simplifying the Ordering Process · Smart Inventory Management · Enhanced User Experience · Advanced Multi-Vendor Connections · Purchase Order Lifecycle Management · Improved Efficiency and Compliance · Real-Time Data & Analytics · Easy Implementation and Scalability · Fully embedded Payable Automation (Option) · Integrates with most Legacy Accounting and ERP Systems

For an overview of their services, [click here](#).

www.acxss.com | [Larry Sapp](#) | 949-400-3243 | Mention Agreement #25-109



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The Healthcare Council Vision:

To meet the healthcare challenges of tomorrow by working together today.

Mission Statement:

The Healthcare Council is a membership organization dedicated to helping members reduce costs, encouraging co-operative working relationships and promoting quality healthcare in our region.

The Council functions as a neutral intermediary to facilitate networking and to provide member driven services.

Purpose:

The Healthcare Council is an organization consisting of hospitals and allied health care facilities, associations and educational institutions located in the Mid-Atlantic region. The purpose of the Council is to provide for members "strategic and business advantages" that no single institution or system can efficiently or economically develop alone.

Divisions of specific activity have been formed to carry on the ever-changing tasks at hand. These divisions develop information and improve performance using cooperative networking meetings, surveys, group discussion, analysis and continuing education programs.

The aim of the Council's wholly-owned subsidiary, ShareSource, is to serve its membership in the promotion of programs and services that will enhance the members' ability to operate their organizations successfully and cost effectively with integrity and competency.

The Healthcare Council is a not-for-profit 501(c)(3) corporation.

The Council has opportunities for Associates. For membership information, call 301-731-4700.

Interested in Joining The Healthcare Council

The Healthcare Council continues to develop its all-inclusive, broad-based association of members to accurately reflect the providers of care doing business in its service area - encompassing the mid-Atlantic region.

The Healthcare Council is committed to creating and providing opportunities for new members and associates, while keeping member dues low.

The Healthcare Council serves its members with detailed communications and professional contacts, partnerships, timely educational programs, surveys, collaborative efforts and strategic alliances.

To learn more about joining The Healthcare Council and/or participating in ShareSource, please contact us at 301-731-4700 or visit us at:

Healthcare-Council.org
or Share-Source.org

Follow us on social media



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