

BALTIMORE BUSINESS JOURNAL



MONEY



#MeToo movement reaches UA

As it looks to rebound financially, company faces criticism over culture. **RYAN SHARROW, 2**

RESTAURANTS

Closing the book on OpenTable

Woodberry Kitchen and other local eateries are leaving the platform for a new service. **AMANDA YEAGER, 8**

MARIJUANA

Baltimore's top selling products

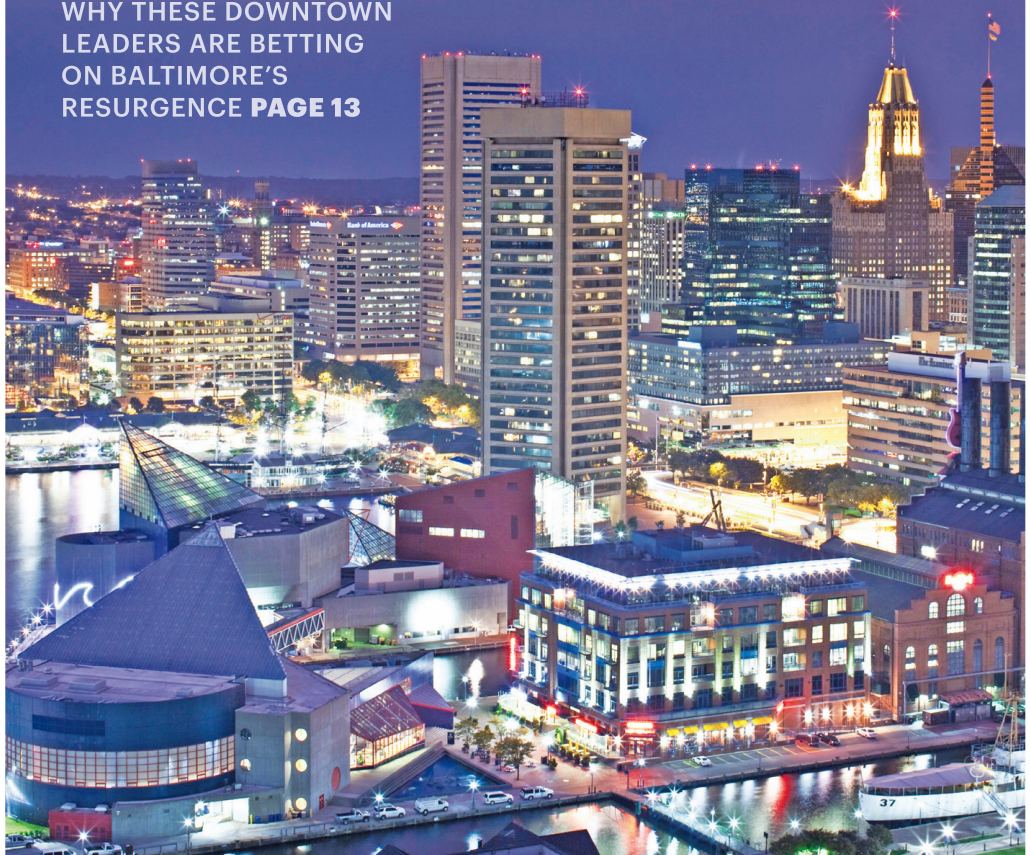
From vapes to pills, we weed out the region's most popular products. **MORGAN EICHENSEHR, 4**



FUTURE OF DOWNTOWN BALTIMORE

THE NEXT NASHVILLE?

WHY THESE DOWNTOWN LEADERS ARE BETTING ON BALTIMORE'S RESURGENCE **PAGE 13**



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EVENT ON PAGE 36

THE LIST

How telemedicine can help nursing homes

BY JESSICA IANNETTA
jiannetta@bizjournals.com

No one especially likes trips to the doctor's office. But for elderly patients, unnecessary trips to the doctor – or even worse, the emergency room – are not only unpleasant, they can be deadly.

New technology, however, is allowing patients to be treated right where they are by bringing doctors and the emergency room to them through video conferencing and high-tech diagnostic tools. Proponents say this technology, called telemedicine, not only improves health outcomes, it can also cut costs by reducing fees associated with ambulance transfers and hospital stays.

It's a trend that's catching on. Telemedicine is expected to be a \$2.8 billion industry in the U.S. by 2022, according to a report from Grand View Research Inc., up from \$575 million in 2014.

Lorien Health Services, which has 10 locations across Greater Baltimore, first rolled out telemedicine at its Bel Air facility in 2014 in partnership with the University of Maryland Upper Chesapeake Health. The company has since expanded the service to its two other Harford County locations.

In May, Lorien unveiled new telemedicine and other technological capa-



COURTESY OF LORIEN HEALTH SERVICES

The telemedicine exam room at Lorien Riverside in Belcamp has many of the same diagnostic tools as an emergency room.

bilities at its Lorien Encore at Turf Valley facility in Ellicott City. The company is currently in talks with Howard County General Hospital to fully implement the telemedicine program, said Louis Grimmel Jr., the administrator at Turf Valley.

"Transfer for a fragile senior can be very detrimental, which is a big part of why you don't want to have to move them from one place to the next," Grimmel Jr. said. "You want to be able to bring

them services right to their location."

Through this program, residents are taken to a specialized exam room set up like a mini ER where they can video conference with a UMDH doctor, said Jim Hummer, Lorien's vice president of home and community based services.

The goal is to prevent a trip to the hospital, but if it can't be avoided, the telemedicine component ensures that ER doctors know the patient's condition

before they get there, Hummer said.

So far the results of the program are encouraging. A study conducted during the program's first year found that it decreased ER visits by 19 percent annually. Meanwhile, the hospital saved more than \$70,000 in ER visits and inpatient stays, while Medicare and Medicaid costs decreased by about \$25,000 thanks to the reduction in ambulance rides, according to the study.

Lorien uses similar technology for a program targeted at those needing in-home care, called telehealth. In this program, patients wear monitoring devices tailored to their needs such as a blood pressure cuff or glucometer that is linked to a touch screen monitor via Bluetooth. Through the monitor, Lorien can monitor these vital signs and video chat with the patient, Hummer said.

While some seniors are understandably wary about the technology, once they realize how much it can help, they quickly come around, Hummer said.

"We had a patient that we avoided sending to the hospital in the middle of flu season where they probably would have sat in the waiting room full of other patients with the flu and probably contracted the flu," he said. "Instead, they were able to stay in place and avoid the whole situation."



Joe Kirk
Plant Operations Manager
Mercy Medical Center

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NURSING HOMES

RANKED BY NUMBER OF CERTIFIED BEDS AT NURSING HOMES IN GREATER BALTIMORE

	Name/URL	Address/Phone	Certified beds	CMS Nursing Home Compare overall star rating	Medicare/Medicaid participation	Setting ¹
1	Stella Maris Inc. stellamarisinc.com	2300 Dulaney Valley Road Towson, MD 21204 410-252-4500	412	3	Medicare and Medicaid	nonprofit corporation with family and resident councils
2	Keswick Multi-Care Center Inc. keswick-multicare.org	700 W. 40th St. Baltimore, MD 21211 410-235-8860	242	2	Medicare and Medicaid	nonprofit corporation with a resident council
3	Riverview Rehabilitation & Health Center riverviewrhc.com	1 Eastern Blvd. Baltimore, MD 21221 410-574-1400	238	4	Medicare and Medicaid	for-profit corporation with resident and family councils
4	Brinton Woods Post Acute Care Center brintonwoods.com	5009 Frankford Ave. Baltimore, MD 21218 410-325-4000	225	5	Medicare and Medicaid	for-profit corporation with resident and family councils
5	Levindale Hebrew Geriatric Center & Hospital lifebridgehealth.org/levindale	2434 W. Belvedere Ave. Baltimore, MD 21215 410-466-8700	210	4	Medicare and Medicaid	nonprofit corporation with resident and family councils
6	Lorien Health Systems - Columbia lorienhealth.com/columbia	6334 Cedar Lane Columbia, MD 21044 410-531-5151	205	4	Medicare and Medicaid	for-profit corporation with a resident council
7	FutureCare Irvington futurecare.com	22 S. Athol Ave. Baltimore, MD 21229 410-947-3052	200	4	Medicare and Medicaid	for-profit corporation with a resident council
7	FutureCare Lochearn futurecare.com	4800 Seton Drive Baltimore, MD 21215 410-358-3410	200	5	Medicare and Medicaid	for-profit corporation with family and resident councils
9	Glen Burnie Health and Rehabilitation Center savaseniorcare.com/glen-burnie-health-and-rehabilitation-center	7355 Furnace Branch Road East Glen Burnie, MD 21060 410-766-3460	190	3	Medicare and Medicaid	for-profit limited liability company with a resident council
10	Citizens Care Center citizenscarecenter.com	415 S. Market St. Havre de Grace, MD 21078 410-939-5500	184	2	Medicare and Medicaid	nonprofit with resident and family councils
11	Ellicott City Health & Rehabilitation Center communicarehealth.com/facility/ellicott-city-healthcare-center	3000 N. Ridge Road Ellicott City, MD 21043 410-461-7577	182	2	Medicare and Medicaid	for-profit corporation with resident and family councils
12	Crofton Convalescent Center croftoncrc.com	2131 Davidsonville Road Crofton, MD 21114 410-721-1000	180	5	Medicare and Medicaid	for-profit corporation with a resident council
13	ManorCare Health Services - Ruxton heartland-manorcare.com/ruxton	7001 Charles St. Towson, MD 21204 410-821-9600	179	4	Medicare and Medicaid	for-profit corporation with a resident council
14	Heritage Center	7232 German Hill Road Dundalk, MD 21222 410-282-6310	177	2	Medicare and Medicaid	for-profit corporation with a resident council
15	Charlestown Community ericksonliving.com/charlestown	709 Maiden Choice Lane Catonsville, MD 21228 410-274-9700	174	4	Medicare and Medicaid	nonprofit corporation within a CCRC with resident and family councils
16	ManorCare Health Services - Rossville manorcare.com	6600 Ridge Road Baltimore, MD 21237 410-574-4950	172	5	Medicare and Medicaid	for-profit corporation with a resident council
17	Forest Haven Nursing Home & Rehabilitation Center foresthavennh.com	701 Edmonson Ave. Catonsville, MD 21228 410-747-7425	167	2	Medicare and Medicaid	for-profit corporation with a resident council
17	FutureCare Cherrywood futurecare.com	12020 Reisterstown Road Reisterstown, MD 21136 410-833-3801	167	5	Medicare and Medicaid	for-profit partnership with resident and family councils
19	St. Elizabeth Rehabilitation and Nursing Center catholiccharities-md.org/services/the-neighborhoods-at-st-elizabeth-nursing-rehabilitation-center	3320 Benson Ave. Baltimore, MD 21227 410-644-7100	162	4	Medicare and Medicaid	nonprofit religious affiliated organization with a resident and family council
20	Patapsco Valley Center genesishcc.com/patapscovalley	9109 Liberty Road Randallstown, MD 21133 410-655-7373	160	2	Medicare and Medicaid	for-profit corporation with a resident council
20	FutureCare Canton Harbor futurecare.com	1300 S. Ellwood Ave. Baltimore, MD 21224 410-342-6644	160	4	Medicare and Medicaid	for-profit corporation with a resident council
20	Oak Crest ericksonliving.com/oak-crest/welcome-oak-crest-retirement-community	8820 Walther Blvd. Parkville, MD 21234 410-343-7153	160	3	Medicare and Medicaid	nonprofit corporation within a CCRC with family and resident councils
23	Westminster Nursing & Rehab. Center communicarehealth.com/facility/westminster-healthcare-center	1234 Washington Blvd. Westminster, MD 21157 410-848-0700	158	1	Medicare and Medicaid	for-profit corporation with a resident council
24	Fayette Health and Rehabilitation Center communicarehealth.com/facility/fayette-health-and-rehabilitation-center	1217 W. Fayette St. Baltimore, MD 21223 410-727-3947	156	3	Medicare and Medicaid	for-profit corporation with a resident council
24	Forest Hill Health and Rehabilitation Center savaseniorcare.com/forest-hill-health-and-rehabilitation-center	109 Forest Valley Drive Forest Hill, MD 21050 410-838-0101	156	4	Medicare and Medicaid	for-profit corporation with a resident council

¹ CCRC stands for continuing care retirement community.

NOTES: Information for this List was obtained from Maryland Department of Health and Mental Hygiene Office of Health Care Quality and Medicare.gov Nursing Home Compare; Centers for Medicare and Medicaid Services (CMS) creates the overall star rating for nursing homes from 3 parts: health inspections, quality of resident care measures and staffing; Star ratings for each part and for the overall rating range from 1 star to 5 stars, with more stars indicating better quality; Data is as of October 1, 2018.

PEOPLE ON THE MOVE

IN GREATER BALTIMORE

ENGINEERING

Promotion



Darren Conner, PE
President
Dewberry

Mr. Conner has been promoted to president of Dewberry Engineers Inc., the firm's nationwide engineering practice. Conner will oversee the operations of more than 50 offices, with services that include environmental, site/civil, structural, mechanical/electrical, energy, and transportation engineering. A civil engineer who has been with Dewberry for 33 years, Conner previously held the position of president of the firm's southeast division, directing approximately 500 personnel in 24 offices.

GAMING & HOSPITALITY

New Hire



Candice Davis
Director of Entertainment
Live! Casino & Hotel

In her new position, Ms. Davis will oversee all entertainment marketing for Live! Casino & Hotel. She will coordinate the booking of headline concerts and events for the recently opened Live! Event Center, currently undergoing expansion to accommodate 4,000 seats. Ms. Davis will also be responsible for managing all talent and box office operations in addition to executing promotional campaigns, lifestyle marketing events and entertainment experiences.

HEALTH CARE

New Hire



Jennifer Anthony
Director of Information Technology
Lorien Health Services

In this new role, Anthony will be responsible for managing the strategy and execution of all IT initiatives for Lorien. This includes overseeing technical and web development projects, identifying new market opportunities, and leading a team to find solutions to adequately manage daily business activities.

LEGAL SERVICES

New Hire



Candace Gill
Director of Business
Development and Client
Services

Nemphos Braue LLC
Nemphos Braue LLC, the premier corporate boutique law firm in the Mid-Atlantic region, is pleased to announce that Candace Gill has joined the firm as Director of Business Development and Client Services. Gill brings more than 10 years of professional services, commercial business development and sales experience. She will help drive internal/external client development strategies for the firm. She will also support the firm's client and community relations and brand enhancement initiatives.

New Hire



Tina Lignos, Esq.
Attorney
HWK Law Group

MD-based HWK Law Group has appointed Tina Lignos, Esq. as its newest member of the estate planning team. A knowledgeable attorney in areas of Estate Planning and Administration, Lignos strives to create estate plans that meet the client's goals, while minimizing estate and inheritance taxes. She manages a diverse clientele including physicians, attorneys, engineers, financial advisors, and business owners. Prior to joining HWK Law Group, Lignos owned and managed her own estate planning law firm.

COMPANIES ON THE MOVE

IN GREATER BALTIMORE

SPORTS

AWARD WINNER



Annapolis Yacht Sales

7350 Edgewood Road, Annapolis, MD 21403
410.267.8181 | annapolisyachtsales.com

Annapolis Yacht Sales Celebrates New Success with 65th Anniversary

Annapolis Yacht Sales (AYS), the leading yacht and brokerage dealer in the Mid-Atlantic, celebrates its 65th anniversary along with recent corporate milestones. For the first time, AYS was featured in the Inc. 5000's list of fastest growing businesses in the nation. The firm also underwent a corporate restructure, including creating a Directors Council and dramatically expanding the service team. The company recently launched an integrated marketing initiative, and will soon unveil a new website highlighting its Chesapeake Bay heritage and introduce an exclusive selling program for premium brokerage yachts. As a reflection of these achievements, mid-year earning numbers were significantly higher. "I'm immensely proud of our team's continued reinvention. I can't wait to see what the next 65 years on the Bay will bring!" said Chris Humphreys, AYS COO & Principal.

TECHNOLOGY

AWARD WINNER



Centric Business Systems

10702 Red Run Blvd, Owings Mills, MD 21117
410.902.3300 | centricbiz.com

Centric Business Systems Honored with 18th Elite Dealer Award

Centric Business Systems, the leading provider of document management and workflow solutions in the Mid-Atlantic, was honored with their eighteenth Elite Dealer Award this month. The industry award, offered by ENX Magazine is presented annually to the leading office technology dealers in the United States. Centric's consultative approach to optimizing their client's workplace is one of the many factors leading to their selection as an Elite Dealer. "Working with clients to discover the perfect combination of products and services that improve their efficiency is our expertise," says Scott Schnabel, Executive Vice President. "We have a truly great team of people, dedicated to creating a personalized experience," he adds. This visionary approach to the office technology industry is one of the things that sets Centric apart as an Elite Dealer.