



# EXHIBITOR DIRECTORY

45TH ANNUAL EASTERN SHORE MEDICAL SYMPOSIUM

June 20-24, 2022



Company Name: Beebe Healthcare

Address: 424 Savannah Rd  
Lewes, DE 19958

Representative(s): *Lisa Piatek*  
Director of Provider Recruitment  
302-313-2300 Ext 2113  
LPiatek@beebehealthcare.org

**About Beebe Healthcare**

Beebe Healthcare serves the Sussex County community with a medical center located in beautiful, historic Lewes, Delaware, and convenient outpatient locations throughout the county. Founded in 1916 by two physician brothers, Drs. James Beebe and Richard C. Beebe, the medical center in Lewes is a 210-licensed-bed, not-for-profit seaside community hospital. Beebe's specialized service lines include cardiac and vascular, surgical services, oncology, women's health, and orthopaedic services. Beebe offers an array of inpatient, outpatient, emergency, and diagnostic services.

# SUSSEX COUNTY is Our Specialty

## COMMITTED TO OUR COMMUNITY FOR MORE THAN A CENTURY

The name Beebe Healthcare signifies more than just a long-standing community health system that provides sophisticated medical care throughout Sussex County. It signifies a unique and unwavering commitment to excellence built on our deep and meaningful relationship with our community. This commitment is expressed through the resilience and responsiveness of our team, the reliability and relevance of our care, and our ability to reassure our community that the best care is at Beebe **because Sussex County is Our Specialty.**

In 1916, Beebe was a two-room hospital, founded by two physician brothers, Drs. James and Richard Beebe who were committed to caring for their neighbors. It became a medical center as it grew and offered more medical services. **Today, we honor their proud legacy by championing the health and well-being of the people who live in, work in, and visit Sussex County above all else.**



PICTURED Right: Drs. James and Richard Beebe;  
Above: Dr. David Tam, MBA, CPHE, FACHE,  
President and CEO, Beebe Healthcare



## PUTTING SUSSEX COUNTY'S HEALTH AND WELL-BEING FIRST

Specializing in Sussex County means more than just being here. It means taking the necessary steps to truly understand our neighbors' evolving health needs and expectations, and providing them the services they want and need, close to where they live, work, and visit. Our patients are also already accustomed to the highest standard of safety and quality at all Beebe care sites. **We understand that Sussex County not only expects the best when it comes to healthcare—it deserves it.**



### POPULATION HEALTH:

Beebe Population Health aims to reduce care disparities, address the social determinants of health, and promote equity in access to care for all. Specifically, the program emphasizes education, outreach, and connectivity to resources – especially in areas that are underserved and where personal hardships can make it difficult for those who need healthcare to access it.

Our team meets people where they are, bringing care to the community and the community to care. Their efforts make a positive difference in people's lives and underscore the value and continued presence of Beebe's mission and vision.



### TESTING AND VACCINATIONS:

Beebe Healthcare is proud to have been a leader in county-wide efforts to test for and vaccinate against COVID-19—both in our facilities and around the county at mobile testing and vaccination sites.

From education and logistics to actual administration of tests and vaccines, Beebe's dedicated care team played an instrumental role in the success of Sussex County's testing and vaccination efforts, having administered more than 100,000 tests, tens of thousands of vaccinations, as well as thousands of free flu shots to area residents.



### TECHNOLOGY AND INNOVATION:

To adapt to a changing healthcare climate in real-time, Beebe Healthcare adopted numerous technologies and innovations. Telemedicine visits and remote patient monitoring are available at all Beebe Medical Group (BMG) practices.

Beebe offers enhanced online scheduling and support tools which members of the community can use to set up an appointment or connect with a provider.

Beebe was also the first in Delaware to launch a Hospital at Home program so that some inpatients can receive care and recover at home with their family.



### RESIDENCY PROGRAM:

Through our Family Medicine Residency program, Beebe is building a robust pipeline of physicians who will serve our neighbors for years to come. The program will increase and streamline access to primary care services in our community while also embracing our mission to encourage healthy living, prevent illness, and restore optimal health of people living in, working in, or visiting Sussex County.

Fully staffed, the program is expected to support at least 7,000 additional primary care appointments each year—improving access to timely care throughout the county.



## HUMPBACK WHALE SPONSOR

**Company Name:** Myriad Genetics

**Address:** Myriad Genetics Corporate Headquarters  
320 Wakara Way, Salt Lake City, UT 84108

**Representative(s):** *Allen C. Willis*  
Account Executive  
(609) 680-4655  
Allen.Willis@myriad.com  
South Jersey / Delaware

### Inside Myriad

Our mission and purpose at Myriad Genetics is to advance health and well-being for all, empowering every individual by revealing the answers inside each of us. It is more relevant than ever, and we are committed to fulfilling it – working together to uncover new opportunities, make health more precise and personal, and push the frontiers of what’s possible. Our work has been guided by this mission throughout the Company’s history.

Myriad discovers and commercializes genetic tests that determine the risk of developing disease, assess the risk of disease progression, and guide treatment decisions across medical specialties where critical genetic insights can significantly improve patient care and lower healthcare costs.

Since 1991, Myriad has invested heavily in educating patients and healthcare professionals about the role genes play in disease. Millions of patients have already benefited from Myriad’s tests that empower individuals with vital genetic insights and enable healthcare providers to better detect, treat and prevent disease.

Today, Myriad continues this strong tradition. We are expanding our reach and increasing our impact on patient care by introducing new precision medicine tests for a growing number of diseases.

We also are focused on expanding internationally in an effort to broaden our geographic footprint and provide our life-saving products and services to patients and healthcare professionals around the world.



# Illuminating the path to better health through genetic insights



## MyRisk™

Hereditary Cancer Test

### Hereditary Cancer Testing

Managing cancer risk should be informed by a personalized care plan based on each person's genes.

MyRisk provides an all-in-one hereditary cancer test, risk assessment, and care plan for patients.

Learn more about hereditary cancer testing at [myriad.com/essential](https://myriad.com/essential)

## Prequel®

Prenatal Screen

## Foresight®

Carrier Screen

### Prenatal Screening

Creating a family planning roadmap informed by genetic insights allows parents to understand the risk of their child being born with a genetic condition.

Foresight Carrier Screen helps parents understand their baby's risk of being affected by a hereditary condition.

Prequel Prenatal Screen helps expectant parents know their baby's risk of being affected by a genetic condition such as Down syndrome.

Learn more about prenatal screening at [myriad.com/prenatal2022](https://myriad.com/prenatal2022)

Myriad Genetics and its subsidiaries, RiskScore, MyRisk, and their logos are either trademarks or registered trademarks of Myriad Genetics, Inc. in the United States and other jurisdictions. ©2022, Myriad Genetic Laboratories, Inc. All rights reserved.



## HUMPBACK WHALE SPONSOR

**Company Name:** SilverTone Med Plans

**Address:** PO Box 75  
Milford, DE 19963

**Representative(s):** *Dan Small, CEBS*  
302-503-7013  
dansmall@comcast.net

**Website:** *[www.SilverToneMedPlans.com](http://www.SilverToneMedPlans.com)*

### **About SilverTone Med Plans**

We educate Medicare beneficiaries regarding the Medicare rules and types of health plans to match their needs with the best products and programs available.



IF YOU SURVEYED YOUR PATIENTS AGE 62+ MEDICARE WOULD BE A TOP CONCERN

MEDICARE IS CONFUSING WITH MISTAKES THAT CAN BE PERMANENT. LOSING A PATIENT BECAUSE OF AN ENROLLMENT ERROR CAN OCCUR.

WE ARE INDEPENDENT AND OBJECTIVE MEDICARE ADVISORS REPRESENTING ALL OF THE TOP MEDICARE PLANS. OUR SERVICES ARE NO COST.

**SERVICING: DE, PA, MD AND NJ**

WE WOULD WELCOME THE OPPORTUNITY TO BE A VALUED RESOURCE FOR YOUR MEDICAL PRACTICE. **SEMINARS AND ONE TO ONE COUNSELING AVAILABLE**

OVER 30 YEARS EXPERIENCE

| SilverTone Med Plans   |  |
|--|--|
| PO Box 75<br>Milford, DE 19963<br>Ph: 302-503-7013<br>Fax: 302-503-7012    | PO Box 1178<br>Oaks, PA 19456<br>Ph: 610-409-1998<br>Fax: 610-409-2548 |
| <a href="mailto:dansmall@comcast.net">dansmall@comcast.net</a>             |  |
| <a href="http://www.SilverToneMedPlans.com">www.SilverToneMedPlans.com</a> |  |

Listen in every Sat. AM @ 730 on WGMD 92.7 "Dan the Medicare Man"



**Company Name:** Dynavax

**Address:** 2100 Powell Street, Suite 900  
Emeryville, CA 94608

**Representative(s):** *Julie McDonald*  
Key Account Executive PA/S.NJ  
570-249-0928

**Website:** [www.dynavax.com](http://www.dynavax.com)  
[www.heplisavb.com](http://www.heplisavb.com)

**About Dynavax**

Dynavax is a commercial-stage biopharmaceutical company. Our FDA-approved Hepatitis B vaccine is the only two-dose hepatitis vaccine for adults that completes the series in 1 month. It is the first approved hepatitis B vaccine in over 25 years and received a unanimous recommendation from the Advisory Committee on Immunization Practice.

The logo for Dynavax, featuring the word "DYNVAX" in a bold, sans-serif font. The letters "D", "Y", "N", and "A" are green, while the letters "V", "X", and "V" are blue.





## BLUE CRAB SPONSORS

**Company Name:** ATLAS by Shatterproof

**Representative(s):** *Gina Disipio, MPA, CADC*  
Director of State Engagement | ATLAS  
Shatterproof: Stronger Than Addiction  
(717) 371-0290  
[rdisipio@shatterproof.org](mailto:rdisipio@shatterproof.org)

**Website:** TreatmentATLAS.org  
[www.shatterproof.org](http://www.shatterproof.org)

### About ATLAS

ATLAS is a free, no-cost addiction treatment navigation platform in the state of Delaware. ATLAS assists individuals, loved ones and providers find and compare facilities that meet their unique needs, insurance type, medication requirements, and much more. ATLAS assists in locating quality addiction treatment in the state for themselves or patients when making a referral to substance use disorder treatment.

---

**Company Name:** Sanofi

**Representative(s):** *Lynne Timby*  
Sr. Key Account Manager  
215-882-2989  
[Lynne.timby@sanofi.com](mailto:Lynne.timby@sanofi.com)

**Website:** [www.vaccineshoppe.com](http://www.vaccineshoppe.com)

### About Sanofi

Sanofi's global vaccines business unit partners with the public health, medical and scientific communities to improve access to life-protecting vaccines and increase vaccination coverage, while striving to develop new and improved vaccines to enhance health and well-being.