



THE MERCHANT STRATEGY

# NEWSLETTER

February 2026

## A Note From the President

**By Sharon Merchant, CEO & President**

Whew! A quick ski trip to Colorado is just with the doctor ordered! Fresh, cold air, a pal to ski with and beautiful snow. I am back, refreshed and ready for action! I am wearing my old legislator hat and monitoring several bills in Tallahassee as they make their way (or not) through the system. Strategizing and maneuvering in Tallahassee is more or less the same as it was in the 80s and 90s, although this old dog has had to learn a couple of new tricks! We are working with some interesting new clients and excited about the rest of 2026.



# Scandia

Sharon is introducing Scandia Wellness Systems (SWS) to cities, counties, and other public sector entities. SWS was created to address the growing behavioral health needs of public sector employees, including substance use disorders, family stress, job related trauma, and the pressures associated with high stress and safety sensitive roles. Even when benefits are available, employees often face delays or confusion when trying to access appropriate care. Scandia simplifies this process by serving as a single point of contact, helping employees use existing benefits and connect quickly with vetted providers. Timely access to coordinated care supports healthier employees, reduces time away from work, and lowers overall costs for employers.



## Cam's 2 Cents

I have a real boyfriend now! While Mom went out of town skiing, I got to stay with the Evans, and honestly? Best. Sleepover. Ever. I love them, and I love Milo. He's so fun to play with, and he's an excellent nighttime cuddle buddy. We even both slept with Miss Finola, their teenager, she didn't mind one bit. I did miss Mom (a little), but I had so much fun that my tail practically wagged the whole time. Now that I'm home, I sit by our front door and whine every time Mr. Evans takes Milo for his walks. Mom just rolls her eyes like she doesn't understand true love. But I heard her say she's driving up to Tallahassee soon, which means I'll get to hang out with Milo again for a couple of days. YES! In the meantime, I'm back on duty—guarding my people at TMS and protecting Mom at home. No one gets anywhere near our house without me knowing about it. Most of the time it's someone I know and love and want to run over and greet immediately. Delivery guys are different, though. I let them know to keep it moving. So far, no intruders at TMS, so I'd say I'm doing a very good job. If any of you need a dog to play with for your dog, let me know. I'll talk Mom into a play date. That's all for now.

Cam 🐾

