

2015 Annual Meeting
Harrah's Resort
Atlantic City, New Jersey
October 17, 2015

Report from the Chief Executive Officer

Good afternoon, members and guests. Welcome to Atlantic City. I appreciate the opportunity to spend a few minutes with you this afternoon to report on our association's activities this year. You will also find a copy of this report on your flash drive.

The myriad of demands placed on pharmacists increase at an alarming rate, yet pharmacists are asked to do more and expect less continuously. Every area of practice faces pressures: community pharmacists need reimbursement reform, pharmacist positions are unstable in certain segments of the profession, and new laws and regulations are often untenable.

One imagines that a profession like pharmacy is unified in an effort to advance the profession, and ensure pharmacists' place on the health care team, yet these pressures, and inequities, seem to silo our pharmacists causing pharmacists to practice, what I call *professional fragmentation*. The mere suggestion that one pharmacist may be different from another creates havoc -- it confuses lawmakers, hurts our case, and clouds our message.

Your unique work experiences add to your knowledge and expertise. That is undeniable; however, when one identifies as a particular type of practitioner based on the place of employment, it gives an impression that training and education are very different. Help us refine the message that, first and foremost, you are all pharmacists. Stand up for each other, and support each other, for each practice area has, and will again have, their time on the hot seat.

As an association, NJPhA is committed to move the profession forward by bringing diverse groups together, and encouraging collaborations with all qualified health care professionals.

When NJPhA is in Trenton or Washington, DC, we bring objectivity to an issue as representatives of pharmacy, not one specific discipline within pharmacy. Our Legislative Counsel, Laurie Clark, maintains positive relationships with key legislators and their staff. We are fortunate to benefit from Ms. Clark's reputation within the halls of the state house, and her astute guidance is always at our disposal. There is no issue too small or effort too great, and with the support of our members, we can accomplish together what is difficult to do alone. I invite you to join our efforts to present strong and convincing arguments to those who reject our value and question our motives instead of recognizing that patient care is the goal.

To continue making strides and increase our recognition as the pharmacy leader in New Jersey, we need a strong PAC to fuel our vigilance. Yet our PAC suffers, with barely enough funds to attend the critical functions where key policy makers expect to meet us. As you are aware, legislation and regulation dictates how you can practice your profession in New Jersey. NJPhA is your watchdog!

To start a PAC campaign, you will have a chance to participate in an auction during the convention. Please peruse the fine items and be as generous as possible. If every member donated just \$15, the PAC would grow by \$10,000! Will two extra lattes protect your profession like NJPhA can?

Students -- you can contribute to PAC too, because we are now laying groundwork for legislation and regulations that will affect you when you receive your license. Don't wait, thinking it doesn't involve you now. Laws take years to develop and it will be the defining factor in how you can use the degree you spent six years getting! The cost to your livelihood may be insurmountable in the future, if you do not participate now.

Before I go any further, I want to thank Fiona Romaine, and Lisa Sarachman, who joined NJPhA in February, for their patience and constant support, the finesse with which they handle office matters, and for their willingness to help me whenever necessary. In addition, my thanks go to them for their efforts to assure the success of this convention, and for their dedication to you, our members, and to the association, working tirelessly during the year to make certain that the programs and services we provide meet and exceed your expectations.

Ruth Marietta and the Convention Committee did a great job planning our 145th Annual Meeting and Convention, filling the three-day schedule with certificate programs, including the NJPhA's own Compounding Essentials and Preparing for a Career in Consulting courses, and a diverse array of educational topics. Our keynote address focuses on safe medication practices. You will hear more about the implementation drug quality and safety legislation, and still have plenty of time for nighttime exploration in Atlantic City!

The dedication and hard work of our officers deserves mention, too. The Chairman of the Board of Trustees, Carrie Corboy; our President, Moriah Weissman; incoming President, Ruth Marietta; Second Vice President, Ron Mannino, and Treasurer, John Colaizzi, Jr., did exemplary work this year. Behind the scenes, there are many conference calls and meetings to address the important emerging issues facing the pharmacy profession—and they participate fully, sharing their knowledge and expertise to strengthen the association. They deserve your applause.

Though this annual report can never touch upon all the association's work, here is a brief summary of key activities:

- Providing consistent and professional messaging to members across all social media platforms continues to be a focus. With the addition of a part-time Communications position, we have made tremendous progress. NJPhA disseminates hundreds of emails and posts. Please read them—they are for you! If you haven't connected with us yet, there are many ways to keep in touch: Like our New Jersey Pharmacists Association page on Facebook; follow us on Twitter @njpharma; and Instagram @njpha and LinkedIn at NJ Pharmacists Association.

There are distinct generational communication differences, and as we delve into message delivery options, we recognize that email is, well, almost passé. Finding the right balance to reach our diverse member base is a challenge in a small office, but our new staff works diligently each day to maximize our efforts. Students on rotation at NJPhA pitch in, too, and we are grateful for their assistance. Their fresh perspective gives us an opportunity to consider the theoretical for practical applications.

- We continue to advance the online-only event registration process. A manual registration requires 5 to 6 steps in three separate databases. The online registration system does it with a few keystrokes-- a major timesaver for a small staff. Thank you to those who walked with us down the road of technology and, for those who prefer to call or send an email—we are waiting for you, please come along!

One year after implementation, less than 30% of our active members have created passwords and completed the website access process. The system cannot recognize you as a member and offer you member rates and benefits without a profile. Please stop by the registration desk during the convention if you need help with the final steps.

- The Continuing Education committee worked diligently to broaden our educational programming through an analysis of the topics and priorities identified in the annual member survey. Our speakers' bureau continues to expand, and I encourage each of you to propose a topic or develop a program for consideration in your unique area of expertise.

NJPhA, as a licensed APhA provider, continues to offer certificate programs (Immunization, Medication Therapy Management, and Diabetes certificate programs) several times per year. NJPhA has been busy developing new courses, too. The Compounding Essentials certificate course developed in 2014 and the Preparing for a Consultant Pharmacist Career launched in 2015 are practice based certificate programs accredited by ACPE. Both are offered during this convention. Ask the participants for their impressions about each course. When you do, I am sure I will see your name among future registrants!

As always, our continuing education objectives faithfully follow ACPE criteria to assure learning meets appropriate educational standards. After undergoing a comprehensive reaccreditation review earlier this year, I am pleased to announce that NJPhA was awarded a full six-year term of accreditation. Hundreds of hours were dedicated to compiling the required justification statements, policies, announcements and other forms of documentation required to respond to the reaccreditation questionnaire. It was a daunting task, and I am pleased with the results.

- NJPhA's popularity as an elective rotation site continues to grow, and currently six schools of pharmacy in the tristate area participate. Students from PCP/USciences, Temple, FDU, and Rutgers completed IPPE and/or APPE rotations at NJPhA this year. Each student offered so much to NJPhA, my thanks are hardly enough. They were engaged in research, communications, member programming, legislative briefings, and advocacy grassroots activities, turning out some very valuable and insightful projects. The topics and project needs change with the season, and certainly, each student has to be ready for anything!
- To fortify the ties among pharmacy-related organizations, NJPhA planned and sponsored several Pharmacy Conferences again this year. Bringing together important pharmacy stakeholders and sharing information about concerns, advances, and new or expanded initiatives strengthens our working relationship. Participants include CMS, Social Security, FDA, private insurers, schools of pharmacy and other pharmacy groups. Our October meeting is next week.
- Activity in Trenton is on the rise as the two-year legislative session concludes. Committee meetings, hearings, and voting sessions will come fast and furiously in November and December. We expect to plan a Legislative Day in Trenton during the closing days of the session. Please watch for important legislative briefings, calls to actions, and Legislative Day registration information, as it becomes available. Whether the vote lasts late into the evening or resumes early the next morning, NJPhA monitors the status closely.

Currently, the unprecedented rise in drug costs and the corresponding below-cost reimbursement affecting our pharmacies is getting legislators' attention, and we respond to requests for

information several times per week. A bill in support of medication synchronization and legislation addressing biosimilars and interchangeable biologics are awaiting the Governor's signature.

The Association maintains relationships with federal and state legislators to support the pharmacy profession by continuously promoting the level of expertise our pharmacists possess. We seek your input when developing testimony, letters of support, position statements, and regulatory comments. Please share your thoughts.

- NJPhA's dedicated committee volunteers continue to tackle many tasks. Please review the committee reports included in the Annual Meeting packet and you will see the progress they made this year. Their time and expertise is a valuable asset that allows the association to expand our benefits to members. Committee volunteers undertake projects and complete tasks that extend our reach to the pharmacy community, especially when the office is unable to add to its workload. Thank you for your service! Consider offering your special area of expertise to your fellow pharmacists through volunteer service. The office can match a task with your passion and your availability. Call any time!
- As the state association, we are pleased to work with APhA, and NCPA to appoint delegates to represent New Jersey at their annual meetings. NJPhA organized a full complement of New Jersey pharmacists to serve as delegates to the APhA House of Delegates meetings in San Diego this past March. I encourage our pharmacist and student members, interested in legislative affairs, to consider requesting an NJPhA delegate seat in 2016.

My focus is the evolving needs of NJPhA members, and our activities reflect our commitment to the advancement of the profession. Each new relationship we establish, and each existing connection that we strengthen, raises the significance of pharmacists and NJPhA within our state, and within the profession.

Following this meeting, our exhibits will open and NJPhA has a space dedicated to our proud history. For 145 years, NJPhA has represented the interests of pharmacists and the patients they serve. Please visit our historical items gallery in the Exhibit Hall. The display may inspire you to commit your time and talent to the association as many others did before you. Become actively involved, and sign your name to history!

It is important to keep your membership up to date, renew on time, and support our PAC. Spread the word about NJPhA to colleagues and suggest that other pharmacists, pharmacy technicians, and student join NJPhA, too, to benefit from the work done on behalf of the pharmacists in all disciplines.

In closing, I want to thank you for the opportunity to report to you today, and I encourage you to contact me when you have ideas, suggestions, or concerns to discuss. Let us help you achieve your next success. NJPhA has a proud past and a promising future.

Respectfully submitted,



Elise M. Barry
Chief Executive Officer