

Featured Article: Register Cliff Pharmacy

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RxPlus Mission

RxPlus Pharmacies, Inc. is an organization of health care providers which creates value by promoting the economic, professional, educational, and political advancement of community pharmacy. We do this for the health and well being of our communities.

If you find any errors or omissions, or if you have any comments regarding the Website, you can fill out the email form following the "About Us" then "Contact Us" button of the homepage!

Craig Frederick was born and raised in Guernsey, WY where he had the pleasure of growing up in a close, tight knit community. He always knew he'd like to pursue a career in the Health Field to offer a service to the people of Wyoming. He attended the University of Wyoming, and during that time, decided on pursuing pharmacy. This decision, while maybe not his original desire, would inevitably turn out to be his calling.

After finishing college, Craig got a job at Platte County Memorial Hospital as a pharmacist in 2000. By 2002, he would open his own store, Register Cliff Pharmacy in Guernsey. The opportunity which would ultimately allow him to open his own pharmacy ended up fortuitously presenting itself. He was approached by a group planning to open a clinic in his hometown of Guernsey and they asked him if he would be interested in running a pharmacy in the clinic. Since Craig's goal was to return to his hometown to practice pharmacy, this was a perfect fit. He had always felt there was a need for health services just like this in Guernsey and since he cared so much for the community there, he was excited to accept the role as the local pharmacist. He made it clear during the negotiations with the clinic that he would own the pharmacy. Craig then opened Register Cliff Pharmacy.

While Craig may not have originally known that choosing pharmacy as his career choice would be such a rewarding experience, he has found it has allowed him the opportunity to connect and build relationships with so many people as only an independent can. As a result, he has become an integral part of building and sustaining the community he has loved his entire life.

In addition to being involved in his own community, Craig has also been active with Independent Pharmacy legislation in Wyoming. Pharmacy legislation has interested him since college where he dipped his toe in by joining ASP (Academy of Student Pharmacists). When he started his pharmacy career, he also chose to join the Wyoming Pharmacist Association and held the office of President in 2009. He has recently been hired as the Executive Director of the WPhA beginning in August.

Craig originally attempted to get MAC Transparency legislation passed in Wyoming in 2010. This was before many other states had been successful in passing similar legislation. He was successful in getting it passed by the Senate, but it ended up dying in the House of Representatives. In hindsight, Craig believes it ultimately died because he was asking for too much for pharmacy and the PBM stakeholders were not involved with bill negotiations.



(Bill signing in WY. Craig is second in from the right)

The need to pass MAC Transparency and Fair Audit legislation came up again in 2014 and Craig was in integral part of its ultimate passage in 2016. The process to get this legislation passed from Craig's perspective is worth walking you through as a reader interested in the process of pharmacy legislation. First and foremost, there was an important connection with a Wyoming legislator. Because of his friendship with an Independent Pharmacist he had already been learning of the issues she was facing at the hands of PBM's. He attended several Independent Pharmacy meetings in order to listen to the issues from a larger group of Wyoming pharmacists. He agreed to carry the legislation in the 2015 session but the initial attempt to introduce the bill did not work. Brad Young, Gov Affairs Dir. from RxPlus, noticed they did not place oversight for the legislation under the Insurance Commissioner's office. This is the only way to hold the PBM's accountable. Since the Insurance Commissioner was newly elected and didn't understand the role his department would play in overseeing it, he asked for time to gain an understanding of it during the interim session. The legislator, Dan Kirkbride, championed this bill through his committee by getting them to look into it in the first place over the summer. Both Independent Pharmacists and PBM's were heard during the meeting and it ultimately passed the committee with the agreement that both sides of the issue would work together and come to agreement on a final bill. The Insurance Commissioner agreed to hold the stakeholder meetings. Through this process with many meetings held, both sides came to agreement on the bill language and it passed during the 2016 session with oversight by the Insurance Commissioner's office.

During the negotiations, Craig came to the conclusion that attempting to pass something that was extremely pro pharmacy would likely fail. He needed to rein in his desire to push his initial objectives as the voice of all Wyoming Independents at these meetings, and agree to a good bill that worked for both sides.

(Q&A Cont. on Page 4)



President's Message

Summer has arrived. I hope everyone enjoys a healthy and fun summer with family and friends. This is the time of year for a lot of conferences and group meetings of which I have attended several already. It is always good to learn of the challenges and accomplishments other practices and groups have experienced. We should be proud of what RxPlus has accomplished for independent pharmacy. With the committees we have set up within our membership, we are working to keep pharmacies alive and well by putting our heads together. We will continue to grow through our networks of knowledge and trust. I encourage all of you to try to get involved in one of our groups. We continue to need new people involved in RxPlus and interested in running for our board to represent the memberships interests. Sticking together and working together is how we create positive ideas and change.

As our new grads enter the work force, this can be a time of challenge for them experiencing new jobs, new families and attempts to establish new connections as the old ones move on to their own careers. We need to reach out and engage the new members of our practice to join us in the world of independent pharmacy. Even if it costs us a little, it is a good investment.

Have a great summer see you all at the annual meeting!

"There is nothing in this world you have to do unless you want to do it.

You are what you think you are; a winner or a loser. Winners look up and losers look down." Moe Norman

Bill

Bill Masse, Reams Palace Drug

Executive Director's Message

The health care payment system is evolving to one based on value for patient outcomes. It's more important than ever for community pharmacies to evolve their business model today to be more successful tomorrow. Despite our major concerns over some of the recent incentive programs (Humana amended contract), there's a shift of payments from solely profit per prescription to payments based on products dispensed, performance measures, and outcomes.

It's an important message that bears repeating: the most successful pharmacies are the ones that embrace this shift and take steps now to adopt a variety of clinical services valued by payers—in addition to their regular prescription business—to address gaps in care in their local communities. Collaboration agreements with local physician practices, chronic care management, transitions of care programs, and enhanced service networks are just some of the innovative ways community pharmacies are embracing the value-based model. We know implementing these programs is no small task, let alone getting started in the first place, and what works for one pharmacy may not be the right fit for yours. That's why, this year during our annual meeting we are focusing on tools that help you move forward. Beverly Schaefer will talk about what they are doing in Washington with their provider status bill that was passed last year. We will have vendors that can provide you with the tools needed to be at the top of provider EqQuIPP scores such as Prescribe Wellness and a new vendor Creative Pharmacist. This is only a couple of reasons, but one of the best sources of information is through our member's idea sharing while they are at our meeting.

If you have not attended an RxPlus Annual Meeting I assure you, you are missing out on one of the best advantages of being a member of RxPlus. We have the best CE schedule to help you thrive in the future, excellent meals and drink, great entertainment, and the best is networking with your peers. Please join us August 19th-21st at the Westin Hotel in Westminster, CO. You can make hotel reservation by calling 1-800-937-8461. Mention that you are with RxPlus to get the special rate of \$139 per night. **Remember, as a member we will pay you \$100 per day to attend so the meeting will only cost your time and \$39 per day.**

Grant Kinn, Executive Director

GOVERNMENTAL AFFAIRS REPORT

RxPlus Legislative Update by State Brad Young

Cont. on page 4

Colorado Legislation:

Election Year:

Primary elections are over, so now we know which candidates are on the November ballot for State House and Senate seats. **NOW** is the time for you as constituents to get to know your candidates and elected officials, and for them to get to know and appreciate you and your business. Candidates are constantly looking for contributions for their races, and RxPlus and our members need to be there to help. Getting to know candidates and legislators and **SUPPORTING** them NOW is important. Let me know if you have questions or would like to meet your House, Senate, or Congressional candidates. **As always, we need financial help with our Political Committee: RxPlus Independent Providers Political Committee. Businesses and individuals can contribute up to \$575 each to the committee. The money is used to provide contributions to Colorado House and Senate candidates who we think will support our legislative efforts! We really need to raise another \$8,000 by September 1 to meet our goals.**

NCPA:

RxPlus was well represented at the annual NCPA Legislative Conference in Washington, D. C. May 23-25. Between Ky Davis, Grant Kinn, Brad Young, and the participation of four pharmacy students, we were able to meet with both of our U. S. Senators and all seven Colorado members of Congress and/or their health staff. The goal was to explain and get support for the NCPA legislative agenda and explain the negative consequences of DIR fees. So far five of the seven members of Congress and both Senators are cosponsoring at least one piece of pharmacy legislation! We are also asking them to write letters of support for pharmacy concerning DIR fees and the Humana contract.

NCPA has contributed to several Colorado political campaigns. Brad Young and Jim Driscoll from IPC represented NCPA at the Golf Tournament hosted by Congressman Ed Perlmutter on June 20.

Colorado Medicaid:

Medicaid Revalidation:

Make sure you get your revalidation completed or you will NOT be able to bill Medicaid after October 30. Don't wait to get it done. They have had problems getting some of them done. You need to make sure that if you do any DME at all that you are revalidated for DME. Again, Don't wait. Get it done ASAP!

Medicaid AAC and COD Changes:

As of July 1, 2016, Myers and Stauffer (M&S) is the new contractor with Medicaid for the Actual Acquisition Cost (AAC) pricing program, replacing Mercer. M&S has a different approach to conducting the survey. Each month, M&S will send out requests to a random sample of pharmacies in Colorado asking those pharmacies to create a report of invoice items and sending it to them in printed or electronic format. I talked with a representative of M&S on the phone, and they would be glad to accept invoice data **from any pharmacy** in the state that is registered with Medicaid. M&S requires your NPI number to verify our Medicaid status.

There are new forms and email addresses for AAC rate inquiries and data submission. Please refer to the RxPlus web site for those links and addresses.



Mark your Calendar

NPA Annual Convention
July 15-16
Lincoln, NE

Cardinal RBC
July 20-23, Chicago, IL

RxPlus Annual Meeting
August 19-21st
Westminster, CO

Classifieds



RxPlus Pharmacies, Inc.

**3660 Wadsworth Blvd.
Wheat Ridge, CO 80033
Phone 303-463-4875
Fax 303-463-4880
Email info@rxplus.com**

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**Grant Kinn
Executive Director**

**Kathy Muller
Director of Operations**

**Brad Young
Director of Government
Affairs**

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Accounting Manager**

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Feature Article Cont.

The best advice Craig has for other pharmacists working these issues in their states is to remember that even if you try to pass legislation and it fails or isn't what you want initially, it still provides an education to the legislators and begins to create awareness about pharmacy issues. Even if just creating awareness is the only outcome that should not be considered a failure. It ignites the curiosity into these issues and the conversation leading to future change. Eventually you will have success.

Q&A with Craig:

What advice do you have store owners, especially newer ones?

With all of the business aspects you will be flooded with when running your own store, always remember you are still caring for patients. Patients should always be your first priority. Be on the lookout for ways to do things outside of the box. Expand your comfort zone and think of doing things differently than you may automatically think you should. Also, know going into this that you are not always going to please everyone and getting started in your business is typically slower than you may have expected it to be. If you do things right, people will come.

Has being a member/owner with RxPlus been worth it and what do you enjoy about it?

Yes, RxPlus's commitment to legislative issues sets us apart. RxPlus also has a commitment to its members and it shows because they listen to them and help where they can with issues. I also am happy to see the commitment to students with the scholarship foundation. Students are the future of Pharmacy.

Government Affairs Cont.

Medicaid Mail Delivery:

Medicaid patients will soon be able to request that maintenance meds be delivered to them through the mail. Rules are being drafted now. You will be able to send a 90 day supply through the mail, saving the state two dispensing fees. You should still collect the copay. The Medicaid Department is directed through the legislation to encourage patients to use local retail pharmacies for mail delivery. The bill takes effect August 10, so start planning to have your Medicaid patients on maintenance meds switch to 90-day fill mail delivery.

Colorado Board of Pharmacy:

Implementation of Collaborative Practice and Statewide Protocols:

The State Board of Pharmacy is starting to work on rules to implement SB16-135 Collaborative Pharmacy Practice Agreements. The first meeting by the Board to discuss implementation was July 21, 2016. Please let us know if you are interested in helping develop the rules.

Arizona:

RxPlus is working with the Arizona Pharmacy Association to develop a plan to introduce PBM legislation in the 2017 legislative session. Initial planning got started on July 13 with a conference call.

Wyoming:

Congratulations to Craig Frederick for his new position as Executive Director of the Wyoming Pharmacy Association! HIS efforts in getting the MAC and Audit bill through were impressive. We look forward to working with him to develop a new legislative agenda for 2017.

