



COMMUNITY PHARMACY FOR
THE FUTURE

Featured Article

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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 "Contact Us" button of the homepage!



The following article is a perfect example of the success of both our Scholarship Foundation and the work David Lamb and Grant Kinn have done with the management classes. **It is only through your support of the Scholarship Foundation that these types of stories become a reality!**

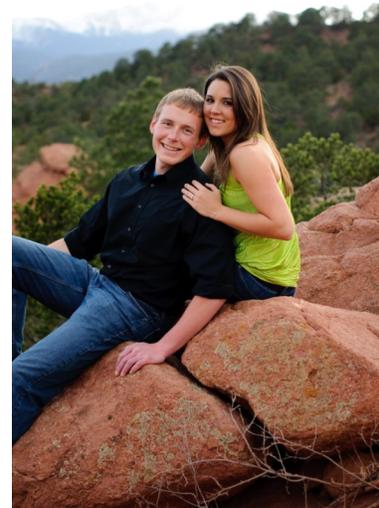
Small Town Offers a World of Opportunities

Small towns aren't for everyone. But for Lucas Smith it's the perfect fit. Having attended Western State Colorado University in Gunnison prior to pharmacy school Lucas knew "that a small town was for me." And ever since he left, he's been chomping at the bit to return.

The ease of access to many outdoor activities, neighbors knowing neighbors, the opportunity to be one of the main resources of health information in the area and eventually owning his own business – all appeal to Lucas.

Like many of his peers when he entered pharmacy school Lucas was unaware of all the possible options in pharmacy. "I only had minimal shadowing experience of a hospital pharmacist before starting school. So, I thought it was either hospital or work for a chain store like Walgreens or King Soopers," says Lucas.

But during his P-1 year, he took the management elective and really enjoyed the business/management aspect of pharmacy. He spent four years cultivating relationships, learning about pharmacy ownership, taking on leadership roles in the National Community Pharmacists Association (NCPA), networking with independent pharmacy owners and participating in the NCPA business plan competition every year. "I decided on community pharmacy over any other option available because I enjoy building long-term relationships with my patients and helping them live healthier and have a better quality of life."



Lucas and Jill Smith

Upon graduation, Lucas is taking his management skills and love of small town living to the next level. He will be moving to Buena Vista, a small town nestled at the foot of Collegiate Peaks, to work at the local pharmacy with designs on purchasing. "The opportunity has come my way to slowly transition into ownership under the mentorship of several independent pharmacy owners who bought the pharmacy with plans to turn the business over to a young pharmacy owner," explains Lucas. Those investors who all own pharmacies along the Front Range will act as advisors during the transition. "I will begin working at the pharmacy as an intern and then once licensed become the pharmacist in charge."

Jim Sajbel of The Prescription Shop commented, "We want small town pharmacy to thrive and are enthusiastic to help Lucas learn the ropes and be successful."

President's Message

The following is an excerpt of the President's Message from the April 2011 Newsletter. "With only one quarter left in our fiscal year, we have several challenges ahead of us before our next annual meeting (in August). The board had a two day strategic planning meeting in February. Your board powwowed on many issues that are concerning and threatening to all members of RxPlus. We tried to formulate ways to strengthen the RxPlus group, to be proactive instead of reactive....." It also went on to talk of the importance of members choosing to take an active role in RxPlus. This same letter would have been an accurate report of any strategic planning meeting I have been part of as a board member of RxPlus.

You may have read a fax a month or so ago about supporting the vendors who support our organization. When I received that fax I thought it to be a bit abrasive at first, but then I looked down through the list of vendors and thought "shame on me". I know how important these relationships are to the success of our businesses, as these vendors have chosen to put money back in member's pockets in exchange for our loyalty as a group. I have been on the Board of Directors for almost 6 years, and each year we struggle with finding a solution to low member involvement. I absolutely do not wish to have the same discussion at next year's strategic planning meeting!!! Your involvement is very important to us! So much so that members of the board of RxPlus will be calling each of you personally each month to solicit opinions, educate, and encourage participation. These will be short calls meant to help you by helping us to function better as a board. **THE BOARD AND STAFF WORK INCREDIBLY HARD ON YOUR BEHALF. PLEASE ANSWER THE PHONE!** It's one thing to see the change you want to be, but it takes work to be the change you want to see.

Respectfully,
Kirk Bemis

Executive Director's Message

By now you all should have received the information on the lawsuit against the PBM abuses. This is a last resort after Congress rejected the entire CMS 2015 Call Letter, which included broad pharmacy reforms that were strongly supported by independent pharmacy organizations. Because of the sensitive nature of confidentiality in any lawsuit I will not go into detail. If you want any information on the case you can call me directly at 303-463-4875.

There are some very exciting things brewing for community pharmacy. Star Ratings is number one. This is evidence that patient care at an independently owned community pharmacy is superior to any. We've known this for years and now CMS is documenting the facts. Be sure you are reviewing where you are and make the appropriate changes as needed. Secondly, Brad and I have been working in conjunction with the Pharmacy Society on a plan to get pharmacy inserted into the ever growing ACO's (RCCO's in Colorado). We have contracted with a group from North Carolina that has been doing a project for the past 6 years successfully. This is a huge project that will take time and require support from our membership. We must take back our profession and these are two steps toward that goal.

We are finalizing our Annual Meeting agenda and you will be receiving your packets in the next few weeks. Please put August 15th-17th on your schedule. This year will once again be filled with great CE, wonderful meals and the best peer networking you can find anywhere. Where else can you get all of that for free?

Success is the maximum utilization of the ability that you have.

Zig Ziglar

Grant Kinn
Executive Director

GOVERNMENTAL AFFAIRS REPORT

Governmental Affairs Newsletter Update
By Brad Young

April 2014

Colorado Legislation:

HB14-1213 Pharmacy Benefit Manager Requirements: by Representative Kraft-Tharp (D-Jefferson County) and Senator Crowder (R-Alamosa).

This is our MAC bill. It passed the House on Monday, April 7. It requires:

That pricing be updated no less than every seven days and must be available to pharmacies;

PBMs must have an appeal process for pharmacies that are paid below cost. An appeal must be filed with three weeks of original adjudication date and the response must be made within three weeks;

PBMs must provide to a pharmacy the source of their MAC information upon request; To be on the MAC list a drug must be listed as "A" or "B" in the Orange Book OR, be listed as "NA" or "NR" in another nationally recognized source AND, generally available for purchase in the state from wholesalers and is not obsolete.

HB14-1290 Telepharmacy Bill: by Representative Becker (D-Boulder) and Senator Roberts (R-Durango). This bill has been introduced at our request. It has passed the House and will be heard in the Senate Health Committee on Wednesday, April 9. As amended, a "telepharmacy" designation would allow a pharmacy tech to fill and dispense prescriptions in a remote location under the supervision of a pharmacist via telecommunication equipment. A "telepharmacy" would have to be located **at least 20 miles from the nearest pharmacy and any other telepharmacy**. Current statute would be modified to include such a facility as an "Other Outlet". The goal is to allow telepharmacies to operate in rural areas that would not support a full pharmacy. The Board will write rules as necessary to protect the public.

SB14-095 Pharmacies Compounding Drugs For Hospitals: by Senator Kefalas (D-Fort Collins) and Representative McCann (D-Denver). The bill was signed into law by Governor Hickenlooper on March 27. It allows hospitals to purchase compounded drugs from pharmacies. There is no opposition.

HB14-1207 CDPHE Household Medication Take-back Program: by Representative Young (D-Greeley) and Senator Aguilar (D-Denver). The bill has passed the House and the Senate Health Committee. It establishes a program in the state Health Department to allow them to contract for the collection and disposal of prescription drugs. It is to be paid for by "gifts, grants, and donations." We testified with the Colorado Pharmacists Society and the chains in favor of the bill. The issue comes up about every three or four years.

HB14-1359 Medication Synchronization: by Representative Ginal (D-Fort Collins) and Senator Aguilar (D-Denver). Pfizer is introducing med-synch bills in several states, including Colorado. The chains have taken the lead on this one. Under the bill, health plans would be required to have a medication synchronization plan, pay a full dispensing fee for every fill whether partial or full, and charge the patient no more than a full copay. It has no opposition.

Mark your Calendar

Alaska Pharmacists Association
2014 Annual Convention
Hilton Anchorage
April 4-6, 2014

Kansas Pharmacy Association
Annual Conference and Trade Show
TBD
2014

Nebraska Pharmacy Association
Annual Convention
The Cornhusker
Lincoln, NE
April 25-26, 2014

AAP Annual Conference
Harbor Beach Marriott Resort & Spa
Ft. Lauderdale, FL
April 24-26, 2014

Colorado Pharmacists Society
Annual Meeting & Exhibition
TBD

Northwest Pharmacy Convention
Coeur d'Alene Resort
Coeur d'Alene, ID
May 29 - June 1, 2014

New Mexico Pharmacists Association
85th Annual Convention
Sheraton Albuquerque Airport Hotel
Albuquerque, New Mexico
June 21-22, 2014

Wyoming Pharmacy Association
97th Annual Convention
Hilton Garden Inn
Casper, WY
June 26-29, 2014

McKesson Trade Show
The Gaylord Palms Resort
Orlando, FL
July 20-24, 2014

Cardinal RBC Show
Gaylord Hotel
Washington D.C.
July 23-26, 2014

RxPlus Annual Meeting
Westin Westminster
Westminster, CO
August 15-17, 2014

NCPA 116th Annual Convention
Austin Convention Center
Austin, TX
October 18-22, 2014

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Feature Article Cont.

The first year, Lucas will work at the pharmacy with no ownership into the business to see if the pharmacy and town are “a good fit for me.” Each following year he will gain 10 percent ownership of the store by purchasing a portion of the business. And, within five years, Lucas will own approximately 50 percent of the business at which time he will seek financing to purchase the remainder of the store from the investors and take over complete ownership. This type of relationship is called a Junior Partnership and is a common way for pharmacists to own a community pharmacy.

“This is an exciting opportunity. I get the best of both worlds – the ability to be my own boss, but with the backing, expertise and knowledge of those who have been doing this successfully for years,” says Lucas. The arrangement allows him to grow in his knowledge and experience in pharmacy ownership while slowly becoming more financially involved in the business as he gains ownership.

“There is a certain type of individual who is suited to be his own boss. Combine that with expertise in health care and living in a small town and you’ve got a very unique person – Lucas Smith,” says Jim Sajbel.

Governmental Affairs Cont.

Medicaid Pricing:

Expensive medications that are not ordered very frequently by pharmacies are often paid below cost by Medicaid. Grant Kinn and Brad Young met with the Department to suggest a few ways RxPlus could provide information to Mercer and the Department that might help identify drugs BEFORE pharmacists find that prescriptions are below cost. Grant suggested that RxPlus could help by providing cost reports based on wholesaler information, which would cover every drug. The Department is asking questions about how we might be able to provide the information.

We continue to look for solutions. If you have suggestions, please feel free to send them to us.

Medicaid Medication Management:

In the last newsletter we mentioned that North Carolina has a program for pharmacists to provide medication management for Medicaid patients. The pharmacist who has led the charge to create that program, Joe Moose, came to Denver on **Thursday, March 13th**, and **Friday the 14th**, to make a presentation to the RCCOs and Medicaid staff. Two of the RCCOs, Integrated Community Health Partners located in Pueblo, and Community Care of Central Colorado, have shown strong interest in working with the pharmacy community to enhance their health care operations. Val Kalnins of the Colorado Pharmacists Society is working with us to establish plans with the RCCOs.

Washington State:

On April 3 Governor Inslee signed **SB 6137 Regulating Pharmacy Benefit Managers and Pharmacy Audits** into law. The bill requires PBM to register with the Department of Revenue annually, and contains provisions for PBM audits and MAC price lists. The audit and MAC provisions are similar to those passed in several states, including Colorado. RxPlus member David Thome kept us informed of the progress of the bill.

Nebraska:

LB 524 The Pharmacy Audit Integrity Act has been introduced but has not received a hearing. The bill is similar to audit bills that have been introduced in other states.

Audit and MAC bills have been introduced this year in Ohio, Minnesota, Florida, Iowa, Utah, Montana, and Oklahoma.

