



COMMUNITY PHARMACY FOR  
THE FUTURE

## Featured Article - Scales Pharmacy

### INSIDE THIS ISSUE:

<i>Featured Article</i>	1
<i>President's Message</i>	2
<i>Executive Director</i>	2
<i>RxPlus Political Issues</i>	3

### 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!**



Dan Scales, an Indiana transplant to Denver, Colorado, didn't always want to be a pharmacist. He started out in school for film working on projects as a producer in both Television and Radio but after further pursuit, didn't see how it would ultimately be more than just a fun hobby. He started thinking about becoming a pharmacist, and why not? His father is a successful pharmacist at Walgreens so it's a career he's very familiar with. He turned his attention to pharmacy school and graduated with his pharmacy degree from Butler University in Indiana. Dan started out his pharmacy career at Walgreens in 2000. After college, he desired a location that would allow him to enjoy some of his favorite outdoor sports- primarily climbing- and Denver, CO was the chosen spot. He and his wife Kayla Durrett (also a pharmacist) were able to transfer to Denver, CO with Walgreens in 2007.

During pharmacy school Dan developed an interest in HIV therapy, and he had the opportunity after transferring to Denver to work for a Walgreens focused in this specialty area. He continued to see how patient needs and consultation were placed second behind the high demands of a large corporation. He also noticed that beneficial ideas he would suggest to store management for improvements always had to be run up the corporate ladder, and more times than not be denied or misinterpreted. Dan could see the need for a community pharmacy for the HIV patient population in Denver and believed that opening his own Independent pharmacy was the best way to address that need. Never being one to dodge a challenge, Dan launched Scales Pharmacy in Uptown Square on April 1<sup>st</sup> of this year specializing in HIV. At Scales he is able to provide a true consultative pharmacy hub for HIV patients to keep them informed about their medication and



medication adherence, their disease, and how to prevent its spread. He has now entered the world of pharmacy at its finest- Independent Pharmacy where the pharmacist knows the patients, and they know and consult with all their patients' doctors to ensure the prescriptions work together for the best benefit to the patient.

Recently, Scales Pharmacy has even garnered the attention of the State Board and has been approached by CDPHE to handle multiple programs, involving STD drug distribution, as well as STD testing and consultation.

Since his store opening, Dan has enjoyed (mostly) the constant challenges of running his own business and has many exciting ideas for future growth. "RxPlus and Grant Kinn have been a great support through the process of opening my store. They have been available to answer questions and especially helpful with the State."

Scales Pharmacy is already recruiting patients from the nearby chains because of the personal service they receive. With a talented pharmacist at the helm who truly cares about his patients' wellbeing, the sky is the limit for Scales.

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## President's Message

It is with great sadness I am writing this letter as Vice President of RxPlus. Due to personal reasons Kirk Bemis, our President, has resigned from the Board of Director's. I will be filling in for him. Kirk can never be replaced, he is one of the great young pharmacists that will help lead community pharmacy into the future. I love his energy and passion for pharmacy. We will miss him greatly.

I hope all of you have noticed the monthly calls that each Board member is making to your stores. This has been a very successful program. It helps with communication and sharing of ideas. If you have any questions or comments, be sure to tell your Board member that calls on you.

RxPlus assisted pharmacy student Lucas Smith in beginning a Junior Partnership with Buena Vista Drug. Lucas has begun working in the store as an intern until he graduates. Once he is licensed, he will become the Pharmacist in Charge. Each year thereafter, he will own an additional 10 percent of the store. Lucas will own 50 percent of Buena Vista Drug after 5 years. He can then purchase the remainder of the store from the current owners. The Junior Partnership concept can assist many other pharmacies looking to transition. It is refreshing to see new pharmacists excited about community pharmacy.

I look forward to seeing all of you at the Annual Meeting August 15<sup>th</sup>-17<sup>th</sup>!

Bill Masse  
President

## Executive Director's Message

RxPlus Pharmacies will be celebrating our 32<sup>nd</sup> Anniversary at our Annual Meeting this year, and we have a full three day schedule. This year's theme is "positioning our member stores for the future through sharing best practices". Please put August 15<sup>th</sup>-17<sup>th</sup> on your schedule now. **Back by popular demand we are once again paying our members \$100 per day to attend the Annual Meeting.**

The past year has been packed with many new challenges for community pharmacy. Your Board of Directors has worked hard to bring you, our members, new ideas to help enhance your profitability and help you position your store for the future. During our Annual Business Meeting we will be breaking out into smaller groups and having roundtable discussions about ways to help you now and well into the future.

Our full schedule includes cutting-edge CE classes, golf and entertainment, excellent food and drinks, vendor exhibits, and the best networking opportunity you will find anywhere. Our members are always willing to share their success stories to help each other succeed. We will have some new vendors that you don't want to miss as well. Twelve students from three schools of pharmacy will be attending the meeting this year, and we hope you will take the opportunity to meet each of them. These students are interested in owning their own pharmacies in the future. If you are thinking of retiring in the next 5-10 years, these students would be great candidates to start grooming for your succession plan.

I look forward to seeing everyone on August 15<sup>th</sup>-17<sup>th</sup> at the Westin Westminster, CO. Make your reservation today by calling 1-800-937-8461. Mention that you are with RxPlus to get the special rate of \$135 per night.

Grant Kinn  
Executive Director

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## GOVERNMENTAL AFFAIRS REPORT

Governmental Affairs Newsletter Update  
By Brad Young

July 2014

**Remember- This is an election year! Make the time to meet the candidates and contribute to their campaigns. Our Political Committee also needs \$\$\$ to support legislators and candidates who are supportive of independent community pharmacy!**

### **Colorado Legislation:**

The Colorado legislative session ended on Wednesday, May 7. We had two bills introduced on our behalf this year, supported five others, and monitored four. All of the bills passed and were signed by the Governor. There were no bills introduced that we opposed.

### **Primary Bills:**

**HB 1213- MAC Pricing.** The bill was sponsored by Representative Tracy Kraft-Tharp (D-Jefferson County) and Senator Larry Crowder (R-Alamosa). **We owe a big THANK YOU to our bill sponsors for working on this with us!** This was our primary bill that: requires MAC prices to be updated weekly; requires PBMs to disclose the source of the MAC prices; allows appeals on below cost reimbursements back three weeks and allows PBMs three weeks to respond. The bill had bipartisan support in the House and the Senate. The Colorado Child Health Plan Plus (CHP+) contractor, Colorado Access, is not exempted from the requirements of the legislation. Navitus operates the CHP pharmacy program for Access. The bill becomes effective January 1, 2015.

**HB1290- Telepharmacy.** The bill was sponsored by Representative K. C. Becker (D-Boulder County) and Senator Ellen Roberts (R-Durango). This bill allows a pharmacy technician to operate a telepharmacy as an "other outlet" in Colorado under the supervision of a licensed pharmacist using televideo or other appropriate equipment. A Telepharmacy must be at least 20 miles from any other pharmacy and telepharmacy. The Board will write rules to limit the number of prescriptions, etc.

### **Other bills we supported included:**

**HB 1283- Modification of the PDMP;**  
**HB1207- Medication Take-back Program;**  
**SB95- Pharmacies Compounding Drugs for Hospitals;**  
**HB1359- Medication Synchronization;** and  
**SB187- Commission on Affordable Health Care.**

### **The bills that we monitored:**

**HB1281- Right to Try;**  
**HB1099- Prescription Drugs in the Practice of Optometry;**  
**HB1323- Restricted Access by Government Agencies to Medical Records;** and  
**HB1083- Acute Treatment Units as Other Outlets.**

### **Mark your Calendar**

**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

**Colorado Pharmacists Society**  
**Annual Meeting & Exhibition**  
Regis University  
August 7-9, 2014

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

**Kansas Pharmacy Association**  
**Annual Meeting and Trade**  
**Show**  
The Oread Hotel  
Lawrence, KS  
September 4-7, 2014

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



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**Governmental Affairs Cont.**

**Board of Pharmacy PDMP Update:** The Board of Pharmacy has gotten pressure to require the PDMP to be **updated DAILY instead of every two weeks**. A change in the rule will not be passed immediately. **Expect full implementation to take six months to a year**. Computer vendors need to update their software! Many states are expected to do this.

The PDMP bill that passed this year requires every prescriber **and every pharmacist to register an account with the PDMP**. If you don't currently have one, you will have to do so. **Pharmacists have until September 30th to register**. It also allows every pharmacist and prescriber to designate up to three additional people in your practice to access the PDMP.

**Medicaid MTM/CMM:** The Regional Cooperative Care Organizations (RCCOs) are the care managers for Medicaid patients in Colorado. There are seven RCCOs. We met with Region 4 (Southern Colorado) staff and Executive Director Donna Mills in Pueblo to discuss options available for pharmacists to help with patient medication management. RxPlus member pharmacists Jim Sajbel, Ky Davis, Jerry Davis, and LeWayne Garrison were present. Donna suggested starting with a program to have pharmacists perform medication reconciliation upon hospital discharges. It's a start.

If you would like to get more information about working with RCCOs to help with medication management, please contact us.

**Medicaid Pricing Issues:**

**2013 COD Survey Results:** Cost of Dispensing Surveys were completed by 52 independent pharmacies for the 2013 study, compared to 23 in 2012. There were 177 chain pharmacies that responded in 2013 compared to 283 in 2012. The average COD based on the 2012 surveys was \$11.67, but in 2013 the average (based on the surveys) was only \$8.06. Obviously, we need to review the process of filling out the surveys. The surveys will go out again in the Spring of 2015.

**Average Acquisition Cost (AAC) Pricing:** Last year 10 RxPlus members agreed to send in monthly invoice price reports to the Medicaid contractor, Mercer, to set AAC prices. This year we have 20. Several chains also participate. We sincerely appreciate those pharmacists who take the time and make the effort to report each month.

The primary problem with the AAC process is below-cost payments. We receive reports of such payments by Medicaid fairly regularly, and have been meeting and corresponding with the Department to address the problem. The AAC/COD process has inherent problems by its very design. We hope to continue to improve the process with your help.

**Future Legislation:** There are several issues we are considering for legislation next year: PBM audit reforms (again), compounding, and anti-mandatory mail order (AMMO). Your suggestions are always welcome.

**Other States:**

We are starting to work on plans to get involved in legislation in other states next year, including Arizona, Wyoming, and Washington. Issues effecting pharmacies seem to be common throughout the states.

