

CONNECTICUT PHARMACISTS ASSOCIATION



ANNUAL REPORT



2018



LISA BRAGAW, PharmD
CPA PRESIDENT 2018-19

A Year of Progress; A Year of Change

Looking back on 2018, we can say a lot has happened in just one year for CPA. However, we are mindful of a word that truly describes the kind of year that CPA and its members experienced: change.

As the profession of pharmacy continued to evolve this year, so did the CPA. With the installation of new board officers in September, we experienced a change in leadership. Shortly after, we welcomed our new CEO, Nathan Tinker, who joined CPA on October 1. We also honored our prior CEO, Marghie Giuliano, by raising over \$10,000 to establish a new scholarship/award fund in her name.

But perhaps the biggest change of all this year for CPA was the greater sense of community it has brought through new events. What began as continuing education programs and annual conferences has transformed into new networking opportunities for pharmacists across all practice settings.

Although 2018 marked many changes for the CPA, we are mindful that our evolution as a statewide organization is far from over. In 2019, we are ready to embrace change even more, so we can continue a part of CPA that has not changed: its mission, to advance the practice and interests of pharmacy in the state of Connecticut.

OF THE
— INCORPORATED —
CONNECTICUT
PHARMACEUTICAL
ASSOCIATION

ENGAGING HISTORY

I am very excited to join CPA as chief executive, and to present my inaugural Annual Report.

As I have settled in, I have quickly learned that, as an organization that traces its founding to 1876, one of CPA's core values is to respect and acknowledge its history, whether social, political, business, personal, or professional.

CPA history literally sits on my desk at CPA headquarters--a collection of every annual report and conference proceedings going back to the Association's very first Annual Conference in 1879.

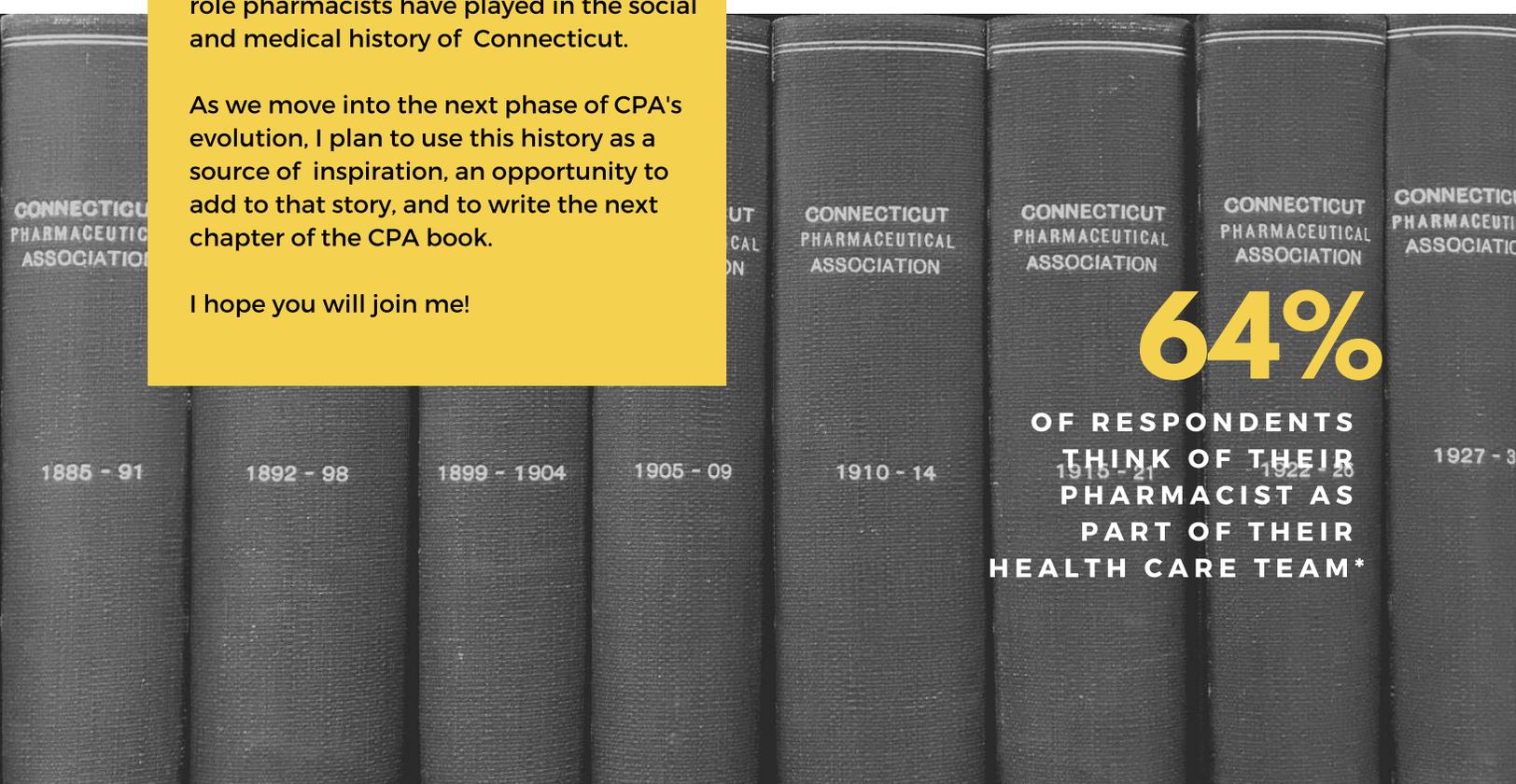
Together these documents tell a compelling story about the important role pharmacists have played in the social and medical history of Connecticut.

As we move into the next phase of CPA's evolution, I plan to use this history as a source of inspiration, an opportunity to add to that story, and to write the next chapter of the CPA book.

I hope you will join me!



NATHAN TINKER, PHD
CEO



64%

OF RESPONDENTS
THINK OF THEIR
PHARMACIST AS
PART OF THEIR
HEALTH CARE TEAM*

THE VOICE OF CONNECTICUT PHARMACY

The 2018 legislative session included a large number of key bills with significant impact on our industry. CPA actively engaged lawmakers on all these issues, in order to protect pharmacists' interests and livelihoods.

KEY BILLS

House Bill 5384 "Prescription Drug Costs" imposed significant disclosure and reporting requirements on PBMs, health carriers, pharmaceutical manufacturers and others in relation to rebates and drug pricing. It was signed into law by the governor on May 31, 2018.

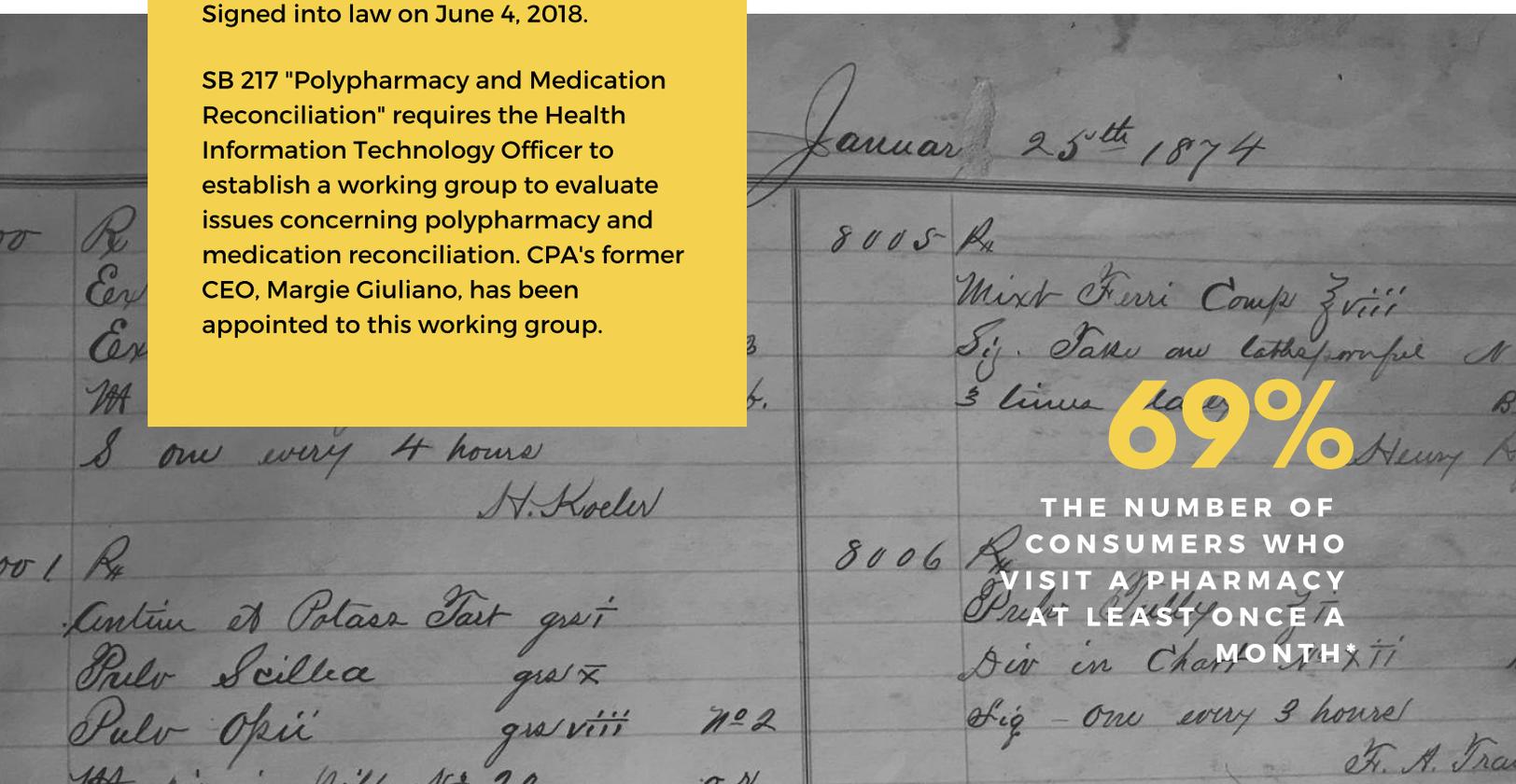
SB 197 "Biological Products" has been controversial for several years, but a legislative compromise allowed passage, and adds biological products to existing law regarding generic substitution. Signed into law on June 4, 2018.

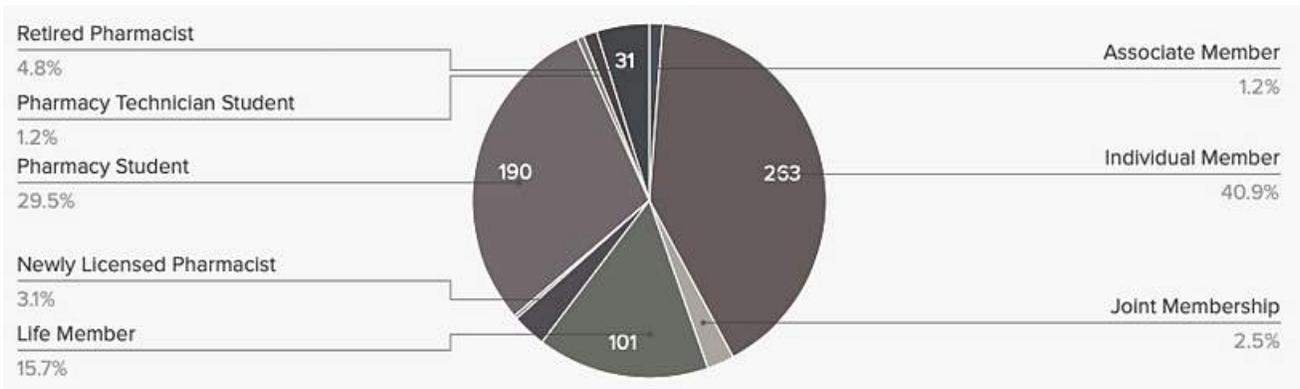
SB 217 "Polypharmacy and Medication Reconciliation" requires the Health Information Technology Officer to establish a working group to evaluate issues concerning polypharmacy and medication reconciliation. CPA's former CEO, Margie Giuliano, has been appointed to this working group.

CPA tracked over 50 bills related to health care and the practice of pharmacy during the 2018 legislative cycle

69%

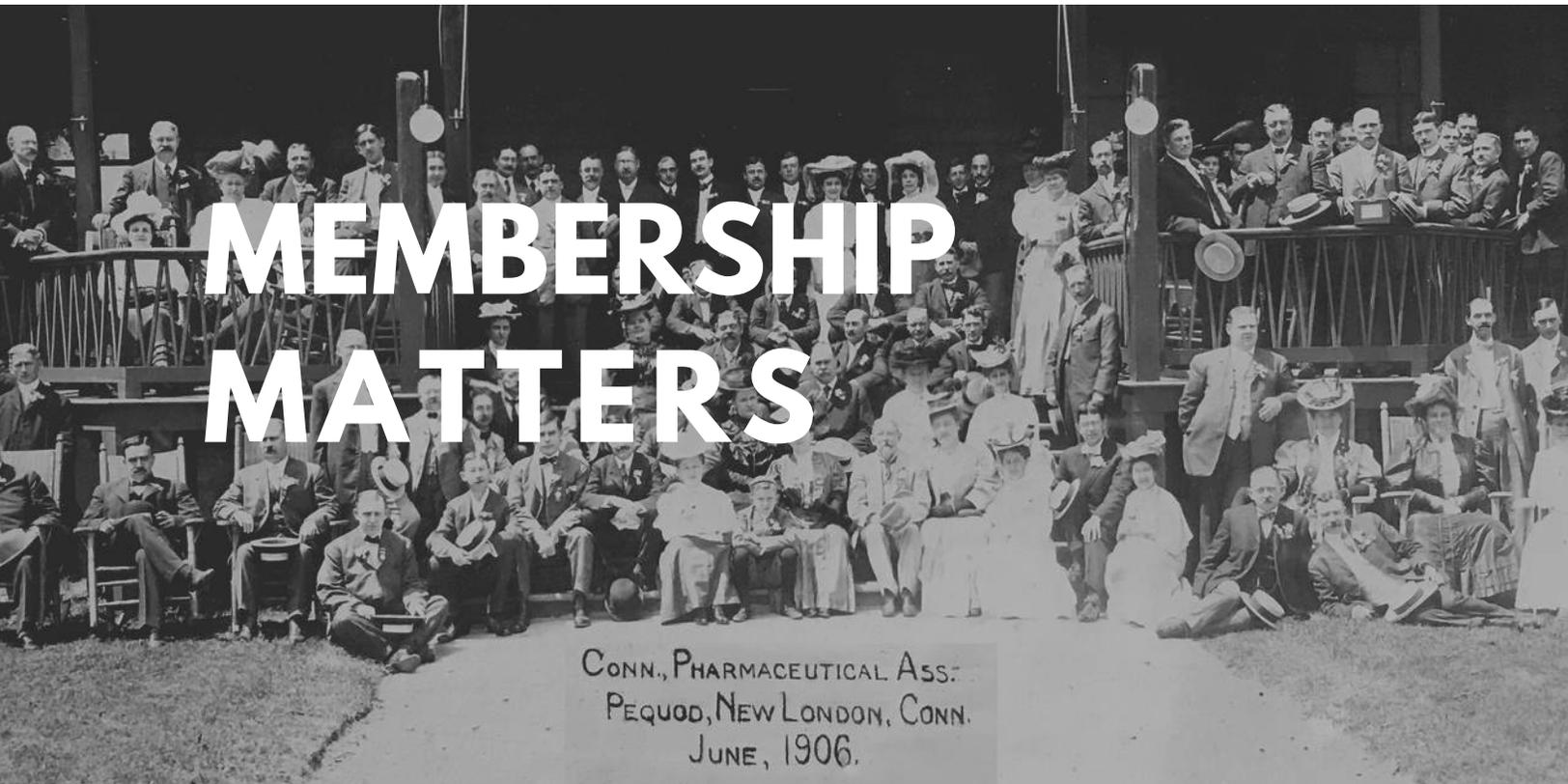
THE NUMBER OF CONSUMERS WHO VISIT A PHARMACY AT LEAST ONCE A MONTH*





Wrapping up 2018 with more than 630 members, CPA continues to grow – evolving our membership and the profession. Several initiatives were launched this year to engage membership in having an active voice in their profession. CPA has continued its leadership role in the pharmacy profession to be a thought-leader, convener and connector.

- Reorganized CPA’s quarterly publication, the Pharmacy Journal of New England, expanding readership to a regional audience, and showcasing trends in contemporary pharmacy practice to inform, educate and motivate readers to help them better serve their patients.
- Launched a series of new CE, public policy, and networking events to better connect members and offer professional development opportunities.
- Designed a new website with easier to access information, easier member access and event registration, user-friendly forms, mobile, and tablet friendly layouts and timely information available for members.
- Elevated CPA’s presence across all social media outlets.
- Developed new leadership and vision, both on the Board and in the CEO’s office, in order expand and build upon the success of the past.



15

NUMBER OF ANNUAL CE HOURS REQUIRED FOR PHARMACISTS IN THE STATE OF CONNECTICUT

1,348 Total number of participants at CPA professional development, networking, and educational events in 2018.

427 Attendees at the New England Pharmacists Convention

18 CE presentations during the annual Fall CE Series symposia.

CPA professional development, networking, and educational events drew record crowds in 2018.

Covering a broad range of important topics, our CE events included a close look at the growing role and influence of medical marijuana in Connecticut and the potential ramifications of legalized recreational marijuana.

At our annual New England Pharmacists Convention, over 400 eager attendees connected and engaged on the most pressing issues facing our profession.

And while certificate programs were popular, regional programs that covered topical subjects such as law, advocacy and specialty pharmacy, also each attracted over 200 participants.



EDUCATION AND EVENTS

TREASURER'S REPORT

CPA remains financially strong and resilient.

The Association ended its fiscal year with total income of \$484,197 and expenses of \$481,032.

Membership dues are always a challenge, but grant income from CE events as well as event sponsorship has been stable.

The 2017 fiscal year closed with the major investment indexes at or near record highs. As a result, CPA enjoyed gains in its invested portfolio, which grew by approximately 15% during the fiscal year.



Peter Tyczkowski, RPH, MBA
CPA Treasurer

...boll then read his an-
which was referred to
committee: F. M. Wil-
antic; Charles H. Ward,
of Stamford; and H. F. Baker, of Wa-
terbury.

The report of Treasurer L. H. Good-
win was then submitted, showing re-
ceipts of \$1,846.39 and a cash balance
on hand of \$112.70, with the sum of
\$1,200 invested in 6 per cent bonds.

The executive committee reported
four deaths of members during the

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After
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25%

of respondents have
either made or changed
a health care decision
based on a conversation
with a pharmacist*

Retail Pharmacies in Connecticut 2017**



36%

The number of pharmacists who collaborate with other health care professionals all the time***

45%

The number of pharmacists who rate interaction with patients as a top factor of job satisfaction***

13.5%

The number of pharmacists who feel very secure in their job***

AVERAGE NUMBER OF PRESCRIPTIONS DISPENSED PER PHARMACY LOCATION	
New Prescriptions	28,106 (47.5%)
Renewed Prescriptions	31,031 (52.5%)
Total Prescriptions	59,137 (100%)
Average Prescription Charge	\$55.15
PERCENTAGE OF TOTAL PRESCRIPTIONS COVERED BY	
Government Programs (Medicaid and Medicare Part D)	53%
Other Third-Party Programs	36%
Percentage of Generic Prescriptions Dispensed	85%

**

CONNECTICUT PHARMACY FACTS 2018

* "By the Numbers: How Do Consumers Engage with Pharmacists?" CVSHealth, March 2017.
<https://cvshealth.com/thought-leadership/by-the-numbers-how-do-consumers-interact-with-pharmacists>

** "NCPA Digest 2018"; NCPA Analysis of NCPDP data and NCPA Research

*** CPA Analysis of CPA "Pharmacy By the Numbers Member Survey 2018"

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