



New York State Council of Health-system Pharmacists

**REPORT OF THE DIRECTOR OF INDUSTRY AFFAIRS  
TO THE  
HOUSE OF DELEGATES**

April 1, 2019  
Albany, New York

Elizabeth Cobb, Pharm.D.  
Director of Industry Affairs

**I. Director, Industry Affairs**

The charge of the Division of Industry Affairs, as defined in the Constitution and Bylaws of the NYSCHP, is to be responsible for the coordination of issues and activities of the council in relation to the pharmaceutical industry.

**II. Responsibilities**

General and Ongoing Responsibilities:

1. Coordinate Member calls to exhibitors
2. Coordinate with Council Office for early bird mailings for follow-up during the summer prior to the Assembly.
3. Review industry contacts and update contact list working with the Council Office to maintain contact list as current as possible.
4. Assist in the design of the exhibitor prospectus
5. Review exhibitor list on a weekly basis and strategize methods of contacting vendors
6. Assist in identifying potential vendors, especially vendors other than pharmaceutical companies
7. Work with Council Office for layout of Exhibitors
8. Mentor Special Event Chair for exhibit duties
9. Thank each exhibitor and write and deliver Thank You cards or notes
10. With the current President, announce Exhibit Hall opening, closing raffles, and special announcements
11. Assist those on Committee when required
12. Work with decorator on exhibit hall set-up
13. Walk through exhibit hall during set-up times and answer any questions from exhibitors during set-up
14. Determine ways to drive traffic into and through exhibit hall
15. Conduct a survey of the vendors at the conclusion of the AA to determine areas of improvement for the next year.
16. Check in with Council Office Staff at registration desk to see if they need anything or if they need to be relieved for a short period of time.
17. Seek sponsorship for Past-Presidents Lunch/Dinner and work with Council office to establish location
18. Seek sponsorship Chapter Presidents Lunch/Dinner and work with Council office to establish location

**III. Committee**

2018-2019 Industry Affairs Committee Membership:

| Last Name | First Name | Affiliation                          |
|-----------|------------|--------------------------------------|
| Adalumo   | Camille    | Octapharma                           |
| Bandali   | Farooq     | Janssen- Medical Affairs             |
| Byrd      | Charrai    | NYP                                  |
| Cassidy   | Ruth       | SBH Health System, Prior IR Director |
| Chung     | Liz        |                                      |

This report is for consideration by the New York State Council of Health-system Pharmacists House of Delegates only and does not represent official policy until approved by the House of Delegates.

|              |          |                                        |
|--------------|----------|----------------------------------------|
| Connors      | Jonathan | Kit Check                              |
| Culshaw      | Darren   | Merck- Research Scientific Director ID |
| DiFalco      | Vincent  | Sandoz Onc                             |
| Flynn        | Shaun    | NYSCHP                                 |
| Galla        | Ashley   | Northwell                              |
| Gesner       | Julie    | Astrazeneca- Fasenra, Synagis, Flumist |
| Giambanco    | Vincent  | MSH                                    |
| Gonzalez     | Glisobel | BMS- Eliquis                           |
| Hughes       | Courtney | Allergan- Anti infectives              |
| Iacobellis   | Vito     | Janssen- xarelto                       |
| Landen-Russo | Nancy    | Teva Oncology                          |
| Leimbach     | Amisha   | NYU                                    |
| Lewis        | Bill     | FFF Enterprise                         |
| Longo        | Anthony  | President, Northwell                   |
| Manning      | Phil     | MSH                                    |
| Meglio       | Gerry    | Lilly                                  |
| Pinto        | Joe      | MSH                                    |
| Porricelli   | Melissa  | Novo Nordisk                           |
| Quinn        | Brian    | Allergan- Anti infectives              |
| Raimundi     | Jesus    | Astellas                               |
| Rozenfeld    | Vitalina | Astrazeneca                            |
| Rutigliano   | Deb      | Sagent                                 |
| Scavetta     | Michael  | Pfizer- institutional                  |
| Schlag       | Ronald   | Janssen                                |
| Scott        | Jackie   |                                        |
| Shlom        | Liz      | Acurity                                |

This report is for consideration by the New York State Council of Health-system Pharmacists House of Delegates only and does not represent official policy until approved by the House of Delegates.

|           |         |                                  |
|-----------|---------|----------------------------------|
| Stichman  | Carrie  | Kedrion- rabbies immune globulin |
| Sosnowski | Frank   | Montefiore                       |
| Tarnoff   | Leonard | Boehringer Ingelheim             |
| Tenzer    | Jason   | Abbvie                           |
| Terra     | Sandra  | Pfizer Injectables               |
| Vega      | Raymond | Pfizer                           |
| Voigt     | Lisa    | President Elect                  |

#### IV. Schedule for Meetings

Meetings have been scheduled ad hoc using doodle poll to allow for variable meeting days to accommodate attendees' schedules

- July 18, 2018
- August 21, 2018
- September 24, 2018
- November 20, 2018
- January 14, 2019
- February 25, 2019

#### V. Reported Goals for 2018-2019

- Annual Assembly Prospectus ready for distribution October 2018- achieved
- Recruit at least 70 vendors for Annual Assembly- in progress
  - ❖ 57 confirmed at time of report
- Implement new sponsorship opportunities for Annual Assembly- achieved
  - ❖ Softball sponsorship
  - ❖ Adjusted advisory board pricing
- Continued improvement in flow and structure for Exhibits and Networking sessions- in progress
- Increase IRC membership engagement- in progress

#### VI. Reported Committee Activities

- ✓ **Meetings held YTD:** Six IRC meetings were held each from July 2018 through February 2019. Meetings are held on site and via teleconference for convenience of the participants.
- ✓ **Discussion Topics in Meetings held:**
  - Committee meeting structure

This report is for consideration by the New York State Council of Health-system Pharmacists House of Delegates only and does not represent official policy until approved by the House of Delegates.

- Annual Assembly Networking sessions
- Annual Assembly marketing/messages
- 2018 Exhibitor Prospectus Review
- New sponsorship opportunities: softball, hospitality suites
- Corporate membership redesign
- Annual Assembly exhibitor list review from 2018
- Advisory board redesign
- Tristate meeting feedback
- Medical Science Liason programming opportunities
- Industry driven newsletter
- Student essay topic selection
- Corporate Award candidates

**HOD Recommendations:**

None

**Review of Position Statements:**

None

Respectfully submitted,

*Elizabeth Cobb*

Elizabeth Cobb, Pharm.D.  
Director of Industry Affairs