

Getting to the Root of the Problem:

New York State Legislative Update and Grassroots Solutions

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Senator Nick Spano, NYSCHP Lobbyist
Empire Strategic Planning



Objectives

- ▶ Describe current status of pharmacy-related legislation in New York State
- ▶ Discuss historical barriers and contrast policy advances in New York with other states
- ▶ Identify elements of a successful grassroots strategy to activate and engage members in policy
- ▶ Identify resources to support grassroots efforts



US News and World Report - 2012

Study: One in Three Americans Fails Naturalization Civics Test

Native-born Americans fare worse on civics exam than immigrants applying for citizenship.

By **Brian Greene**, Contributor April 30, 2012, at 4:05 p.m.

AS AMERICANS PREPARE TO pick the next president of the United States in November, a [survey out of the Center for the Study of the American Dream](#) at Xavier University finds that one out of three U.S. citizens fails the civics portion of the immigrant naturalization test. The survey of more than 1,000 voting-age Americans asked respondents 10 random questions from the United States Citizenship and Immigration Services civics exam, which is administered as part of the immigration process, finding that 35 percent answered five or less questions correctly. More than 97 percent of immigrants applying for citizenship pass the test.

New York Civics Test

- ▶ **I. Who represents us in Albany?**
 - ▶ A. Assembly-members and State Senators
 - ▶ B. Representatives and Senators
 - ▶ C. Archdukes and Duchesses



New York Civics Test

- ▶ **2. Which regulatory body oversees the Board of Pharmacy?**
 - ▶ A. Department of Health
 - ▶ B. Department of Labor
 - ▶ C. Department of Education

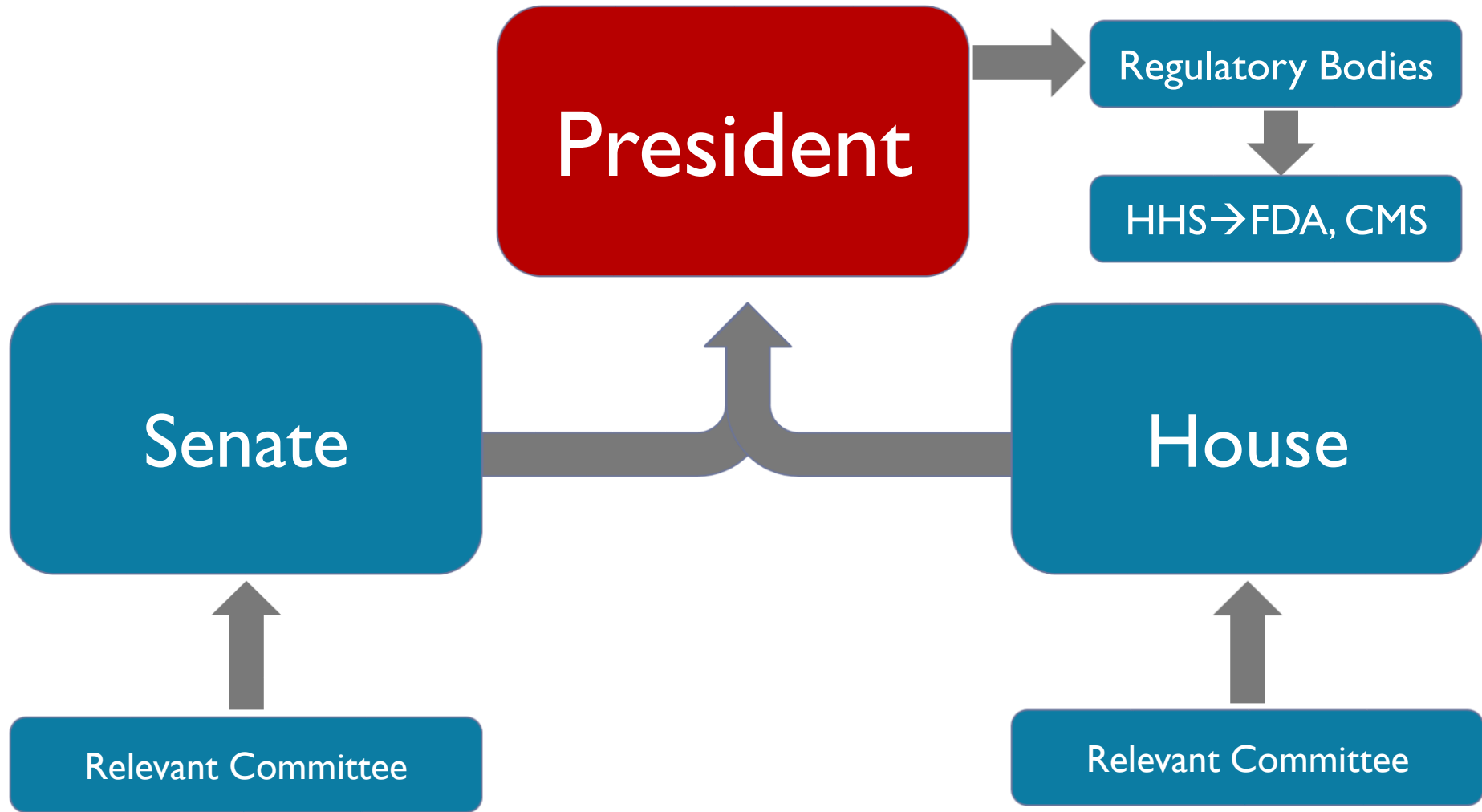


New York Civics Test

- ▶ **3. Which legislative committees oversee pharmacy/hospitals?**
 - ▶ A. Health Committee
 - ▶ B. Higher Education Committee
 - ▶ C. Both

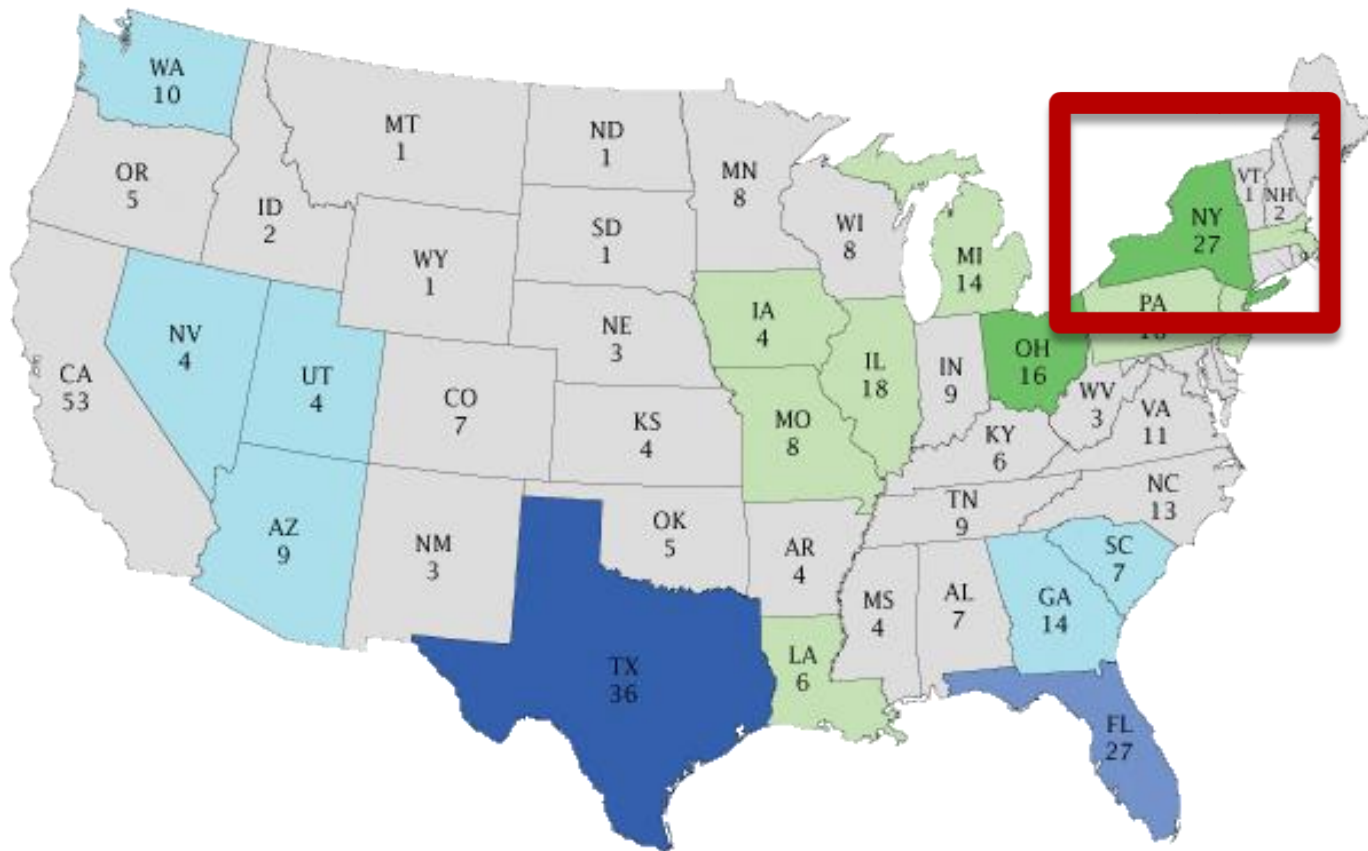


National Legislation

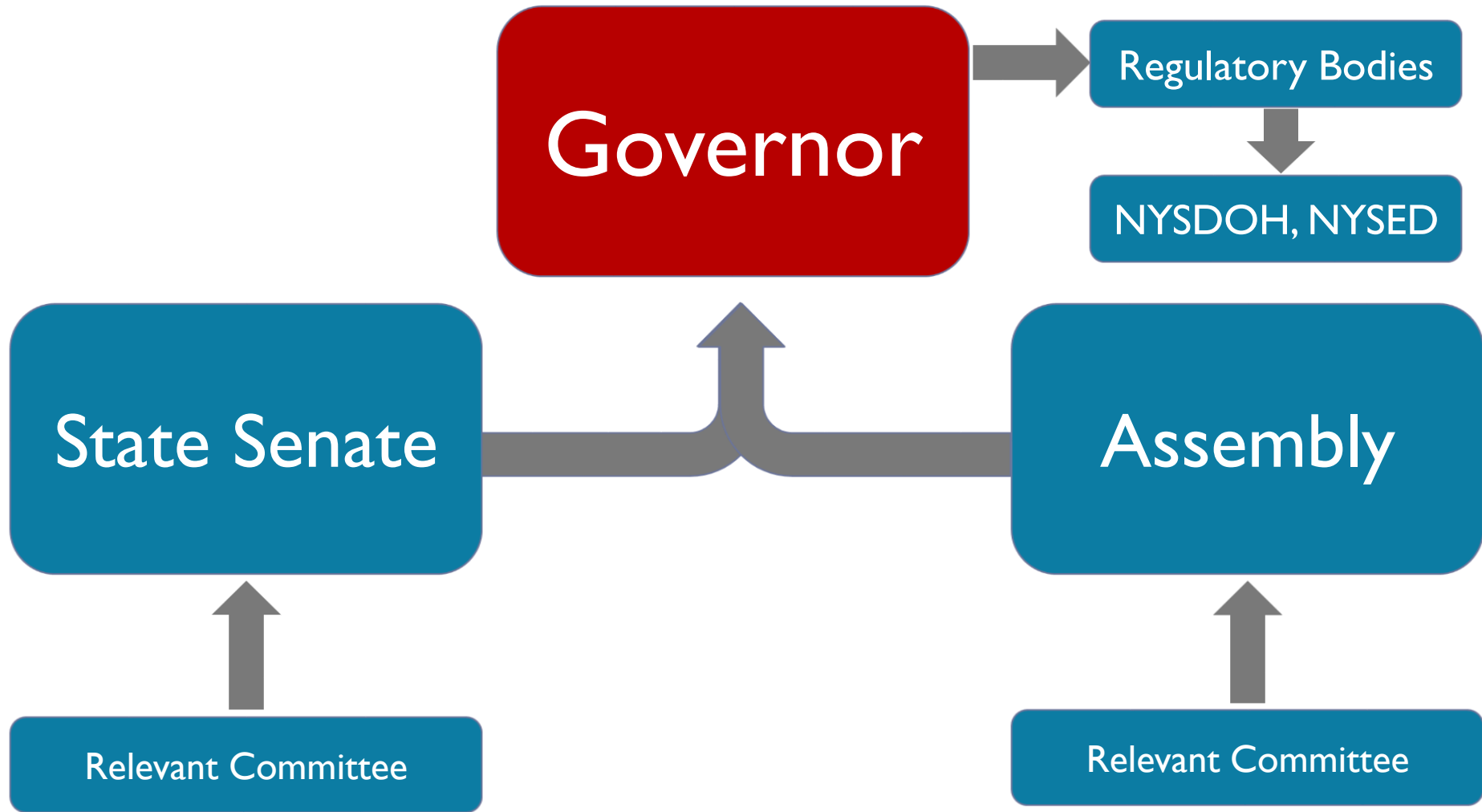


Congressional Delegations (2010-2020)

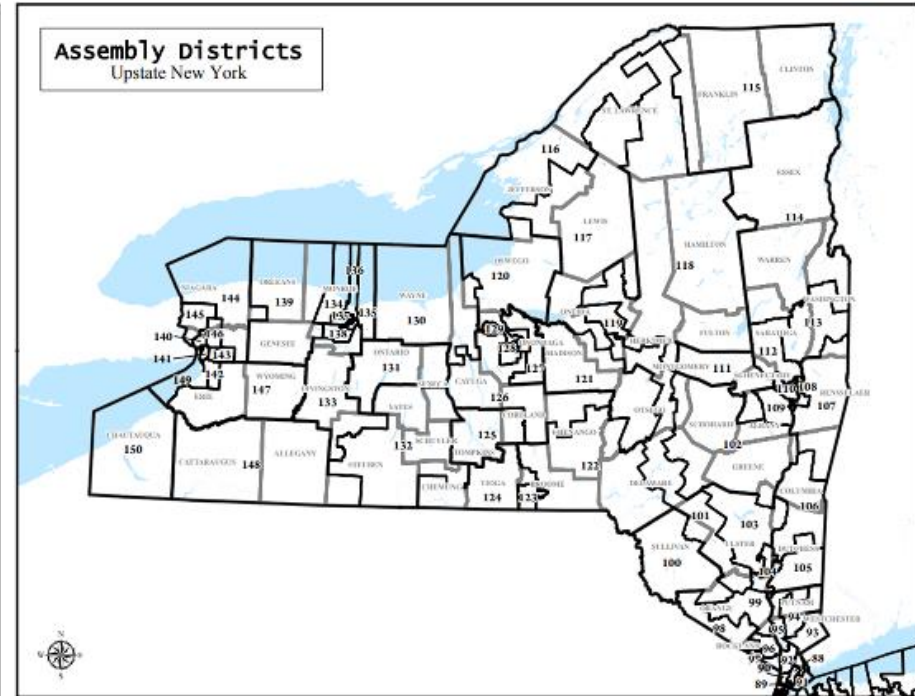
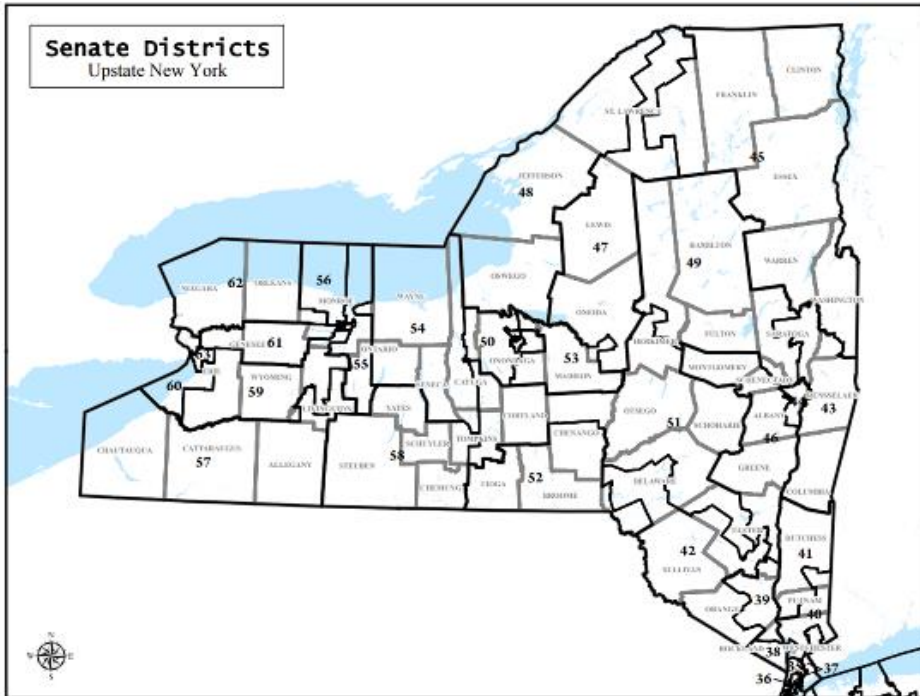
- ▶ 435 representatives (27 in New York)
- ▶ 100 senators (2 in each state)



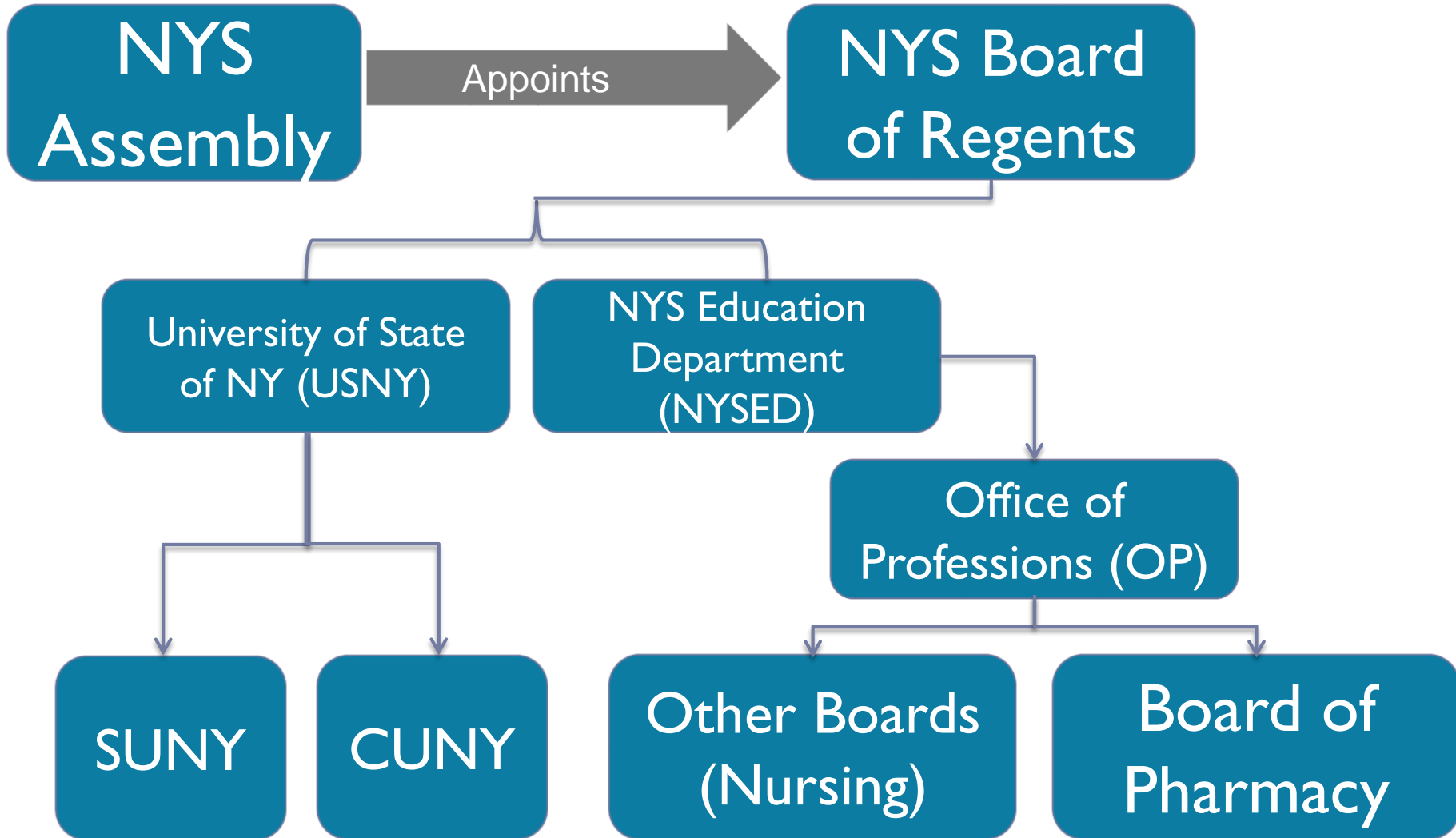
State Legislation



NYS Senate (63); Assembly (150)



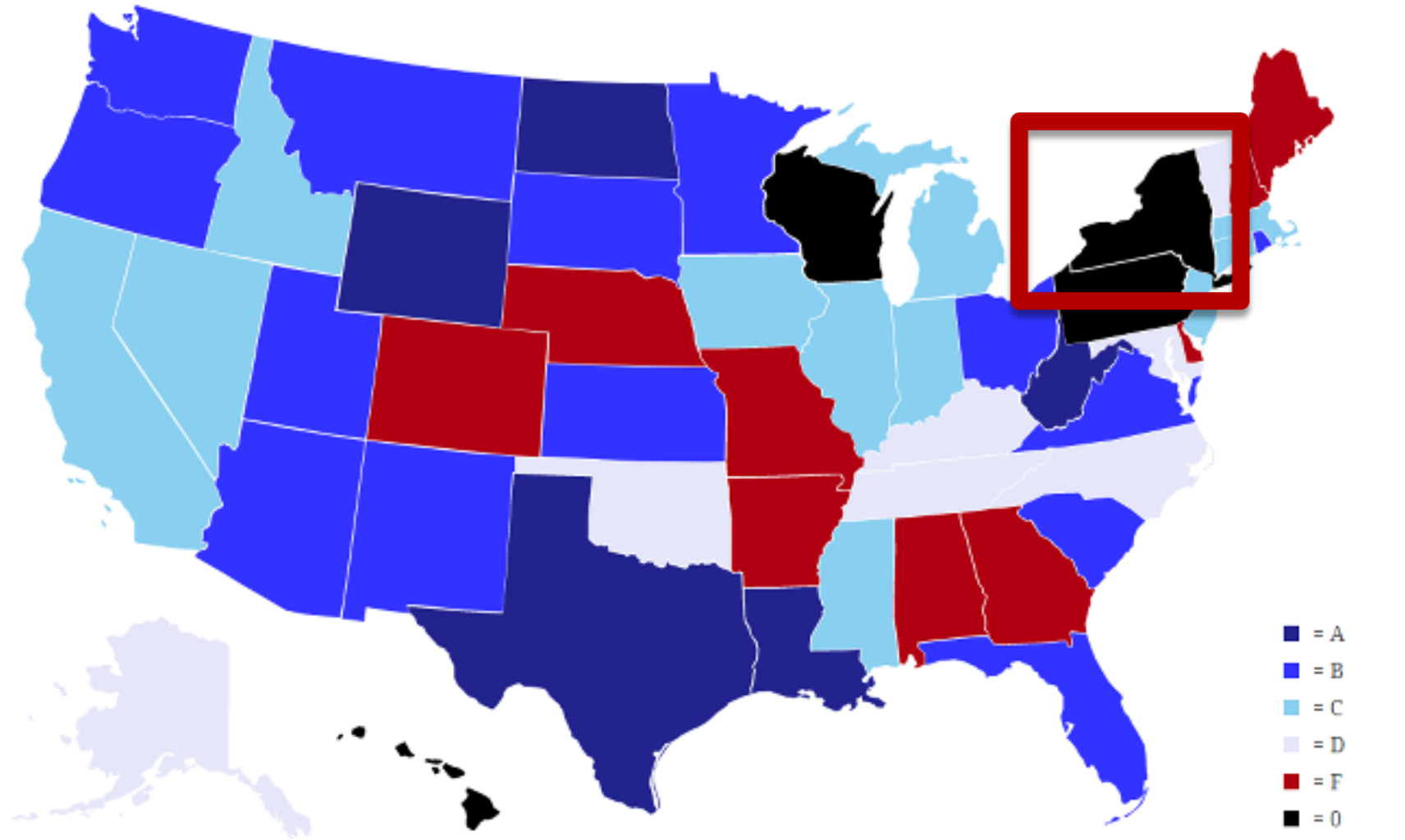
Regulatory Structure





NY State Legislative Update

Pharmacy Technician Legislation

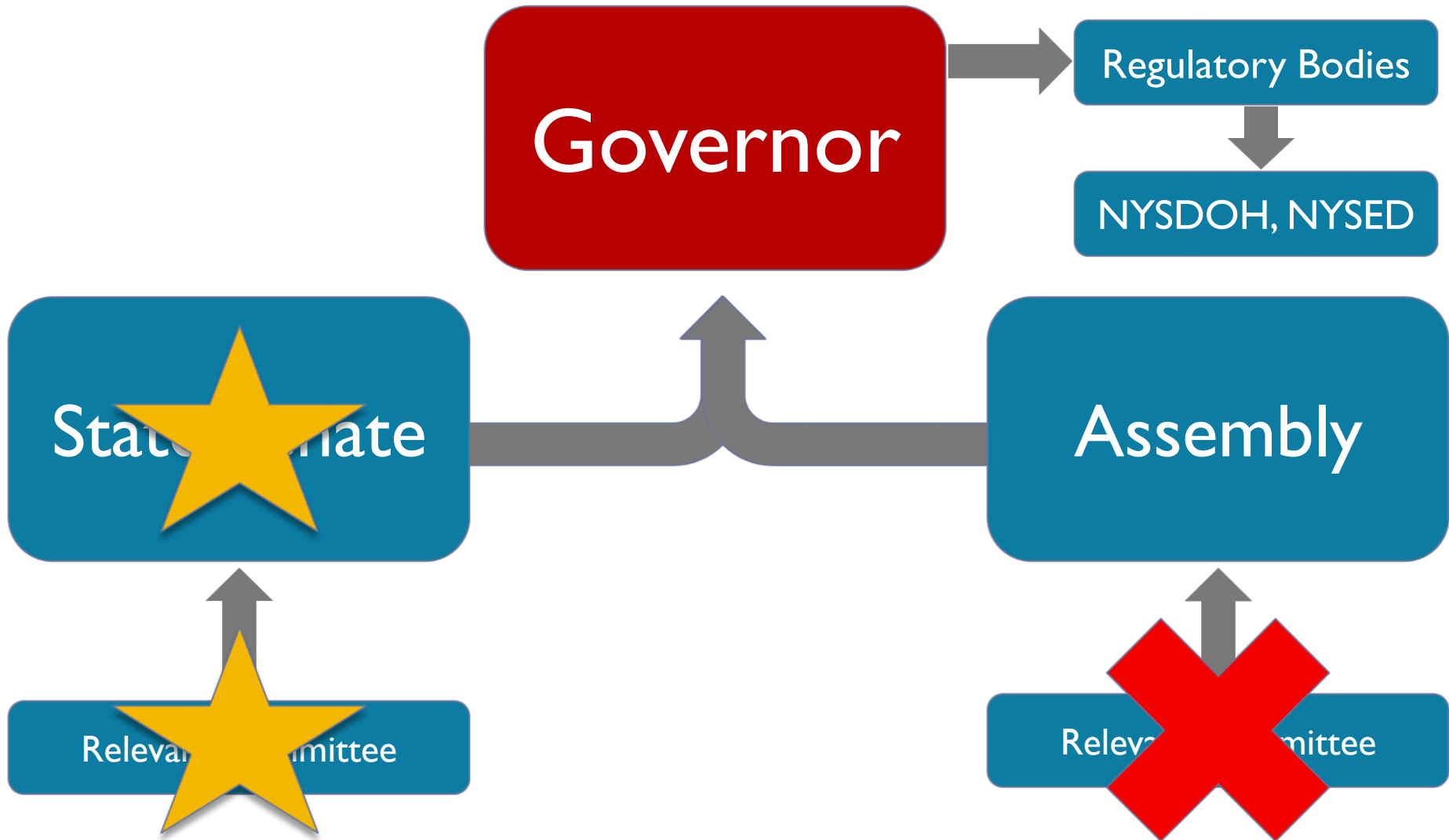


Pharmacy Technician Legislation

- ▶ **Senate S5584 (Griffo)/Assembly A4611B (Englebright)**
 - ▶ Registration, Certification
- ▶ **Grandfather clause**
- ▶ **Consensus legislation**
 - ▶ 1199, GNYHA, Pharm Orgs
- ▶ **Legislative progress?**



Pharmacy Technician Legislation



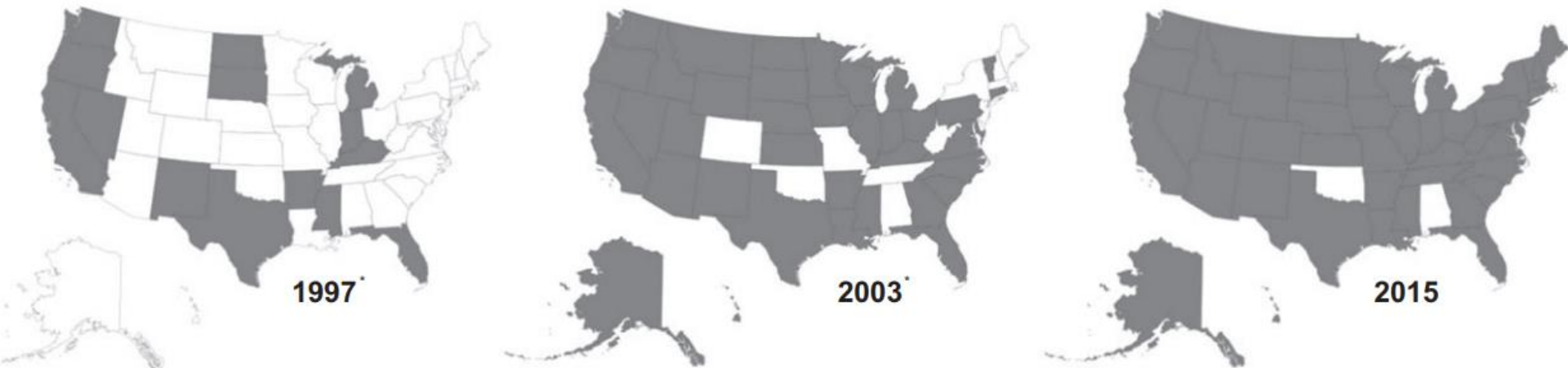
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 - ▶ 1199, GNYHA, Pharm Orgs
- ▶ **Issues/Compromises**
 - ▶ NYSED challenge with registering 15,000-30,000 techs
 - ▶ Next steps: certification first, registration later
- ▶ **New additions: technician functions, duties**



Collaborative Drug Therapy Management (CDTM)

- ▶ Formal partnership between pharmacist and physician
 - ▶ Manage patient's disease state using drug therapy under agreement
- ▶ 48 states have CDTM laws for Pharmacists
- ▶ CDC has recognized impact of pharmacists in collaborative agreements on patient care



Collaborative Drug Therapy Management (CDTM)



Centers for Disease Control and Prevention
CDC 24/7: Saving Lives. Protecting People™

SEARCH



CDC A-Z INDEX ▾

Division for Heart Disease and Stroke Prevention

Best Practices Guide

About the Guide

Team-Based Care

Collaborative Practice Agreements

Self-Measured Blood Pressure

Self-Management and Education

Reducing Medication Costs

Clinical Decision Support

Community Health Workers

Medication Therapy Management

 Get Email Updates

[CDC](#) > [DHDP](#) > [Best Practices Guide](#)

Pharmacy: Collaborative Practice Agreements to Enable Collaborative Drug Therapy Management



Collaborative drug therapy management (CDTM), also known as coordinated drug therapy management, involves developing a collaborative practice agreement (CPA) between one or more health care providers and pharmacists.

A CPA allows qualified pharmacists working within the context of a defined protocol to assume professional responsibility for performing patient assessments, counseling, and referrals; ordering laboratory tests; administering drugs; and selecting, initiating, monitoring, continuing, and adjusting drug regimens.¹

The use of CDTM through a CPA is a strategy that can be considered to straddle [Domain 3](#) (health care system interventions) and [Domain 4](#) (community-clinical links).

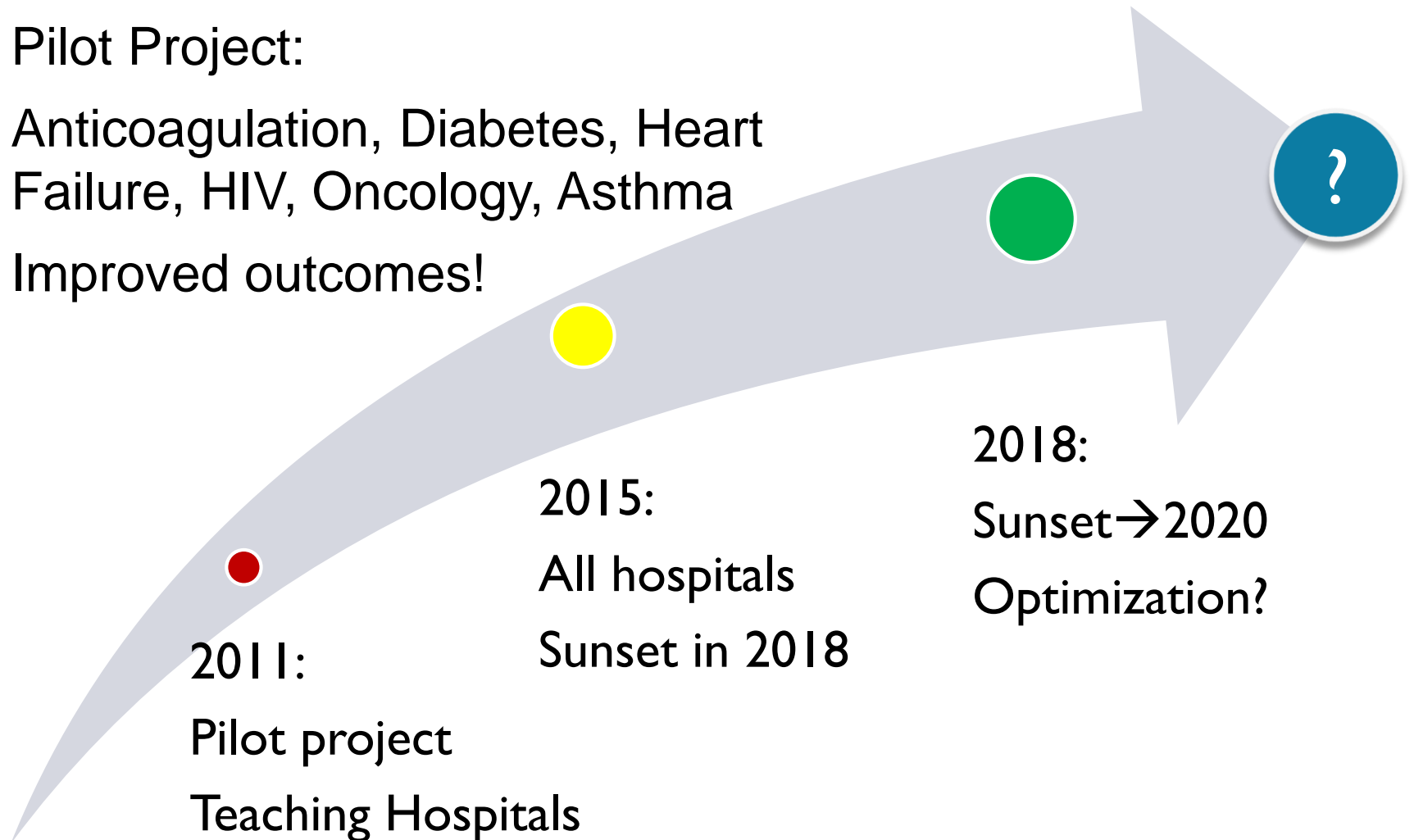
Download the strategy
[\[PDF - 868 KB\]](#)

Collaborative Drug Therapy Management (CDTM) in NYS

Pilot Project:

Anticoagulation, Diabetes, Heart Failure, HIV, Oncology, Asthma

Improved outcomes!

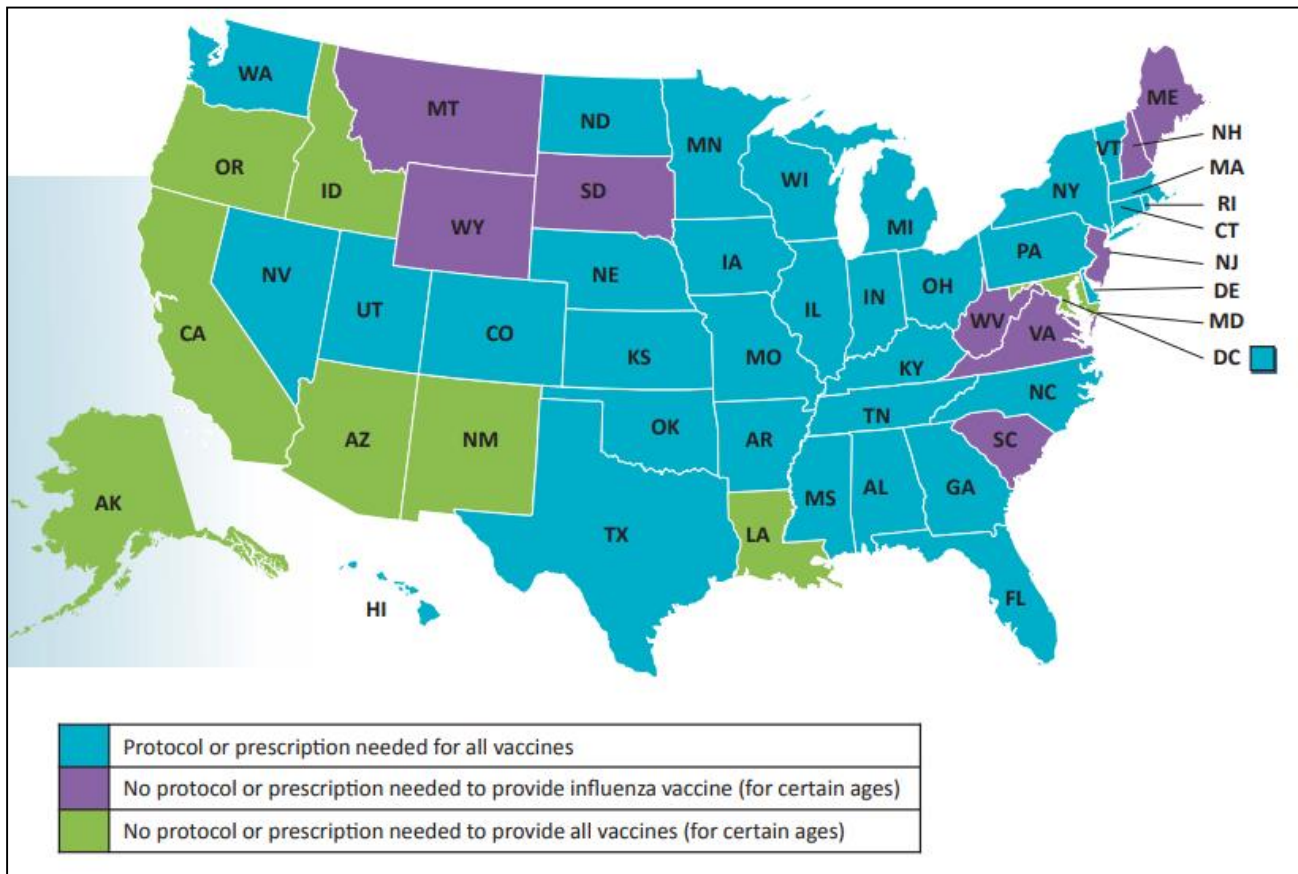


Collaborative Drug Therapy Management (CDTM) in NYS

- ▶ **Current legislative goals:**
 - ▶ A10196 (Seawright)/S4296 (LaValle)
 - ▶ Include Nurse Practitioners as providers
 - ▶ Make law permanent
 - ▶ Re-examination of consent process
 - ▶ 30/48 states – no consent required
 - ▶ 4/48 – patient needs notification
 - ▶ 5/48 – informed consent
 - ▶ 9/48 – written consent specified
 - ▶ Community CPA's

Pharmacists as Immunizers (National)

- ▶ 1995: 9 states
- ▶ 2018: all 50 states



Pharmacists as Immunizers - NYS

47/50 states
already
allowed

2008:

Influenza

Pneumococcal

2015:

Meningococcal

Tetanus, Diphtheria,
Pertussis

Herpes Zoster

2018:

Influenza for
pediatrics
(aged 2-18)

Sunset: 2020

?

Pharmacists as Immunizers - NYS

- ▶ **Current legislative goals:**
 - ▶ All CDC-approved vaccines (46/50)
 - ▶ Paulin (D – 88th) sponsored many bills
 - ▶ Pharmacy interns as immunizers (47/50)
 - ▶ Appropriate learning experience – supervision helpful
 - ▶ Assembly-member McDonald (D – 108th) sponsors this bill
 - Only pharmacist in the Assembly



Engaging with Legislators

Engaging your Legislators

- ▶ How should we be focusing our efforts?
 - ▶ Phone
 - ▶ Email
 - ▶ Letter
 - ▶ Form letters
 - ▶ Hand-written letters
 - ▶ In-person visit to district office
 - ▶ Lobby day
- ▶ Typical experience of a legislator
 - ▶ What catches a legislator's attention?



Legislative Visits

Do's	Don'ts
Be a constituent	Visit without learning about your legislator
Be comfortable referring items back to NYSCHP	Answer questions you don't know
Remember – you are the expert	Presume they know everything
Exchange business cards	Be disappointed if you meet with staff instead of legislator
Follow up with the office	Be upset if they don't commit
Make an “elevator speech”	Spend too much time
Focus on 1 or 2 priorities; learn to read their cues	Try to talk about too many issues



Lobbying Update

- ▶ Empire Strategic Planning is the new lobbying firm for NYSCHP
- ▶ Key focus this year
 - ▶ Collaborating with other organizations (PSSNY, Chains, I I 99)
- ▶ Major updates from this session
 - ▶ Budget, Opioid tax
- ▶ Look-ahead for remainder of the legislative session
 - ▶ Key legislation, hearings
 - ▶ NYSCHP communication efforts
- ▶ Further support of pharmacy advocacy

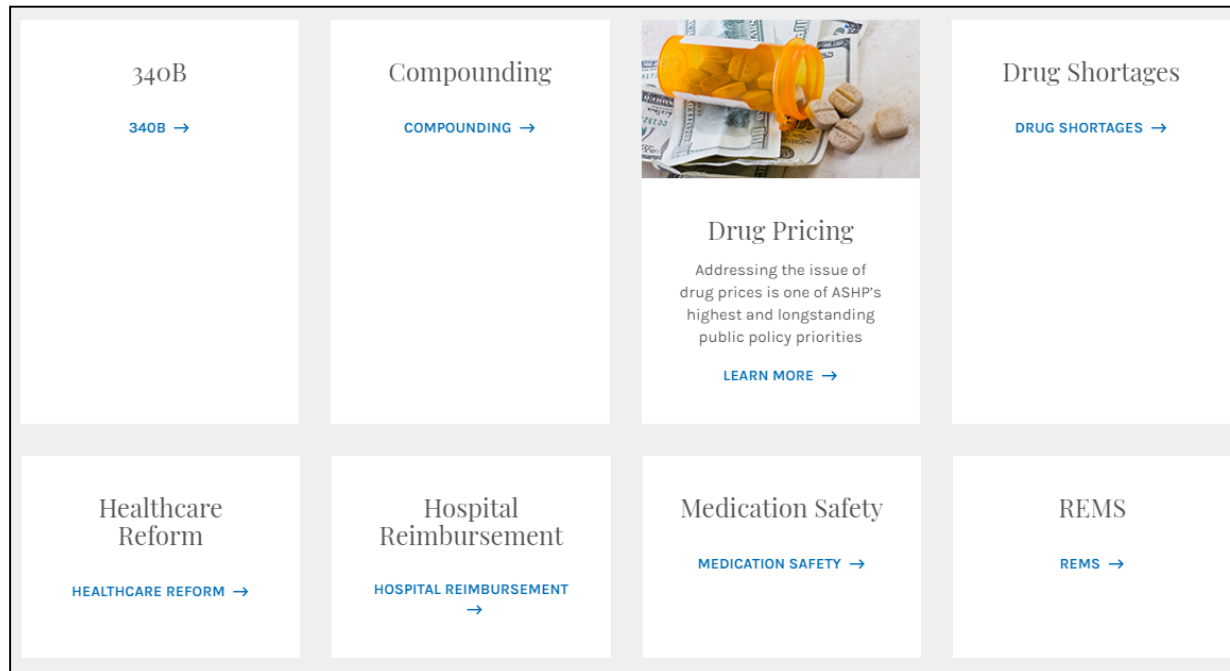




Pharmacy Advocacy

National Legislation

- ▶ NYSCHP is NYS affiliate of ASHP
- ▶ ASHP lobbies Congress on behalf of pharmacists for key national issues
 - ▶ Provider Status, 340B, Shortages, Drug Pricing



State Legislation

- ▶ Many organizations lobby for pharmacy or healthcare legislation
 - ▶ No comprehensive NY state pharmacist organization
- ▶ NYSCHP coordinates with others on amplifying our messaging and resources



What is Grassroots Advocacy?

- ▶ Using the people in a given area to drive legislative goals
- ▶ Encouraging mass participation in advocacy process
- ▶ Benefits:
 - ▶ Engages members and increases their awareness of key issues
 - ▶ Improves outreach by meeting legislators in local districts



The NYC Grassroots Advocacy Movement

- ▶ NYCSHP Grassroots Advocacy Committee formed in August 2017
- ▶ Objectives
 - ▶ Provide legislative updates
 - ▶ Increase advocacy efforts
 - ▶ Facilitate new participant engagement
 - ▶ Report metrics
 - ▶ Collaborate with other pharmacy organizations



Legislative Updates

- ▶ Provide legislative updates at all NYCSHP events
- ▶ Legislative pearls at dinner meetings
- ▶ NYCSHP newsletter articles
- ▶ Grassroot Advocacy dinners
 - ▶ **Summer 2017**: NY State Legislative Update
 - ▶ **Fall (Nov) 2017**: NYC Chapter Spotlight in NYSCHP Newsletter (highlighting Grassroots Advocacy)
 - ▶ **Winter 2017**: NY State Legislative and NYC Chapter Grassroots Advocacy Update and NYCSHP Grassroots Advocacy Committee Testimonials
 - ▶ **Spring 2018**: Touro Letter Writing Campaign and Grassroots Advocacy Update



Grassroots Advocacy Dinner Fall: NYSCHP Executive Director, Shaun Flynn



Grassroots Advocacy Dinner Spring: NYSCHP Lobbyist, Senator Nick Spano



Increase Advocacy Efforts

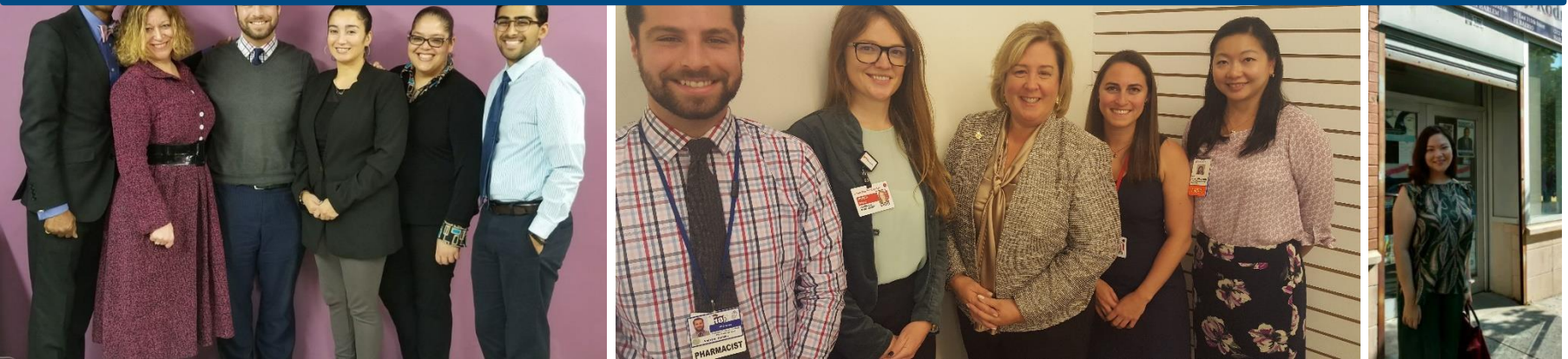
- ▶ **Passive involvement**
 - ▶ Listening to/reading legislative updates
- ▶ **Slightly more active involvement**
 - ▶ Letter writing campaigns
 - ▶ Submit policy ideas
 - ▶ Post on social media
 - ▶ Talk to your other healthcare colleagues about pharmacy advocacy issues
- ▶ **Active involvement**
 - ▶ Legislative visits
 - ▶ Follow up communication with legislators



Legislative Visits



23 Legislative Visits to Date



Facilitate New Participant Engagement

- ▶ Student, resident, and new practitioner members of Grassroots Advocacy Committee
- ▶ Present legislative pearls at NYCSHP events
- ▶ Participate in legislative visits, letter writing campaigns, attend grassroots advocacy dinners



Letter Writing Campaign with Touro Pharmacy Students



**LETTER WRITING
CAMPAIGN**



Join us in support of the pharmacy technician bill.
Write a letter to your legislators to support
registration and certification of pharmacy technicians
in New York State to improve patient safety.



FOOD WILL BE PROVIDED.

QUESTIONS?

VIRLENY GARCIA (VGARCIA5@STUDENT.TOURO.EDU)
TINNIE LIAO (TLIAO@STUDENT.TOURO.EDU)



Pharmacy Advocacy Night with SJU Pharmacy Students and PSSNY

APhA-ASP
AMERICAN PHARMACISTS ASSOCIATION
ACADEMY OF STUDENT PHARMACISTS

APhA

ashp
SSHP
Student Society of
Health-System
Pharmacy

PSSNY
Pharmacists Society of the State of New York, Inc.

NYSCHP
New York State Council of
Health-system Pharmacists

NEW YORK CITY SOCIETY OF HEALTH-CARE PHARMACEUTICALS

Pharmacy Advocacy Night

DINNER PROVIDED

Come learn how you to get involved in advocating for our profession and be prepared to make a difference at Lobby Day!

Featuring:

- Russel Gellis (PSSNY Chairman of the Board)
- John Emrick (PSSNY Lobbyist)
- Dr. Karen Berger (NYCSHP President)
- Dr. Andrew Kaplan (NYSCHP VP of Public Policy)

4.10.2018 // 7pm-9pm // DAC416A



Report Metrics

- ▶ Report small milestones rather than only passing of legislation
 - ▶ Number of grassroots legislative visits, new cosponsors added, letters written, members who participated in legislative visits
- ▶ Advertise metrics as a measure of success

NYC Chapter Grassroots Metrics

Number of visits:

9 in 2017; 14 in 2018 (mostly Assembly Members)

Number of new cosponsors:

6 cosponsors for tech registration; 1 sponsor for CDTM

Number letters written:

Student letter writing campaign (22 students); NYCSHP CE

Number of members who participated in visits:

13 in Fall; 27 in spring



Legislative Visits Initiated through Grassroots Advocacy Committee (Fall)

Legislator	NYCSHP Members	Position	
		Interested or Supports	Agree to Co-Sponsor
Assembly Member Robert Rodriguez	Joyce Wu, Andrew Kaplan		X
Assembly Member Robert Carroll	Tinnie Liao-Ng Yan, Andrew Kaplan	X	
Assembly Member Francisco Moya	Jennie Xu	X	
Assembly Member Shelley Mayer	Cyrille Cornelio, Andrew Kaplan	X	
Assembly Member Michael Miller	Matthew Li, Andrew Kaplan		X
Assembly Member Rebecca Seawright	Yi Guo, Jessica Snead, Andrew Kaplan, Karen Berger		X
Assembly Member Brian Curran	Jamie Chin, Andrew Kaplan		X
Assembly Member Edward Braunstein	Jimmy Seo, Joe Pinto	X	
Assembly Member Nily Rozic	George Rodriguez, Andrew Kaplan	X	



Collaborate with Other Organizations

- ▶ **Start at the student level**
 - ▶ Joint events (letter writing campaign, advocacy night)
- ▶ **Invite members of other organizations to your chapter/state events**
 - ▶ Joint talk at Annual Assembly 2017 (NYSCHP, PSSNY, I199)
- ▶ **Focus on what you agree on and compromise to make the first step**
 - ▶ Technician registration vs certification
 - ▶ CDTM vs CMM



Expanding the Grassroots Movement

- ▶ Identify key stakeholders/motivated leaders
- ▶ Get/keep people excited
 - ▶ Dinners
 - ▶ Emails
 - ▶ Give-aways
- ▶ Set attainable goals and report out at state level
 - ▶ Chapter President's meetings
 - ▶ NYSCHP Public Policy meetings
 - ▶ Annual Assembly presentation 😊
- ▶ Engage your members!
 - ▶ ...And then, follow up with them



Expanding the Grassroots Movement

2018-2019 Goals

- ▶ **Continue grassroots efforts at NYC chapter level**
 - ▶ Maintain consistent numbers of local legislative visits
- ▶ **Identify new NYSCHP chapters to create local grassroots advocacy committees**
- ▶ **Develop a NYSCHP Grassroots Advocacy Committee**
 - ▶ Disseminate legislative updates to committee members
 - ▶ Consolidate materials, FAQs, troubleshoot issues
 - ▶ Develop webinars on legislative topics to prepare members for legislative visits
- ▶ **Other ideas?**



Take Away Messages

- ▶ NY state legislative priorities include technician registration, immunization expansion, and CDTM
- ▶ Collaboration and compromise will be necessary to moving forward in the legislative process
- ▶ Grassroots advocacy engages members in the process and expands outreach to legislators and key stakeholders



Post-Assessment #1

True or False

Due to the complexities of the legislative process, lobbying and advocacy activities are generally reserved for those in higher leadership positions.

FALSE



Post-Assessment #2

- ▶ Which of the following groups would be helpful in a grassroots lobbying campaign for new pharmacy legislation?
 - A. Students
 - B. Technicians
 - C. Residents
 - D. Pharmacists
 - E. All of the above



Post-Assessment #3

- ▶ How would you explain the challenges in achieving registration of pharmacy technicians in NYS?
 - A. Everyone in NY dislikes pharmacy
 - B. NYSED states they do not have resources to register all the technicians
 - C. Assembly leadership pensive re: NYSED concerns
 - D. A and C
 - E. B and C



Representing New York State

NYSCHP Executive Director

NYSCHP Past Presidents

You

ME!

