



New York State Council of Health-system Pharmacists

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

April 1, 2020  
Albany, New York

Elizabeth Cobb, Pharm.D.  
Director of Industry Affairs

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.



**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**

2019-2020 Industry Affairs Committee Membership:

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

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Chung	Liz	
Connors	Jonathan	Kit Check
Culshaw	Darren	Merck- Research Scientific Director ID
DiFalco	Vincent	Sandoz Onc
Fetouh	Ahmed	Strong Memorial Hospital
Flynn	Shaun	NYSCHP
Galla	Ashley	Northwell
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	Montefiore
McDonough	Michael	Northwell (LISHP)
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
Schiller	Daryl	Montefiore/Nyack (incoming BOD)

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Schlag	Ronald	Janssen
Scott	Jackie	
Shlom	Liz	Acurity
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

**IV. Schedule for Meetings**

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

- August 22, 2019
- October 23, 2019
- November 18, 2019
- February 27, 2020

**V. Reported Goals for 2019-2020**

- Annual Assembly Prospectus ready for distribution October 2019- achieved
- Recruit at least 70 vendors for Annual Assembly- event cancelled but progress was on track
- Continued improvement in flow and structure for Exhibits and Networking sessions
- Increase IRC membership engagement- committee had active discussion throughout the year

**VI. Reported Committee Activities**

- ✓ **Meetings held YTD:** Four IRC meetings were held each from August 2019 through February 2020. Meetings are held on site and via teleconference for convenience of the participants.
- ✓ **Discussion Topics in Meetings held:**
  - Annual Assembly Networking sessions

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- Annual Assembly marketing/messages
- 2020 Exhibitor Prospectus Review
- New sponsorship opportunities: app, cocktail party
- Annual Assembly exhibitor list review from 2019
- Medical Science Liason programming survey deployment to support kickoff programming at Annual Assembly
- Updated DOP listing for all regions for the reverse expo
- Student essay topic selection
- Corporate Award candidates

**HOD Recommendations:**

None

**Review of Position Statements:**

None

With the cancellation of the Annual Assembly I will be doing future planning over the next few weeks to identify opportunities to make up for lost revenue from industry sponsorship.

Respectfully submitted,

***Elizabeth Cobb***

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