The Grass(roots) is always Greener: New York State Advocacy Workshop

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Disclosures

- Karen Berger: Nothing to disclose
- Andrew Kaplan: Nothing to disclose

Pharmacist and Technician Objectives

- Discuss elements of a successful grassroots advocacy strategy
- Identify resources to support grassroots advocacy efforts
- Review frequently asked questions and apply them to a mock legislative visit

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State vs Federal legislation



Federal Legislation

- NYSCHP is NYS affiliate of ASHP
- ASHP lobbies Congress on key national issues
 - Provider status, 340B, shortages, drug pricing



New York 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

| New York State | Council of Health-system | Pharmacists



NYSCHP

Pharmacists Society of the State of New York, Inc.









The NY State Grassroots Advocacy Movement



- NYSCHP Historical Advocacy Strategy
 - "Top-down" advocacy alone
 - Members engaged yearly for lobby day
 - Local engagement was passive, unsupported
 - No infrastructure for facilitating, following up on legislative visits
- NYCSHP Grassroots Advocacy Committee (Est: 8/2017)
- NY State Grassroots Advocacy Committee (Est: 8/2018)
 - Almost 130 visits since GAC creation
 - Database to track visits, disposition, follow up
 - All local chapters have formal GAC

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 healthcare colleagues about pharmacy advocacy issues
- Active involvement
 - Legislative visits (Local office, Lobby Day, Advocacy Week)
 - Follow up communication with legislators (personal phone calls, emails)



Getting Started

Review NYSCHP Resources www.nyschp.org/advocacy

NYSCHP Advocacy Resource Page

- Resources/Templates
 - How to find your legislator
 - Email template for scheduling visit with your legislator
 - Legislative script
 - How to see if your legislator has cosponsored a bill
 - CDTM and Immunization Fact Sheets
 - FAQ document on CDTM and Immunization
 - Advocacy Week Toolkit



First step – find your legislator!

New York State Elected Officials

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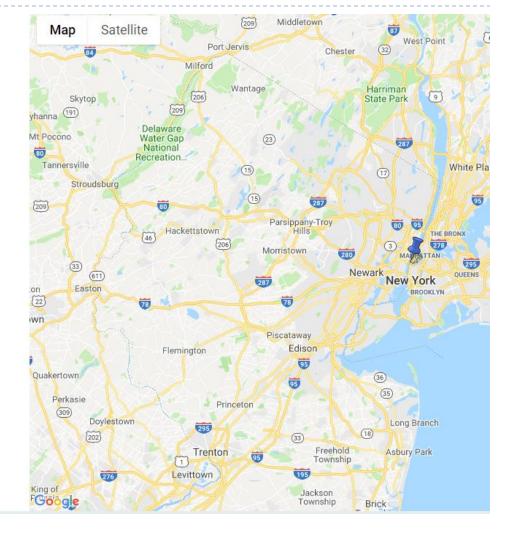
List of Elected Officials

2012 District Maps

District and Representative Information

Please enter your address below and click the "Go" button. Then select what district information you require. Your representative information will appear below, and the district will be outlined on the map. The "find me" link will automatically find your approximate location based on your internet service provider.





Sample Email to Legislator

Dear [office member]:

The New York State Council of Health-System Pharmacists (NYSCHP) represents pharmacists who serve as patient care providers in acute care and ambulatory settings. The organization's approximately 1,800 members include pharmacists, student pharmacists, and pharmacy technicians. NYSCHP has been at the forefront of efforts to improve medication use and enhance patient safety. In February, NYSCHP will be holding its inaugural Advocacy Week (Feb 8-12, 2021), during which we would like to meet with your office.

There was a bill passed in the setting of the COVID-19 pandemic that allowed pharmacists to administer a COVID vaccine once one is approved. While this is a step forward for the pharmacy profession and improves the access of vaccines to patients, the immunization bill we support would allow pharmacists to administer <u>all</u> CDC-recommended vaccines. New York State is behind most other states which have authorized pharmacists to administer all CDC-recommended vaccines. For example, New York State is the only state in which pharmacists are unable to administer either the Hepatitis A or Hepatitis B vaccines. Authorization of pharmacists to administer vaccines has consistently improved vaccine access and vaccination rates throughout the country and many New Yorkers remain vulnerable to vaccine-preventable diseases. Pharmacists are well-suited to help provide access to these vaccinations and improve public health.

The passing of this COVID vaccine legislation underscores the importance of the scope of immunization in New York State, especially during a pandemic where the public is appropriately concerned about their access to vaccines. There is a bill pending in the legislature that would address vaccine access and we would be interested in having a (virtual) meeting concerning this bill.

Furthermore, we would like to discuss Collaborative Drug Therapy Management (CDTM), which in New York State is limited and set to expire. It is critical for patients to have access to physician-pharmacist collaboration to ensure chronic disease states are managed and healthcare costs are contained.

We are available at the below dates/times during NYSCHP Advocacy Week. Please let us know if any of these times work for you and the Assemblymember/Senator.

[list at least 3 options for available dates/times during Feb 8-12, 2021]

Sincerely,

[your name]

NYSCHP CDTM and Immunization Fact Sheets

NYSCHP New York State Council of Health-system Pharmacists

Member Login 🔒

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Collaborative Drug Therapy Management (CDTM)

Collaborative Drug Therapy Management (CDTM) allows qualified pharmacists to engage in a formal collaborative practice arrangement with a physician, so long as the pharmacist is practicing in facilities regulated by article twenty-eight of the public health law, including any diagnostic center, treatment center, or hospital-based outpatient departments (including outpatient clinics). This protocol-based arrangement, after being given consent by the patient, allows the pharmacist to adjust or manage a drug regimen for a specific disease or disease state.

CDTM has been successfully used throughout New York to improve patient care outcomes, improve medication adherence and decrease health care costs. The authority to engage in CDTM is set to sunset by July, 2022. Please inform your legislators of the importance of CDTM! Having to combat unnecessary sunset every two years is potentially stopping the robust development of these needed services. See fact sheet below.

Consent

With the rise of telehealth, the requirement that patients provide consent *in writing* has been challenging for some. The NYS Department of Health and Department of Education released guidance stating this consent may be made with the use of an electronic signature. Click <u>HERE</u> to review.

Collaborative Drug Therapy Management (CDTM)

2021 CDTM Fact Sheet

2021 CDTM/Infindinization FAQ's/Answers NYSCHP CDTM Sample Letter 2021

Quick Links



Upcoming Events



Wed Feb 3 2021

Active Advocacy Involvement

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Legislative Visits

Mock Visit: Know Your Audience

- Who are you meeting with?
 - Legislator vs legislative aide/legal counsel
 - Democrat (majority) vs Republican (minority)
 - Member of relevant committee (ie; Higher Education)
 - Junior vs senior member

Background on topic

- First vs follow visit
- Is legislator well versed in health care/pharmacy policy vs does not know difference between pharmacist/technician
- Is legislator already a cosponsor vs has not cosponsored?
- Have they voted for a different version of this bill in the past?

Legislative Visit – 4 Components

1. Introductions

- Your name, organization, position
- 2. Brief introduction of bill
 - 1-2 sentence summary
 - Other things you can consider mentioning
 - Changes from previous versions
 - What this will accomplish (who benefits, who opposes)
 - Historical road blocks
 - Support from other organizations (including non-pharmacy groups)
- 3. Assess legislator's disposition
 - Interested in learning more vs supports vs will cosponsor
- Answer questions (or write down follow ups for questions you don't know the answer to)

Be Prepared for Frequently Asked Questions

- Historical context
- Opposition by other organizations
- Relevant state agencies and committees (ie; SED)
- Why haven't you tried X or Y approach?
- What does PSSNY/1199, etc say?
- Does the Chair of X, Y Committee support?
- Comparison to other states (X # of states have already passed this)

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
Use references NYSCHP prepares	Feel like you need to know everything, especially about the legislative process
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	Try to talk about too many issues

Virtual Legislative Visits

- COVID-19 pandemic restricted in person activities
- Virtual visits maintain advocacy
- General guidance:
 - Reach out to office in typical way
 - Lead person coordinate technology
 - Test platform prior to visit
 - Identify who to speak on each topic
 - Solicit questions from legislator
 - Ask for screenshot (instead of photo)



NYSCHP Advocacy Week Bills

- Collaborative Drug Therapy Management (CDTM)
- Immunization

Collaborative Drug Therapy Management (CDTM) in NY State

 CDTM: Partnership between MD and RPh to manage disease state(s)

NYSCHP optimization desires

- Eliminate sunset (now July 2022)
- Improve burdensome consent requirement
- Remove practice setting restriction
- Governor's Budget
- Current vehicle of support: A1036 (Seawright)
 - No Senate sponsor (as of yet)
 - Include NP as providers; make law permanent
- Comprehensive Medication Management (CMM)
 - Advanced credentials not required
 - New, parallel system

https://nyassembly.gov/leg/?bn=A03048&term=2019

Mock Visit – CDTM

Introductions

 My name is Andrew Kaplan, I am Associate Director of Pharmacy at Mount Sinai West. I am here representing NYSCHP

Brief introduction of bill

- CDTM allows pharmacists to enter into formal agreement with physicians to manage patients' chronic disease states, whereby the pharmacists can adjust the patient's medications based on an agreed-upon protocol
- 48/50 states allow this authority. NY is the only state where CDTM itself has an expiration date. This bill would remove the sunset from the law
- Benefit: Patients would benefit from expanded access to healthcare services. CDTM has been shown to improve health outcomes
- Historical road blocks: Lack of consensus among pharmacy and nonpharmacy organizations
- Assess legislator's disposition: Are you willing to cosponsor this bill?

Mock Visit: CDTM

Scenario 1

Meeting with

- Assembly Member
- Junior member of Higher
 Education

Background on topic

- Know about CDTM
- Cosponsor of CMM, not CDTM

Scenario 2

Meeting with

- Legislative aide
- Not a member of a relevant committee

Background on topic

- First visit, has not met with pharmacists in the past
- Not a cosponsor

Legislative Visit Steps:

1. Introductions, 2. Brief introduction of bill, 3. Assess legislator's disposition, 4. Answer/write down questions

Immunization – NYS

Can administer:

- Adult: seasonal influenza, pneumococcal, meningitis, shingles, tetanus, diphtheria or pertussis, COVID-19
- Pediatrics: influenza (2 years and above)

Cannot administer:

- Hepatitis A, Hepatitis B, Measles/Mumps/Rubella (MMR), Human Papilloma Virus (HPV), Varicella (Chickenpox)
- How does this compare nationally?
- NYS bill: A1221 (Paulin)/S2024 (May)
 - Allows pharmacists to administer all CDC-recommended vaccines, eliminates county rule, eliminates sunset

Mock Visit – Immunization

Introductions

My name is Karen Berger, I am a clinical pharmacist at NewYork-Presbyterian Hospital and I am here on behalf of the New York State Council of Health-system Pharmacists

Brief introduction of bill

- Pharmacists are currently allowed to provide the following vaccines in NYS: influenza (adults/peds), pneumococcal, meningitis, shingles, tetanus, diphtheria or pertussis, COVID-19
- Hep A, Hep B, MMR, HPV, Varicella are not allowed by pharmacists in NY
- This bill would allow pharmacists in NYS to administer all vaccines recommended by the CDC (currently allowed in 46/50 states)
- Benefit: This would improve patients' access to vaccines and decrease preventable illnesses

Historical road blocks

- Vaccines are currently a hot topic (anti-vax sentiment among some members of the public)
- > Certain medical providers prefer vaccinations occur in PCP's office for continuity of care
- Support from other organizations: All pharmacy organizations support
- Assess legislator's disposition: Are you willing to cosponsor this bill?

Mock Visit: Immunization

Scenario 1

- Meeting with
 - Legislative aide
- Background on topic
 - Cosponsor of intern immunization bill, but not this bill
 - Has met with several interest groups with various opinions on vaccination and who should administer

Scenario 2

Meeting with

 Legal counsel; Assembly Member walks in halfway through the meeting

Background on topic

- Not familiar with pharmacists providing vaccines
- Not a cosponsor

Legislative Visit Steps:

1. Introductions, 2. Brief introduction of bill, 3. Assess legislator's disposition, 4. Answer/write down questions

Mock Visit: Immunization

- Who are you Meeting with?
 - Legal counsel and Assembly Member walks in halfway through meeting
- Background on topic
 - Not a cosponsor
 - Not familiar with pharmacists providing vaccines

The "Ask" from Your Representative

- 1. Support our 2 bills via sponsor/cosponsorship
 - Immunization bill A1221 (Paulin)/S2024 (May)
 - Allows pharmacists to administer all CDC-recommended vaccines, eliminates county rule, eliminates sunset
 - CDTM bill A1036 (Seawright)/No Senate sponsor (yet)
 - Includes NP as providers; makes law permanent
- 2. Support the language in the Governor's budget
 - Includes language about CDTM and Immunization expansion
 - ▶ Shameless plug: learn more at 2/5 CE ☺

Frequently Asked Questions

www.nyschp.org/advocacy

Frequently Asked Questions

Collaborative Drug Therapy Management (CDTM) and Immunization Expansion

CDTM Expansion

What is CDTM?

CDTM allows credentialed pharmacists who meet specific criteria to enter into a collaborative practice agreement with physicians. CDTM originated in the 1970s, as pharmacists were involved in direct patient care in rural areas, mostly within the Indian Health Services and Veteran's Affairs Hospitals and Clinics. Washington and California were the first states to allow CDTM in the private sector.

CDTM in New York State started out as a demonstration project in teaching hospitals in 2011 and the legislature put a two year sunset (or expiration) into the law. After showing improved clinical outcomes and patient satisfaction, CDTM has been extended and expanded (now to all hospitals/health-systems). However, the expiration remains in place and there are significant restrictions compared to other states.

CDTM – what credentials are required?

> Years of experience; amount based on terminal degree

- MS/Pharm.D.: <u>>2</u> years licensure, <u>>1</u> year clinical experience
- ▶ BS Pharm: **>3** years licensure, **>1** year clinical experience

AND at least one of the following:

- Completion of accredited pharmacy residency program
- Certification from a board approved by the Department of Education, such as the Board of Pharmaceutical Specialties (e.g.; Board Certified Pharmacotherapy Specialist, BCPS)

What's the difference between CDTM and CMM?

CDTM is the current law in New York State

- Allows pharmacists to enter into collaborative practice agreements with physicians to manage patients' chronic disease states
- Providers voluntarily join the agreement and establish a protocol and scope with the pharmacist

CMM is a new proposal

- Different and reduced education requirement for pharmacist-physician collaboration
- Implementing CMM on top of CDTM may cause confusion by introducing two different credentialing structures for similar collaboration agreements.
- NYSCHP would prefer to expand on the framework of the existing law, rather than create a new parallel system.

CDTM: Why is there no Senate sponsor?

- Our previous senate sponsor lost re-election
- We are currently in the process of identifying a new sponsor
- A lot of other priorities (marijuana, COVID) have consumed the legislature

Immunization: What is the proposed expansion?

- Expand the scope of vaccines that pharmacists are allowed to administer to include "all CDC recommended vaccines"; would add:
 - Hepatitis A
 - Hepatitis B
 - Measles Mumps Rubella (MMR)
 - Varicella
 - Human Papillomavirus (HPV)
 - Any additional vaccines that would be added to the recommended vaccine list in the future

Immunization: Is there any opposition to the bill?

- MSSNY has released a memorandum of opposition
- They opposed the ability for pharmacists to administer the influenza and pneumococcal vaccines

Immunization: Does this bill mandate vaccinations in any way?

- It is important to understand that this immunization expansion legislation does **not** mandate vaccinations
- It only expands access to vaccinations for patients who want them
- Some Assembly members and State Senators may be hesitant to support any legislation regarding vaccinations since the topic is very divisive

Frequently Asked Questions

www.nyschp.org/advocacy

State Advocacy Resources:

NYSCHP predominately focuses on only a few pieces of legislation; please review each page for the applicable information for those policies:

- Collaborative Drug Therapy Management (CDTM)
- <u>Pharmacy Technician Legislation</u>
- Immunization

Scheduling a visit with a legislator's office. For a sample email, click HERE.

Going to your first visit with a legislator? See a sample script HERE.

You may hear some frequently asked questions by the legislator. Click HERE for answers.

Interested in learning how a bill becomes a law in New York? Click HERE.

How do I tell if my assembly member or state senator supports legislation we prefer? Click HERE

NYSCHP Advocacy Week 2021:

We will be hosting the inaugural NYSCHP Advocacy Week February 8-12, 2021. This event is unique from Lobby Day as it focuses on scheduling local legislative visits over a one week period of time, rather than a single day that requires travel to Albany. In addition to legislative visits, we are planning educational webinars, workshops, and other fun activities during the week. We encourage all NYSCHP members (students, technicians, residents, pharmacists, managers, directors, etc) to get involved! Please check out our advocacy resources and reach out to Andrew Kaplan or Karen Berger with any questions or suggestions.

Advocacy Week Mini Toolkit

Steps for Advocacy Week

Reach out to your chapter/school liaison for instructions

Reach out to Your Chapter Liaison

Chapter	Name	Email	
Rochester	Chris Noel	cnoel@sjfc.edu	
Northeastern	See-won Seo	See-won.Seo@acphs.edu	
NYC	Lilia Davenport	liliadavenport@gmail.com	
Long Island	Susan Lee	skang@northwell.edu	
Southern Tier	Amanda Mogul	amogul@binghamton.edu	
Central	Peter Aiello	Peter.Aiello4@gmail.com	
Royals	Samantha Paone	samanthapaone@gmail.com	
	Tony Gerber	anthonygerber92@gmail.com	
Westchester	Christine Kopec	ckopec08@gmail.com	
Mostorn	Mike Milazzo	sammichael.milazzo@hotmail.com	
Western	Kelsey Gregoire	kviolanti@yahoo.com	

Reach out to Your School Liaison

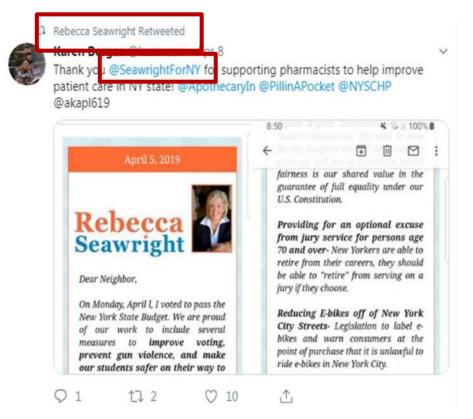
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School	Name	Email	Liaison Type
Albany	Kate Kennelly	Kate.Kennelly@acphs.edu	Student
Albany	See-won Seo	See-won.Seo@acphs.edu	Faculty
	Brian Kam	bkam1@binghamton.edu	Student
Binghamton	Su Phyu	sphyu1@binghamton.edu	Student
	Amanda Mogul	amogul@binghamton.edu	Faculty
Buffalo	Nicole Cieri-Hutcherson	necieri@buffalo.edu	Faculty
Dullalu	Paige Moreno	paigemor@buffalo.edu	Student
D'Youville	Tim Hutcherson	hutchert@dyc.edu	Faculty
LIU	Maria Sorbera-Longo	Maria.Sorbera@liu.edu	Faculty
	Susan Kasparov	susan.kasparov@my.liu.edu	Student
ULS	Judy Beizer	beizerj@stjohns.edu	Faculty
	Alisha Kuriakose	alisha.kuriakose16@stjohns.edu	Student
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	Amanda Phoenix	Amanda.phoenix@touro.edu	Faculty
T	Madrona Boutros	mboutros3@student.touro.edu	Student
Touro	Rebecca Kavanagh	Rebecca.Kavanagh6@touro.edu	Faculty
	Willy Tang	wwang6@student.touro.edu	Student

Steps for Advocacy Week

- Reach out to your chapter/school liaison for instructions
- Look up your legislators and let your liaison know
 - They will check if other members share same legislator
 - If so, reach out to them to coordinate attending their visit, if already scheduled
 - If no, reach out using our draft email template to schedule a visit (ASAP)
- Tell your liaison once you have scheduled visit; they will update tracking document
- Recruit others to join!
- Take pictures/screenshots of your visit

Take Pictures/Screenshots for Social Media



NYSCHP New York State Council of Health council of

NYSCHP @NYSCHP · 1d Chair of NYC Grassroots Advocacy Committee Jamie Chin met with Assembly member @judygriffinny thanking her for co-sponsoring the Assembly #Pharmacy Technician bill. We are following up with the Legislature and Governor to make sure this bill gets signed soon!



NYSCHP Advocacy Week 2021



Take Away Messages

- NYSCHP first ever Advocacy Week happening next week!!
- 2021 legislative priorities include CDTM and immunization expansion
- Before a visit, review frequently asked questions and attend a prep session to prepare for a successful legislative visit
- NY state lags behind other states in scope of practice legislation – we need YOU to advocate!

Post-Assessment Question 1

- Which of the following is not a recommended action during a legislative visit on behalf of NYSCHP?
 - A. Introduce yourself
 - B. Provide brief background on the legislation
 - c. Assess the legislator's disposition
 - D. Answer any questions
 - E. Discuss other bills of interest in pharmacy (naloxone, CMM, opioid tax)

Post-Assessment Question 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 Question 3

- Which of the following would not require you to adapt your "elevator speech" during your legislative visit?
 - A. First time visit with legislator
 - B. Meeting with aide vs legislator
 - c. Legislator unfamiliar with pharmacists
 - D. Legislator unfamiliar with CDTM
 - E. All of the above

The Grass(roots) is always Greener: New York State Advocacy Workshop

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