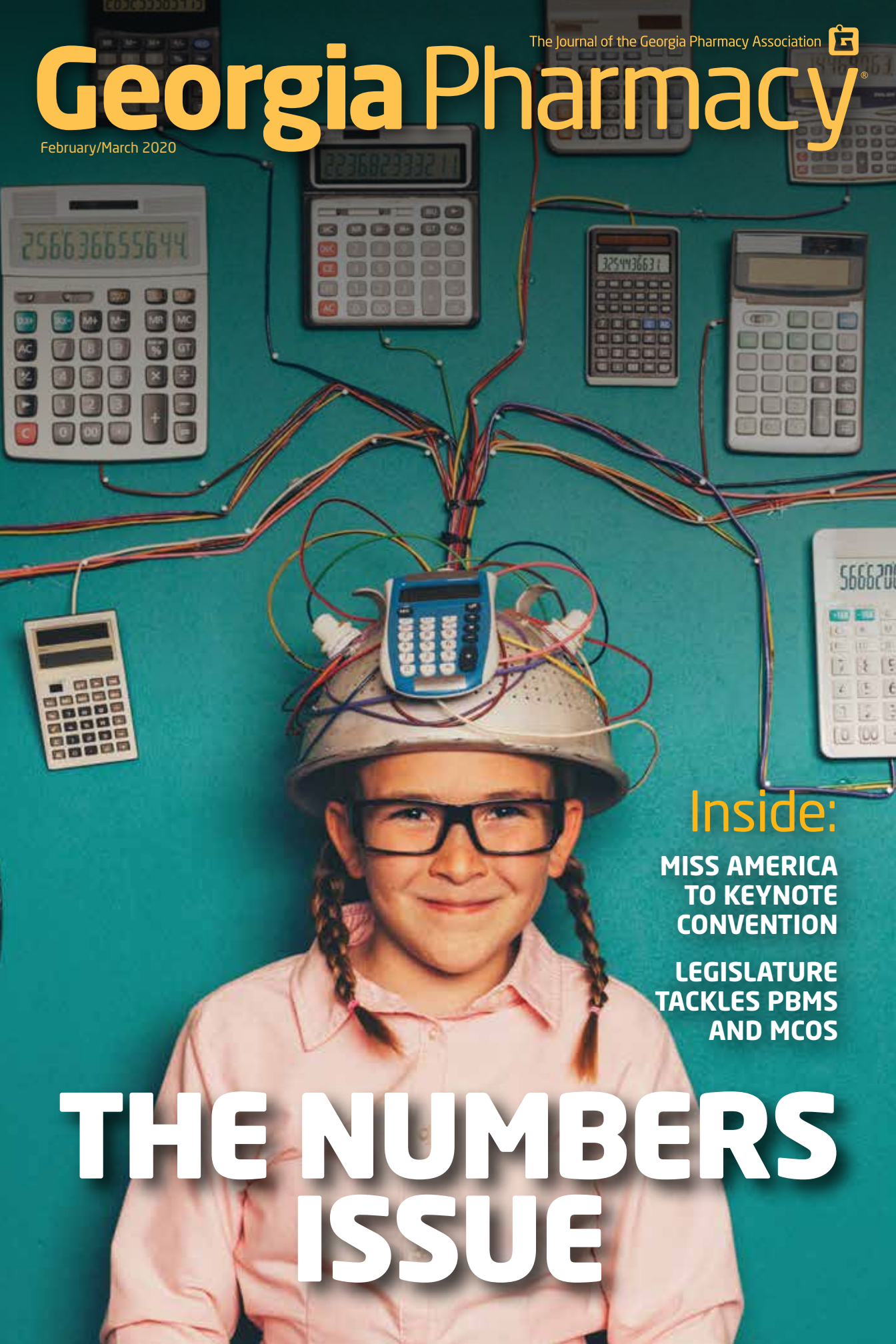


# Georgia Pharmacy

February/March 2020



**Inside:**

**MISS AMERICA  
TO KEYNOTE  
CONVENTION**

**LEGISLATURE  
TACKLES PBMS  
AND MCOS**

# THE NUMBERS ISSUE

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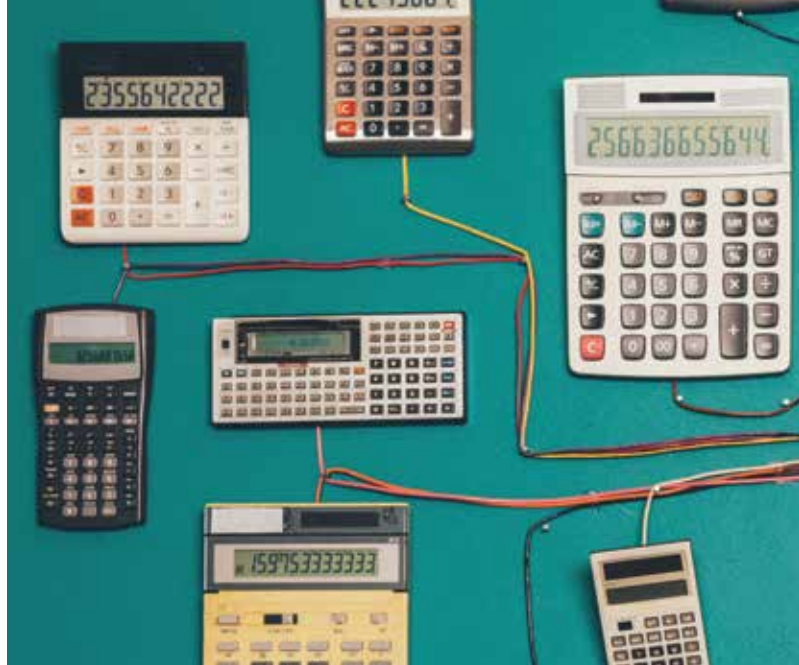
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# contents

## 12 THE NUMBERS ISSUE

Each year we collect the most interesting statistics, facts, and data points we can find, then offer them up in graphic form. If a picture is worth 1,000 words, there's plenty of reading inside.



**2  
prescript**  
CEO Bob Coleman asks whether you're a "Pharmacist or politician?" while President Chris Thumond looks both back and forward in his "New Year's Resolution" — setting the stage for a big 2020.

**4  
calendar**  
The GPhA events, programs, classes and more coming up — mark your calendars.

**6  
news**  
What GPhA's been up to lately: a major legislative update and the annual call for nominations to the board of directors.

**7  
socially speaking**  
A sampling of what's been happening on GPhA's social media channels. See anyone you know?

**8  
shout outs**  
GPhAers in the news, congrats to be had, plus the latest entries into the 100% Club and President's Circle, and — new! — Opioid Safety Champions!

**10  
student update**  
News and updates from Georgia's pharmacy schools



**17  
PharmPAC**  
Investors in the future of pharmacy in Georgia

**19  
contact us**  
Who does what at GPhA — and how to reach us

**20  
the back page**  
The quirkier side of pharmacy and healthcare news

## Georgia Pharmacy

The Journal of the Georgia Pharmacy Association

**Georgia Pharmacy magazine is the official publication of the Georgia Pharmacy Association.**

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From the CEO

# Pharmacist or politician?



BOB COLEMAN

We've all heard the often-used expression, "Be at the table, or be on the menu!" It may be a bit overused, but it's very much true in pharmacy today. In fact, I'm sure some pharmacists are beginning to feel more like politicians these days. While you

may have attended a Day at the Dome or lobbied as part of a Pharmacist Advocacy Team, I'm pretty sure that politics wasn't a major topic you studied during your days in pharmacy school. Perhaps it should have been.

I don't think anyone would argue that pharmacy is one of the most regulated industries in the U.S. In fact, it is so regulated, it's not hard to find regulations that are in conflict with one another, change drastically from state to state, or are even a bit antiquated. Try to explain that to a non-pharmacist politician who probably has two dozen other top priorities to understand and vote on!

My point is simple: Get involved. Advocacy is and will continue to be our primary reason for being. Rest assured we're advocating for you each and every day. But *you* need to be involved as well. Consider running for public office at the state or national level. We only have two pharmacists in this year's state assembly and only one in Washington. (See President Thurmund's excellent column for suggestions for supporting the fight.)

Being involved also means being involved with GPhA. If you've never served on a committee or a board, please give it careful consideration. I've been in association management more than 25 years, and I can promise you the 80/20 rule applies across the board: 20% of the membership does the work while 80% watches from the sidelines. Get off the sidelines and get in the game. If you don't know how or need some help connecting, drop me an e-mail or phone call. And to all those who have served the association in the past, my sincere and heartfelt thanks!

I'm excited about what may come out of this year's assembly. I can promise what we're planning

is like no other year. And if you haven't heard, the Supreme Court of the United States will be hearing an appeal of the 8th Circuit Court's ruling on the ERISA question, i.e., should ERISA preempt states from regulating PBMs. A favorable ruling will change the ballgame dramatically, so there is reason for great optimism in 2020.

## Welcome to Wellstar pharmacists and pharmacy technicians

2020 also started out with big news on the GPhA membership front. More than 200 pharmacy techs and 300 pharmacists joined GPhA through WellStar's corporate membership. We couldn't be more excited to welcome these additions to the Academy of Clinical and Health-System Pharmacists and the Academy of Pharmacy Technicians. Please be sure to extend a warm welcome at Region Presidents' Meetings and at the convention this year!

## This year's convention

If you haven't already heard (where have you been?), this year's featured keynote speaker will be Miss America, Camille Schrier! She takes the stage during Friday's general session, so be sure not to miss it. Don't forget, we're going to be in Asheville, North Carolina, this year from June 18-21! GPhA has fewer room nights blocked out than usual, so if you want to take advantage of our room-block special pricing, don't wait until the last minute to book your rooms.

## The numbers issue

Lastly, welcome to the 2020 numbers issue. Members tell us it's one of their favorite editions, so we hope you enjoy this year's. [G](#)

*Bob Coleman is chief executive officer of the Georgia Pharmacy Association.*

From the President

# New Year's Resolution



CHRIS THURMOND

The idea of New Year's Resolutions is not a novel concept. The Babylonians are credited with initiating the practice more than 4,000 years ago, although their "new year" probably began in mid-March when planting began. The more

modern concept and tradition began with Roman Emperor Julius Caesar when he implemented the Julian Calendar to begin on the first of January in 45 B.C.

January was named for Janus, the Roman god of beginnings and endings who inhabited gates and doorways and was usually depicted as having two faces: one looking to the past and one looking toward the future. Sacrifices were common for past mistakes and promises were made for future good behavior. Thus, the tradition continues, minus the bloody sacrifices ... we hope.

For many in the pharmacy world, 2019 was a rough year. Pharmacist layoffs, a declining job market, CMS's elimination of the mention of DIR fees in its final rule, decreased job satisfaction and the continued downward pressure from pharmacy benefits managers left many companies and individual pharmacists feeling tired and weary, almost like we had been offered as the annual sacrifice to Janus.

But there were also some great successes in 2019, especially here in the great State of Georgia. HB 233 and HB 323 were passed and signed into law by Governor Kemp, taking effect January 1, 2020. And pharmacy issues continue to enjoy the ear of many high-ranking politicians that have appreciated our strong, clear message of patient care and doing the right thing for the citizens of Georgia. We have the benefit of being on the right side of justice with our fight against the PBMs, and our reputation has flourished at the Georgia Capitol. At the same

time, GPhA is seeing a growth in membership, as many state associations struggle with declining numbers, and, of course, I took over the GPhA presidency back in June. So, looking back, it was not all bad.

Looking into 2020, we have many a battle to prepare for. The 2020 Georgia legislative session began on January 13, and we are going to need all of you to continue the fight for our amazing profession. GPhA is there to fight for and with us, but ultimately *it is individual pharmacists and pharmacy technician members who have the most impact*. You are the constituents, you are the voter and you are the ones that truly have the ear of your representatives and senators. Do not sit back and be silent! Do not allow others to speak for you! Stand up and be heard!

With advocacy being one of the pillars of GPhA, I can promise you that GPhA will be actively engaged in legislative affairs. Keep your eyes and ears open as we will surely be sending out multiple "calls to arms". These may come as e-mails, letters, or phone calls, but do not let them fall on deaf ears. The 2020 legislative session is set to be a major battlefield and we will need all pharmacists and members to fight with us.

Be prepared to increase your donation to PharmPAC (**and if you don't currently donate to PharmPAC, shame on you**), make e-mail and phone requests to your elected officials, and talk to your patients, colleagues, and neighbors. You as the voter have the most sway at the capitol. GPhA has and will continue to fight for our profession and the citizens of Georgia, but ultimately GPhA is you! Remember, together we are better. Together we are stronger. [G](#)

*Chris Thurmond is GPhA's 2019–2020 president and owner of Village Drug Shop of Athens. Write to him at [vildrug@bellsouth.net](mailto:vildrug@bellsouth.net).*

# CALENDAR

## FEBRUARY

**February 2:** Certificate program: APhA's The Pharmacist & Patient-Centered Diabetes Care (GPhA.org/diabetes)

**February 4:** Day at the Dome: PCOM and UGA students (GPhA.org/dayatthedome)

**February 11:** CPEasy Live: Healthy Patients=Healthy Business, Part 2: Diet & Exercise for Diabetes (GPhA.org/healthypatients)

**February 27:** Day at the Dome: Mercer and South students (GPhA.org/dayatthedome)

**February 29:** Practical Skills Refresher Course (GPhA.org/practicalskills)

## MARCH

**March 15:** Certificate program: NACDS's Community Pharmacy-based Point-of-Care Testing (see below)

**March 20-23:** APhA Annual Meeting & Exposition; National Harbor, Md.

**March 24:** CPEasy Live: Healthy Patients=Healthy Business, Part 3: Optimizing Diabetes Control (GPhA.org/healthypatients)

**March 29:** Certificate program: APhA's Pharmacy-Based Immunization Delivery (GPhA.org/immunization)



## APRIL-MAY

**April 19:** AIP Spring Meeting

**May 2:** Academy of Pharmacy Technicians' Tech U (see below)

**May 30:** Practical Skills Refresher Course (GPhA.org/practicalskills)

## JUNE

**June 18-21:** 2020 Georgia Pharmacy Convention; Asheville, N.C.



## LEARN POINT-OF-CARE TESTING WITH GPHA AND NACDS

### March 15

Patients who use point-of-care "at home" tests need you. Don't send them home without a helping hand. Learn how you can help them take control of their health with these tests ... and how to best advise them when they show you the results.

The 20-hour certificate program (ACPE-accredited, of course) includes comprehensive material regarding key disease states, physical assessment, point-of-care tests, collaborative practice models, and even business models. It's 16 hours of home study, four hours live. (Note: Techs can earn the certificate, but not the CE.)

Check out the NACDS "Community Pharmacy-based Point-of-Care Testing Certificate Program" at [GPhA.org/pointofcare](http://GPhA.org/pointofcare).

### The details:

Sunday, March 15, 2020  
8:30 a.m. - 12:30 p.m.  
GPhA Headquarters  
6065 Barfield Rd., Sandy Springs

## TECHU

### May 2

It's the number one event for Georgia's pharmacy technicians in 2020!

Starting at GPhA's headquarters in Sandy Springs with networking, seminars, and CE courses, the inaugural event for Georgia pharmacy techs will then head over to TopGolf in Alpharetta for an afternoon of fun and socializing.

**Registration is open!** Get more information and sign up today at [GPhA.org/techu](http://GPhA.org/techu)!



# THE 2020 GEORGIA PHARMACY CONVENTION

June 18-21 • Omni Grove Park Inn, Asheville, N.C.



The Georgia Pharmacy Convention is the biggest gathering of Georgia's pharmacy professionals all year.

Hundreds of pharmacists, pharmacy owners, technicians, and students from across Georgia will come to Asheville to grow, play, and connect. Be sure to check out all the courses and events — and the ways to have fun.

## General sessions and education

The anchors of the 2020 Georgia Pharmacy Convention are our three general sessions, flanked by hours and hours of CPE. You can easily acquire 15 hours of CPE, choosing from the more than 48 hours we're offering. These are topics you want and need — we know because we asked.

From cholesterol control to cannabis oil, business planning to leadership training, opioid safety to vaccine protocols — get updated on the latest trends, treatments, and laws. And more. Lots more.

All in one place, all up to date. You won't get that anywhere else.



## MISS AMERICA

**Don't miss Friday  
keynoter Camille  
Schrier — Miss  
America 2020  
... a student  
pharmacist  
at Virginia  
Commonwealth  
University!**

## Things to see and do for the whole family

At the resort

- Restaurants, lounges, cafés, and the famous Elaine's Dueling Piano Bar
- Want something a bit out of the box? Find your own food with the "No Taste Like Home" Wild Food Foraging Tour
- 18 holes of golf, including a full pro shop and instruction
- An indoor tennis center with clinics for adults and kids
- On-the-grounds subterranean spa (voted one of the "Top Resort Spas in the U.S." by Condé Nast Traveler), plus pools, a sports complex, and walking trails

## Right nearby

- The Biltmore Estate
- Little Switzerland ("The flag is a big plus")
- Art, music, and microbreweries\*
- Golf and tennis
- Galleries, shopping, arcades, and a whole town to explore

\* Some not so 'micro'

## Legislative update: House prepares to tackle PBMs, MCOs

Although the 2020 legislative session has only just opened, there's already some major news.

In a rare pre-session hearing, leaders of the Georgia House of Representatives heard from pharmacists, physicians, and patients about how PBMs are flaunting Georgia law, hurting patient care, and driving smaller pharmacies out of business.

On January 7, a week before the opening of the 2020 legislative session, the Georgia House convened a Joint Special Committee on Access to Health Care and Insurance. It heard testimony from pharmacists, physicians, and their patients how the PBMs and Medicaid managed care organizations "rig the system" and end up hurting patient care.

GPhA members Nikki Bryant (owner of Adams Family Pharmacy in Preston) and Jennifer Shannon (owner of Lily's Pharmacy in Johns Creek) were among those who testified.

"They don't care about patients nor do they care about improving their disease states," Shannon said about PBMs. "This local pharmacist does."

Bryant lashed out at Medicaid MCOs: "Government contracts in this state that my taxpayer dollars are going to," she said, "are working to put me out of business."



Nikki Bryant



Jennifer Shannon

### WHAT COMES NEXT

Immediately after the hearing, the House GOP — led by Georgia Representative David Knight — announced its intention to introduce legislation that Knight said would tackle those issues head on and "Reverse Corporate Takeover of Georgia Healthcare."

This new legislation, Knight said, will "bring true transparency to the prescription drug market; while at the same time closing loopholes in existing laws that MCOs, PBMs, and even state-contracted PBMs use to continue to engage in practices that harm patients."

Notably, the soon-to-be introduced bill will look to carve out prescription drug benefits from Medicaid managed care. In other words, it would pay Medicaid managed care organizations separately for prescription-drug benefits, allowing the state to better monitor and regulate the spending. (Knight pointed out that West Virginia implemented such a plan "and an actuarial study showed that the carve out saved over \$50 million dollars while at the same time paying community pharmacies fairly.")

The bill would also increase state oversight of both PBMs and the Medicaid managed-care organizations that contract and subcontract with the state.

Obviously it's too soon to know the full details, but GPhA will have a close eye on what happens and will be keeping you informed.

## NOMINATE SOMEONE FOR THE 2020-21 GPhA BOARD OF DIRECTORS

The GPhA Board of Directors sets the goals of the association — what services to offer, what policies to support, how best to spend the association's resources, and more.

**You can be a part of that.** You can be one of the 11 members of the board. (Yes, there are requirements and responsibilities; you can read them at [GPhA.org/2020board](https://www.gpha.org/2020board). There you will also find a link to the actual application form.)

We encourage applications from all pharmacy practice settings. If you have questions before you apply, feel free to contact Governance Manager Diane Coleman at [dcoleman@gpha.org](mailto:dcoleman@gpha.org).

Applications are being accepted for the following seats:

- One (1) representing the Academy of Clinical and Health System Pharmacists (three-year term);
- One (1) at-large member elected by the GPhA membership (three-year term).

*The deadline for applications is 11:59 p.m. EST on March 13, 2020.*

As the bylaws require, an online election will commence on May 29, 2020 and will close at midnight following the first general session of the 2020 Georgia Pharmacy Convention, which is June 18, 2020.

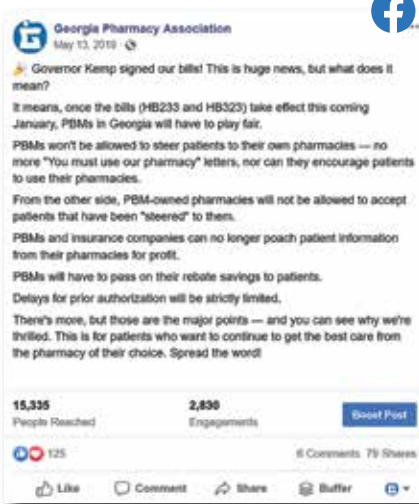
GPhA will announce election results on June 19, 2020, at the convention's second general session. New directors will be installed at the 2020 General Membership Meeting on June 20, 2020.



# SOCIALLY SPEAKING

## THE HOTTEST POST OF 2019

May 13: "Governor Kemp signed our bills!"



## AEP Networking

Hannah Head, Michael Birdsong, and Marsha Kapiloff were all smiles!



## "December is all about giving"

Mallory and other from UGA student pharmacists provided health screenings for the community.



## JANUARY PRACTICAL SKILLS WORKSHOP



## The RxReel: The 12 Days of Christmas

Savannah Cunningham and Alex Reaves posted a video from their trip to the Georgia Pharmacy Convention site in Asheville.



## NOTABLE MEDICAL NEWS

Hopefully the movie was worth it: A single piece of popcorn stuck in a British man's teeth eventually led to his needing open-heart surgery when mouth bacteria got into his bloodstream and caused endocarditis.

## LIKE, FRIEND, AND FOLLOW GPHA

Facebook, Instagram, LinkedIn, and Twitter — you'll find GPhA being social. Make sure to follow us to see your friends and colleagues, plus the most interesting news tidbits from the pharmacy world.

**Pick your network: We're always @gphabuzz!**

## SHOUT-OUTS

### SHOUT-OUT TO A.J.

Grats and a virtual high-five to WellStar's assistant VP of operations, A.J. Brooks of Vinings, who was named one of Cobb Life's "20 Under 40."

In his role at WellStar, Brooks supports more than 130 surgeons and medical providers and 400 team members, spread over 70 practices from Cumming to LaGrange. It is his experience that being part of the patient care delivery process is exceptionally rewarding, especially when surrounded by a staff that makes it a joy to get up every morning.

Outside WellStar, Brooks is chair of the Cobb Chamber of Commerce's Cobb Young Professionals group, and co-chair of the Young Professional Committee of the Center for Family Resources.



### GREG KIRK PASSES

Georgia State Senator Greg Kirk passed away on December 22, about six months after announcing he had cancer.

While the Senate remembers him as "A man of outstanding character, and one who was a champion for doing what is right, made him one of our most fervent leaders and also one of our most gracious," we at GPhA will think of him as a good man and one of pharmacists' biggest supporters.

Our thoughts are with his family, including his wife Rosalyn, his seven children, and his 10 grandchildren.



### APHA RECOGNIZES TWO OF OUR OWN

Two GPhA volunteer members were featured in the the December issue of Pharmacy Today.

Josh Kinsey (clinical assistant professor at Mercer's College of Pharmacy) was the focus of the "Pharmacists in Action" column, while Jennifer Shannon (owner of Lily's Pharmacy in Johns Creek) was noted for her being named one of 10 people honored by Virginia Commonwealth University's as a "10 Under 10" — for "distinctive achievements made by alumni who earned their first VCU degree within the past 10 years."

Congrats to both of you!



Jennifer Shannon



Josh Kinsey

### NICE JOB, WELLSTAR

WellStar was named one of the top-50 "Best Workplaces for Diversity" by workplace culture tracker Great Place to Work. It's one of only three Georgia companies to make the list\*, and the only one in healthcare. (In fact, it also made the list of Best Workplaces in Health Care & Biopharma.)

\* Delta and the Alston & Bird law firm were the others

# WELCOME OUR NEW MEMBERS

## PHARMACISTS

*Academy of Clinical and Health-System Pharmacists*

**Suzzane Collins**, Alpharetta

**Gwenneth Davis**, Atlanta

**Snehal Doshi**, Alpharetta

**Lana Faraj**, Lawrenceville

**Anthony D Gary**,

McDonough

**Uxden Ihimekpen**,

McDonough

**Deidrea Parker**, Augusta

**Valerie Price**, Roswell

**Susan Rounds**, Atlanta

**Karim Sbaa**, New Orleans

*Academy of*

*Employee Pharmacists*

**Wollansa Boschulte**,

Stone Mountain

**Jeffrey Callaway**, Savannah

**Soren Cordero**, Grayson

**Laura Franklin**, Summerville

**Emily Glass**, Bremen

**Gayle Hill**, Whitesburg

**Monifa Jalo**, Smyrna

**Laure Kassis**, Atlanta

**Megan Krueger**,

Thomasville

**Kimberly Neville**, Atlanta

**Thomas Nguyen**, Athens

**Amit Patel**, Cumming

**Lauren Pullen**, Leslie

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**Blessing Udeh**,

Powder Springs

**Dee Vallee**, Johns Creek

**Erin Winter**, Atlanta

**Sade Wise**, Fayetteville

*Academy of Independent*

*Pharmacy*

**Carson Brooks**, Abbeville

**Danica Robertson**, Sugar Hill

*No academy*

**Angela DeVore**, Valdosta

**Sherri Didas**, Decatur

**Kurt Howe**, Marietta

**LeRoy Strickland**, Bremen

**Casey Tarpley**, Newnan

**Aster Tekle**, Lawrenceville

## TECHNICIANS

**James Atkins**, Cordele

**Heather Gore**, Montrose

**Kelli Jackson**, Pineview

**Janifer Lord**, Dudley

**Amy Manders**, Cordele

**Jolie McDaniel**, Cordele

**Heather Royals**, Valdosta

**Marvin Sikes**, Valdosta

**Lauren Swain**, Rochelle



This is the newest member of GPhA's 100% Club — Georgia pharmacies where 100 percent of employees are GPhA members. Find out more at [GPhA.org/100percent](https://www.gpha.org/100percent).

**Jonathan Sinyard**  
Adams Drug Store,  
Cordele



These are the newest members of GPhA's President's Circle — people who recruit their fellow pharmacists, technicians, academics, and others to become part of the association. Recruit a member and join!

### GOLD LEVEL

**Jimmy England**, Valdosta

### SILVER LEVEL

**Jim Bartling**, Dunwoody

**Breanna Spiers**, McRae

**Jonathan Sinyard**, Cordele

## OPIOID SAFETY CHAMPIONS



The Georgia Pharmacy Foundation is proud to announce the first group of Foundations of Opioid Safety Champions!

These are pharmacists who have completed opioid-related education, adopted and used the Georgia standing order for naloxone, and demonstrated patient-centered, opioid best practices at their pharmacies.

**Ben Elliott**, Barnes Drug Store, Valdosta

**Ira Katz**, Little 5 Points Pharmacy, Atlanta

**Olivia Steltenpohl**, Barnes Drug Store,  
Valdosta

**Dean Stone**, IHS Pharmacy & Gifts, Metter

Find out more at  
[GPhA.org/champion](https://www.gpha.org/champion)!

### Student Leadership Board expands

Six new student pharmacists have joined GPhA's Student Leadership Board, where they'll help plan activities with their fellow students from all four pharmacy schools in the state, and help everyone improve their education — and future practices.

#### MERCER UNIVERSITY COLLEGE OF PHARMACY

**Joseph Brown, class of 2023**

"We live in Georgia and this is our pharmacy association. The national levels have a large impact on us and our patients, but the state level organizations directly impact us and only us. GPhA is what I believe the best

way to have a direct impact on Georgia patients."

#### PCOM SCHOOL OF PHARMACY

**Krishna Patel, class of 2023**

"The profession of pharmacy is constantly changing and I've always been very intrigued by the different niches in this career field. My goal is to be able to advocate for pharmacy and be involved in the changes that are soon to come through GPhA!"

#### SOUTH UNIVERSITY SCHOOL OF PHARMACY

**Amanda Bass, class of 2021**

"I'm thrilled to have been given

the opportunity to represent South University by serving as a member on the GPhA Student Leadership Board. I realize how important it is to advocate for not only our profession but for our patients as well. Being a member of the GPhA Student Leadership Board will give me the opportunity to become more involved at a local level and to give back to my community, all while encouraging more student involvement to better the future of pharmacy."

**Dylan Daniels, class of 2022**

"An organization like GPhA that offers opportunities to network with local leaders that are national pioneers in the field of pharmacy is a unique prospect for current students. The efforts to integrate a wide variety of multidisciplinary niches that exist in pharmacy is a necessary mission to seek if pharmacists hope to continue playing a significant role in all facets of patient care in the future."

**Genell Singleton, class of 2022**

"I want to establish connections within the pharmacy community and gain all the knowledge needed to be able to give the best patient care. GPhA will allow me to gain the necessary skills to become an effective leader."

#### UNIVERSITY OF GEORGIA COLLEGE OF PHARMACY

**Kristin DiSalle, class of 2023**

"I am interested in being involved with GPhA because I want to help bridge the gap between pharmacists, technicians, and patients across the state. I think that it is important to communicate and work together to provide the best healthcare to the residents in Georgia."

### Melvin M. Goldstein ATTORNEY AT LAW

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- Former Assistant Attorney General for the State of Georgia
- Former counsel for professional licensing boards including the Georgia Board of Pharmacy and the Georgia Drugs and Narcotics Agency
- Former Administrative Law Judge for the Office of State Administrative Hearings

Telephone: 770/425-4277

Fax: 770/426-9584

E-mail: goldatty@bellsouth.net

[www.melvingoldstein.com](http://www.melvingoldstein.com)

## Thank You!

The Georgia Pharmacy Foundation thanks you for your incredible support in 2019. Your donations make a difference in the lives of patients, pharmacists, and student pharmacists across Georgia. Thank you all!

### 2019 GEORGIA PHARMACY FOUNDATION DONORS

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Jim Bartling  
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Karla Wall  
Bonnie Warren  
Flynn Warren  
Mitch Weitman  
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half a percent to the foundation (that's 50¢ for every \$100 you spend).

It's that simple: All you have to do is buy what you were going

to buy anyway! Just use Amazon Smile! It's an automatic way to support the Foundation, and Amazon pays for it. For every dollar you spend, Amazon will donate

Still looking for the catch? There ain't one! Check out [GPhA.org/smile](http://GPhA.org/smile) to see how to sign up!

### AND THANK YOU TO THE FOUNDATION 2019-20 BOARD OF DIRECTORS

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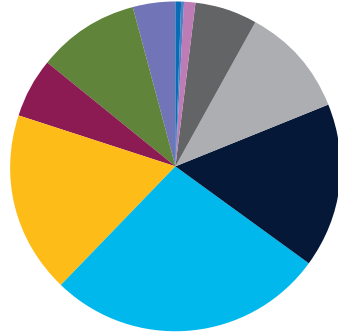
# BY THE NUMBERS

All year long we find statistics, comparisons, ratings, and other facts and figures that catch our eye. Once a year we like to combine some of the most interesting into what you're holding: our annual numbers issue.

We obviously take a look at the association itself to see how it's growing (and how membership breaks out). And we know members like a picture of the economics of their professions and practices.

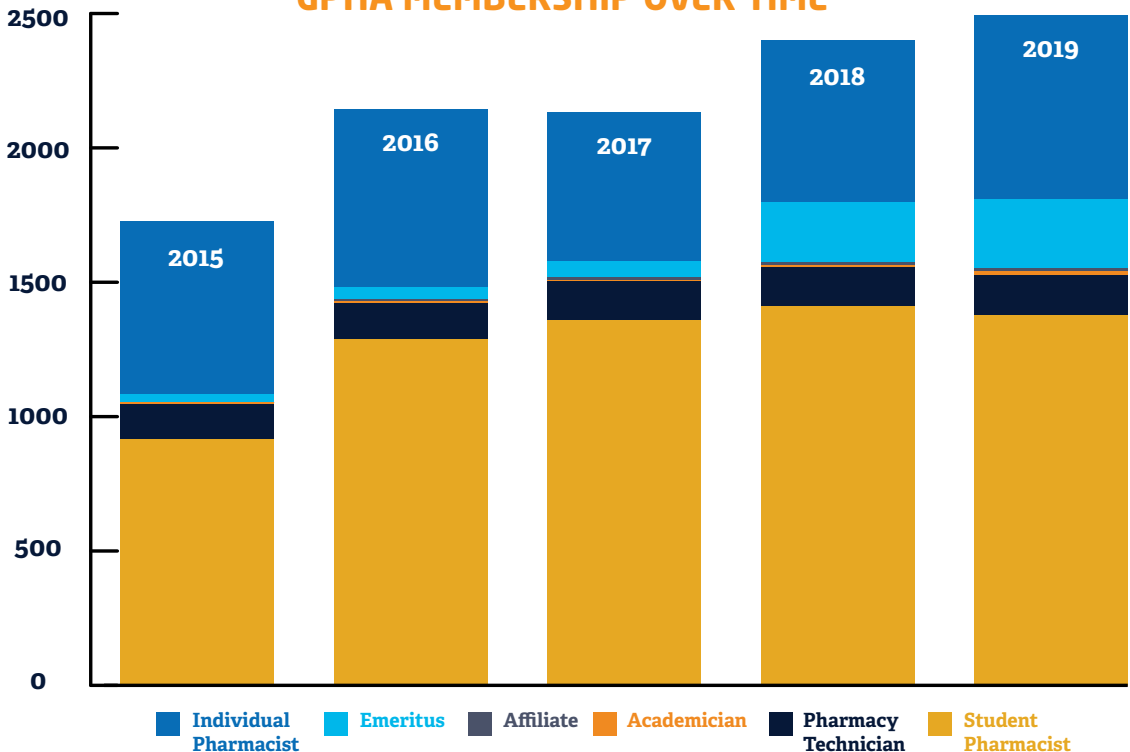
Then we have the broader views: Drug pricing continues to be a national talking point (even if there's not a lot being done yet), and of course there are plenty of simply interesting stats that give a bit of perspective on the issues, or maybe just a bit of water-cooler talk. Enjoy!  
—Andrew Kantor

## CURRENT GPHA MEMBERS



- Affiliate: 14
- Academic (non-RPh): 8
- Academic (RPh): 20
- Retired: 134
- Technicians: 233
- Owner/Co-owner: 341
- Student: 581
- Chain Employee: 379
- Independent Employee: 126
- Hospital/Health System: 213
- Other: 86

## GPHA MEMBERSHIP OVER TIME



# PHARMACIST AND TECHNICIAN: THE JOB

Pharmacists in the U.S. earn an average of

**\$115,979**  
per year\*

In Georgia it's **\$106,524**

Pharmacy technicians in the U.S. earn an average of \$16.04 per hour\* In Georgia it's

**\$13.54.**

For certified pharmacy technicians it's **\$15.77** in Georgia.

## SPECIALIZE!



Pharmacists who specialize in dietetics can earn an average of **69.2% more.**



Pharmacists who specialize in geriatrics can earn an average of **47.7% more.**

## GET CERTIFIED!

Having a BLS (basic life support) certification from the American Heart Association can mean an average **41.2% higher salary.**



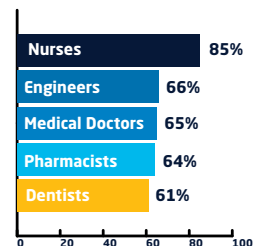
## OPPORTUNITY KNOCKS

Pharmacy technician positions have increased **91% from 2018 to 2019.**



## TRUST ME

Who do people trust, according to Gallup?



## WHAT'S IN A TITLE?

In Georgia, pharmacist salary can depend on the position.

- Director of Pharmacy: **\$139,981**
- Clinical Pharmacist: **\$113,979**
- Pharmacy Manager: **\$120,302**
- Staff Pharmacist: **\$103,519**

## JOB QUALITY

Georgia ranks #20 out of the 50 states for 'where it's good to be a pharmacist.'

### Weak spot:

*"Total burglaries and armed robberies of pharmacies"*

### Strong spot:

*Cost of living.*

# DOWN, DOWN, DOWN

## DOWN: Georgia, in overall U.S. health rankings

The state was ranked #40 in overall health in 2019, down one spot from the year before.



### The Bad

- Infant and children's immunizations— #50
- Uninsured people: #48
- Low Birthweight — #47
- Chlamydia — #45
- Dentists (number per 100,000 population) #46
- Mental Health Providers #46



### The Good

- Adolescent vaccinations (except HPV) — #9
- Pertussis cases — #9
- Excessive drinking — #12
- Drug deaths — #13
- Violent crime — #24



Source: United Health Foundation's "America's Health Rankings Annual Report"

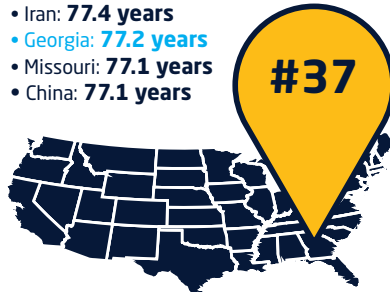
## DOWN: U.S. life expectancy (for the 3rd year in a row)

The biggest culprits:



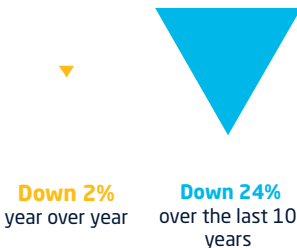
## WHERE DOES GEORGIA FALL FOR LIFE EXPECTANCY?

- New Mexico: 77.7 years
- Iran: 77.4 years
- Georgia: 77.2 years
- Missouri: 77.1 years
- China: 77.1 years

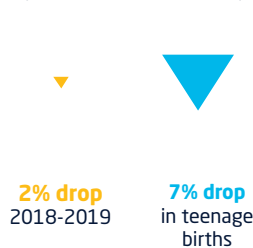


Sources: CDC and OECD data, Simply Insurance

## DOWN: Abortions in the U.S.



## DOWN: Births in the U.S. (for the 4th year in a row)



## DOWN: Average body temperature

1851:  
98.6°F  
(37°C)

2018:  
97.9°F  
(36.6°C)



And dropping approximately 0.05°F per birth decade.



# ALL ABOUT THE BENJAMINS

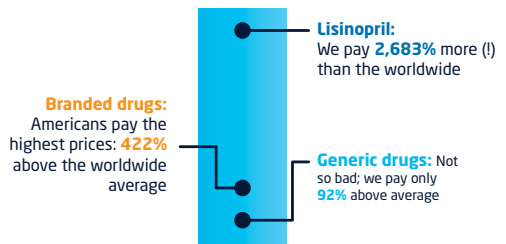
## SAME OLD SONG

13 common medications. 50 countries.



**Americans pay the highest prices in the world overall for drugs (branded and generic): 307% above the worldwide median.** (Germans, the next highest, pay about 126% above median.)

## BRANDED AND GENERIC DRUGS – [deviation from median price] :



Source: Medbelle's 2019 Medicine Price Index

## IT'S EXPENSIVE TO SMOKE IN GEORGIA

**\$124,236** in extra medical care Only North Carolinians spend more to light up.

**\$1.2 million:** total cost over a lifetime for a Georgia smoker Including...

**\$87,304** out of pocket just for cigarettes and cigars



Source: WalletHub



## CUTTING BACK TO PAY

Americans of all age groups with heart trouble report having difficulty affording their medication –

**more than one in eight skipped or reduced what they were prescribed because of the cost, including...**

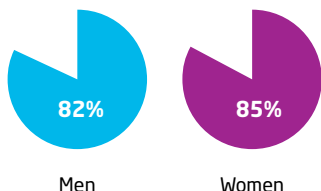


- 8.6%** skipped doses because of cost
- 8.8%** took lower doses than prescribed
- 10.5%** intentionally delayed refilling meds
- 25.7%** asked their physicians for a lower cost medication
- 4%** turned to "alternative" therapies

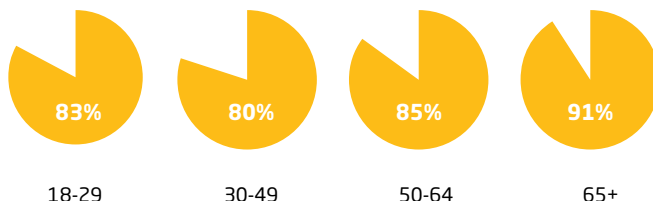
# VACCINATIONS

Percent who know that vaccinating children is important.

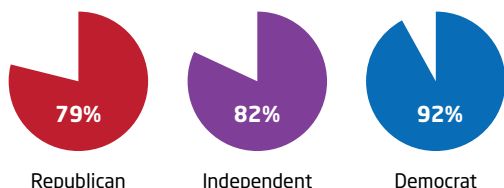
## SEX



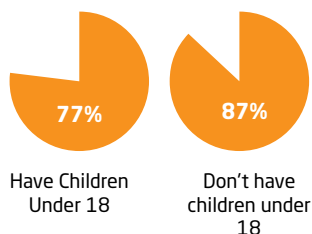
## AGE



## POLITICAL PARTY



## CHILDREN OR NO



Source: Gallup

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# INVESTING IN PHARMPAC IS INVESTING IN YOUR PRACTICE.

## 2020 PHARMPAC INVESTORS

The following pharmacists, pharmacy technicians, students, and others have joined GPhA's PharmPAC for the 2019 calendar year.

The contribution levels are based on investment through January 15, 2020.

### Diamond Investors (\$4,800 or \$400/month)



**RALPH BALCHIN**  
Fayetteville



**CHARLES BARNES**  
Valdosta



**MAC McCORD**  
Atlanta



**SCOTT MEEKS**  
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**FRED SHARPE**  
Albany

### Titanium Investors (\$2,400 or \$200/month)

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MICHAEL FARMER  
DAVID GRAVES  
TED HUNT  
LON LEWIS  
JACKSON LINDSEY  
BRANDALL LOVVORN  
ROBERT MOODY  
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STEVEN PURVIS

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TOMMY BRYAN  
WILLIAM CAGLE  
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GEORGE CHAPMAN  
KEITH CHAPMAN  
DALE COKER  
W. CONLEY  
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AL DIXON  
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TERESA SMITH  
CARL STANLEY  
DENNIS STRICKLAND  
CHRISTOPHER THURMOND  
DANNY TOTH  
ALEX TUCKER  
THOMAS WHITWORTH

### Gold Investors (\$600 or \$50/month)

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JAMES BARTLING  
NICHOLAS BLAND  
LANCE BOLES  
JEFFERY BRAY  
WILLIAM BREWSTER  
BRUCE BROADRICK  
LIZA CHAPMAN

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KERRY GRIFFIN  
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David Graves, Macon,  
PharmPAC chairman

# 2020 PHARMPAC INVESTORS

**HELP US REACH OUR GOAL FOR 2020!**

Visit [GPhA.org/PharmPAC](http://GPhA.org/PharmPAC) to find out more.



\*As of January 15, 2020

## Silver Investors (\$300 or \$25/month)

Nelson Anglin  
Michael Azzolin  
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Nikki Bryant  
James Carpenter  
David Clements Sr.  
Michael Crooks  
Ed Dozier  
Greg Drake

Marshall Frost  
Hannah Head  
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Ashley London  
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Cynthia Piela  
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Victor Serafy

Terry Shaw  
Thomas Sherrer  
Renee Smith  
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David Stanley  
Austin Tull

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Bryce Carter

Matthew Crist  
Michelle Cruson  
Douglas Hall  
James Harkleroad  
Joe Holt  
Phillip James  
Brenton Lake

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Joshua Kinsey  
Carla Woodall

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David Graves, Macon,  
PharmPAC chairman

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#### Immediate Past President

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gsmith@gpha.org

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compliance resources  
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#### Pharmacy Technician Certification Board

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**Georgia Pharmacy**  
ASSOCIATION

## Ask Doctor Google

When it comes to health, here are the top Google searches in 2019:

1. How to lower blood pressure
2. What is keto?
3. How to get rid of hiccups
4. How long does the flu last?
5. What causes hiccups?
6. What causes kidney stones?
7. What is HPV?
8. How to lower cholesterol
9. How many calories should I eat a day?
10. How long does alcohol stay in your system?



## How's your sax life?

It seems that playing in a brass band could be good for your health. The reasons: learning breath control and having more social interaction.

## That dihydrogen monoxide is dangerous stuff

A poll of Europeans found that...

- 30 percent of them are afraid of chemicals
- 39 percent of them want to "live in a world where chemical substances don't exist."
- 40 percent of them 'do everything they can to avoid chemicals in their daily lives'

(Before you start feeling too high and mighty, consider that 25 percent of Americans think the sun revolves around the Earth.)



## Can't say we blame them

The Ohio State Medical Board has received a petition to make 'being a Bengals or Browns fan' an eligible condition to receive medical marijuana. A final vote is expected this summer.



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# AIP MEMBERS GET IT

## They get help

- ✓ Help working with Medicare and Medicaid
- ✓ Help with audit relief
- ✓ Help with MAC appeals
- ✓ Help buying and selling a pharmacy

## They get benefits

- ✓ Audit relief (AIP efforts saved members more than \$320,000)
- ✓ Services specifically for compounding pharmacies
- ✓ Free business consultations with pharmacy experts
- ✓ Access to the comprehensive AIP Pharmacy Manual, which offers extensive material about buying, selling, and managing a pharmacy — including information about regulatory issues and agencies

## They get connections

- ✓ Connections to other independent pharmacies throughout the state
- ✓ Partnerships with OTC and nutritional supplement companies
- ✓ A chance to learn and network at AIP's fall and spring statewide meetings
- ✓ Access to telehealth and chronic care management resources through CriticalKey

**With AIP, independent never means alone.**

No other state association in the country has an organization like the Georgia Pharmacy Association's Academy of Independent Pharmacy. We are proud to represent our members and our profession!

