



Alliance for
Pharmacy
Compounding

Formerly IACP

APC STRATEGIC ENDS 2021

LEGEND:

- **Black: Board approved END**
- **Green: CEO interpretation to ensure clarity**
- **Red: Performance measures. END will be considered by the board to have been achieved when measures are met.**

1.0 APC exists so that members enjoy an environment necessary for success as pharmacy compounding professionals.

(with results optimizing return on available resources)

MEASURES:

- A. Year-over-year increase in Net Promoter Score
- B. Net annual growth in active membership that achieves at least 1500 by year-end 2021.
- C. Maintain annual member retention of at least 85%.

PRIORITY RESULTS (not reflecting any order of priority)

- 1.1 **(ACCESS)** Timely, affordable, valued, quality-assured customized medication is available to and accessible by patients.

MEASURES:

- A. Based on a benchmark annual consumer survey, year-to-year growth in # of consumers who take compounded medications indicating their compounded medications are reasonably accessible, valued, and affordable.
- B. Year-to-year increase in formal APC input on policy proposals (federal and state legislation or regulation) that limit or fail to take into account patient access to compounded medications.
- C. By mid-2021, release an APC-supported report on barriers to compounded medication access, which will serve as baseline for building an access coalition.

- 1.1.1 Federal and state legislation and regulation and industry standards are promulgated with patient safety *and* access in mind.

- 1.1.2 The supply chain and regulatory framework for compounded medications is configured so that the immediate and ongoing needs of physicians and patients for compounded medications are met.

- 1.2 **(ADVOCACY)** Public policy, legislation and regulation (state and federal) supports the needs of pharmacy compounding professionals and patients who use compounded medications.

- Public policy = decisions made by legislators and regulatory agencies.
- Support the needs of = the sector is regulated in a manner that protects our members' ability to do business safely and ethically.
- Regulation is appropriate and necessary for both public interest and the brand/reputation of pharmacy compounders.
- Complying with regulation is not so high a hurdle that small business owners are unable to meet the requirements.

MEASURES:

- A. Year-to-year growth in the % of membership rating APC's advocacy work as the most valuable benefit of APC membership.
- B. Year-to-year growth in examples of sister associations and other interested parties seeking APC's input and collaboration on pharmacy compounding policy issues.
- C. Year-to-year growth in the average number of members who respond to APC calls to action.
- D. Year-to-year growth in the number of consumers/patients who respond to APC calls to action.
- E. Year-to-year growth in the number of members attending APC's Compounders on Capitol Hill.
- F. Year-to-year growth in number of members investing in OneFund and COMP-PAC.

- 1.2.1 APC is seen as the leading organization representing the advocacy interests of pharmacy compounders and is viewed as an essential organization to engage on compounding issues.
- 1.2.2 Policymakers, legislators and regulators seek out APC's and its members' perspective prior to enacting pharmacy compounding related public policies, legislation or regulations.
- 1.2.3 Members and stakeholders are aware of relevant pending and enacted legislation and regulations and of APC's legislative and regulatory positions and how those impact their compounding practice.
- 1.2.4 The public is aware of the positive value pharmacy compounding professionals provide to the health-care system
- 1.2.5 APC generates, collects, distills and leverages data and research related to the work of its members to advance its advocacy agenda.

1.3 **(KNOWLEDGE)** Members have the knowledge and resources to excel in the pharmacy compounding profession.

MEASURES:

- A. Survey indicates that at least 75% of members responding to survey "agree" or "strongly agree" that "APC is a significant source of information and resources that help my compounding practice excel."
- B. Tracking, as available, indicates year-to-year growth in members accessing information from APC.
- C. In survey, at least 50% of members indicate that they have, in the past year, utilized APC-provided information in or on behalf of their pharmacy practice.
- D. Year-to-year growth in member attendance at EduCon.
- E. Year-to-year growth in member registrations for APC webinars and Town Hall Meetings.
- F. Year-to-year growth in the average open rate of the *Compounding Connections* newsletter.

- 1.3.1 Knowledge and resources provided by APC – including industry data, best practices, regulatory compliance and state-of-the-art patient care – encourage compounding excellence.
- 1.3.2 Members are recognized and valued for their knowledge and expertise.
- 1.3.3 Members (and non-members) see APC as a primary resource for sharing of knowledge and resources related to pharmacy compounding excellence.

1.4 **(ETHICS)** Members adhere to the highest standards of ethical practice.

MEASURES:

- A. Survey indicates year-to-year growth in number of consumers indicating that they have high confidence in compounders who subscribe to the APC Code of Ethics.

- B. In survey, year-to-year increase in members who say APC's Code of Ethics and focus on professionalism is a significant reason they belong.

1.4.1 Members subscribe to and honor the APC Code of Ethics and demonstrate compliance with it.

1.4.2 The public recognizes and values APC members for their professional ethics.

1.5 **(PROFESSIONAL COMMUNITY)** Members engage in a robust, multi-disciplinary community of compounding pharmacy professionals.

MEASURES:

- A. In survey, year-to-year increase in members responding to survey who say APC is a go-to source of ideas and information for compounding professionals.
- B. Year-to-year increases in member engagement as measured by meeting attendance, email open rates, calls and inquiries, OneFund and PAC support and member retention.
- C. In survey, at least 75% of members "agree" or "strongly agree" that APC offers sufficient opportunities for networking within their professional community.

1.5.1 Members actively engage in exchange of ideas among pharmacy compounding professionals.

1.5.2 APC engages the entire scope of pharmacy compounding as members – including pharmacists, technicians, owners, educators, students, researchers, supply chain professionals, prescribers and patients.