

The Maine Pharmacy Association

Business Meeting
Fall Conference & Trade
Show 2010



Agenda

- MPA Executive Board Introductions
- Treasurer's Report
- Membership Report
- Board of Pharmacy Report
- Legislative/ DHS Update
- Constitution & Bylaws Voting
- Other Business
- Adjourn

MPA Executive Board

- Christopher Gauthier, Board Coordinator
- Larry Lamie, President
- Robert Morrissette, Vice President
- Lisa Martin, Treasurer
- Laurie Roscoe
- Eric Jarvi
- Candace Danforth, Technician Member
- John Murray, Maine MPHP Coordinator
- Ahmed Abdelmageed, Husson University
- Kenneth McCall & Curt Cyr, University of New England
- Bob Nutting, Legislative Liaison
- 2 Student seats (one each from Husson & UNE)

Treasurer's Report



Balance Sheet

	<u>Aug 31, 10</u>
ASSETS	
Current Assets	
Checking/Savings	
CD	4,157.65
PayPal	10,871.96
TD Banknorth	<u>20,226.43</u>
Total Checking/Savings	35,256.04
Other Current Assets	
Investments at Cost	
TD Banknorth Investments	<u>35,969.52</u>
Total Investments at Cost	35,969.52
Investments at Market	
TD Banknorth	<u>3,192.34</u>
Total Investments at Market	<u>3,192.34</u>
Total Other Current Assets	<u>39,161.86</u>
Total Current Assets	<u>74,417.90</u>
TOTAL ASSETS	<u>74,417.90</u>
LIABILITIES & EQUITY	
Equity	
Unrealized Gains and Losses	-954.13
Unrestricted Net Assets	57,790.56
Net Income	<u>17,581.47</u>
Total Equity	<u>74,417.90</u>
TOTAL LIABILITIES & EQUITY	<u>74,417.90</u>

Profit & Loss Statement

	<u>Sep '09 - Aug 10</u>	<u>Sep '08 - Aug 09</u>
Ordinary Income/Expense		
Income		
Advertising	750.00	0.00
Convention Income		
Fall		
Banquet	5,524.71	3,451.50
Exhibitor	6,100.00	1,500.00
Golf	3,344.00	2,627.00
Lunch	1,115.00	110.00
Raffle	0.00	1,000.00
Registration	14,818.99	8,408.00
Sponsorship	2,600.00	3,600.00
Total Fall	<u>33,502.70</u>	<u>20,696.50</u>
Spring		
Banquet	2,289.98	2,362.27
Exhibitor	3,000.00	5,250.00
Lunch	755.00	0.00
Registration	10,945.00	11,511.95
Sponsorship	700.00	2,200.00
Total Spring	<u>17,689.98</u>	<u>21,324.22</u>
Total Convention Income	<u>51,192.68</u>	<u>42,020.72</u>

Profit & Loss Continued

Investments		
Dividend, Interest (Securities)	652.35	920.25
Interest-Savings, Short-term CD	28.89	56.10
Total Investments	<u>681.24</u>	<u>976.35</u>
Program Income		
Membership Dues		
Corporate	7,000.00	7,500.00
Retired RPh	800.00	630.00
RPh	15,200.00	15,626.70
Store	0.00	2,367.00
Student	300.00	0.00
Technician	525.00	675.00
Membership Dues - Other	0.00	1.00
Total Membership Dues	<u>23,825.00</u>	<u>26,799.70</u>
Total Program Income	23,825.00	26,799.70
Scholarship Fund	<u>4,046.00</u>	<u>2,225.00</u>
Total Income	80,494.92	72,021.77

Profit & Loss Continued

Expense

Business Expenses

Board Coordinator Fees	8,331.00	9,996.00
Total Business Expenses	8,331.00	9,996.00

Contract Services

Accounting Fees	910.00	807.50
Government Affairs	2,500.00	0.00
Web Design & Maintenance	0.00	1,192.80
Total Contract Services	3,410.00	2,000.30

Convention

Awards	761.50	384.40
Entertainment	927.33	400.00
Facility	24,483.34	26,810.99
Golf	1,385.50	547.00
Meals	46.76	0.00
Supplies	1,799.50	2,144.48
Convention - Other	0.00	5,303.00
Total Convention	29,403.93	35,589.87

Profit & Loss Continued

	<u>Sep '09 - Aug 10</u>	<u>Sep '08 - Aug 09</u>
Administration Fees	9,800.00	10,800.00
Bank & Bankcard Fees	1,457.75	1,608.37
Dues and Memberships	600.00	0.00
Postage, Mailing Service	1,835.36	2,756.76
Printing and Copying	236.50	1,645.81
Supplies	1,146.95	1,162.17
Telecommunications	107.46	107.46
Telephone	382.89	879.19
Total Operations	<u>15,566.91</u>	<u>18,959.76</u>
Other Types of Expenses		
Other Costs	1,000.00	0.00
Scholarships	4,000.00	0.00
Total Other Types of Expenses	<u>5,000.00</u>	<u>0.00</u>
Travel and Meetings		
Meals	591.60	536.16
Travel	610.01	268.40
Total Travel and Meetings	<u>1,201.61</u>	<u>804.56</u>
Total Expense	<u>62,913.45</u>	<u>67,350.49</u>

The Bottom Line.....

Net Ordinary Income	<u>17,581.47</u>	<u>4,671.28</u>
Net Income	<u><u>17,581.47</u></u>	<u><u>4,671.28</u></u>

Membership Report

- **Pharmacist and technician membership has tailed off quite a bit from last year**
- **Student membership has grown tremendously!**
- **As of 8/31/2010:**
- **We have 7 Corporate members**
- **15 technician members**
- **173 pharmacists**
- **34 Student Pharmacists**
- **A Grand Total of: 222 members**

Membership Comparison

Year	Pharmacists	Technicians	Corporate
2005	222	32	5
2006	208	91	5
2007	177	71	5
2008	146	13	11
2009	221	31	8
2010	173	15	7

Board of Pharmacy Report



Legislative/ DHS Update



Constitution & Bylaws Voting

- Bylaws Task force took all member responses into account when rewriting our bylaws and constructing our strategic plan and mission
- Revised draft of above approved by Executive Board and dispersed to membership
- We will take three separate votes

Constitution & Bylaws Voting

- First I will ask for any amendments to the bylaws themselves as revised.
- Entertain a motion to accept bylaws as revised and amended.
- A second?
- Any further discussion?
- All in favor?

Constitution & Bylaws Voting

- Second, I will ask for any amendments to the Mission Statement as revised.

Maine Pharmacy Association Vision and Mission Statements **As adopted on <insert date>**

Vision Statement The Maine Pharmacy Association will be the representative state pharmacy organization addressing the continuing education, licensing, and professional needs of all licensed pharmacists, pharmacy technicians and pharmacy students in Maine.

Mission Statement To advance the profession of pharmacy and promote public safety. We must always stay focused on our most precious commodity; the public or patient.

Constitution & Bylaws Voting

- Entertain a motion to accept Mission Statement as revised and amended.
- A second?
- Any further discussion?
- All in favor?

Constitution & Bylaws Voting

- Lastly, I will ask for any amendments to the Strategic Plan as revised.

Maine Pharmacy Association Strategic Plan (2011-2015)
As adopted on <insert date>

Strategic Initiative 1 – Expanding collaborative practice.

Strategic Initiative 2 – Expanding membership.

Strategic Initiative 3 – Improving relations with the Department of Financial Regulation. Move towards establishing a separate licensing body.

Strategic Initiative 4 – Establish a permanent office for the Association.

Strategic Initiative 5 – Create a part-time staff support position (partially funded as a percent of corporate sponsors brought in each year).

Strategic Initiative 6 – Expand corporate membership/sponsorship of the Association.

Constitution & Bylaws Voting

- Entertain a motion to accept Strategic Plan as revised and amended.
- A second?
- Any further discussion?
- All in favor?



Other Business

Adjourn

Thank you!