

ASSOCIATION OF NORTHERN CALIFORNIA ONCOLOGISTS

2009 ANNUAL REPORT

The *Association of Northern California Oncologists* (ANCO) was organized in 1990 to be an advocate for, educate, and inform the practicing hematologist/oncologist. ANCO currently represents 371 hematologists/oncologists throughout Northern California and Oregon. While the majority of our members are community-based physicians, ANCO also represents the hematologists/oncologists of the regional academic cancer centers—*Stanford University, UC Davis, and UC San Francisco*—and *The Permanente Medical Group*. We serve the interests of our physician members, their nurses and practice managers, and people living with cancer. ANCO is a member of the *Association of Community Cancer Centers* (ACCC), a state/regional affiliate of the *American Society of Clinical Oncology* (ASCO), and a member of the *National Coalition for Cancer Survivorship* (NCCS).

ANCO is dedicated to the delivery of the highest quality care to people living with cancer by providing a forum for the exchange of ideas, data, and knowledge and by representing the interests of physicians and people living with cancer. To these ends, ANCO disseminates information via e-mail, FAX broadcast, the *ANCO FAX News*, and its website; sponsors clinical education meetings for physicians and nurses and professional education meetings for physicians, and nurse and practice managers; and, advocates on behalf of physicians and people living with cancer before State and Federal government agencies, regional and national hematology/oncology and medical societies, and insurance and pharmaceutical companies. ANCO's goal is to defend and preserve the autonomy of hematologists/oncologists and to provide the highest quality cancer care to people living with cancer.

ANCO's clearly defined **objectives** are to:

- **Disseminate the latest and best information** impacting the practice of hematology/oncology to members.
- **Provide clinical education** to physicians and nurses and **professional education** to physicians, nurses, and practice managers.
- **Serve as an advocate and liaison** for its members before regional and national organizations (i.e., government, private, and corporate).
- **Play an active role in the reimbursement environment** on behalf of physicians, nurses, managers, and people living with cancer.

Under the direction of the *Board of Directors* and leadership of *President* Richard A. Bohannon, M.D., and *Executive Director* José Luis González, ANCO continues to make progress in accomplishing its goal and these objectives. The *2009 Annual Report* summarizes the activities and accomplishments of 2009 and describes plans for 2010 and beyond.

Administration

Generally, ANCO is an efficiently and cost-effectively managed organization. ANCO is managed by a full-time *Executive Director* whose goal is to squeeze the most administrative functions out of each membership dollar and maximize each membership dollar's investment in programmatic functions. Fundraising efforts continue to be very successful through the Corporate Membership Program. ANCO renewed the Institutional Memberships of *Stanford University*, *UC Davis*, and *UC San Francisco* and the Group Membership for *The Permanente Medical Group*. And, ANCO successfully retained and recruited new physician members. In conclusion, ANCO is a financially sound and growing organization. It is proud to be viewed by government, corporate, and other medical organizations throughout California and the United States as a leader among state oncology societies.

Specifically:

- ANCO's *Board of Directors* teleconferenced regularly, met on one occasion, and communicated via e-mail/FAX on many occasions. Summary minutes of these *Board* meetings are available from the ANCO office. Among the items discussed and acted upon by the *Board* were:
 - nominations and elections to the *Board*.
 - election of a *Vice President* (for a one-year term to fill a vacancy).
 - elections of a *Treasurer* and *Secretary* (for two-year terms).
 - ANCO leadership visits with ANCO members.
 - designation of ANCO representatives to various forums (e.g., ACCC, ASCO, ASH, CMA, and MOASC).
 - advocacy efforts on behalf of individual ANCO members and hematologists/oncologists in general before ACCC, ASCO's *Clinical Practice Committee*, California's Medicare *Carrier Advisory Committee*, DHS/MediCal, NHIC/Medicare and Palmetto/J1MAC, CMS; state and national legislative bodies (i.e., *California State Legislature* and *Congress*); and, a variety of local IPAs, managed care organizations, and private insurance companies.
 - consideration of accredited clinical and professional education proposals; and, cosponsored or comarketed programs organized by ACCC, ASCO, ASH, *Corporate*, *Group*, and *Institutional Members*, Elsevier (*Oncology Congress*), *Leukemia & Lymphoma Society*, and MOASC.

- review and approval of membership benefits and activities.
- approval of a FY2009 budget and investments for the *Association*.
- meeting with Diamond Level Corporate Members.

The *Board* will continue to meet bimonthly by teleconference and occasionally in person throughout 2010. *Group* and *Institutional Member* contacts will be routinely included in ANCO *Board* meetings. ANCO and MOASC *Boards of Directors* will continue to be invited to each other's meetings during 2010.

- FY2009 will likely end with a budget deficit and assets of approximately \$600,000. (Exact financial information will be available after December 31st, 2009.)

The FY2010 budget will be balanced. ANCO will continue to invest in its infrastructure, educational programs, communications systems, and member services. There will be no increase in membership dues for 2010 and membership dues discounts will continue to be offered to members in single-site and multi-site group practices. The \$50 contribution to the *California Oncology Political Action Committee*, or CalCancerPAC, will continue to be included (on a voluntary basis) in the basic membership dues. CalCancerPAC raises funds in support of candidates in California friendly to cancer care.

- Close to \$200,000 was raised through ANCO's *Corporate Memberships* during 2009. Five new *Corporate Members* were added to the roster in 2009 (i.e., *Agendia*, *Allos Therapeutics*, *Merck*, *Pathwork Diagnostics*, and *Response Genetics*) and two *Corporate Members* did not renew their memberships for 2009 (i.e., *Hospira* and *OneOncology*).

ANCO is very appreciative of the support provided by our *Corporate Members*:

Diamond Level

(\$10,000 and more per year)

AMGEN • Bayer Healthcare Pharmaceuticals/Onyx Pharmaceuticals
 Celgene • Centocor Ortho Biotech • Cephalon Oncology • Eisai • Genentech BioOncology
 Genomic Health • Lilly Oncology • Millennium • Novartis Oncology • Pfizer Oncology
 Sanofi Aventis Oncology • US Oncology Physician Services • Wyeth Pharmaceuticals

Gold Level

(\$5,000 to \$9,999 per year)

Abraxis Oncology • Allos Therapeutics • AstraZeneca • biogenIDEc • GlaxoSmithKline Oncology
ImClone Systems • Merck • Oncology Supply/ION
Onmark, a McKesson Specialty Care Solutions Company • OSI Pharmaceuticals

Silver Level

(\$1,000 to \$4,999 per year)

Agendia • Alaven • Alexion Pharmaceuticals • Bristol-Myers Squibb Oncology
Enzon Pharmaceuticals • Genzyme Oncology • Lash Group Healthcare Consultants
Pathwork Diagnostics • Response Genetics • Roche Oncology
Spectrum Pharmaceuticals • Vidacare

Current *Corporate Members* will be asked to renew and encouraged to increase their membership dues support of ANCO for 2010. Non-renewing *Corporate Members* will be asked to rejoin ANCO. And, several new *Corporate Memberships* will be solicited.

- ANCO has three *Institutional Members*—*Stanford University, UC Davis, and UC San Francisco*. In addition, ANCO has one *Group Member*—*The Permanente Medical Group*.

Current *Group* and *Institutional Members* will be asked to renew and additional organizations will be invited to join.

- There are currently 371 physician members in ANCO, an increase of 8 (2.2%) from 2008.

Additional individual memberships will be solicited for 2010. Outreach to other hematologists/oncologists and radiation oncologists will be conducted.

Advocacy

ANCO advocates on behalf of all hematologists/oncologists to improve the healthcare environment for physicians, their nurses and practice managers, and people living with cancer. In general, the *Board* deliberated on and recommended policies, and was represented and communicated these policies at a variety of forums in 2008.

Specifically:

- ANCO sent representatives to ACCC meetings, ASCO's *Clinical Practice Committee* meetings, and ASH meetings, and participated in activities conducted by these organizations regarding reimbursement at the national level and its impact on cancer care.

- ANCO continued its relationship with *Noteware Government Relations*, a Sacramento-based advocacy firm; monitored cancer-related and general medical legislation; and, worked with the CMA to help pass, improve, and/or defeat several pieces of significant legislation in Sacramento (including an update to California's off-label cancer chemotherapy law, expediting DHS/MediCal coverage policy and coding updates, and legalizing physician-assisted suicide).
- Hematology/Oncology, as represented by ANCO and MOASC, was represented in the CMA's *Specialty Delegation* and *Council on Legislation*.
- ANCO and MOASC raised funds for CalCancerPAC that contributed to the campaigns of several candidates supportive of cancer care.
- ANCO communicated with *Palmetto* to discuss Medicare issues in California and the *Department of Health Services* to discuss Medicaid (DHS/MediCal) issues.
- ANCO continued to communicate its concern with coverage policies at a variety of private insurance companies and IPAs.
- ANCO offered an *Economic Assessment Consultation Service* to members to analyze practice-level economics and prescribe solutions for survival as well as to report back to the Association on the economic viability of small oncology practices given current reimbursement policies.

ANCO will continue to advocate on behalf of its constituents before additional government agencies, payors and corporations, and medical societies in 2010. The *Board of Directors* welcomes and encourages feedback from members on issues of importance that require organizational intervention and advocacy efforts. An updated directory of drug reimbursement assistance and patient assistance programs was published in 2009 in *The ANCO Directory*. A constantly updated edition is available online at www.anco-online.org.

Meetings

The ANCO *Board of Directors* continued to implement its educational strategy by organizing and having accredited several expanded *Highlights* programs in 2009. Professional education meetings were also organized in 2009.

Specifically:

- *Clinical Education Meetings*. Five (5) ANCO-organized clinical education meetings took place in 2009:

San Antonio Breast Cancer Symposium Highlights 2008 (with Michael Alvarado, M.D., Allen Chen, M.D., Helen K. Chew, M.D., Ellie Guardino, M.D., Ph.D.; accredited by *Indiana University*)

American Society of Hematology (ASH) Highlights 2008 (with Bruno Carneiro de Medeiros, M.D., Steven E. Coutre, M.D., Jason R. Gotlib, M.D., Joseph Tuscano, M.D.; accredited by *Indiana University*)

ASCO/ONS Highlights 2009 (with Vincent Caggiano, M.D., Steven E. Coutre, M.D., Adil I. Daud, M.D., Sarita Dubey, M.D., Andrea Harzstark, M.D., Theresa L. Koetters, R.N., M.S., Tatjana Kolevska, M.D., Nelson N. H. Teng, M.D., Ph.D.; accredited by *Indiana University*)

Multiple Myeloma: New Treatment Strategies (with Rafael Fonseca, M.D.)

The Mastery of Myeloma Course (featuring Thomas G. Martin, M.D.)

ANCO also cooperated in marketing ACCC, ASCO, ASH, *Community Oncology Alliance, Corporate, Group, and Institutional Member*, Elsevier (*Oncology Congress*), *Leukemia & Lymphoma Society*, MOASC, and other oncology meetings in 2009.

In 2010, ANCO will repeat its *San Antonio Breast Cancer Symposium Highlights* program. ANCO's *ASH Highlights* and *ASCO/ONS Highlights* programs will be superseded by ASH's *Highlights of ASH* and ASCO's *Best of ASCO* taking place in San Francisco in 2010.

- *Professional Education Meetings*. ANCO's professional education meetings present speakers on topics about the management of office-based medical practices and hematology/oncology reimbursement techniques. Participants not only learn at these meeting, but they also form a network of resources to turn to when billing and reimbursement and management issues arise. Four (4) successful professional education meetings were held in 2008:

Medicare Reimbursement for Oncology in 2009 (with Bobbi Buell, M.B.A., and Arthur Lurvey, M.D.)

Anthem Blue Cross Specialty Pharmacy Medical Management Program

Taking Charge of Your Third-Party Payor Contracts (with *California Medical Association Center for Economic Services* staff)

A full schedule of professional education meetings on timely issues of importance is anticipated for 2010.

Information Dissemination

The *ANCO FAX News*, a timely and concise summary of advocacy, educational, membership, and *Association* news, was FAXed to each member practice approximately every other week. Starting in 2008, it was e-mailed to *ANCO Group*

and *Institutional Members* and *Corporate Member* contacts (for redistribution to their colleagues). Items were also posted to the *ANCO Online ListServ*, an e-mail based communications system, on an almost daily basis. ANCO FAX broadcasts kept members and others up-to-date on important information to hematology/oncology practices.

ANCO published an updated *Directory of Members* in 2009. Besides a comprehensive listing of ANCO physician members, nurses, and managers, the *Directory* also published a list of *Corporate Member* drug reimbursement and patient assistance programs, and ANCO's *Articles of Incorporation* and *By-Laws*. Both the *Directory* and drug reimbursement and patient assistance programs are now available and regularly updated at www.anco-online.org.

ANCO's independent website (www.anco-online.org) is a major resource to members on all matters related to the *Association*.

The *ANCO FAX News*, *ANCO Online ListServ*, FAX broadcast, and enhanced communications capabilities will continue to evolve and inform members and the hematology/oncology community of issues of importance in 2010. The *ANCO FAX News* will continue to be distributed to *Corporate Members* as well as member practices. Another update of the *Directory* will also be published in 2010 and updated regularly online. An attempt will be made to move all communications from ANCO to its membership from FAX to e-mail.

Membership Benefits

ANCO continues to seek ways to make membership more beneficial. The *Board* constantly identifies, reviews, and approves of additional membership benefits. The biennial *ANCO Staff Salary Survey* was conducted in 2009 and will report its results in the first quarter of 2010.

Information

For more information about ANCO membership and activities, please contact:

José Luis González, *Executive Director*
Association of Northern California Oncologists
Post Office Box 151109 • San Rafael, CA 94915-1109
Voice: (415) 472-3960 • execdir@anco-online.org • FAX: (415) 472-3961
www.anco-online.org