

ASSOCIATION OF NORTHERN CALIFORNIA ONCOLOGISTS

2016 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 516 hematologists/oncologists throughout northern California who practice in the community as well as at 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 (along with the *Medical Oncology Association of Southern California* or MOASC) the specialty delegation representative for hematology/oncology at the *California Medical Association* (CMA).

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*, the *California Oncology Weekly* (jointly with MOASC), 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* Daniel P. Mirda, M.D., and *Executive Director* José Luis González, ANCO continues to make progress in accomplishing its goal and these objectives. The *2016 Annual Report* summarizes the activities and accomplishments of 2016 and describes plans for 2017.

Administration

A full-time *Executive Director* under the direction of the ANCO *Officers* and *Board of Directors* efficiently and effectively manages ANCO. Fundraising efforts continue to be 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 retained current and recruited new physician members. In conclusion, ANCO is a financially sound organization that 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* met on one occasion, teleconferenced regularly, and communicated via e-mail 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*.
 - elections of a *President* and *Vice President* (for two-year terms).
 - an FY2016 budget and investments for the *Association*.
 - 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 ASCO's *State Affiliate Council* and the *California Medical Association*; Noridian/JEMAC's *Contractor Advisory Committee* (for Medicare) and DHCS/MediCal; state and national regulatory and legislative bodies (i.e., *California State Legislature* and *Congress*); and, a variety of private insurance companies.
 - clinical and professional education proposals; and, cosponsored or comarketed programs organized by ACCC, ASCO, ASH, and *Corporate* and *Institutional Members*.
 - membership benefits (Staff Salary Survey) and activities.

The *Board* will continue to meet and teleconference regularly in 2017. *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.

- FY2016 will end with a surplus of approximately \$130,000 and assets of approximately \$734,000. (Exact financial information will be available after December 31st, 2016.)

The FY2017 budget will also show an excess of expenses over revenues. There will be no increases in any individual membership dues (i.e., Government, Regular, and Retired). However, group membership dues rates are being adjusted over the next five years to make the per physician membership rates relatively equivalent between all the group membership categories (i.e., Institutional, Group-TPMG, and Multi-Site Private Practice). 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.

- \$354,000 was raised through ANCO's *Corporate Memberships* during 2016. Ten (10) new *Corporate Members* were added to the roster in 2016 (i.e., *AbbVie, ARIAD Pharmaceuticals, Clovis Oncology, Exelixis, GenPath Oncology, Guardant Health, Heron Therapeutics, Infinity Pharmaceuticals, Merrimack Pharmaceuticals, Tesaro*) and three (3) *Corporate Members* did not renew their memberships for 2016 (i.e., *Biodesix, Onyx Pharmaceuticals, Sargas Pharmaceutical Adherence & Compliance International*).

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

Sustaining Level

(\$20,000 and more per year)

Astellas Oncology • Bayer Healthcare Pharmaceuticals • Celgene
 Incyte • Taiho Oncology • Takeda Oncology • Teva Oncology

Diamond Level

(\$12,000-\$19,999 per year)

AMGEN • Bristol-Myers Squibb Oncology • Eisai • Genentech BioOncology
 Janssen Biotech • Lilly Oncology • Merck • Novartis Oncology • Pharmacyclics • Sandoz Biopharmaceuticals

Gold Level

(\$6,000-\$11,999 per year)

AbbVie • AstraZeneca • Boehringer Ingelheim Pharmaceuticals • Clovis Oncology • Exelixis • Genomic Health
 Gilead Sciences • Heron Therapeutics • Infinity Pharmaceuticals • Ipsen Biopharmaceuticals • Medivation
 Pfizer Oncology • Seattle Genetics

Silver Level

(\$1,200-\$5,999 per year)

Alexion Pharmaceuticals • ARIAD Pharmaceuticals • Cardinal Health Specialty Solutions • Daiichi Sankyo
 Dendreon • Foundation Medicine • Genoptix Medical Laboratory • GenPath Oncology • Guardant Health
 Helsinn Oncology • Jazz Pharmaceuticals • Merrimack Pharmaceuticals • nanoString • Oncology Supply/ION
 Prometheus Laboratories, Inc. • Sanofi Genzyme • Tesaro

Current *Corporate Members* will be asked to renew and encouraged to increase their membership support level in 2017. 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 516 physician members in ANCO, an increase of 28 (5.7%) from 2015. Of these, 160 are community (159) or government (1) based hematologists/oncologists, 10 are retired from full-time medical practice, 240 are affiliated with one of the three regional academic cancer centers—*Stanford University* (91), *UC Davis* (48), and *UC San Francisco* (101)—and 106 practice at *The Permanente Medical Group* (at 19 locations). One hundred (104) members practice at seven (7) multi-site (often multi-disciplinary) community practices (ranging in size from 7 to 28 physicians at 2 to 13 sites). Finally, 55 members practice in 38 single-site practices (ranging in size from 1 to 17 physicians).

Individual members will be asked to renew and new memberships will be solicited in 2017.

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 2016.

Specifically:

- ANCO sent representatives to ASCO's *State Affiliate Council* meetings.
- 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 cancer-related legislation, amongst other pieces of legislation; including,
 - AB1668, authorizing the manufacturer of an investigational drug that is not yet approved by the FDA to make the investigational drug available to a patient with a serious or immediately life-threatening disease; ANCO opposed this legislation; the *Governor* signed this legislation.
 - AB1763, requiring health plans to cover critical screening exams and tests for colorectal cancer without cost sharing; ANCO supported this legislation; the *Governor* vetoed this legislation.

- AB1795, requiring DHCS to provide breast cancer screening and diagnostic services to individuals that are either symptomatic, or whose age is within the range for routine breast cancer screening, as recommended by the USPSTF and deleting limits on the period of coverage for treatment of breast cancer and cervical cancer; ANCO supported this legislation; the *Governor* signed this legislation.
- AB1823, requesting that the University of California establish and designate an institute or office with the authority to solicit and receive funds for administering the Cancer Clinical Trials Program to increase patient access to cancer clinical trials; ANCO supported this legislation; the *Governor* signed this legislation.
- AB2209, establishing standards for health plans and insurers when implementing clinical care pathways; ANCO supported this legislation; the legislation failed passage in the *Assembly Appropriations Committee*.
- AB2325, updating reporting requirements for the California Cancer Registry; ANCO supported this legislation; the *Governor* signed this legislation.
- SB482, requiring health care providers to consult the CURES database prior to prescribing; ANCO opposed this legislation; the *Governor* signed this legislation.
- SB538, allowing Naturopathic Doctors to independently prescribe Schedule V controlled substances without physician involvement; ANCO opposed this legislation; the legislation failed to pass in the *Assembly*.
- SB923, prohibiting a health plan contract or health insurance policy from changing any cost sharing design during the plan or policy year; ANCO supported this legislation; the *Governor* signed this legislation.
- Hematology/Oncology, as represented by ANCO and MOASC, was represented at the CMA's *Specialty Delegation, Council on Legislation, and House of Delegates*.
- ANCO and MOASC raised funds for CalCancerPAC that supports candidates and legislators friendly to hematology/oncology.
- ANCO communicated with *Noridian/JEMAC* to discuss Medicare issues in California and the *Department of Health Care Services* to discuss Medicaid (DHCS/MediCal) issues.
- ANCO communicated its concern with coverage policies at a variety of private insurance companies.

ANCO will continue to advocate on behalf of its constituents before government agencies, payers and corporations, and medical societies in 2017. The *Board of Directors* welcomes and encourages feedback from members on issues of importance that require organizational intervention and advocacy efforts.

Meetings

The ANCO *Board of Directors* continued to implement its clinical and professional educational strategy in 2016.

Specifically:

- *Clinical Education Meetings*. Five (5) ANCO-organized clinical education meetings took place in 2016:

San Antonio Breast Cancer Symposium Highlights 2015 (with Michael Alvarado, M.D., Helen K. Chew, M.D., and Carol Marquez, M.D.)

16th Multidisciplinary Management of Cancers: A Case-based Approach (in collaboration with the *Stanford Cancer Institute*, *UC Davis Comprehensive Cancer Center*, and *UCSF Helen Diller Family Comprehensive Cancer Center*.)

Regional Hematological Malignancies Updates (with Charalambos Andreadis, M.D., Gregory P. Kaufman, M.D., Rajeev Krishnan, M.D., Bruno Medeiros, M.D., Amar Patel, M.D., Aaron Rosenberg, M.D., and Jeffrey L. Wolf, M.D.)

California's End of Life Options Act: An Overview of the Legislation, Implementation, and Discussions with Patients (with Lael C. Duncan, M.D.)

ASCO Highlights 2016 (with Edward J. Kim, M.D., Ph.D., Primo N. Lara, Jr., M.D., Shannon MacLaughlin David, M.D., Melanie Majure, M.D., Rebecca L. Olin, M.D., and Sandy Srinivas, M.D.)

ANCO also cooperated in marketing ACCC, ASCO, ASH, and *Corporate* and *Institutional Member* meetings; and, other oncology meetings in 2016.

In 2017, ANCO will host its *San Antonio Breast Cancer Symposium Highlights 2016*, *Regional Hematological Malignancies Updates*, and an ANCO event at *ASCO's Best of ASCO 2017* (in San Francisco). In addition, ANCO and *Stanford Cancer Institute*, *UC Davis Comprehensive Cancer Center*, and *UCSF Helen Diller Family Comprehensive Cancer Center* are co-sponsoring the *17th Multidisciplinary Management of Cancers: A Case-based Approach* at Silverado in March 2017.

- *Professional Education Meetings*. ANCO's professional education meetings and webcasts 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. Two (2) successful professional education meetings/webcasts were held in 2016:

Medicare Reimbursement for Oncology 2016 (with Roberta Buell, M.B.A.)

ANCO's 2016 Professional Education Meeting (with Sybil Green, J.D., R.Ph., Arthur Lurvey, M.D., Shirley Otis-Green, M.S.W., and Elaine L. Towle, C.M.P.E.)

Quarterly professional education meetings and webcasts on timely issues of importance are anticipated for 2017.

Information Dissemination

The *ANCO FAX News*, a biweekly summary of advocacy, educational, membership, and *Association* news, was FAXed to each member practice and e-mailed to ANCO *Group* and *Institutional Members* and *Corporate Member* contacts (for redistribution to their colleagues). The *California Oncology Weekly*, a joint publication with MOASC, is e-mailed and FAXed to the same audience weekly. ANCO FAX/e-mail broadcasts kept members and others up-to-date on important information to hematology/oncology practices.

ANCO maintained an updated online edition of the *Directory of Members* in 2016. Besides a comprehensive listing of ANCO physician members, nurses, and managers, the *Directory* also includes an updated 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 will be regularly updated at www.anco-online.org/ANCODIR.pdf and www.anco-online.org/assistance.html, respectively.

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*, *California Oncology Weekly*, and FAX/e-mail broadcasts will continue to evolve and inform members and the hematology/oncology community of issues of importance in 2017.

Information

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

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