

ASSOCIATION OF NORTHERN CALIFORNIA ONCOLOGISTS

2017 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 498 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 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 *2017 Annual Report* summarizes the activities and accomplishments of 2017 and describes plans for 2018.

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 most current and recruited some 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 two occasions (in January and April), teleconferenced regularly (in March, June, October, and December), 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 *Treasurer* and *Secretary* (for two-year terms).
 - an FY2017 budget and updated investment strategy for the *Association*.
 - organization of a *Board* planning meeting.
 - establishing an ANCO ASCO Northern California Young Investigator Award.
 - rebranding ANCO and enhancing member communications and the ANCO website.
 - consideration of a By Laws amendment regarding Board representation.
 - designation of ANCO representatives to various forums (e.g., ACCC, ASCO, ASH, CMA, MOASC, and NCCN).
 - 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*.

The *Board* will continue to meet and teleconference regularly in 2018. *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.

- FY2017 will end with a surplus of approximately \$60,000 and assets of approximately \$800,000. (Exact financial information will be available after December 31st, 2017.)

The FY2018 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 several 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.

- \$320,000 was raised through ANCO's *Corporate Memberships* during 2017. Eight (8) new *Corporate Members* were added to the roster in 2017 (i.e., *Agendia*, *Agios Pharmaceuticals*, *bioTheranostics*, *EMD Serono*, *Kite Pharmaceuticals*, *Pfizer US Biosimilars*, *Puma Biotechnology*, and *TerSera Therapeutics*) and eight (8) *Corporate Members* did not renew their memberships for 2017 (i.e., *Dendreon*, *Genoptix Medical Laboratory*, *GenPath Oncology*, *Infinity Pharmaceuticals*, *Ipsen Biopharmaceuticals*, *Medivation*, *Merrimak Pharmaceuticals*, and *Prometheus Laboratories*).

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

Sustaining Level
(**\$20,000 and more per year**)

Astellas Oncology • 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 Oncology • Lilly Oncology
Merck • Pharmacyclics • Sandoz Biopharmaceuticals

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

AbbVie • Bayer Healthcare Pharmaceuticals • Boehringer Ingelheim Pharmaceuticals • Clovis Oncology • EMD Serono
Exelixis • Genomic Health • Gilead Sciences • Heron Therapeutics • Jazz Pharmaceuticals • Novartis Oncology
Pfizer Oncology • Pfizer US Biosimilars • Seattle Genetics

Silver Level

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

Agendia • Agios Pharmaceuticals • Alexion Pharmaceuticals • ARIAD Pharmaceuticals • AstraZeneca
bioTheragnostics • Cardinal Health Specialty Solutions • Daiichi Sankyo • Foundation Medicine • Guardant Health •
Helsinn Oncology • Kite Pharmaceuticals • nanoString • Oncology Supply/ION • Puma Biotechnology
Sanofi Genzyme • TerSera Therapeutics • Tesaro

Current *Corporate Members* will be asked to renew and encouraged to increase their membership support level in 2018. 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 498 physician members in ANCO, a decrease of 18 (3.5%) from 2016. Of these, 139 are community (138) or government (1) based hematologists/oncologists, 9 are retired from full-time medical practice, 234 are affiliated with one of the three regional academic cancer centers—*Stanford University* (89), *UC Davis* (46), and *UC San Francisco* (99)—and 116 practice at *The Permanente Medical Group* (at 20 locations). Ninety-one (91) members practice at five (5) multi-site (often multi-disciplinary) community practices (ranging in size from 7 to 48 physicians at 2 to 19 sites). Finally, 47 members practice in 24 single-site practices (ranging in size from 1 to 5 physicians).

Individual members will be asked to renew and new memberships will be solicited in 2018.

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 2017.

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,

- AB120, allocating Proposition 56 (Tobacco Tax) revenues to enhance Medi-Cal provider reimbursement rates; ANCO supported this legislation; the *Governor* signed this legislation (after amendments that reduced the provider rate increases).
- AB315, regulating pharmacy benefit managers; ANCO supported this legislation; the legislation failed to pass.
- AB1107, regulating health plan oncology treatment pathways ; ANCO sponsored this legislation; the legislation failed to pass.
- AB1386, requiring health care providers to inform breast cancer patients of genomic cancer testing; ANCO supported this legislation; the *Governor* signed this legislation.
- HR61, recognizing breast cancer awareness and prevention month; ANCO supported this legislation; the legislation passed.
- 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 2018. 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 2017.

Specifically:

- *Clinical Education Meetings*. Six (6) ANCO-organized clinical education meetings took place in 2017:

San Antonio Breast Cancer Symposium Highlights 2016 (with Hope S. Rugo, M.D., Candice Sauder, M.D., and Tracy Sherertz, M.D.)

17th 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 Quarterly Hematological Malignancies Updates (in Menlo Park, Sacramento, and San Francisco, with Mehrdad Abedi, M.D., Charalambos Andreadis, M.D., Julian Davis, M.D., Bruno Medeiros, M.D., Leena Rahmat, M.D., Brian Sworder, M.D., Sandy Wong, M.D.)

ANCO's The State of Cancer Care at ASCO's Best of ASCO (with Wes Kidder, M.D., and Margaret Tempero, M.D.)

ANCO also cooperated in marketing ACCC, ASCO, ASH, and *Corporate* and *Institutional Member* meetings; and, other oncology meetings in 2017.

In 2018, ANCO will co-host a *Best of the San Antonio Breast Cancer Symposium Highlights 2017*, organize another series of *Regional Quarterly Hematological Malignancies Updates*, and host ANCO's *ASCO Highlights 2018*. In addition, ANCO and the *Stanford Cancer Institute*, *UC Davis Comprehensive Cancer Center*, and *UCSF Helen Diller Family Comprehensive Cancer Center* are co-sponsoring the *18th Multidisciplinary Management of Cancers: A Case-based Approach* at Silverado in March 2018.

- *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 meetings, 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 2017:

Hot Topics in Reimbursement (with Roberta Buell, M.B.A.)

ANCO's 2017 Professional Education Meeting (with Stephanie Kriston, Nicette Short, and Elaine L. Towle, C.M.P.E.)

Professional education meetings and webcasts on timely issues of importance are anticipated for 2018.

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 2017. 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*.

ANCO will be undertaking a rebranding process in 2018 that will result in enhanced membership communications, additional functionality at www.anco-online.org, a social media presence, and updated versions of the *ANCO FAX News*.

Information

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

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