Since it was approved by the delegates to the AACP House in July 2016, the 2016–19 AACP Strategic Plan has proven to be a powerful and motivating force for the work of the Association at every level. The leaders and staff heard the members clearly articulate their priorities for assuring that our academy remains strong and united in our commitments to our students, alumni, faculty and, above all, our societal mission. Pharmacists and pharmaceutical scientists do work every day to help people live healthier, better lives.

In this annual report you will read of our efforts to accomplish our collective good. We must maintain a robust pipeline of qualified candidates for our Pharm.D. and graduate programs. Enriching public appreciation of how our educational programs prepare graduates for diverse and impactful careers will contribute to the pipeline returning to its early 21st century levels. An even more important communication priority, however, is that enriched public understanding of pharmacists’ expanding roles drives them to seek out pharmacists as essential contributors to their health and wellness.

Yet many headwinds stand in the way of serious efforts in the public and private sector to enable the transformation of most pharmacy practices in such a way as to put pharmacists’ excellent education to work to the full advantage of the public. Top among these are scope of practice barriers and poor health care financing practices that fail to align with delivery of the best patient care services. Demonstration projects, enhanced pharmacy services networks, state legislative and regulatory wins are just several examples of good faith efforts to reduce the obstacles we confront. Only strong local, regional and national leadership united by a common vision for our profession’s future will be sufficient to reduce the resistance and move us forward.

The 2018 AACP Annual Report retains the format used in reporting in 2017 on the work of AACP during our new plan implementation. We principally feature those activities that are new or expanded and relate specifically to the strategic and operational priorities in the 2016 plan. Not mentioned are those on going and time tested efforts to meet members’ needs through our publications, annual and interim meetings and institutes, alliances and coalitions and valued benefits like the *American Journal of Pharmaceutical Education*.

In two years since its passage a tremendous number of priorities in the 2016 plan have been completed. This lead the 2017–18 AACP Strategic Planning Committee to review the current plan and propose a 2018–2021 revision. The priorities have not been changed and most goals remain to guide our work. Completed objectives are removed and forward looking additions are included in the new plan that is before the delegates to the 2018 House for approval.

We would be remiss not to mention that the progress that has been made is a reflection of the collective work of our members, leaders and staff. There has been remarkable collaboration over the last two years and we look forward to seeing that continue as we work toward the ultimate vision of our Association.
Strategic Priority #1: Enriching the Applicant Pipeline
AACP will partner with stakeholders to increase the Pharm.D. applicant pipeline to ensure there will be an appropriate number and quality of pharmacists to meet society’s needs.

Strategic Priority #2: Creating a New Portrait of Pharmacists and Pharmacy Careers
AACP, in collaboration with stakeholders, will raise the profile of pharmacy as an essential healthcare profession. We will achieve recognition for pharmacists as trusted and highly accessible healthcare professionals in both traditional and new settings. And we will increase awareness of the quality and scientific rigor of pharmacy education and training.

Strategic Priority #3: Innovation in Education and Practice
AACP will lead and partner with members and other health professions in the transformation of innovative health professions education and practice. Identifying, communicating, assessing and networking regarding aspects pertaining to Interprofessional Education (IPE) and Interprofessional Practice (IPP) and the application of IPE and IPP will support and promote the academy on a local, national and international scale.

Strategic Priority #4: Expanding Research and Graduate Education
AACP will enable innovation to sustain high impact research/scholarship and graduate education. The scope of AACP-supported programs, resources and funding for the research and graduate education community expands compared to 2016 baseline.

Strategic Priority #5: Sustaining Member Services/Programs
AACP will consistently provide excellent member programs and services to support individual and institutional member success.

Strategic Priority #6: Financial Sustainability
AACP will consistently maintain a strong financial performance and internal controls.

Strategic Priority #7: People
AACP will be considered a priority organization for affiliation and leadership development by volunteers and staff.

Strategic Priority #8: Infrastructure/Technology/Knowledge Management
We will ensure staff and member confidence in AACP systems through maintenance of attractive, secure and efficient workplace and member support environments.
Strategic Priority #1
Enriching the Applicant Pipeline

AACP will partner with stakeholders to increase the Pharm.D. applicant pipeline to ensure there will be an appropriate number and quality of pharmacists to meet society’s needs.

Webinar Link: http://connect.aacp.org/viewwebinar/strategic-priority-1-recording

Priority 1 Goals:
▶ Expand national pharmacy pipeline development programs.
▶ Increase the Pharm.D. applicant pool.
▶ Appropriately measure and increase diversity (broadly defined) in the applicant pipeline.

Key Achievements:
▶ Released a new AACP Strategic Student Recruitment Guide in February 2018 that includes current, developing, and potential strategies for national student outreach for Pharm.D. and advanced pharmacy degree programs at the national and local levels.
▶ Hired a new director of recruitment and diversity, Rosie Walker, to advance the goals and objectives of AACP Strategic Priority 1.
▶ Dedicated the December 2017 issue of The Advisor, the journal of the National Association of Advisors of Health Professions (NAAHP), to the pharmacy profession to assist undergraduate college advisors in their understanding of contemporary practice and education.
▶ Engaged Youth Marketing Connection, a communications firm specializing in middle and high school youth, to develop original content for the Pharmacy is Right for Me (Pharm4Me) campaign that highlights the personal journeys of current and future pharmacists and the myriad of career pathways available in the profession.
▶ Approved for a new Google Ad Grants for Non-Profits program, which provides up to $10K of complimentary ads, to promote the Pharm4Me website to individuals who conduct related searches via Google.
▶ Expanded marketing efforts through a new Instagram promotional video and connections to other national awareness campaigns related to pharmacists, healthcare, and diseases that resulted in a 150 percent increase in Pharm4Me social media followers and impressions in the past year.
▶ Signed a partnership agreement with STEM Premier, a digital student recruitment company, to connect with up to 325,000 high school students and promote diverse pharmacy career pathways.
▶ Launched a new, embedded inquiry form into the Pharm4Me website for prospective students, parents, and advisors who wish subscribe to a monthly newsletter delivered via Enrollment Marketing Platform (EMP), a customer relationship management (CRM) tool.
▶ Added an Events calendar to the Pharm4Me website to promote open houses, workshops, conferences, and camps for prospective pharmacy students, including those affiliated with AACP and member institutions.
Implemented a rebranded Pharm4Me Innovation Challenge, a competition sponsored by OptumRX in which teams of student pharmacists and high school students submit innovative solutions to medication or health-related problems in their community.

Sponsored pharmacy career posters for more than 9,000 HOSA chapters in high schools across U.S., as well as 10,000 Pharm4Me pens for attendees at the 2018 HOSA International Leadership Conference.

Launched a new AACP Connect community for the Pharm4Me Student Recruitment Champions and expanded the eligibility criteria to include recruitment professionals in addition to pharmacists.

Collaborated with the American Dental Education Association (ADEA) and the American Physical Therapy Association (APTA) to present the “Creating a Great Personal Statement” webinar for prospective students interested in applying to any health professions education program.

Initiated a series of Priority 1 webinars featuring AACP members who highlighted innovative ways colleges and schools of pharmacy can interest more students in their respective Pharm.D. programs and the profession.

Designed a new Pharm4Me selfie station and Instagram frame for use at AACP exhibit booths at national recruitment events, including HOSA International Leadership Conference, USA Science and Engineering Festival, NAAHP National Meeting, and the American School Counselor Association (ASCA) Conference, and more!

Participated in the second annual Health Professions Week (HPW), a week-long event for high school and college students interested in learning more about healthcare careers.

Hosted two virtual student recruitment fairs in the fall resulting in higher number of student registrants in the Pharm.D. event as compared to the previous year.

Collaborated with the Association of American Medical Colleges (AAMC) to promote the pharmacy tracks available in the Summer Health Professions Education Program (SHPEP), a free summer enrichment program focused on improving access to information and resources for underrepresented college students interested in the health professions.
Strategic Priority #2
Creating a New Portrait of Pharmacists and Pharmacy Careers

AACP, in collaboration with stakeholders, will raise the profile of pharmacy as an essential healthcare profession. We will achieve recognition for pharmacists as trusted and highly accessible healthcare professionals in both traditional and new settings. And we will increase awareness of the quality and scientific rigor of pharmacy education and training.


**Priority 2 Goals:**

- Establish a coalition of partners committed to raising the profile of pharmacists and the pharmacy profession.
- Develop a budget and identify resources to support the coalition plan and national campaign.
- Develop and implement a national campaign to raise the profile of pharmacy as an essential healthcare profession.
- Relaunch a new AACP website, along with new versions for tablets and smartphones.

**Key activities and achievements:**

**Goal #1:**

- Continuing engagement with the JCPP to build support and enthusiasm for this priority.
- Building a coalition of pharmacy organizations to join AACP in our campaign, by providing financial contributions and/or strategic implementation channels. To date, campaign partners include ASHP, AMCP, ACPE, NASPA and Prescribe Wellness.
- Prioritizing potential private sector supporters and funders, including NACDS, major pharmacy chains and healthcare corporations.
- Developing presentation materials for potential funders.

**Goal #2:**

- Allocating sufficient budget resources to launch the national campaign.
- Securing financial commitments from specific coalition partners to supplement the budget.
- Developing funding proposals for new partners.

**Goal #3:**

- Continuing the #HealthyStartsHere social media campaign through summer 2017. Campaign metrics:
  - Twitter: 1,140,873 impressions / 510,126 reach / +6.4% follower increase
  - Instagram: 66,479 impressions / 32,348 reach / +9.4% follower increase
  - Facebook: 208,849 reach / +4.6% follower increase
- Selecting a national agency of record—RP3—in February 2018, following an extensive RFP process.
Strategic Priority #2
Creating a New Portrait of Pharmacists and Pharmacy Careers (cont’d)

▶ Designing and implementing qualitative and quantitative research, April–June, to inform the campaign strategy.

▶ The campaign launch is planned for Summer 2018, and will debut at the AACP 2018 Annual Meeting.

Goal #4:
▶ The new www.aacp.org launched in November 2017, with new versions on all platforms.
▶ Metrics for the new site:

AACP.org Engagement
2018: Jan 1–June 15 Compared to 2017: Jan 1–June 15

Increase in Time on Site and Pages Visited (Especially among repeat users.)

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<tbody>
<tr>
<td>Avg. Session Duration All Users</td>
<td>Avg. Session Duration All Users</td>
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<td>00:02:23</td>
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<tr>
<td>Repeat Users</td>
<td>Repeat Users</td>
</tr>
<tr>
<td>00:03:26</td>
<td>00:02:46</td>
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</tbody>
</table>

Bounce Rate
All Users
47.70%
Repeat Users
36.69%

Pages / Session
All Users
2.14
Repeat Users
2.67

Repeat Users
63.29%
Bounce Rate
All Users
53.67%
Repeat Users
Each usage data (Screen Views, Events, Ecommerce, etc.) is associated with a session. A user is considered to be active if they interact with your website, app, etc.

Repeat Users: Totals based on users who visited the website more than once between Jan 1 and June 15.

Bounce Rate: The percentage of single-page sessions in which there was no interaction with the page. A bounced session has a duration of 0 seconds. A lower percentage is generally best.

Mobile Use
Traffic from mobile devices has increased by 5.18% percent to 33.39% of all users.

Increase in Traffic From Other Communication Channels

<table>
<thead>
<tr>
<th>Users via Email</th>
<th>Users via Social Media</th>
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<tbody>
<tr>
<td>2018: 8,659 2017: 2,331</td>
<td>2018: 2,536 2017: 1,992</td>
</tr>
<tr>
<td>+371%</td>
<td>+32%</td>
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Strategic Priority #3
Innovation in Education and Practice

AACP will lead and partner with members and other health professions in the transformation of innovative health professions education and practice. Identifying, communicating, assessing and networking regarding aspects pertaining to Interprofessional Education (IPE) and Interprofessional Practice (IPP) and the application of IPE and IPP will support and promote the academy on a local, national and international scale.


The following activities have occurred:

- The AACP Council of Deans and Council of Faculties entered their second year of a collaboration to accelerate the integration of the JCPP Pharmacists' Patient Care Process (PPCP) across the Doctor of Pharmacy curricula with 35 colleges and schools of pharmacy participating.

- Entrustable Professional Activities (EPAs) for New Pharmacy Graduates were finalized by the 2016 and 2017 AACP Academic Affairs Committees. EPAs for New Pharmacy Graduates are discrete, essential activities and tasks that all new pharmacy graduates must be able to perform without direct supervision upon entering practice or postgraduate training. Colleges and schools of pharmacy are working to integrate the EPAs into all facets of the curriculum and the 2018 AACP Professional Affairs Committee developed, pre-tested, and pilot tested a tool for preceptors to assess their confidence with the EPAs.

- AACP will be awarding 10 Scholarship of Teaching and Learning Grants in 2018 to fund AACP members who are engaging in educational research.

- AACP has developed a plan to formalize the relationship between AACP and adjunct/affiliate preceptors (defined as preceptors receiving less than 50% of their compensation from a college or school of pharmacy). This plan will begin with inviting up to three adjunct/affiliate preceptors recognized as a Preceptor of the Year at each college or school of pharmacy to a two-year complimentary AACP membership. This will begin with the 2018 Preceptors of the Year.

- Increased membership in the Interprofessional Education Collaborative (IPEC) from the original 6 to 20 health professions education associations and convened the 14th IPEC institute for faculty development.

- The AACP Academic Leadership Fellows Program (ALFP), designed to develop the nation’s most promising pharmacy faculty for roles as future leaders in academic pharmacy and higher education, began the second week of September 2017 with cohort fourteen. This brings the total number of participants to almost 450 since the program’s inception.

- The Ohio State University College of Pharmacy was awarded the 2016–2017 AACP Lawrence C. Weaver Transformative Community Service Award. This award highlights community service as an important element of the academic mission and recognizes institutions that serve as examples of social responsiveness on the part of the academic pharmacy community.

- Continued our collaboration with multiple organizations in pursuit of an amendment to Medicare for recognition of pharmacists as providers.
The AACP Master Preceptor Recognition Program recognized its fourth cohort of preceptors in 2017. This program, funded in part by the NABP Foundation, the American Pharmacists Association (APhA) and the American Society of Health-System Pharmacists (ASHP), recognizes preceptors who are not full-time employees of a college or school of pharmacy for their sustained commitment to excellence in experiential education and professional practice; and

The Pharmacy Workforce Center (PWC), a non-profit corporation of national pharmacy organizations of which AACP is the secretariat and NABP is an observer member, continues its communication to the profession and other stakeholders regarding the transition of its Pharmacy Aggregate Demand Index (ADI) to the Pharmacist Demand Indicator (PDI) which occurred in September 2016. The PDI, a project which collects and disseminates data on the demand for pharmacists in the US, has a renewed focus of recruiting new panelists (employers of pharmacists). The PDI collects enhanced data from panelists and has transitioned from manual to electronic reporting of data and from monthly to quarterly reporting.
Strategic Priority #4
Expanding Research and Graduate Education

AACP will enable innovation to sustain high impact research/scholarship and graduate education. The scope of AACP-supported programs, resources and funding for the research and graduate education community expands compared to 2016 baseline.

Webinar Link: http://connect.aacp.org/viewwebinar/strategic-priority-4-recording-1

AACP began new programs and services and expanded existing programs:

► The AACP House of Delegates approved the policy statement, “AACP believes that core competencies are essential components of graduate education.”

► Expanding on the 2016–2017 AACP Research and Graduate Affairs Committee (RGAC) development of a competency framework for pharmacy graduate education, the 2017–2018 RGAC assessed strategies to facilitate broad adoption of the framework, including recommendations to expand the use of Individual Development Plans to measure student progress in achieving competencies.

► AACP is partnering with AAPS to provide programming related to Domains 5 and 6 of the RGAC competency framework, Leadership and Management and Personal and Professional Development, at the AACP and AAPS annual meetings, Pharmacy Education 2018 and PharmSci360. AACP continues to reach out to other organizations to identify opportunities to support competency-based training for students and faculty at colleges and schools of pharmacy.

► AACP is working to build an AACP research community to advance the interests of researchers at pharmacy schools, launching a Research Policy Community on AACP Connect and publishing a monthly Research Policy Update covering news and opportunities relevant to pharmaceutical sciences and health services and outcomes research.

► An inaugural cohort of 12 pharmacy faculty participated in AACP Catalyst: Accelerating Research Leadership. Including the former Academic Research Fellows Program, from which AACP Catalyst was built, this cohort brings to 53 the number of mid-career faculty who have engaged in AACP’s research leadership development programs across four years. This program is currently on hold as AACP continues to evaluate the programs and services it provides for researchers at pharmacy schools.

► In conjunction with AACP Catalyst, the inaugural AACP Research Symposium was held in Long Beach, CA, bringing together faculty and deans from research-intensive and research-emerging schools to discuss opportunities and challenges in collaborative research and translational science. Topics included establishing partnerships, thinking beyond the R01, engaging federal agencies and leveraging resources. AACP will continue to hold the Research Symposium in coming years at the Interim Meeting each February.

► Staff worked with partner organizations like AAMC and Research!America to advocate for science and research policies that maintain a strong research ecosystem in the U.S., including successful advocacy to protect NIH support for F&A costs, provide a strong NIH budget and maintain funding for AHRQ in FY18.
The AACP New Investigator Award Program, which provides start-up funding for new pharmacy faculty’s research programs, funded 16 awards across seven disciplines in 2018.

A new student poster competition will debut at Pharmacy Education 2018. Designed with support and advice from the Council of Sections, the student poster competition seeks to encourage students to present their research and scholarship and engage in AACP. Over 100 posters were accepted for presentation in its inaugural year. In support of the RGAC competency framework, this competition includes a live judging component to help build research communication skills in graduate and professional students, residents, fellows and postdocs.

AACP partnered with the AAAS Pacific Division to sponsor the Students Symposium “Pharmaceutical Research and Development: From Bench to Patient-Centered Care” at California State Polytechnic University in June 2018. The goals of this interdisciplinary symposium were to showcase results from a wide range of research areas, highlight the translational component of pharmaceutical research and present evidence-based approaches to patient-centered pharmaceutical care.

AACP, in conjunction with the American College of Clinical Pharmacy and the National Academy of Medicine (NAM), coordinates the NAM Pharmacy Fellowship. The fellowship is a 2-year experience for an early career clinician/scientist who dedicates approximately 20 percent of their time to work on a diverse array of NAM programs (e.g., action collaboratives, studies). Through the program the fellow meets leaders in medicine and health policy, engages in studies on some of the most challenging issues in society, and advances their own career markedly. Our current fellow, Jonathan Wantanabe from University of California San Diego, has provided a unique niche of expertise to several committees that address contemporary issues related to pharmaceuticals and pharmacy practice. Nearing the completion of his term as fellow this summer, NAM President Victor Dzau and the leadership board of the NAM invited him to become a member of the National Academy of Medicine Emerging Leaders in Health and Medicine, for a three year term. The 2018–2020 fellow will be named by mid-July 2018.
Strategic Priority #5
Sustaining Member Services/Programs

*AACP will consistently provide excellent member programs and services to support individual and institutional member success.*

The AACP Strategic Planning Committee devoted substantive discussion time to identifying best practices in assessing the currency of current member programs and services and identifying unmet member needs. This included recommendations from the American Society of Association Executives, planning and research consultants, as well as drawing upon our own experience. Given the fairly comprehensive approach to examining current programs in 2016, the Committee agreed that waiting at least one additional year before embarking on an updated analysis made sense.

Instead of a program review or membership survey to assess unmet needs, the Committee recognized that a substantive number of the objectives and tactics included in the 2016 plan have been accomplished. That said, clearly AACP has not achieved all our aims associated with that plan. A 2018–2020 plan update has been prepared, retaining the four strategic and four operational priorities of the 2016 plan. The plan, which will be presented to the 2018 AACP House of Delegates for approval, eliminates those items now completed (e.g., move to a new office location, relaunch of the AACP Web site) and extends the plan with additional objectives and tactics to guide the Association’s activities for the next 2 to 3 years.
Strategic Priority #6
Financial Sustainability

**AACP will consistently maintain a strong financial performance and internal controls.**

AACP ended the Fiscal Year 2017 with positive operating performance resulting in an increase of $358K to the net assets and a strong Financial Position with assets at over $11M. The independent financial audit for Fiscal Year 2017 received a clean opinion with the financial statements presented fairly and in accordance with accounting principles generally accepted in the United States of America.

Priority 6 continues to focus on adequate funding and monitoring of expenses for Priorities 1 and 2. The National Media Campaign, an integral part of Priority 2 was initiated in Feb/March 2018 and the focus of this campaign is to help brand the profession and complement the initiatives in Priority 1 of the Strategic Plan. In addition there were several capital projects that required funding from long term investment reserves. The outcome from these investments resulted in the launch of a brand new website, migration to a new Association Management System along with a new Accounting System and AACP Connect, an online community networking platform, all of which have provided for improved member benefits. The association also moved its headquarters location to Arlington, VA in March 2018. The rental holiday in the new lease agreement will help ease the association’s cash flow during this year and for next fiscal year.

The association’s investment portfolio remains healthy with a fair market value of $7.9M as of May 2018 and provides for appropriate level of operational reserves.
Priority 7 encompasses all the categories of people who make AACP a high-achieving organization with an enviable level of engagement in comparison to many other organizations. This includes our Board of Directors, volunteers at every level, and our talented staff. The Board of Directors self-assessment that was conducted for the first time in 2016–17 affirmed that AACP utilizes many of the right strategies and tactics used by high performing boards.

We continue to struggle to insure that the diversity of those around the Board of Director’s table reflects both the diversity of our membership and our students. To that end, President-elect Allen has implemented a new ad hoc committee for 2018–19 to foster more leadership development and cultivation efforts. The Leadership Development Committee is comprised of the four immediate past officers (Councils and President) who serve as chairs of their respective nominations committees. In addition, a diverse group of members has been selected from each Council and the Association at large to examine pathways to AACP engagement and leadership. Making those pathways clear and the responsibilities at each leadership level transparent will hopefully encourage more members to raise their hands when calls for volunteers and candidates for office are released.

AACP has had excellent results in the first year of implementing AACP Connect, the Higher Logic community support digital platform utilized by all our recognized governance groups and several special project teams.

**AACP Connect Metrics: 5/1/2017–4/30/2018**

<table>
<thead>
<tr>
<th>Total Discussions</th>
<th>Total Replies:</th>
<th>Total Uploaded Documents:</th>
<th>Total Logins:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Posted: 2,094</td>
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<td>18,975</td>
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**Higher Logic Benchmarking Milestones: Beyond 90 Days from Launch**

Higher Logic, the vendor of the AACP Connect platform, provides their clients with benchmarking milestones for the first 90 days and beyond 90 days from the platform launch.

**Higher Logic Benchmarking Milestones: Beyond 90 Days from Launch**

- Logins: 5% year-over-year growth
- Discussions: 15-20 posts per month per thousand subscribers
- Average Daily Digest Open Rate: 17%-21%
- Average Real Time Open Rate: 30%-35%

**AACP Connect Comparisons**

- Logins: AACP Connect has only been live for one year.
  - Currently there is no way to calculate year over year growth for logins.
- Discussions: 45-50 posts per month per thousand subscribers
- Average Daily Digest Open Rate: 30%
- Average Real Time Open Rate: 33%
Strategic Priority #8
Infrastructure/Technology/Knowledge Management

We will ensure staff and member confidence in AACP systems through maintenance of attractive, secure and efficient workplace and member support environments.

The signature accomplishment in Priority 8 this year has been the planning and execution of the office move from our King Street location to 1400 Crystal Drive in Crystal City, VA. AACP has been located in Old Town, Alexandria for 30 years in two locations. The decision to move just a few miles further east and closer to both Washington, DC and Reagan National Airport is significant. We have transformed our office appearance and culture while increasing the accessibility of the office and the amenities in the area around the office.

In preparing for the move, the Information Technology architecture received focused attention. Enhanced internet connectivity, moving most systems to the cloud and off locally-maintained servers, and providing most staff new desktop/laptop solutions provides staff and members much more secure IT support than we had prior to the move.

The Association Management System (AMS) of any association is the neural network of the organization. AACP completed a replacement of our historical AMS in 2017 to insure that our membership database, meeting registration functionality, roster, and other day-to-day essential systems are as up to date and user friendly as possible. Additional IT system enhancements in the past year include the implementation of AACP Connect as previously mentioned, and a complete revamp of aacp.org.