2019 Annual Report

The *Association of Northern California Oncologists* (ANCO) was organized in 1990 to be an advocate for, educate, and inform practicing hematologists/oncologists. **ANCO currently represents 560 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 the regional resource for the Northern California cancer community.** We provide in-depth education, connections to clinical trials, a robust job portal and vital advocacy efforts to empower hematologists/oncologists to maximize their academic and clinical expertise resulting in the best care for patients.

We put clearly defined **objectives** into practice:

- **Disseminate the latest and best information** to our members to dramatically impact the practice of hematology/oncology.

- **Provide the latest clinical education** to physicians and nurses and **professional education** to physicians, nurses, and practice managers.

- **Serve as a committed advocate and liaison** for our members before government, private, and corporate entities from coast to coast.

- **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, MD, and Executive Director José Luis González, ANCO continues to make progress in accomplishing its goal and objectives. The 2019 Annual Report summarizes the activities and accomplishments of 2019 and describes plans for 2020.

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 five times (in February, June, August, 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 Secretary and Treasurer (for two-year terms).
  - an FY2019 budget for the Association.
  - organization of the annual Board planning meeting.
  - funding another ANCO ASCO Northern California Young Investigator Award.
  - funding ANCO Travel Awards.
  - rebranding ANCO and enhancing member communications and the ANCO website.
- 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 2020. 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.

- 2019 will end with a deficit of approximately $45,000 and assets of approximately $774,200. (Exact financial information will be available after December 31, 2019.)

The FY2020 budget will also show an excess of expenses over revenues (as the overlap of Executive Directors, see below, continues through the first half of 2020). There will be no increases in any individual membership dues (i.e., Government, Regular, and Retired). However, group membership dues rates continue to be adjusted 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 2019. Ten (10) new Corporate Members were added to the roster in 2019 (i.e., Adaptive Biotechnologies, BeiGene, Caris Life Sciences, InformedDNA, Ipsen Biopharmaceuticals, Karyopharm, Regeneron, Stemline Therapeutics, Sun Pharma, Tempus Labs) and
three (3) **Corporate Members** did not renew their memberships for 2019 (i.e., AMAG Pharmaceuticals, EMD Serono, TerSera Therapeutics).

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

**Sustaining Level**
AstraZeneca • Celgene • Incyte • Lilly Oncology • Pfizer Oncology • Taiho Oncology
Takeda Oncology • Teva Oncology • Verastem Oncology

**Diamond Level**
AbbVie • Adaptive Biotechnologies • AMGEN • BeiGene • Bristol-Myers Squibb Oncology • Eisai
Genentech BioOncology • Janssen Oncology • Merck • Pharmacyclics
Sandoz Biopharmaceuticals

**Gold Level**
Astellas Oncology • Exelixis • Genomic Health • Jazz Pharmaceuticals • Kite Pharmaceuticals
Novartis Oncology • Sanofi Genzyme • Seattle Genetics • Stemline Therapeutics

**Silver Level**
Agios Pharmaceuticals • Alexion Pharmaceuticals • Array BioPharma
Boehringer Ingelheim Pharmaceuticals • Caris Life Sciences • Coherus Biosciences
Daiichi Sankyo • Foundation Medicine • Gilead Sciences
Helsinn Oncology • Heron Therapeutics • InformedDNA • Ipsen Biopharmaceuticals
Karyopharm • Puma Biotechnology • Regeneron • Sun Pharma • Tempus Labs • Tesaro

Current **Corporate Members** will be asked to renew and encouraged to increase their membership support level in 2020. 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 560 physician members in ANCO, an increase of 40 (3.7%) from 2018. Of these, 155 are community (153) or government (2) based hematologists/oncologists, 7 are retired from
full-time medical practice, 276 are affiliated with one of the three regional academic cancer centers—Stanford University (122), UC Davis (48), and UC San Francisco (106)—and 122 practice at The Permanente Medical Group (at 20 locations). One hundred sixteen (116) members practice at seven (7) multi-site (often multi-disciplinary) community practices (ranging in size from 5 to 48 physicians at 2 to 14 sites). Finally, 37 members practice in 18 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 2020.

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 2019.

Specifically:

- ANCO sent representatives to ASCO’s State Affiliate Council meetings.

- ANCO continued its relationship with Noteware and Rosa 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,

  - AB315, regulating pharmacy benefit managers (PBMS), including a requirement that PBMs register with the state and disclose important information to payers; ANCO and MOASC supported this legislation and it was signed by the Governor.

  - AB1404, requiring Kaiser Permanente to publicly disclose their salaries (including those of physicians); ANCO opposed this legislation and it died in Committee.

  - AB1639, providing very limited controls on e-cigarettes and flavored tobacco products (including vaping products); ANCO opposed this legislation (for not
going far enough) and it died in Committee.

- SB600, requiring all health plans to cover fertility preservation services patients about to undergo cancer treatment that may impact their fertility; ANCO supported this legislation and it was signed by the Governor.

- SB650, establishing a task force to study the concept of oral cancer drug recycling; ANCO sponsored this legislation but refused to take amendments from the Board of Pharmacy that would have broadened the work of the task force to include drug pricing so the legislation died in Committee.

- 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 2019. 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 2019.

Specifically:

- Clinical Education Meetings. Seven (7) ANCO-organized clinical education meetings took place in 2019:

  Best of the San Antonio Breast Cancer Symposium 2019 (in cooperation with SABCS and Encore Medical Education; in Berkeley, January 2019)
19th 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; in Napa, March 2019)

Regional Quarterly Hematological Malignancies Updates (in Menlo Park, May 2019; Sacramento, September 2019; and San Francisco, November 2019)

ANCO’s ASCO Highlights (in Berkeley, August 2019)

ANCO/UCSF Precision Oncology Symposium (in San Francisco, November 2019)

ANCO also cooperated in marketing ACCC, ASCO, ASH, and Corporate and Institutional Member meetings; and, other oncology meetings in 2019.

In 2020, ANCO will co-host a Best of the San Antonio Breast Cancer Symposium Highlights 2019, organize another series of Regional Quarterly Hematological Malignancies Updates, and host ANCO’s ASCO Highlights 2020. In addition, ANCO and the Stanford Cancer Institute, UC Davis Comprehensive Cancer Center, and UCSF Helen Diller Family Comprehensive Cancer Center will cosponsor the 20th Multidisciplinary Management of Cancers: A Case-based Approach at Silverado in March 2020.

• 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 (1) professional education webcasts/meetings were held in 2019:

Hot Topics in Reimbursement Q1 2019 (webcast, January 2019)

2019 Professional Education Meeting (in Berkeley, October 2019)

Professional education meetings and webcasts on timely issues of importance are anticipated for 2020.
Meeting materials are available online at https://anco.org/membership/meeting-materials/.

Information Dissemination

The ANCO FAX News, a biweekly summary of advocacy, educational, membership, and Association news, was rebranded into The ANCO Report in 2019. The ANCO Report was e-mailed weekly to all ANCO members. The California Oncology Weekly, a joint publication with MOASC, was also e-mailed weekly to the same audience.

ANCO maintains an updated online edition of the Directory of Members. 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.

ANCO’s website was relaunched in 2019. www.anco.org is a major resource to members on all matters related to the Association. Membership resources are now password protected.

ANCO will continue to enhance The ANCO Report and www.anco.org in 2020. The California Oncology Weekly will continue to be posted to the website will no longer be distributed to the membership via e-mail. Both the Directory and drug reimbursement and patient assistance programs will be regularly updated at www.anco.org/ANCODIR.pdf and https://anco.org/practice-and-patient-reimbursement-assistance-programs/, respectively. ANCO plans to make these two resources searchable in 2020.

New Executive Director & Address

José Luis González, ANCO Executive Director since 1993, announced his retirement effective June 30, 2020. The ANCO Board conducted an extensive search process and announced Courtney G. Flookes as the new ANCO Executive Director in September. Flookes and González will work together through the end of June 2020 to ensure a smooth transition. In addition, ANCO’s mailing and physical address have changed to offices in Alameda.
Information

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

Courtney G. Flookes, Executive Director

Association of Northern California Oncologists

Post Office Box 2954 • Alameda, CA 94501

(415) 472-3960 • courtney@anco.org • director@anco.org

www.anco.org