

July, 2004

# AAPS in Brief

## MONTHLY HIGHLIGHTS

### Publications

#### AAPS Newsmagazine

- The July issue focused on drug delivery. Two feature articles were published. The first, written by Paul Connolly, was titled, *Challenges in Predicting In Vivo Performance of Pharmaceutical Formulations*. The second, written by Jose Rocca and Khalid Shah, was titled, *Gastric Retention of Solid Dosage Forms: A Review of the Current Climate*.
- The July issue also included a report from John Lisack instead of the usual Report from the President. The report was titled, *AAPS Sustaining Sponsorship—Unique Support from Unique Partners*.
- Classified ad revenue (invoiced) totaled \$10,650 for July (\$28,012 YTD).

#### AAPS Press

Book Sales (As of July 31, 2004)

##### Biotechnology Series

- Volume 1 (Borchardt et al) 316
- Volume 2 (Constantino/Pikal) 110

##### Bonate/Howard

- Volume 1 161
- Volume 2 154

##### Nutraceuticals

19  
Total: 760 books sold (\$89,314 revenue)

#### AAPS Press (Continued)

##### Book Production:

- *Borchardt et al*: Book orders are being fulfilled.
- *Bonate/Howard (1 and 2)*: Anticipated publication date is mid-August.
- *Constantino/Pikal*: Anticipated publication date is mid-September.

##### New Projects Received:

- Borchardt et al., *Optimization of Drug-Like Properties During Lead Optimization* has been approved for publication in the Biotechnology series. The book will be a proceedings volume of an AAPS workshop.

#### Electronic Journals

The EC approved a Publications Committee motion to maintain Open Access status for the electronic journals and promote sponsorship of the publications and special issues as a source of revenue.

#### Publications Committee

Ho-Leung Fung's sponsorship business plan for attracting sponsors to the electronic journals has been submitted and is under review by the Journal Revenue Generation Subcommittee.

### Important Dates

#### September

8	PPDM Section Con. Call 2:00 pm EDST Contact: Rich Lawson LawsonR@aaps.org
8	APQ Section Con. Call 3:00 pm EDST Contact: Maureen Downs DownsM@aaps.org
8	CS Section Con. Call 2:00 pm EDST Contact: Stacey May MayS@aaps.org
9	PDD Section Con. Call 12:00 pm EDST Contact: Peter Inchauteguiz InchauteguizP@aaps.org
9-11	AAPS-NIDA Frontiers in Science Symposium Bethesda, MD Contact: Vicki Penn PennV@aaps.org
10	Biotec Section Con. Call 3:00 pm EDST Contact: Stacey May MayS@aaps.org
10	RS Section Con. Call 3:00 pm EDST Contact: Sharon Pichon PichonS@aaps.org
15	EC Conference Call 2:00 pm EDST Contact: Karol Shadle ShadleK@aaps.org
15	PT Section Con. Call 10:00 am EDST Contact: Victor VanBeuren VanbeurenV@aaps.org
16	SPOD Com. Con. Call 3:00 pm EDST Contact: Stacey May MayS@aaps.org
19-22	AAPS Workshop: Optimizing Drug-Like Properties During Discovery Lead Optimization Parsippany, NJ Contact: Nik Grimes GrimesN@aaps.org
27	Annual Meeting Moderator Kits Mail Contact: Cheryl Miller MillerC@aaps.org

Important Dates Continued on Page Three

### Preliminary Financial Summary Information – Twelve Months Ended June 2004 (Millions)

	Actual	Budget	Variance
Revenue	\$10.2	\$11.1	\$ (.9)
Expense	9.4	10.9	1.5
Operating Surplus	.8	.2	.6
Investments	.6	.0	.6
NET SURPLUS	\$1.4	\$2	\$1.2

This schedule reflects preliminary financial information for FY04 as of August 4, 2004. The Finance and Administration Department is continuing the analysis of the information and processing of late transactions. Comprehensive notes on financial performance will be available upon completion of this information.

## Finance Department

- The first audit of PQRI's financial statements is scheduled to commence in the first week of August. Staff have prepared the required schedules and provided background information to the auditors for their use in the audit, which is expected to conclude by the end of the month.
- Final preparations are underway for the audit of AAPS' FY04 financial statements. Schedules are in review and final adjustments are being made. The audit is scheduled to commence on August 16.
- The Finance Committee reviewed and approved, with minor revisions, the Accounting and Financial Policies Manual at its July meeting. The manual has been forwarded to the EC for acceptance.

## Human Resources

### Current Vacancies

- Receptionist
- Public Outreach Specialist

### Vacancies Filled

- Member Relations Assistant
- Member Relations Coordinator
- Editorial Assistant

### Other HR Activities

- FY04 employee appraisals were finalized in July including award of merit increases.

## Career Center

- July Job Ad sales totaled \$23,544.
- Continuing to promote affiliation with Science's (AAAS) Next Wave for Career Development. A new article about Next Wave and AAPS will appear in the August issue of *AAPS Newsmagazine*.
- Enhancements to the Annual Meeting Career Center software are nearly complete. Enhancements for fixes to bugs from last year which will make the software more stable.
- Developing a marketing plan to attract more job seekers to the site.
- Staff developing a Career Center prospectus.

## Portal News

- Completed Cardinal and Pfizer key word sponsorships in Google AAPS Pharmaceutica search.
- Completed XML based CrossRef file generation program.
- Opened 2005 Annual Meeting programming submission site.

## Information Technology

- Completed 3 days of training on XML publishing software used in production of online journal articles.
- Completed user guide for "Important Dates" application. The tool has been linked to all Section webpages, the EC, Publications Committee, and Finance Committee Extranets, and can also be accessed by members under the "Inside AAPS" tab.
- Server migration underway that will move all IT systems to current software versions and more current and capable servers.
- Finalizing import and display program to launch AJPE past issues.
- Completed Technology Department IT Response Plan to deal with prioritization and communication in case of various IT systems outages.
- Planning for deployment of dual email system.

## Student Chapter Outreach Activities

- Conducted on-site outreach at the University of Utah and University of Illinois, Chicago.
- Stacey May attended the American Association of Colleges of Pharmacy annual meeting in Salt Lake City.
- Responded to six information requests from high school counselors and students for information on careers in the pharmaceutical sciences as part of the American Career Counselors Association initiative.
- Developed, printed and posted Cardinal applications for student memberships sponsored by Cardinal Health.

## Media Relations Activities

### AAPS in the News

- July 6: *Woman's Day*—Foods + Drugs That Don't Mix; Robert Chapman, 2005 DDD Vice Chair quoted.
- July 5: *Tradeshaw Week*—AAPS Annual Meeting Named to Mountain States' 10 Largest Tradeshaws in 2003.

### Media Requests

- Reporter from *The Scientist* is writing a story about pharmaceutical quality control. Currently in the process of finding an expert. AAPS member Dan Robins is trying to clear the request through Barr Laboratories' corporate HR office.
- Reporter from *Genetic Engineering News* was looking for an expert to discuss how pharmaceutical scientists/the industry can minimize drug counterfeiting. Phone calls to scientists presenting anti-counterfeiting information at the 2004 AAPS Annual Meeting were not returned and we were not able to secure an expert in time for the tight deadline.
- A reporter at *North American Industry* magazine is writing a story on "outsourcing as an innovation in the pharmaceutical industry". Staff facilitated an interview with Mario Rocci. The story should run in August or September.

### Media Advisories

- June 30: AAPS Conference to Highlight Optimization of the Global Clinical Supply Process.

## Other Outreach Department Activities

- Golan Harris and staff are reviewing AAPS Annual Meeting abstracts and programming to determine the media hot topics for this year.
- Staff worked with Wolfgang Sadee in identifying media hot topics for the AAPS-NIDA Frontiers in Science Symposium.

## Affiliated Journal Subscriptions

*Pharmaceutical Research*: 963 YTD  
*JPBA*: 203 YTD

## Membership Information

### Membership Count (July 31, 2004)

Total Active Members	11,613
Regular Members	9,841
Student Members	1,241
Post Doctoral	289
Retired Members	215
E-Subscriber	27

### Membership Count (July 31, 2003)

Total Active Members	11,523
Regular Members	9,830
Student Members	1,148
Post Doctoral	260
Retired Members	205
E-Subscriber	80

The paid member count as of 07/31/04 was 11,304. The paid member count as of 07/31/03 was 11,187.

### Marketing Department Activities

- The winner of the Member-Get-A-Member Campaign was a student member.

## 2004 Annual Meeting

The preliminary program was mail to approximately 15,000 members and prospects. Scaled back, prospecting version of the preliminary program will be mailed to approximately 52,000 prospects. Targeted emails deployed promoting the RS, APQ, PPDM and CS Open Forums. Screening of papers has been finalized. Registration: 250 paid (3,604 budgeted), 599 total (8,112 budgeted); 2,312 papers were submitted, 2,012 were accepted. 298 papers were rejected and 159 papers were appealed. Exhibits: 962 booths sold, expected revenue is \$3,242,710 (\$3,382,350 budget). Sponsor sales to date are \$192,500 (\$229,500 budget).

## 2005 National Biotechnology Conference

The program is being finalized.

## Other Meetings

**PT Summer Conference (Aug. 15-20)**  
Registration: 21 paid (88 budgeted); 39 total (95 budgeted). Produced and mailed a targeted promotion to internal and external audiences. Targeted email sent to various AAPS Sections.

### NIH Frontiers (Sept. 9-11)

Registration: 10 paid (250 budgeted); 52 total (325 budgeted). Produced a targeted promotion for mailing to internal and external audiences.

### Lead Optimization (Sept. 19-22)

23 paid (141 budgeted); 46 total (170 budgeted). Targeted email from Ron Borchardt sent to PDD and PPDM Sections.

**Biotechnology Specifications (Oct. 6-8)**  
Registration: 14 paid (141 budgeted); 43 total (170 budgeted). Targeted promotion in development.

### Biomarkers (Nov. 5-6)

Registration: 41 paid (141 budgeted); 61 total (170 budgeted). Preliminary program mailed.

## Awards and Fellows

Three additional award selections have been forwarded to the EC for final approval. Twenty-four Fellows Nominations were approved by the EC.

## Distance Learning

- Presentations from the 2004 NBC Plenary Session are now available as an online demand webcast.
- Webcast for Drug Challenges Workshop is in production with an estimated completion date of mid-August.
- The USC Student Chapter's 2004 Moving Targets Conference scheduled for August 20 will be produced into a webcast.
- CD-ROM sales for July: \$450.
- Ten copies of Basic Dissolution Testing CD-ROM have been ordered by the original author at a discounted price totaling \$1,000.

Important Dates	
October	
6	PCC Conf. Call 3:00 pm EDST Contact: Karen Ellis EllisK@aaps.org
6-8	AAPS Workshop: Specifications for Biotechnology Products Washington, DC Contact: Vicki Penn PennV@aaps.org
8	Biotec Section Con. Call 3:00 pm EDST Contact: Stacey May MayS@aaps.org
11	RS Section Con. Call 3:00 pm EDST Contact: Sharon Pichon PichonS@aaps.org
13	PPDM Section Con. Call 2:00 pm EDST Contact: Rich Lawson LawsonR@aaps.org
13	APQ Section Con. Call 3:00 pm EDST Contact: Maureen Downs DownsM@aaps.org
13	CS Section Con. Call 2:00 pm EDST Contact: Stacey May MayS@aaps.org
14	PDD Section Con. Call 12:00 pm EDST Contact: Peter Inchauteguiz InchauteguizP@aaps.org
15	Quarterly Section Financial Statements Available Contact: Noelle Looney LooneyN@aaps.org
20	PT Section Con. Call 10:00 am EDST Contact: Victor VanBeuren VanbeurenV@aaps.org
20	EC Conference Call 2:00 pm EDST Contact: Karol Shadle ShadleK@aaps.org