Making a Difference Through Smart Government Relations
July 25, 2018

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Michael Welling, Partner, Meridian Risk Management
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"Bringing together scientists, engineers, and clinicians from many companies and institutions is the best way to stimulate future research collaborations."

Dr. Carla Romney, Fordham University
Welcome!

Westchester Biotech Project
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Look for us everywhere!
On Twitter we’re @WestchesterBio

A 501(c)(3) Nonprofit Organization
Westchester Biotech Project
Building Opportunity Density™
Thank You to our Community Partners, Alliance Partners, and Participants!
Making A Difference Through Government Solutions

(WHY DO WE NEED THEM, OR DO WE?)

July 25, 2018
Who We Are:

• Woman Owned Full Service Firm located in Albany, New York

• Comprised of clinicians, policy and government experts focused on health & human services with more than 100 years combined civil service experience
What Are Government Relations?
It is: Grassroots Advocacy, Public Affairs, Public Policy, Communications Expert, Political Analyst, Subject Matter Expert, Strategist
NOT A ONE-WAY ROAD
New York State Government

Executive Branch
- Elected by voters throughout the State
- Governor (1)
- Length of Term: 4 years
- Appoints Commissioners of each of the state’s regulatory agencies

Legislative Branch
- Elected by voters in each part of the state
- Senate (63 members)
- Assembly (150 members)
- Length of Term: 2 years
- Democrats have maintained a majority in the Assembly
- Republicans have held the Senate all except one year from 1939 to 2008 and then between 2008-2009 the Democrats held the majority
So Where Does Biotechnology Fit?


**Drug Take Back Legislation**

**S6750 Hannon (2017)**
- Requires chain pharmacies to operate safe disposal site.
- Drafted to prevent teens from accessing unused prescription drugs.
- Vetoed by Governor Cuomo as the manufacturer does not share in the burden of paying for drugs to be returned.

**S7354 Hannon (2018)**
- Drug Take Back Act
- Requires pharmacies to maintain a system in which to safely collect prescription drugs
- Drafted in response to opioid addiction crisis.
- Requires manufacturer to pay all administrative and operational fees associated with program.
New York ranks #2 in the nation in funding biotech and life science Research & Development

Over 47 new companies have launched out of Long Island’s biotech research community over the last three decades

*Life Sciences Tax Credit* Program

Job Creation Credit

NY FIRST Medical School Grant Program
$30 Million investment will support creation of Neuroscience Research Complex at Cold Spring Harbor Laboratory

$30 Million allocated to fund the Center for Bioelectric Medicine at the Feinstein Institute

$12 Million to build the First Veterinary College in the NYS Metropolitan Area located at Long Island University

**GROW** the Clarkson-Trudeau Partnership: Additional $5 Million to support the partnership between the State, Clarkson University and the Trudeau Institute to form a world-class biotech enterprise and establish the North Country Region as a premier center of biotechnology research and development.
Government Relations

IDENTIFY the PROBLEM/GAP

IDENTIFY the SOLUTION

IDENTIFY Potential RISKS

DEVELOP STRATEGY

DELIVER the MESSAGE
Opioid Crisis

Prescription Nation 2018: Facing America's Opioid Epidemic

Breaking the News or Fueling the Epidemic? Temporal Association between News Media Report Volume and Opioid-Related Mortality
o I-STOP
  o Problem parameters shift

o Heroin Use Spreads
  o Overdoses

o Strategy Changes
  o Find the gaps
  o Hear the challenges
  o Work with Parents

o Develop A Comprehensive Plan
Neurodegenerative Diseases

Huntington Disease, Amyotrophic Lateral Sclerosis, Parkinson’s Disease and Multiple Sclerosis

PROBLEM/GAP in Services: Increased life expectancies with NDs requiring more long term care solutions, few if any nursing homes would care for a patient with HD.

IDENTIFY the solution: Specialty Regulations and rates.

RISKS: Increased cost to the State.

STRATEGY: EDUCATE, STAKEHOLDER ENGAGEMENT, DEVELOP SYNERGY

SOLUTION: Develop Regulations
Stay in Touch!

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Research Community Resources