

NEW YORK ASCP CHAPTER ENTREPRENEUR GRANT Guidelines

The **ASCP Foundation Entrepreneur Grants** offer pharmacists seed money to establish or expand a fee-for-service component of their senior care pharmacy practice. **The New York ASCP Chapter has committed \$3,000 for grants in 2012.** All inquiries should be directed to Janice L. Feinberg, PharmD, JD, ASCP Foundation Research Director, at jfeinberg@ascp.com.

Eligibility

Applicants must be active members of ASCP, currently licensed and actively engaged in a community-based senior care pharmacy practice in New York state.

Grant Requirements

- Applicants must submit a completed application form and business plan and budget for the fee-for-service component of the senior care pharmacy practice.
- Recipients are expected to participate in the standardization of a practice model, pharmaceutical care record, data collection and assessment tools, and marketing materials under the direction of the ASCP Foundation.
- Recipients are expected to share their experiences with other pharmacists.
- Recipients must submit to the ASCP Foundation a brief interim report, due six months after initiation of the grant, and a final report, due one year after initiation of the grant.

Use of Grant Funds

Grant funds may be used only for the direct costs associated with the development and implementation of the fee-for-service component of the business plan. Grant funds may not be used for salaries and indirect costs (overhead). The first payment of will be made upon receipt of the completed Grant Acceptance form; a second payment will be made upon receipt of the six-month interim report and final payment upon receipt of the final report.

Business Plan and Budget

The business plan should not exceed ten (10) pages with one-inch margins, using 12-point font, and should contain the following headings and information:

- **Experience/Qualifications.** Describe your experience and qualifications, current practice and population served.
- **Services Currently Provided.** Describe the clinical services currently provided and whether or how you are paid.
- **Fee-for-Service Component of Practice.** Describe the current or planned fee-for-service component of your practice and exactly how (and where) you plan to go about delivering the services, including the practice management system used (patient records, documentation of interventions, billing, outcomes and economic analysis).
- **Economic Assessment.** Provide an assessment of the economic environment in which your fee-for-service practice will operate, including relevant demographic data.
- **Marketing Plan.** Describe how you plan to market your services and to whom. Be specific and prioritize your strategies.
- **Financial Data.** Budget for fee-for-service component of practice; one-year cash flow assessment (income/expenses) that incorporates capital requirements and assumptions upon which projections were based; breakeven analysis; how grant funds will be used.

Selection Criteria

ASCP Foundation staff will review applications for completeness and responsiveness. Eligible applications will be evaluated and ranked by a Selection Committee based on the following:

- Feasibility and likelihood of success
- Marketing plan
- Reasonableness of the budget
- Adequacy of the resources available to implement the business plan
- Overall business plan.



**NEW YORK ASCP CHAPTER
ENTREPRENEUR GRANT APPLICATION FORM**

Email completed and signed Application Form to Janice Feinberg at
jfeinberg@ascp.com.

APPLICANT INFORMATION (PRIMARY CONTACT PERSON FOR THE GRANT)

Name:

Company Name:

Mailing Address:

City/State/Zip:

Phone:

Fax:

E-mail:

Current New York Licensure:

APPLICANT AGREEMENT

The information I have provided in support of this application is complete and correct to the best of my knowledge. I have read the accompanying Guidelines and am aware of all requirements for participation. If selected to receive an Entrepreneur Grant, I agree to provide the ASCP Foundation with a six-month interim report and a one-year final report, and permit publication of these reports in ASCP and Foundation publications; participate in the standardization of a practice model, pharmaceutical care record, data collection, assessment tools, and marketing materials under the direction of the ASCP Foundation; and share my experiences with other pharmacists.

Signature

Date