THE EVOLUTION OF SELF-CARE
VISION
HAPPIER, HEALTHIER LIVES
through responsible self-care

MISSION
Empower self-care by preserving and expanding choice and availability of consumer healthcare products

A MESSAGE FROM
the President and Chairman

From Evolution to Revolution
ev·o·lu·tion
/ˈevələʃ(ə)n/

a process of continuous change from a lower, simpler, or worse to a higher, more complex, or better state: GROWTH
For more than 137 years, CHPA has evolved to meet the needs of its membership and shape the environment in which your business operates. In the past year, CHPA has made considerable progress on new initiatives, responded to challenging emerging issues, and maintained efforts on critical existing programs. With your support and engagement, CHPA is well positioned to make continued progress on our mission to empower self-care by preserving and expanding choice and availability of consumer healthcare products including OTC drugs and dietary supplements.

The CHPA effort that most represents strategic evolution in our industry is the work underway to modernize the OTC Monograph system. This effort could lead to major reforms that would transform the current regulatory structure for most OTC medicines into one that is more predictable, more transparent, better resourced, and more supportive of innovation. It’s not law yet, but 2018 saw major strides forward in our industry’s efforts to finally codify this new regulatory framework which will provide consumers with even more trusted choices for responsible self-care.

CHPA also provided leadership this year — as well as managed some setbacks — in the association’s efforts to influence complicated medicine disposal issues in municipalities and states across the country. California, New York, and Washington passed onerous state-wide manufacturer-funded take-back mandates; however, CHPA helped states like Arizona, Missouri, and Ohio craft alternative approaches that involve cooperative and willing partnerships from all of the stakeholders in the medical, retail, and civic communities.

This year, CHPA continued to foster an environment that helps maintain a knowledgeable and vibrant industry community. We enhanced and expanded member education and business development through new programs such as the Marketing Conference and the Supply Chain Conference. We strove to improve programs and services and strengthened consumer education through the CHPA Educational Foundation, including a nationwide partnership with CVS Health to raise awareness about safe medicine storage during National Safety Month in June.

Moreover, this past year, CHPA moved forward on the recommendations contained in the CHPA 2020 project and created a council structure to provide strategic focus to our work on OTC drugs and dietary supplements and, for the first time, in consumer medical devices. These and many other steps taken this year contribute to the long-term evolution of our industry and your association. The accomplishments we collectively achieved in 2018 are showcased in this annual report; we are honored to serve you in such challenging and exciting times for the consumer healthcare industry.

We look forward to working together to grow self-care in 2019, and for many years to come.

Gary Downing  
CEO, Clarion Brands, LLC  
Chair, CHPA Board of Directors

Scott Melville  
CHPA President and CEO
A FUTURE FRAMEWORK FOR SELF-CARE
Throughout 2018 we made tremendous progress. The federal bill to advance OTC regulatory modernization received overwhelming bipartisan, bicameral support through the House twice and through the Senate HELP committee. Prior to the end of the 115th Congress, we were pleased to see a very strong bipartisan show of support for Monograph reform, with a vote of 367-9 for a bill that combined OTC Monograph reform with the Pandemic All-Hazards Preparedness Act or PAHPA.

This vote occurred around the time when Congress was looking to cobble together a continuing resolution (CR) to keep the government open, but those negotiations never materialized into a bill that President Trump was willing to sign into law. The recent House vote is one more sign of the bipartisan commitment to moving OTC Monograph reform forward. Despite our disappointment, CHPA will continue working tirelessly with our Hill champions in the new Congress and will keep fighting alongside public health groups to see that OTC Monograph reform is enacted.

OTC Monograph reform is widely supported by a diverse and influential group of advocacy and public health organizations including the American Academy of Allergy, Asthma & Immunology, American Academy of Pediatrics, American Dental Association, American Public Health Association, March of Dimes, National Association of County and City Health Officials, Society for Maternal-Fetal Medicine, and The Pew Charitable Trusts.

This legislation would touch the lives of millions of Americans, modernizing the regulatory structure that oversees most OTC medicines. The bill would make commonsense reforms to increase the efficiency and responsiveness necessary to protect public health and spur innovation.

A new Congress* provides great opportunity for CHPA to continue to tell the story of how our industry empowers self-care by preserving and expanding choice and availability of consumer healthcare products. Even with the turmoil in Washington, CHPA will continue to educate members of Congress and their staff about our industry and to work towards progress on OTC Monograph reform.

*Note: In one of the first acts of the new Congress in 2019, the House of Representatives once again passed OTC Monograph reform with the Pandemic All-Hazards Preparedness Act (PAHPA). This time the bill passed by a vote of 401-17, and it now awaits consideration in the Senate.
ADVOCATING FOR THE FUTURE
Shaping Policy and Regulation
→ Taking Action on Take-Back

Despite strong lobbying in opposition to mandated statewide manufacturer-funded drug take-back programs by CHPA and fellow industry associations, Washington state, New York, and California each passed legislation adopting this policy. CHPA was successful in amending the three proposals to preempt localities from taking further action on the issue, but a mandate is now in effect across each state.

In more politically conservative states, CHPA and industry allies took a proactive approach in preempting localities by creating a model bill which focuses on educating consumers about existing pharmaceutical disposal options. We supported legislation in Missouri, Arizona, and Ohio which tasks state government with developing education and awareness programs on drug disposal. Those bills passed into law and preempt localities from enacting more onerous measures. These laws serve as industry-favored alternatives to the Washington state law, and we plan on promoting this concept in additional states in 2019.

There is much work that remains to be done as CHPA continues to engage in the three mandate states during the rulemaking process associated with full deployment of these new laws. CHPA will continue to collaborate with our fellow associations and the CHPA State and Local Government Affairs Committee to prevent other take-back mandates or limit their burden on the industry and on consumers, as these mandates impose costly new and unnecessary obligations on the industry and on communities.
In 2017, CHPA was successful in defeating legislation in Hawaii, both in the state legislature and in Maui County, which would have banned the sale of sunscreen products containing oxybenzone and octinoxate. During the last week of the 2018 legislative session, however, Hawaii became the first governmental body in the world to adopt a sales ban on sunscreen products containing these two ingredients.

CHPA worked in coordination with the Hawaii Dermatological Society, Hawaii Medical Association, Personal Care Products Council (PCPC), and others to actively oppose this legislation. Banning oxybenzone and octinoxate – key ingredients present in 70% of marketed sunscreens – will drastically and unnecessarily reduce the selection of safe and effective sunscreen products available to Hawaii residents and visitors.

Amid rumblings of federal legislation to nationalize this ban, CHPA arranged an educational meeting with Rep. Tulsi Gabbard’s (D-Hawaii) office to explain the key role sunscreens play in cancer prevention and to discuss the unsettled science that inspired the Hawaii law.

In addition, CHPA submitted comments in November opposing a Citizen Petition sent to FDA earlier this year which seeks to have oxybenzone and octinoxate banned at the federal level.

CHPA played an important role in the conversation, and CHPA President and CEO Scott Melville was interviewed by CNN International on the subject.
Continuing to Stop Meth, Not Meds

**Pseudoephedrine (PSE)**

New Hampshire became the 35th state to adopt NPLEx, the industry-sponsored system that blocks illegal sales of over-the-counter cold and allergy medications containing pseudoephedrine.

CHPA defeated legislation in Michigan which sought to require a prescription for the purchase of PSE. This is the eighth straight year CHPA has successfully defeated prescription-only restrictions nationwide.

Maine and Wisconsin became the eighth and ninth states to deploy CHPA’s anti-smurfing retailer program, which seeks to educate the public about the criminal risks associated with accumulating illegal amounts of PSE by recruiting buyers to make purchases at multiple stores.

**NPLEx Impact**

- **1,500,000**
  
  As of December 2018, NPLEx has blocked 1,500,000 boxes of PSE from being illegally sold since January 2018.

- **4,000,000**
  
  That translates to 4,000,000 grams of PSE kept off the streets and potentially out of the hands of criminals.

- **Almost 45,000**
  
  Almost 45,000 retailers participate/report PSE purchases to NPLEx nationwide and there are more than 7,000 law enforcement professionals who use NPLEx.
Leading the Fight Against Teen Cough Medicine Abuse

Dextromethorphan (DXM)
Progress continued at the state level this year as Wisconsin, Colorado, and Pennsylvania joined 14 other states that ban over-the-counter sale of medications containing DXM to minors.

Bipartisan legislation was once again introduced in the U.S. House of Representatives through collaboration with the Partnership for Drug-Free Kids, Community Anti-Drug Coalitions of America (CADCA), National Association of School Nurses (NASN), and others. The DXM Abuse Prevention Act would establish a national age-18 requirement for the purchase of medicines containing DXM.

Recognizing the important role that retailers play in the effective implementation of state DXM age-restriction laws, CHPA launched a retailer education initiative as part of its Stop Medicine Abuse campaign, aimed at engaging parents and community members about teen abuse of OTC cough medicine.

Retailers can download or order free materials for employees and consumers at:

STOPMEDICINEABUSE.ORG

CHPA’s Carlos Gutierrez testifies before Wisconsin’s Senate Committee on Health & Human Services.

Bill sponsors Rep. Pete Lee (right) and Sen. Bob Gardner (left) watch as Colorado Governor John Hickenlooper signs H.B. 1307.
OTC medicine eligibility in flexible spending arrangements (FSAs) and health savings accounts (HSAs) was removed in 2011 as one of the revenue-generating provisions of the Affordable Care Act (ACA). During 2018, CHPA continued to lead a coalition effort to restore OTC eligibility.

75 percent of Americans favor including OTCs in FSAs and HSAs, tax-preferred accounts that are utilized by more than 50 million Americans today. CHPA successfully advocated for a provision sponsored by Representatives Lynn Jenkins (R-Kansas) and Ron Kind (D-Wisconsin) to be included in a larger package of legislation targeting HSA/FSA flexibility. The House passed the bill, H.R. 6199, The Restoring Access to Medication and Modernizing Health Savings Accounts Act, by a bipartisan vote of 277-142. Work continues to reintroduce the House-passed legislation and to advance it in the Senate. This effort is especially timely as increased cost-sharing by employer-provided health insurance plans has consumers seeking more cost-effective treatment options, like OTC medicines.
EMERGING ISSUES
Loperamide

In an effort to help prevent unintentional or intentional misuse or abuse of loperamide, an anti-diarrheal medicine, while also balancing the need to maintain consumer access to this essential medicine, CHPA members created a task group campaign strategically focused on educating emergency care professionals, primary care providers, substance abuse counselors, and mental health experts about the rare but serious risks associated with the abuse of loperamide.

- The task group’s “Loperamide Safety” education campaign efforts include the website loperamidesafety.org, targeted digital advertising to healthcare professionals, partnerships with third-party groups like the American Association of Poison Control Centers (AAPCC) and the American Society of Clinical Toxicology (ASCT), as well as outreach to caregivers and people at risk.

- Oklahoma became the first state to introduce legislation restricting the sale of loperamide, but this legislation was defeated by CHPA. Had it passed, it would have moved loperamide products behind the pharmacy counter, limited purchases, and required logbooks similar to those used with pseudoephedrine sales.

- In December, FDA asked manufacturers of loperamide to reduce package sizes to a maximum of 48 milligrams (24 count). CHPA members supported that decision and have begun to make the necessary changes and inform retailers.

The loperamide task group will continue to expand educational efforts in 2019.

In the first two months, the Loperamide Safety education campaign has already generated:

**1.9M impressions**

**3,000 website visits**

**100 downloads of materials**

CBD Update

In December 2018, the president signed into law the Farm Bill. Among the law’s many provisions is one that legalizes hemp cultivation at the federal level and removes hemp (defined as cannabis containing less than 0.3% THC) from the Controlled Substances Act.

Immediately upon passage, FDA Commissioner Gottlieb issued a statement reiterating FDA’s stance that drugs, supplements, and foods containing added CBD are regulated as any other and must follow FDA regulations. Dr. Gottlieb’s statement specifically referenced CBD products making drug claims, noting that these are new drugs that would need to obtain regulatory approval before marketing. However, Dr. Gottlieb also noted that pathways exist for FDA to consider whether CBD might be permitted in a food or dietary supplement and has the authority to issue a regulation allowing the use of a pharmaceutical ingredient in these products. He also announced FDA intends to hold a public stakeholder meeting on CBD, a move which CHPA applauds.

CHPA is developing a formal position on CBD and will actively engage on this issue in the year ahead.
A STRATEGY FOR SUPPLEMENTS
Convening Supplement Stakeholders

The Dietary Supplements Regulatory Summit is an unprecedented collaboration between CHPA, American Herbal Products Association (AHPA), Council for Responsible Nutrition (CRN), Natural Products Association (NPA), and United Natural Products Association (UNPA) – the trade associations representing the various stakeholders in the dietary supplements industry.

This year, more than 180 attended the one-day regulatory summit held in Washington, DC. The summit featured updates and insights from FDA and industry regulatory experts, focusing on FDA’s strategic priorities to protect consumers, ensure product integrity and quality, and promote informed decision making by consumers. FDA’s efforts to improve current good manufacturing practice (cGMP) inspections and an overview of FDA’s actions on dietary supplement facts labeling, including changes to the dietary fiber regulation, were also highlighted.

A Critical Voice

Throughout 2018, CHPA lent our voice to a variety of issues that impact the dietary supplements industry.

Submitting comments to the USDA Agricultural and Marketing Service (AMS) on a proposed rule to establish the national mandatory bio-engineered food disclosure standard, CHPA noted that highly refined products should not fall within the definition of “bio-engineering,” and that AMS should align with FDA regulations on incidental additives and not require their presence to be disclosed under the standard.

Submitting comments to FDA on the Nutrition Innovation Strategy, CHPA asked them to maintain their focus on consumer education pertaining to changes in Nutrition/Supplement Facts labeling.

CHPA joined a coalition of organizations including the Council for Responsible Nutrition, the United Natural Products Alliance, the American Herbal Products Association, and the U.S. Anti-Doping Agency in supporting legislation to protect consumers from dangerous Selective Androgen Receptor Modulators (SARMs), ingredients which have effects similar to anabolic steroids.
MOVING BEYOND
The Medicine Aisle

CHPA 2020 Initiative
CHPA and its Board of Directors have been working on a CHPA 2020 Initiative to help position the association to represent the industry as it evolves and expands to encompass OTC medicines, dietary supplements and, new this year, consumer medical devices.
A new organizational structure will allow CHPA to have dedicated councils of excellence in drugs, supplements, and consumer medical devices, creating forums for category thought leadership among industry executives.

These new councils will be incubators of new ideas to identify challenges and devise action plans that will grow and defend the spectrum of consumer healthcare products—and each council flows up to a single board of directors, allowing the industry’s business leaders to view consumer healthcare holistically, as most consumers do. CHPA will be working to provide increasing value for members through these councils and building out strategies for a meaningful impact.

The Board of Directors has approved resources to help support the recruitment of a new Health Policy Director to allow us to work with health providers and health insurers to promote and advocate on the value of OTC medicines and the role that they play in the healthcare system. We’ve also been able to invest in top-tier dietary supplement expertise to help fine-tune a leadership agenda for the association to help promote and improve the confidence that consumers have in dietary supplements.

Finally, the board has also approved funding for year two of a consumer medical device pilot that we started this year, and which will continue in 2019.

This movement towards viewing consumer healthcare more holistically dovetails perfectly with an effort underway by the World Self-Medication Industry (WSMI) to examine the future of self-care more broadly, and where industry needs to head to assure a strong future. WSMI’s work includes looking for ways to more clearly embed self-care as a universal building block of sustainable health. It includes understanding what’s needed to actively engage in the debate on the regulation and use of health data to enable the full value of self-care and self-care solutions. As we look to the year ahead, we look forward to actively advancing this effort.
ADVANCING SELF-CARE
Education, Information, and Inspiration
Engaging Media and Stakeholders

CHPA's communications efforts support the entire spectrum of the association’s work.

Throughout the year, CHPA worked with editors and reporters at national consumer, health, and policy outlets, aiming to foster balanced coverage of OTC medicines and dietary supplements, while also showcasing the important role they play in the healthcare system. In 2018, these issues ranged from:

- Monograph reform and Hawaii’s sunscreen ban
- Ingredient defense
- Consumer access and education

In addition to ingredient defense, we proactively produced statements and offered CHPA as industry's authoritative voice to shape and influence the conversation in the press.

CHPA also worked to monitor international, national, state, and local news daily and conducted rapid-response to news stories, journal publications, and reporter inquiries on topics important to our industry.

As a result, we secured earned media placements and mentions in top-tier outlets:

- **The New York Times**
  - "Most Sunscreens Can Harm Coral Reefs. What Should Travelers Do?"
  - OXY: New York Times online, CHPA responded to inquiry
  - REACH OF 2.8M

- **The Hill**
  - "It’s time we see OTC monograph reform across the finish line and into the 21st century"
  - "NOW is the Time to Modernize the OTC Monograph System"
  - 2 Monograph Op-Eds from CHPA
  - REACH OF 2M

- **npr**
  - "Many Common Sunscreens May Harm Coral. Here's What To Use Instead."
  - Sunscreen interview with Jay Siros, Ph.D. in response to CHPA statement
  - (97 syndications)
  - REACH OF 25M

- **CNN Money**
  - "Hawaii to Ban Some Sunscreens to Protect Coral"
  - Sunscreen interview with Scott Melville in response to CHPA statement
  - REACH OF 840K

- **Retail Leader**
  - "A rising force in healthcare"
  - Trade Media: Retail Leader article from Scott Melville
  - REACH OF 31K
LEADING FOR TOMORROW
Through Education and Professional Development
CHPA’s meetings ignite the sharing of knowledge and best business practices. Focused on helping consumer healthcare professionals, CHPA offers numerous educational and professional development opportunities throughout the year, bringing our members together not as competitors, but as colleagues, to learn from thought leaders within and outside our industry, and from one another. Meetings are one of the many ways CHPA helps to maintain a knowledgeable and vibrant association and industry community—a key 2018 association strategic priority. CHPA meetings also help develop the next generation of industry leaders.

Retail Immersion with Walgreens, February 8, 2018
In February, members gathered in Chicago to attend CHPA’s Retail Immersion with Walgreens. The immersion provided an opportunity for manufacturers to hear from top executives about Walgreens’ strategy and how to work with them effectively for mutual success. Sessions focused on several topics, including Walgreens’ Health and Wellness Strategy, Promotional and Display Evolution, Shopper Profiles, and Corporate Social Responsibility Initiatives.

Annual Executive Conference (AEC), March 11–14, 2018
In March, hundreds of the nation’s top consumer healthcare executives attended CHPA’s Annual Executive Conference, the industry’s preeminent members-only event, for three days of unparalleled networking and high-impact education sessions. The timing of the education sessions was reworked to allow for more dedicated business and networking time, and attendees gained insights into how to turn the disruption the consumer healthcare industry is facing into opportunities for innovation and growth.

Manufacturer members were invited to join leaders from Amazon as they provided insights on how their organizations can be more successful in the e-retailing space during their featured session: Amazon Insights!
In May, CHPA’s Regulatory, Scientific and Quality Conference (RSQ) took place in Washington DC, bringing together 283 attendees from industry, regulatory authorities, and academia across the consumer healthcare landscape to focus on the self-care space. This year’s conference focused on Consumer Healthcare: Innovating for the Future. The variety of sessions during RSQ offered attendees dedicated time for learning and networking. A distinguished panel of leaders from the U.S. Food & Drug Administration (FDA), U.S. Pharmacopeia Convention (USP), and Federal Trade Commission (FTC) closed out the conference, providing attendees with the opportunity to participate in an interactive dialogue about their priorities and the opportunities for collaboration.

“Meeting topics bring awareness to the ethical challenges the industry wrestles with and present a path forward.”

– Regulatory, Scientific & Quality Conference attendee

In July, we launched our inaugural Marketing Conference in Philadelphia, focusing on Insights for Today and Tomorrow. This unique event was designed specifically for marketing professionals in the consumer healthcare industry, offering significant education and networking opportunities. With more than 160 participants, attendees took away key learnings on topics such as winning consumers on the digital battlefield, creating active demand through omni-channel awareness, and building a team that represents your target audience.

“Content was extremely relevant to my business.”

– Marketing Conference attendee

Pictured from left to right: Jennifer Moyer, Clarion Brands LLC; Lauren Schulz, Dr. Reddy’s Laboratories, Inc.; and Jill Rivera, Moberg Pharma North America LLC.

→ Regulatory, Scientific & Quality Conference (RSQ), May 17–18, 2018

→ Marketing Conference, July 16–17, 2018
WSL Strategic Retail's President Candace Corlett shares insights on the big and little changes in everyday life and how they will change shopping behavior.

CHPA Women’s Leadership Initiative

CHPA formed its Women’s Leadership Initiative this year aimed at encouraging the professional growth of emerging female leaders and retaining critical industry talent. The initiative will provide networking and relationship-building opportunities for CHPA members, encouraging one generation of female leaders to connect with and mentor the next.

The CHPA Women’s Leadership Initiative will formally launch with a reception at the Annual Executive Conference (AEC) in 2019 in Boca Raton, Florida. The event on March 17th from 6 p.m. to 7 p.m. will include an overview of networking and mentorship opportunities for CHPA members, encouraging one generation of female leaders to connect with and mentor the next.

Supply Chain Conference, November 5–6, 2018

In November, CHPA hosted its first-ever Supply Chain Conference. This event was designed for senior and mid-level supply chain professionals working in the consumer healthcare industry. With a focus on Harnessing the Supply Chain Revolution, the conference provided attendees with actionable takeaways on issues pertinent to their day-to-day work and a new perspective on the future of supply chain management.

“I had an almost non-existent understanding of blockchain technology, and now I finally understand why it’s such an exciting application for supply chain.”

– Supply Chain Conference attendee

OTC 101, October 9–10, 2018

Back for a fourth year, CHPA’s popular OTC 101 Seminar works to enlighten and enhance members’ knowledge of industry trends, challenges, and opportunities. Built on the knowledge and experience of our staff and industry experts, more than 50 attendees came away with the facts and tools needed to have a greater understanding of the consumer healthcare industry.

“Coming from a research/public health background, it was eye opening to learn more about the regulations and policies regarding OTC products, and it provided nice context in an area that I was unfamiliar with.”

– OTC 101 Seminar attendee

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– Supply Chain Conference attendee
CHPA Board of Directors

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Chief Executive Officer
Clarion Brands, LLC

Christopher Ascher
Co-President and Chief Executive Officer
B.F. Ascher & Company, Inc.

J.P. Borneman, Ph.D.
Chairman and Chief Executive Officer
Hyland’s, Inc.

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Gregory Bradley
Chief Executive Officer
Foundation Consumer Healthcare LLC

Agustin Caceres
President & General Manager, North America
Genomma Lab USA Inc.

Peter Caldini
Regional President, North America
Pfizer Consumer Healthcare

David Campbell
Vice President, Regulatory Affairs and Policy, NA RB

Ranjan Chaudhuri
Head of Consumer Health, North America
Mylan, Inc.

Don Chizek
Vice President, Operations and Customer Service
Li’l Drug Store Products, Inc.

Carrie Chomiak
General Manager, U.S. and Canada
Avrio Health L.P.

Keech Combe Shetty
Co-Chief Executive Officer
Combe Incorporated

Thomas Corley
Executive Vice President, Global Chief Retail Officer
President, U.S. Retail Catalina

Michael Donnantuono
President and Chief Operating Officer
Blistex Inc.

John Dowers
President and CEO
WellSpring Consumer Healthcare

Scott Emerson
Partner
DSE Healthcare Solutions, LLC

Paul Gama
Vice President, North America Personal Health Care
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John Incledon
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Hisamitsu Pharmaceutical Co., Inc.

Milan Kalawadia
Vice President, Head of U.S. OTC Division
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Robert Long
Head North America CHC
Sanofi Consumer Healthcare
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President and CEO
K.C. Pharmaceuticals, Inc.

Barbara Kochanowski, Ph.D.
Senior Vice President, Regulatory & Scientific Affairs

Anita Brikman
Senior Vice President, Communications & Public Affairs, and Executive Director, CHPA Educational Foundation

David Spangler, Esq.
Senior Vice President, Policy, and General Counsel & Secretary

Randy Sloan
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Lornamead, Inc.

Britt Wood
Senior Vice President, Business Development & Industry Relations

Carlyn Solomon
Chief Executive Officer
Santa Cruz Healthcare/BestCo Inc.

Cheryl Phillips
Senior Vice President, Consumer Healthcare America
Perrigo Company

Jeffrey Vernimb
Senior Vice-President, Global Consumer Health
Moberg Pharma North America LLC

Colin Mackenzie
Region Head, Americas; Area General Manager, North America
GSK Consumer Healthcare

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(Immediate Past Chair)
Executive Vice President and President, Consumer Healthcare America
Perrigo Company

Mike Rosenberg
Senior Vice President, National Advertising
Healthgrades, Inc.

Jeffrey Needham
Executive Vice President and President, Consumer Healthcare America
Perrigo Company

Rich Simonson
Chief Operating Officer
Carma Laboratories, Inc.

Robert Sanders, Jr.
Executive Vice President and Practice Leader; Health and Home
IRI

Bryan Green, CPA
Senior Vice President, Finance and Operations & Chief Financial Officer

John Gay
Senior Vice President, Government Affairs
Organizational Values

CHPA understands that a fully engaged staff better serves our membership.

CHPA staff has five values that define our working environment: Excellence, Integrity, Teamwork, Empowerment, and Development. Our staff is committed to creating a high-performance organization that puts our members first.

Upcoming Major Meetings and Events

2019 Annual Executive Conference
March 17–19, 2019
Boca Raton Resort & Club
Boca Raton, FL

2019 Regulatory, Scientific and Quality Conference
May 21–22, 2019
Bethesda North Marriott
North Bethesda, MD

2019 Marketing Conference
July 24–25, 2019
Hotel du Pont
Wilmington, DE

2019 Supply Chain Conference
September 18–19, 2019
Royal Sonesta Harbor Court
Baltimore, Maryland

CHPA Educational Foundation Gala
November 12, 2019
The Plaza Hotel
New York, NY