American Pharmacy Association
2017 APhA Annual Meeting | San Francisco, CA March 24–27, 2017

ARTICLE HIGHLIGHTS

• Bay Area Day Trips

• Follow The Money: Pharmacist Career Outlook
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Qualified candidates for Clinical Pharmacist will have current state licensure as a Pharmacist; Doctor of Pharmacy degree preferred and clinical residency preferred. Experience as a hospital pharmacist, experience in rounding with a medical team, monitoring of patient drug therapy, pharmacokinetic dosing and patient counseling/education and experience in unit dose and IV services are all preferred.

Please apply at www.queensmedicalcenter.org/careers
EOE/M/F/Disabled/Vets

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San Francisco: The cultural, commercial and financial center of Northern California that is home to Silicon Valley and to the 49ers Football Team. Founded in 1776, this hilly city is known for more than its iconic Cable Cars and the Golden Gate Bridge. San Francisco is also known for its cool summers, its fog, its eclectic architecture and its landmarks. There is so much history and culture packed into just under 48 square miles.

While you’re in town for the annual meeting and expo, take some time out of your schedule to visit some of the Bay Area’s popular neighborhoods and attractions. Be sure to wear a jacket and comfortable shoes!

ALCATRAZ ISLAND
The Alcatraz Federal Penitentiary (Alcatraz for short) is located on the island and operated from 1934 to 1963. During its time, Alcatraz held some of America’s most ruthless criminals such as Al Capone, George “Machine Gun” Kelly and Ellsworth “Bumpy” Johnson as well as prisoners who repeatedly caused trouble at other federal prisons. Today, Alcatraz is a public museum operated by the National Park Services and offers ferry passes and tours of the penitentiary. nationalparks.org/explore-parks/alcatraz-island

CHINATOWN
San Francisco has the largest Chinatown outside of Asia and is the largest Chinese community in North America. It was established in 1848 and is steeped in the history and culture of Chinese immigrants in America. Chinatown’s restaurants are considered the birthplace of American Chinese Cuisine, introducing such food items as Chop Suey and Dim Sum to Western and American tastes; its Dim Sum and tea houses remain a major tourist attraction. Walking tours are available to take in the history, the art and culture of Chinatown. Enjoy the great restaurants and shopping. c-c-c.org

CRISSEY FIELD
Crissy Field is a place to walk or bike offering breathtaking views of the Bay and the Golden Gate Bridge. Formerly a US Army airfield, thanks to restoration by the National Parks Conservancy, the area now has beaches, picnic tables and windsurfing. Warming Hut and Beach Hut Cafés are on site for grabbing a quick bite to eat. parksconservancy.org/visit/park-sites/crissy-field.html

FISHERMAN’S WHARF
Ghirardelli Square, Pier 39 and sea lions basking in the sun are just some of the attractions you’ll find at this world-famous tourist locale. Restaurants, fishing boats, shopping and waterfront markets are many of the neighborhood’s other sights and activities. Sightseeing boats and boat charters available to
Angel Island, Alcatraz Island and other points of interest in the San Francisco Bay.

fishermanswharf.org

MISSION DISTRICT
This gentrified Latin neighborhood is home to the famous Roxie Theater and to five restaurants that have received 2017 Michelin stars. Mission has four sub-districts: The northeast is known as the center for high-tech start-ups and chic bars and restaurants. The northwest is famous for their Victorian mansions and for Dolores Park a popular recreation area. The Valencia corridor and the 24th Street corridor (also called Calle 24) are popular for their restaurants, bars and galleries.

sftravel.com/explore/neighborhoods/mission-district

MUIR WOODS NATIONAL MONUMENT
Hikers and Bikers alike will revel in this redwood forest located 12 miles north of San Francisco. It is part of the Golden Gate National Recreation Area and one of the few redwood forests remaining along the Pacific Coast. Fifty species of birds, 11 species of bats and a myriad of mammals from Sonoma chipmunks to black bears have been spotted along throughout the forests. A paved main walking trail begins at the entrance, travels alongside redwood creek and into the old growth forest. Bikers are restricted to designated roads.

nps.gov/muwo/index.htm

NORTH BEACH
North Beach is near Chinatown and Fisherman’s Wharf, and is San Francisco’s Little Italy with a large Italian American population. Part of the old Barbary coast, the neighborhood was formerly home to Jack Kerouac, Allen Ginsburg and Joe DiMaggio (who was raised there and came back later in life with his bride Marilyn Monroe to settle down). Today North Beach is best known for its restaurants, cafes and old world delicatessens. Washington Square Park and Beat Museum are also fixtures in this beloved neighborhood.

sftravel.com/explore/neighborhoods/north-beach

RICHMOND DISTRICT
Richmond District (not to be confused with the city of Richmond) is a melting pot of cultures, restaurants and theaters. The city is also called Little Russia and constitutes East Asian, Indian, Ethiopian, Russian and other world influences. A famous Restaurant in Richmond District is Sutro’s Cliff House, with magnificent views of the Bay and its seafood menu. Eagles Point and Land’s End are also favorites for outdoors enthusiasts.

sftravel.com/explore/neighborhoods/richmond-presidio

SAUSALITO
Before the building of the Golden Gate Bridge, Sausalito was a rail, car and ferry terminus. It’s hard to imagine that this wealthy artistic residential enclave was once an industrial ship building city during World War II. Sausalito has a fishing pier, public beaches and a thriving houseboat community. The city also boasts boutique shops, outdoor cafes, bistros, art studios and galleries.

ci.sausalito.ca.us/

SONOMA VALLEY
No trip to San Francisco would be complete without a tour of one of California’s world famous vineyards. Sonoma Valley is known as the birthplace of the California wine industry, with hundreds of vineyards ranging from small family-owned holdings to large international wineries. The Sonoma region is also home to Armstrong Redwoods State Preserve and to beaches surrounding Bodega Bay.

sonomavalley.com

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Follow The Money: Pharmacist Employment Outlook

Employment for pharmacists is expected to grow by 3% through 2024, less than any other health occupation. Because Pharmacy is among the best paying occupations in America, the number of pharmacy school graduates has increased in recent years, creating more job competition. However, there will continue to be a demand for Pharmacists. As baby-boomers get older and more people suffer from chronic illnesses such as diabetes, heart disease and arthritis, there will continue to be a demand for prescription medications. In addition, access to health insurance for more individuals due to federal health insurance reform, along with scientific advances in new drugs means more pharmacists will be needed to fill prescriptions and to counsel patients about their medications.

What This Means For You

As a pharmacist, gaining additional experience by completing a residency program or completing additional certifications can improve job prospects. Being strategic regarding where you seek employment in the US can help to further improve your prospects. Knowledge of which industries have the highest employment and which states have the highest wages and location quotients (the concentration of an industry in a region compared to the national average) can provide great insight in your career planning.

Consider the following industry data:

### Top paying industries for Pharmacists:

<table>
<thead>
<tr>
<th>Industry</th>
<th>Employment</th>
<th>Percent of industry employment</th>
<th>Hourly mean wage</th>
<th>Annual mean wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scientific Research and Development Services</td>
<td>190</td>
<td>0.03</td>
<td>$65.94</td>
<td>$137,140</td>
</tr>
<tr>
<td>Offices of Physicians</td>
<td>5,570</td>
<td>0.22</td>
<td>$63.88</td>
<td>$132,870</td>
</tr>
<tr>
<td>Outpatient Care Centers</td>
<td>4,050</td>
<td>0.55</td>
<td>$61.05</td>
<td>$126,980</td>
</tr>
<tr>
<td>Other General Merchandise Stores</td>
<td>16,270</td>
<td>0.89</td>
<td>$60.62</td>
<td>$126,090</td>
</tr>
<tr>
<td>Business Support Services</td>
<td>350</td>
<td>0.04</td>
<td>$59.14</td>
<td>$123,010</td>
</tr>
</tbody>
</table>

### Industries with the highest level of employment for Pharmacists:

<table>
<thead>
<tr>
<th>Industry</th>
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<th>Hourly mean wage</th>
<th>Annual mean wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health and Personal Care Stores</td>
<td>128,420</td>
<td>12.38</td>
<td>$57.51</td>
<td>$119,620</td>
</tr>
<tr>
<td>General Medical and Surgical Hospitals</td>
<td>68,220</td>
<td>1.29</td>
<td>$57.43</td>
<td>$119,460</td>
</tr>
<tr>
<td>Grocery Stores</td>
<td>23,160</td>
<td>0.87</td>
<td>$55.69</td>
<td>$115,830</td>
</tr>
<tr>
<td>Other General Merchandise Stores</td>
<td>16,270</td>
<td>0.89</td>
<td>$60.62</td>
<td>$126,090</td>
</tr>
<tr>
<td>Department Stores</td>
<td>10,510</td>
<td>0.75</td>
<td>$56.66</td>
<td>$117,850</td>
</tr>
</tbody>
</table>

The Scientific Research & Development Industry (e.g., Johnson & Johnson; Novartis) offers the highest salaries. However, the available opportunities for Pharmacists in R&D is not as high, when compared to employment for General Merchandise Stores (e.g., Target, Walmart). The General Merchandise Store Industry employs a greater number of Pharmacists and offers competitive salaries, but when compared to the Health and Personal Care Store Industry (e.g., CVS; Rite Aid; Walgreens), they offer roughly 7% the employment opportunity. This should not be interpreted to mean that one industry is more exclusive than another; the data should be taken as a starting point in planning your next career steps.
Industries with the highest concentration of Pharmacists:

<table>
<thead>
<tr>
<th>Industry</th>
<th>Employment</th>
<th>Percent of industry employment</th>
<th>Hourly mean wage</th>
<th>Annual mean wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health and Personal Care Stores</td>
<td>128,420</td>
<td>12.38</td>
<td>$57.51</td>
<td>$119,620</td>
</tr>
<tr>
<td>Drugs and Druggists’ Sundries Merchant</td>
<td>6,060</td>
<td>3.04</td>
<td>$58.13</td>
<td>$120,910</td>
</tr>
<tr>
<td>Wholesalers</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Electronic Shopping and Mail-Order Houses</td>
<td>4,790</td>
<td>1.42</td>
<td>$55.97</td>
<td>$116,420</td>
</tr>
<tr>
<td>Specialty (except Psychiatric and Substance Abuse) Hospitals</td>
<td>3,220</td>
<td>1.29</td>
<td>$56.98</td>
<td>$118,510</td>
</tr>
<tr>
<td>General Medical and Surgical Hospitals</td>
<td>68,220</td>
<td>1.29</td>
<td>$57.43</td>
<td>$119,460</td>
</tr>
</tbody>
</table>

The Health and Personal Care Stores Industry provides the highest concentration of positions available to a Pharmacist and offers a competitive salary vis-à-vis Drugs and Druggists Wholesalers (e.g., Astra Zeneca; Merck and Co Inc.; Baxter Healthcare) who pay slightly more, but as an industry, offers fewer positions to fill.

Now consider this state-by-state data:

The map on the left shows employment opportunities are most concentrated along Eastern US states and many of the Midwestern states, followed by Texas and California. The map on the right shows that compensation for Pharmacists is highest along the Western US states, some Southern and Midwestern states and Alaska. Taken together, it would appear that the states to offer the best combination of competitive salary and high job number concentration are North Carolina and California.

Keep in mind, the demand for Pharmacists in healthcare settings is expected to increase. Health care settings, such as hospitals and clinics, will need more pharmacists to provide patient care in areas such as testing patient’s blood sugar or cholesterol in addition to the traditional role of overseeing patient medication. Employment in traditional retail settings are expected to decline due to the increase in online and mail order pharmacy sales.

**Research For Career Planning**

Whether you are a newly licensed graduate or an experienced Pharmacist looking to change industries, it is important to perform an assessment of your career and personal goals. In-depth research on the industries, states, and even metro areas of interest to you can provide a deeper look at the market for Pharmacists.

*Sources: BLS.gov, Statista.com, SICCode.com, Washington Post*
Turn to Your Career Consultants

Since 1978, Rx relief has been a trusted career consultant for pharmacy professionals. Whether you are looking to take the next step in your career, want to gain experience in a new setting, or are a recent grad ready to leave your mark on the industry we can help!

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