



—  
The *voice* of the  
community  
pharmacist.



# Purpose of the competition

The goal of the Competition is to **motivate** student pharmacists to **create** the blueprint necessary for buying an existing **independent community pharmacy** or developing a new pharmacy. Through this competition, NCPA is better able to prepare **tomorrow's pharmacy entrepreneurs** for a **successful** future.



# History of the competition

The Business Plan Competition is the first national competition of its kind in the pharmacy profession.



*Judges for the 2004 live competition*



*Mercer University, Winner 2004 competition*



# History of the competition

The Pruitt and Schutte families initiated an endowment fund with the NCPA Foundation to help support annual operating expenses of the Competition.



Neil Pruitt Sr.



H. Joseph Schutte



# Competition supporters





# Submission requirements

Teams must submit a plan that thoroughly explains

- Mission and vision of the business
- Products and services offered
- Marketing activities and budget
- Business details such as legal structure, organizational structure, security measures, pharmacy floor plan
- Current and projected financials



# Submission requirements

Plans are provided to a panel of graders comprised of

- Independent pharmacy owners
- Business coaches and consultants
- Financiers
- Community pharmacy practitioners



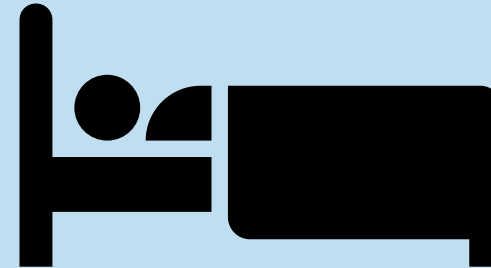
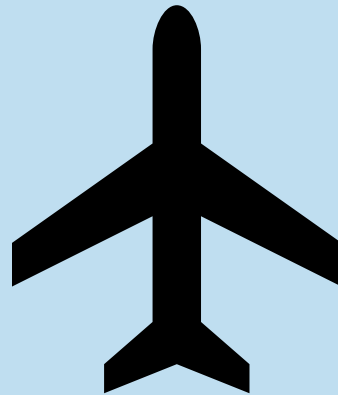
# Submission requirements

Graders provide scores and feedback to teams so that they may understand the nuances of writing practical, feasible and successful plans for today's current pharmacy marketplace



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# Finalists receive





## 2nd Runner Up

\$1000 for the NCPA student chapter  
\$1000 in the Dean's name



# Runner Up

\$2000 for the NCPA student chapter  
\$2000 in the Dean's name



# Winner

\$3000 for the NCPA student chapter  
\$3000 in the Dean's name



# NCPA Multiple Locations Conference

*Wyndham Grand Clearwater Beach in Clearwater, Florida on February 24-27*





# Business Plan Graders

Justin Baker  
Robyn Bradley  
Mike Burns  
Chris Cella  
Mark Ciarlone  
Matthew Conner  
Tom Cory  
Kristine Cosmai  
Chris Daly  
Christina Davis  
Kelley Delafuente  
John Duffy  
Ken Epley  
Curtis Ernst  
Brett Fortier  
Lisa Garza  
David George  
Mark Gonzales  
Julie Hambly  
Eric Hamik  
Holly Henry

Carter High  
Ed Horton  
Sara Hover  
Cathy Humphrey  
Robert Kennedy  
Braheim Knight  
Mark Lawson  
Kristin Leclere  
Emma Leffler  
Dixie Leikach  
Neil Leikach  
Mike McCarty  
Jim McCaslin  
Tammy McDonald  
Crystal McDuffie  
Ben McNabb  
Brian Meneses  
Tim Mitchell  
Robert Mosby  
Cortney Mospan  
Danny Nelson  
JJ Peak  
Brian Perkins

Scott Podolan  
Joseph Poling  
Andy Pope  
Dared Price  
Tonya Priest  
Jeffrey Puetz  
Phillip Rozell  
Chad Sanders  
Cole Sandlin  
Stephanie Smith-Cooney  
Yorke Spence  
Jim Springer  
Jeff Stockham  
Scott Sykes  
Clayton Thompson  
Mike Vesely  
Donald Via  
Dirk White  
Justin Wilson  
Travis Wolff  
Tom Wright  
Hashim Zaibak

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So without further ado,  
the **top three**  
qualifying teams in  
**alphabetical order**  
are...



# UAMS<sup>®</sup>

College of Pharmacy

## The Functional Pharmacy

Brittany Butterfield

Patrick Gurley

Byron Johnson

Marissa Johnston





## TrueHealth Pharmacy

Steven W. Landa

Aaron McDonough

Patrick McFadden

Jessica S. Satterfield

Matthew R. Yeates



UNC  
ESHELMAN  
SCHOOL OF PHARMACY

## **MindWell Pharmacy**

Anna Brown

Sydney McEachern

Daniel Ruiz



# Top 10



THE RUDOLPH H. RAABE  
COLLEGE OF PHARMACY  
at  
OHIO NORTHERN UNIVERSITY



Philadelphia College  
of Pharmacy

RUTGERS

Ernest Mario School  
of Pharmacy



UNIVERSITY OF  
**GEORGIA**  
College of Pharmacy

UMKC School of  
Pharmacy



Western  
University  
OF HEALTH SCIENCES  
College of  
Pharmacy



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 *Congratulations to all!* 



# Feedback

## Vision Statement

Good Neighbor Pharmacy NCPA Pruitt Schutte Student Business Plan Competition

Entry score  
2.8 / 3

Category average  
2.76 / 3



Great vision statement. Simply, easy to understand and complete.

1 week ago



Wording could be more concise.

1 day ago

## Mission Statement

Good Neighbor Pharmacy NCPA Pruitt Schutte Student Business Plan Competition

Entry score  
3 / 3

Category average  
2.74 / 3



Good mission statement. Concise and clear, just like the vision statement.

1 week ago

## Your overall result

Good Neighbor Pharmacy NCPA Pruitt Schutte Student Business Plan Competition

Entry score  
86.2 / 100

Category average  
83.57 / 100

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# Diana Courtney

Director Student and Professional Affairs and  
Committees

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***Thank You!***

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The *voice* of the  
community pharmacist.

[www.ncpa.org](http://www.ncpa.org)

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