

# In the Know with...



Hudson Regional  
LONG-TERM CARE PHARMACY

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## PHARMACY

# A New Year Of Care

PLUS

*The Importance of Proper Hand Hygiene  
& A Closer Look at Rising Prescription Costs*

# Partner Spotlight

## Glenn Schiotis, Executive Director, Kinexion LTC Pharmacy



This month, we're proud to shine the spotlight on Glenn Schiotis, Executive Director of Kinexion LTC Pharmacy. Glenn leads with intention and care, playing a meaningful role in shaping how pharmacy services connect with the individuals and teams they serve.

When reflecting on his work, Glenn shared that while there is always more to learn, what stands out most is the level of care across the board.

*"I'm learning so much about every part of this work, but more than anything, it's the power of connection. Every single person involved truly cares about each and every patient."*

That sense of connection is central to Glenn's approach and drives how he shows up each day.

Outside of work, Glenn enjoys spending time with friends and family and has a passion for cooking and baking. Whether in the kitchen or at work, he values being present and intentional in everything he does.

Glenn's advice for anyone considering this field is simple but impactful:

Be patient-centered. Let that priority guide every decision and shape how you approach the work.

We're grateful to recognize Glenn this month and appreciate the dedication and heart he brings to the work he does.







## A Letter From **The CEO**

As the new year gets underway, winter brings with it a few important reminders for staying healthy and comfortable. Colder temperatures, heavier clothing, and drier air can all impact daily routines, making it especially important to stay mindful of basic wellness practices.

Dressing appropriately for the weather, maintaining hydration, and paying attention to changes in routine can go a long way in supporting overall health during the winter months. These small considerations help create consistency and comfort, particularly in shared living and care environments.

At Hudson Regional LTC Pharmacy, our focus remains on reliable service, clear communication, and thoughtful coordination. We appreciate the trust placed in us and remain committed to supporting care teams and the individuals they serve throughout the year ahead.

***Yours in Health,  
Angelo Angerame***

**CEO, Hudson Regional  
Long Term Care  
Pharmacy**



# Welcoming Kinexion to Our Pharmacy Family

Serving communities across Long Island, Kinexion LTC Pharmacy represents the next chapter in a shared commitment to patient-centered care. As Hudson Regional LTC Pharmacy's sister pharmacy, Kinexion was created with intention, built around the belief that pharmacy services should support people, not just processes.

The launch of Kinexion brought together care teams, leadership, and community partners who share a common goal: delivering consistent, thoughtful pharmacy services that fit seamlessly into daily care environments. More than an opening, it marks the beginning of a pharmacy designed from the ground up with connection, communication, and accountability at its core.

This expansion reflects a shared vision between sister pharmacies, rooted in trust, collaboration, and care models built for long-term impact.

## Built With Purpose

Kinexion was not created by adapting a traditional pharmacy model. Instead, it was designed intentionally with the needs of the community it serves in mind. From workflows to communication, every element was developed to support consistency, clarity, and reliability across care teams.

This approach allows pharmacy services to integrate smoothly into broader care plans, reducing friction and strengthening coordination. By focusing on how care is delivered rather than simply what is delivered, Kinexion reinforces the importance of thoughtful systems that support both caregivers and the individuals they serve.

## A Sister Pharmacy With Shared Values

As sister pharmacies, Hudson Regional LTC Pharmacy and Kinexion share a common foundation while operating independently to serve their respective communities. Both are guided by the same core principles: patient-centered decision-making, clear communication, and a commitment to care that extends beyond prescriptions.

This alignment creates opportunities to learn from one another while maintaining distinct identities





and local focus. It also ensures that both pharmacies remain grounded in the same mission, even as they grow and evolve in different regions.

With its presence on Long Island, Kinexion strengthens access to long-term care pharmacy services designed around real-world needs. In addition to supporting individuals and care teams, the pharmacy contributes to the local community through job creation and ongoing investment in people and infrastructure.

This community-centered approach reinforces the idea that pharmacy care is most effective when it is reliable, responsive, and built on strong relationships.

## Looking Ahead Together

Welcoming Kinexion into our pharmacy family reflects what's possible when organizations are built with intention and guided by shared values. Together, Hudson Regional LTC Pharmacy and Kinexion LTC Pharmacy represent a unified commitment to care models that prioritize connection, consistency, and trust.

We look forward to continuing this work side by side, strengthening services across Long Island and beyond through thoughtful, patient-centered pharmacy care.



# The Importance of Proper Hand Hygiene

Proper hand hygiene remains one of the most effective ways to reduce the spread of illness, particularly in shared living and care environments. During the winter months, gastrointestinal illnesses such as norovirus tend to increase, making prevention and awareness especially important.

While alcohol-based hand sanitizer is commonly used, it's important to note that norovirus is not effectively eliminated by sanitizer alone. Handwashing with soap and water remains the most reliable way to remove the virus and reduce the risk of transmission.

Consistent hand hygiene is especially important:

- Before preparing or eating food
- After using the restroom
- After assisting others with personal care
- After contact with commonly touched surfaces

In addition to handwashing, regular cleaning and disinfecting of high-touch areas plays an important role in prevention. Surfaces such as door handles, handrails, shared equipment, and restroom fixtures should be cleaned routinely, especially during periods of increased illness.

Reinforcing these practices through reminders and routine education helps support safer environments for residents, staff, and visitors alike. When everyone understands not just what to do, but why it matters, infection prevention becomes part of daily care rather than a reactive measure.

At Hudson Regional LTC Pharmacy, we encourage ongoing attention to these simple but impactful steps as part of a broader commitment to health, safety, and continuity of care.





# A Closer Look at Rising Prescription Costs

Prescription medications play a central role in long-term care — from chronic condition management to preventive therapy and symptom relief. At the same time, prescription drug spending continues to be a key driver of overall healthcare costs in the U.S.

Recent national data show that spending on prescription drugs is growing faster than many other health care categories, with prescription drug expenditures increasing at a higher rate than sectors like physician services or hospital care. In 2024 alone, prescription drug spending accounted for billions of dollars within the broader health care system and continued to outpace overall inflation and growth in other types of clinical services.

Prescription medications also make up a notable portion of overall health spending — nearly one in ten dollars in total health expenditures goes to prescription drugs. This share reflects not only price changes but also increased utilization of medicines across populations.

## **A combination of several factors contributes to these trends:**

- **Volume of prescriptions:** As populations age and chronic conditions become more prevalent, the overall number of prescriptions filled continues to grow.
- **Innovation and newer therapies:** New classes of medications — including treatments for conditions such as diabetes, cardiovascular disease, and complex chronic illnesses — can carry higher costs, particularly early in their lifecycle.

- **Brand vs. generic dynamics:** While generic medications can help lower costs, the pricing and market share dynamics between brand-name and generic drugs remain a factor in overall spending trends.

These trends influence not only payers and insurers but also care providers and patients, especially in long-term care settings where medication regimens may be complex and ongoing. Higher spending can affect insurance premiums, out-of-pocket costs, and even decisions around adherence and therapy choices.

At Hudson Regional LTC Pharmacy, we monitor these trends as part of our commitment to informed, patient-centered care. By understanding broader shifts in prescription spending and health care economics, we can better support clinical teams and care partners as they make decisions that balance quality, access, and sustainability.



# Switching Long Term Care Pharmacies Can Seem Daunting.

We understand that if your facility is at a place to make the move, things aren't going the way they should be. Our team members are experts at prescription transferring, facility/pharmacy transitioning, training, and ensuring your pharmacy needs are met with excellence and consistency.

*These are improvements your facility will notice when making the switch to Hudson Regional LTC Pharmacy.*

## **There is no delay.**

Your residents will receive their prescriptions when needed and on time.

## **A friendly voice.**

We listen to your problems and do our best to solve them immediately.

## **LTC nurses can focus on patient care, not pharmacy issues.**

We want your medical staff to do what they do best, care for patients. Your nursing administration staff shouldn't have to worry about pharmacy problems or worry if prescriptions will be delivered.

## **Positive pharmacy experience.**

Our team is here to serve your facility, your staff, and your residents. It's hard to put a value on excellent care until you don't have it.

## **Staff time is spent with residents.**

We don't want your staff stuck on the phone trying to figure out where Medication Administration Records are, or when you will receive them. You can count on MARs to show up the same day every month with Hudson Regional LTC Pharmacy.

## **Training Provided**

We know the process of reordering medications can be burdensome. That's why we supply all of our new facility partners with an ample amount of training on our web portal to fit your needs. Here's what you can expect during the training process:

- Connecting our nurse consultants with your agency's nurses and staff on a Zoom call to introduce one another and the web portal.
- Weekly, monthly, or as-needed trainings.
- A training manual with detailed step-by-step directions of the web portal.
- Access to our nurse consultants and team to troubleshoot any questions.

**With Hudson Regional LTC Pharmacy's Web Portal, reordering medications can be done in only 15 minutes each week!**

**Call Us Today to Discover the Difference in Your Pharmacy Care.**

▶ **(845) 341-2714**



**Hudson Regional**  
LONG-TERM CARE PHARMACY

280 Rte 211 E, Suite 112, Middletown, NY 10940  
www.hrltcp.org • info@hrltcp.org • P: 845-341-2700 • Fax: 845 341-2715