

Issue #1 • April 2026

# A New Standard Of Care



PLUS

Meet Our Executive Director, Glenn Schiotis  
& Welcoming Maryhaven — Our First Agency Partner

# Two Events, One Mission

Kinexion LTC Pharmacy is proud to support some amazing events this spring that bring resources and attention to the individuals and families we exist to serve. We hope you will join us in supporting them.

## NIS 2026 Golf Outing

*The New Interdisciplinary School (NIS)*

*Kinexion Network Affiliate*

**Date: Monday, May 4, 2026**

**Location: Hamlet Golf & Country Club, 1 Clubhouse Dr,  
Commack, NY 11725**

Support the New Interdisciplinary School with a day on the course at The Hamlet Golf & Country Club. NIS provides exceptional educational and therapeutic services for children with autism and developmental disabilities. Sponsorship packages range from individual golfer spots to full event sponsorships, with dinner-only options also available.



## The Center's Annual Golf Classic

*The Center for Developmental Disabilities*

**Date: Thursday, May 14, 2026**

**Location: Pine Hollow Club, 6601 Northern Blvd, East Norwich, NY 11732**

The Center's Annual Golf Classic supports more than 500 children and adults with developmental disabilities who are part of The Center's programs. Since 1958, people living with disabilities and their families on Long Island have relied on The Center's life-changing programs and extensive network of services. Proceeds from this outing go directly to that work.

Foursomes are \$5,000 and include breakfast, golf, contests, and the cocktail reception. Cocktail reception and dinner only tickets are \$250. Sponsorship packages range from Tee Flags at \$500 to the Title Sponsor at \$20,000. Foursomes are limited.



# Welcome to Maryhaven

Founded in 1929, Maryhaven supports more than 700 individuals across Suffolk County each year through residential, day habilitation, weekend recreation, and vocational services. With 29 residential homes and 770 dedicated employees, Maryhaven is one of the longest-serving agencies of its kind on Long Island. It has also been named a Top 2025 Workplace and recognized with Culture Excellence Awards. The work they do every day, with the individuals they serve, is exactly the work Kinexion LTC Pharmacy was built to support.

## A literal next-door partnership

There is something fitting about Maryhaven being one of the first agencies to come on board. Their administrative offices are located in the same building as Kinexion LTC Pharmacy at 51 Terryville Road in Port Jefferson Station. The partnership started with shared hallways and it is growing from there.

That closeness matters. In long-term care pharmacy work, proximity and responsiveness are not nice-to-haves. When a nurse needs an answer, when a medication question comes up at shift change, when something needs a second set of eyes, the shortest distance between a question and an answer is a phone call and a person who already knows the patient, the program, and the team. Being in the same building is a head start on all of that.



*“The most important focus is communication and collaboration. Long-term care pharmacies must go beyond dispensing and work closely with care teams to understand their challenges.”*

— Glenn Schiotis, Executive Director

## What onboarding looks like

Welcoming a new agency is more than transferring prescriptions. Kinexion LTC Pharmacy is building the partnership around the specific needs of Maryhaven’s team, its programs, and the individuals they serve. That includes clinical workflow alignment with their nurses, training on the Kinexion LTC Pharmacy web portal, and direct access to our team for anything that comes up along the way.

We are grateful to Maryhaven for trusting us at this stage and we are looking forward to many years of partnership ahead. To learn more about Maryhaven’s work across Suffolk County, visit [www.maryhaven.org](http://www.maryhaven.org).



# Meet our Executive Director, **GLENN SCHIOTIS**

Kinexion LTC Pharmacy is opening its doors with Glenn Schiotis at the helm. As Executive Director, Glenn leads both the day-to-day operations and the long-term direction of the pharmacy. In these early months, that means being hands-on with the team as a pharmacist, building and refining the workflows, making sure every regulatory requirement is met, and putting the systems in place that will carry the pharmacy forward.

*“My focus is on building things the right way from the start so we can consistently provide the best care possible.”*

— Glenn Schiotis, Executive Director

## **A pharmacy built with intention**

When asked what inspired the launch of Kinexion LTC Pharmacy, Glenn is clear. This is not a pharmacy built generally and then pointed at the ID/DD community. It is a pharmacy built from the ground up with that community in mind.

“The launch of Kinexion LTC Pharmacy is a truly innovative idea,” Glenn says. “Not only because we are building a pharmacy intentionally to better serve the ID/DD community, but also as a way to support long-term sustainability and reinvestment into the communities we serve.”

That intentionality shows up in the everyday details. Hiring decisions, workflow design, clinical processes, technology choices — every one of them is made with a single population in mind. The goal, in Glenn’s words, is “to be the best at serving this niche rather than just being the largest provider.”

## **Why building from the ground up matters**

Glenn is a process-driven person, and the chance to build a pharmacy from scratch is not something he takes for granted.

“Not inheriting outdated systems or habits gives us the ability to create workflows that truly make people’s jobs easier and safer,” Glenn says. “Which ultimately leads to better outcomes.”

For the agencies Kinexion LTC Pharmacy serves, that translates to a pharmacy partner that is fully aligned with how their care teams actually work. For the nurses and med counselors, it means fewer workarounds. For the individuals in care, it means more consistent service and fewer medication-related issues that slow down their day.

## **What great care looks like**

Ask Glenn what great care looks like, and the answer is immediate. Great care is collaborative.

“When a healthcare team works together to provide consistent, coordinated care across multiple levels, it can significantly improve an individual’s quality of life,” Glenn says. “At its best, the care we provide goes beyond just pharmacy and allows us to have a meaningful impact on the bigger picture of a person’s care.”

As he puts it... *“I do not think I will be leaving this job to open a bakery anytime soon, but people are usually surprised when they find out I am the one who made or decorated the cake at events.”*

## Advice for future leaders in this field

“You have to be committed to continuously learning,” Glenn says. “In this field, things are always evolving, and no one ever has all the answers. Everyone, at every level, has something they can teach you if you are willing to listen and stay open. I also think it is important to approach leadership with a mindset of supporting your team and giving them what they need to succeed.”

## Built for the Work

Step inside Kinexion LTC Pharmacy and the first thing you notice is the light. The space is open and full of natural light, an intentional choice for a team that spends long hours focused on precision work.

Every corner of the pharmacy has been designed with the work in mind. Workflows, storage, clinical workstations, and team collaboration spaces all reflect the decisions Glenn and the team made from the ground up. This is a pharmacy built for the specific demands of long-term care for the ID/DD community, not a retrofit of a general retail space.

The opening of Kinexion LTC Pharmacy was marked with a ribbon cutting surrounding by an amazing group of people who share our same genuine commitment to to ID/DD community. It was a moment to celebrate not only the opening of a new pharmacy, but the start of a new chapter in long-term care pharmacy for the Long Island community. To everyone who came out, sent well wishes, or has been part of this journey so far — thank you. This is only the beginning.

## Outside the Pharmacy

### What he is proud of

“We are still very early on, but I am really proud of the foundation we are building,” Glenn says. “Every decision is grounded in a genuine commitment to improving care for an often overlooked and vulnerable population. It is not something I take for granted, getting to be part of this and help represent what we are building.”

### When he is not working

Family is the first answer. Glenn loves spending time with friends and family, and he is particularly close with his three young nephews. Traveling and exploring new places are next on the list. After that, he is honest about it, he is a bit of a homebody, and unwinding at home usually means binge-watching just about every type of TV show.

### A fun fact about Glenn

Glenn cooks and bakes, and over the last few years he has gotten into cake decorating.



# Glenn Takes THE LEAP



## 10th Annual LEAP for Autism May 2, 2026

**Benefiting Greystone Programs  
Skydive the Ranch, Gardiner, NY**

On Saturday, May 2, 2026, Glenn Schiotis, Executive Director at Kinexion LTC Pharmacy, will jump out of a perfectly good airplane for the first time.

He is joining team Angeloneyfullabaloney, led by Angelo Angerame of our sister pharmacy, Hudson Regional LTC Pharmacy. Angelo has been leaping for Greystone Programs for 5th years running. Glenn is the team's newest member, and he is all in.

*“Never in a million years would I have imagined I would be skydiving for work, but it is such a unique opportunity to get involved and support a great organization.”*

— Glenn Schiotis, Executive Director

## Why LEAP for Autism

The 10th Annual LEAP for Autism benefits Greystone Programs, an organization committed to enriching the lives of individuals with autism and intellectual and developmental disabilities through residential, day, and community-based services across the Hudson Valley. Funds raised go directly into expanding those services.

This is exactly the kind of work Kinexion LTC Pharmacy was built to support. Taking the leap (literally) is a small way to put that commitment on display.

## A full community day

LEAP for Autism is more than a skydive. It is a full community day at Skydive the Ranch, one of the most experienced drop zones in the country, with views stretching from the Catskills to the Manhattan skyline. The day includes food and beverage trucks, live music, family activities, local vendors, and a raffle. Skydiving participation is open to those aged 18 and older. All ages are welcome as attendees.

## Support Glenn's first leap

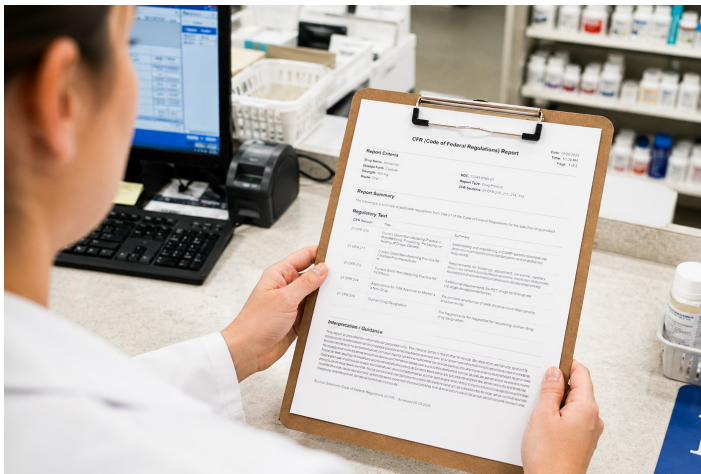


Scan the QR code to support Glenn, team Angeloneyfullabaloney, and Greystone Programs.

For event questions or sponsorship information, contact Anquinette Hayles at [AHayles@greystoneprograms.org](mailto:AHayles@greystoneprograms.org) or (845) 505-0058.

**Go Glenn! Go team  
Angeloneyfullabaloney!**

# The Daily Rate, Medicaid, and Why Attention to Detail Matters



Your agency's daily rate is designed to cover the everyday costs of care for the individuals you serve. Food, electricity, and many over the counter medications all fall into that category.

Here is where it gets complicated. Some of those same over the counter items are also technically coverable by Medicaid. A pharmacy that is not paying close attention can bill them to Medicaid when they should have been billed to the agency.

That mistake does not show up right away. It shows up at audit time.

## How the audit hits

The state can look back six years. If the audit finds items billed to Medicaid that should have been covered by the daily rate, the agency gets a letter and a bill.

Those bills can run into the thousands, sometimes tens of thousands. The current look-back still reaches decisions made in 2019 and 2020. Agencies across the state have landed in exactly this spot after inheriting billing issues from their pharmacies.

## Why it compounds... the CFR problems

Agencies file CFR reports each year to document the costs they incur. When over the counter medication costs are captured accurately, the state has what it needs to reimburse the agency.

When those items were billed to Medicaid instead, they never made it onto the CFR. The state never saw them. The agency never got credit for the expense in the year it happened.

Essentially, The agency pays twice. Once in lost CFR credit, and again when the audit bill lands.

## Why we are talking about this now

Kinexion LTC Pharmacy is new. That is exactly why this conversation belongs in our first issue.

Building a pharmacy from the ground up means we have no inherited habits to unlearn. Every billing decision is designed from day one to route correctly the first time. No accumulated patterns that might surface in an audit letter six years from now. No legacy shortcuts that cost an agency real money down the line.

For our agency partners, that means attention to detail on daily rate versus Medicaid billing is not something we are fixing. It is something we are building into the foundation.

If you are uncertain about how your current pharmacy handles this, that uncertainty is itself a warning sign. We are happy to have the conversation.

# Switching Long Term Care Pharmacies

## Can Seem Daunting.

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

### **These are improvements your facility will notice when making the switch to Kinexion 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 should not 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 is hard to put a value on excellent care until you do not have it.

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

We do not 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 Kinexion LTC Pharmacy.

### **Training provided**

We know the process of reordering medications can be burdensome. That is why we supply all of our new facility partners with ample training on our web portal to fit your needs. Here is 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 Kinexion 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.**

*Kinexion LTC Pharmacy LLC  
51 Terryville Road, 2nd Floor  
Port Jefferson Station, NY 11776*

**Tel: (631) 509-1470  
info@kinexionltcpharmacy.com**

**www.kinexionltcpharmacy.com**