



2022

Annual Report

A report on the Minnesota Medication
Repository Program's 2022 fiscal year

RoundtableRx experienced exponential growth in 2022, providing affordable medicine to Minnesotans in need while reducing medication waste.

RoundtableRx is driven by...

Our Mission

To offer safe & affordable medication to Minnesotans in need, provide continuity of care & reduce waste by redistributing unused medications.

Our Vision

A future where no medications are wasted unnecessarily & Minnesotans receive continuity of care — without exception.

Our Values

Accessibility

Safety

Equity

Resourcefulness

Sustainability



A word from the Managing Director

I could not be more grateful to have joined RoundtableRx as the Managing Director in March of 2022. I began volunteering with RoundtableRx in June 2020, so transitioning into this role came naturally.

Despite the challenges of the COVID-19 pandemic on operations at RoundtableRx, our program's growth was not stunted. The overwhelming need for affordable medications in Minnesota & the desire to reduce waste in the healthcare industry shuttled RoundtableRx towards success. We expect the exponential growth in demand for our program to continue throughout 2023 & beyond. With ongoing support of our funders, Board of Directors, partners, donors & legislators, I look forward to a future where all Minnesotans in need have access to RoundtableRx, & unnecessary medication waste is eliminated.

Sincerely,
Rachel Rockwell, PharmD, MPH



A word from the Board Chair

Hello, my name is Sarah Derr. I am a pharmacist & currently serve as the Executive Director & CEO of the Minnesota Pharmacist Association. I have always been passionate about patient care & providing medications to those who cannot afford them.

I joined the RoundtableRx Board in 2020 because I believe in the mission. I care about our community & have seen the struggles patients have had with affording their medications. RoundtableRx has made an impact on many patients already. By serving as the Chair of the Board I will continue to work on this mission to provide more patients in Minnesota with needed medications. I was inspired to continue on the Board by many of the patients I have met that have been impacted by RoundtableRx. I also appreciate the support that legislators, such as Chair Tina Liebling, have provided RoundtableRx & continue to see progress in patient care across the state.

Sincerely,
Sarah Derr, PharmD

Then & Now: A Brief History of RoundtableRx

RoundtableRx was born out of an idea from University of Minnesota College of Pharmacy students. Then students, Dr. Rowan Mahon & Dr. Hannah Van Ochten were committed to making a positive impact on the environment while addressing health inequities, specifically around medication access & affordability. Ultimately, they found their solution in a medication repository.

“ We are both so passionate about reducing waste & striving for better health equity, medication repositories have been so successful in other states, & creating one in Minnesota felt like a way we could push for both.

—Hannah Van Ochten PharmD, MPH



2017

Students collaborated with legislators to draft a bill allowing a medication repository to exist in Minnesota.

2019

The initiative received bipartisan support & was adopted into law.

2020

The Minnesota Board of Pharmacy selected RoundtableRx to operate the state's first & only medication repository.

“ RoundtableRx is important because it helps uninsured & under-insured Minnesotans access medications that can improve their health, or quite literally save their lives.

—Cody Wieberg, PharmD, MS, former Executive Director, Minnesota Board of Pharmacy

Present & Future

RoundtableRx continues to operate as the sole medication repository in Minnesota under a pharmacy wholesale license. Due to the increasing demand for the program, RoundtableRx seeks to expand into pharmacy mail-order operations in the near future. As a mail-order pharmacy, RoundtableRx will be able to serve Minnesotans in remote parts of the state, as well as those with mobility or transportation barriers.

Call for Donations & Volunteers

With ongoing support from our funders, donors, volunteers, professional partners & people like you, equitable access to RoundtableRx will be available to all Minnesota residents in need.

- Support RoundtableRx with a monetary donation at roundtableRx.org/donate.
- Support RoundtableRx by volunteering. Learn how at roundtableRx.org/careers.

Problem & Solution

RoundtableRx provides affordable medication while reducing waste.

With drug prices becoming a growing concern, many Americans are skipping doses or rationing medications due to cost. A [2022 Kaiser Family Foundation](#) report found that 3 in 10 adults reported cost as the primary reason for not taking medication as prescribed in the past year.

Drug discount coupons, manufacturer assistance programs & charitable pharmacies exist to ease the financial burden of prescriptions. Although helpful for some, these programs carry restrictions that exclude certain groups, require lengthy applications delaying access or remain unaffordable despite the discount provided.

Simultaneously, the long-term care (LTC) industry in the U.S. is discarding billions of dollars-worth of medicines annually, with an estimated \$16 million worth of waste in Minnesota alone ([Minnesota Public Radio's Marketplace, 2014](#)). This waste is produced when a LTC resident changes medicine or passes away, & the medicine left behind can rarely be returned to the pharmacy & is destroyed.

As the Minnesota Medication Repository Program, RoundtableRx receives donations of unused medicines, inspects them for quality & safety, then redistributes them to Minnesotans in need.

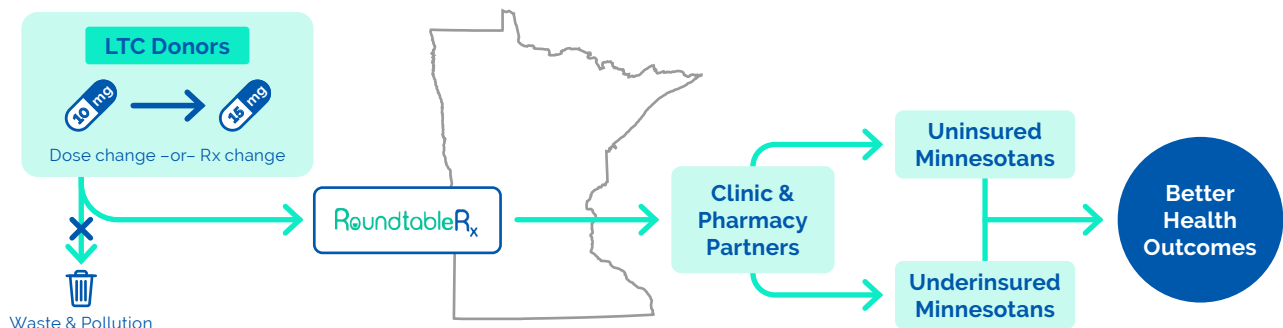
As a result, RoundtableRx is diverting high-quality non-expired medications from the waste stream & into the hands of patients in need. When describing how RoundtableRx's medicines help their patients, a Local Repository pharmacy partner representative stated,

“ These [are] medications that patients would have otherwise gone without due to cost. ”

The value of RoundtableRx is beautifully illustrated in a testimonial from one of our longest-standing LTC donors. Laura Junker, Director of Nursing at Lake Minnetonka Care Center, stated,

“ [W]e aren't able to return medicine to the pharmacy, which generates a huge amount of waste. Instead what we're doing [by donating] is a small part of helping others who can't afford the medicine they need. ”

RoundtableRx Operations



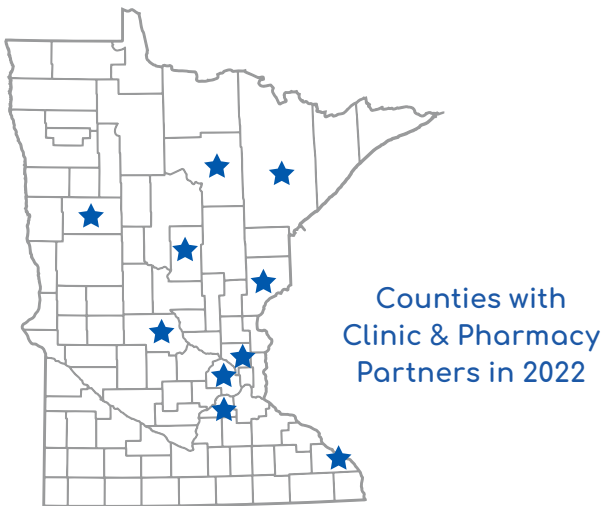
Clinic & Pharmacy Partnerships

18

clinic & pharmacy Local Repository partners dispensing RoundtableRx medications across 10 different Minnesota counties by the end of 2022 — with more than one third located in rural counties.

RoundtableRx is licensed as a pharmacy wholesaler; therefore, RoundtableRx is unable to dispense directly to patients at this time. Instead, RoundtableRx relies on clinic & pharmacy partners, acting as Local Repositories, to identify eligible patients & dispense our medications to Minnesotans in need.

Partnerships between 2021 & 2022 nearly tripled in number. By the end of 2022, RoundtableRx had 18 clinic & pharmacy partners dispensing our repository medications in 10 different Minnesota counties. Of these partners, more than a third are located in rural counties.



When asked how RoundtableRx has helped their patients, a pharmacist representing one of our longest-standing clinic partners stated that RoundtableRx has “provided an avenue of medication access for patients, for some even long term.” Before partnering with RoundtableRx, “oftentimes patients may have to use 3-4 different pharmacies to obtain the lowest drug cost.”

For patients at this clinic, RoundtableRx became a centralized source of affordable medications, effectively reducing barriers to medication access.

One of RoundtableRx’s newest partners provided their own glowing review after obtaining medications from RoundtableRx to assist an uninsured cancer patient. “The patient could not afford their prescriptions to reduce side effects from chemotherapy,” the pharmacist said. After reviewing the patient’s options, the pharmacist recommended RoundtableRx.

“I was able to offer assistance to an uninsured patient by obtaining medication through RoundtableRx. The patient could not afford their prescriptions to reduce side effects from chemotherapy. Without medication from RoundtableRx, this patient would not have been able to tolerate her chemotherapy treatment. The patient was so grateful for the help & I was so pleased to be able to offer a solution through RoundtableRx.”

—Pharmacy Partner to RoundtableRx

A [complete list of clinic & pharmacy partners](#) can be found on the RoundtableRx website.

Clinics, pharmacies & prescribers that serve under-resourced Minnesotans should [contact](#) RoundtableRx to learn more about becoming a Local Repository partner. Once a partnership exists, the clinic, pharmacy or prescriber has full access to RoundtableRx’s inventory of quality, safe, no-cost medications & supplies. There are no minimum or maximum requirements for ordering & there are no fees to participate.

To learn more about Local Repository partnerships, check out our [Provider Flyer](#).

2022 Impact

At RoundtableRx, our success is measured by our impact. Our impact is illustrated in multiple ways, including the number of Minnesotans we serve, the volume of medications we distribute & more. Below are some highlights of the impact RoundtableRx made in 2022.

Minnesotans Served

95 Minnesota residents from 18 different Minnesota counties received one or more medications from RoundtableRx.

54 percent of patients receiving RoundtableRx medication were 65 years of age or older.

Donated Time

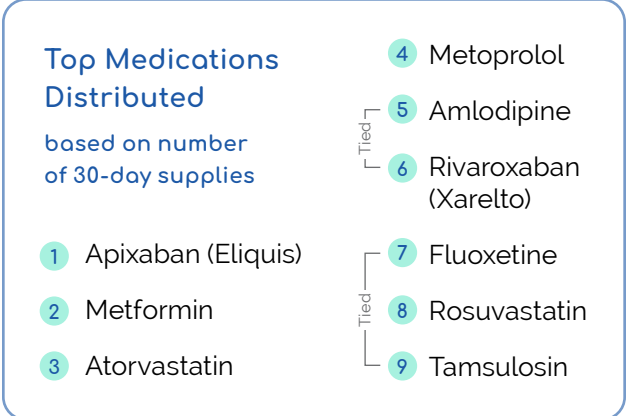


3,500 hours of time donated by volunteers.

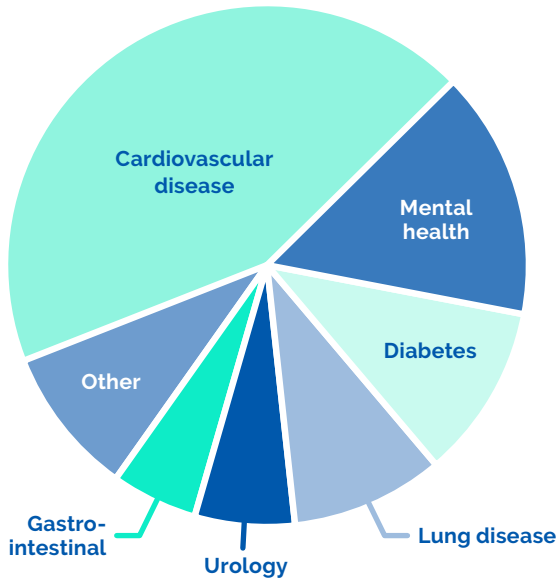
Medications Distributed

18,780 days worth of medication was distributed by RoundtableRx in 2022, approximately 1152% more than in 2021.

Medications used to treat heart disease, mental health conditions & diabetes were among the most distributed. The highest demanded medications were a mix of both generic & brand name products.



Primary Indications for Medications Distributed



Money Saved

Medications from RoundtableRx are distributed to Minnesotans at little to no-cost to them.

\$110,192

worth of medications were distributed to Minnesotans in 2022, approximately 2,000% increase from 2021.

This value is an estimate of the cost for a pharmacy to purchase the medications from a wholesaler, which grossly under-estimates the actual amount of money RoundtableRx saved patients & the healthcare system. For example, a 30-day supply of one of our highest-demand medications would usually cost \$538 for a pharmacy to purchase from a wholesaler; however, the same medication would cost about \$626 for someone without insurance to purchase from a pharmacy. RoundtableRx provides this same medication free-of-charge, with the dispensing pharmacy or clinic charging the patient little to nothing to dispense it.

Not only is RoundtableRx helping to save money on medications, RoundtableRx is also reducing healthcare costs. By providing Minnesotans with medications they need, RoundtableRx is helping our patients avoid costly hospitalizations & disease progression.

In less than 9 months, our pharmacies have saved our patients over \$21,000 by sourcing their medications through RoundtableRx. These were medications that patients would have otherwise gone without due to cost.

—Patient Assistance Associate at a Local Repository Pharmacy

Opportunities & the Future

Although RoundtableRx has had immense success & meaningful impact on the health of many Minnesotans in need, this mission-driven work is just getting started. RoundtableRx aims to deliver affordable medications to Minnesotans state-wide. The next steps towards achieving this over-arching goal have been carefully outlined in the RoundtableRx Strategic Plan.

In 1 Year

Begin exchanging inventory with out-of-state medication repository programs to improve product diversity & availability.

In 3 Years

Secure partnerships with clinics & pharmacies in a majority of Minnesota's 87 counties to improve access to RoundtableRx for more Minnesotans.

In 5 Years

Open a mail-order pharmacy, enabling RoundtableRx to deliver medications to all Minnesotans, especially those with mobility & transportation issues, as well as Minnesotans residing in the most remote parts of the state.

In the News

"Rachel Rockwell on How RoundtableRx is Getting Prescriptions to Those in Need"

(Minnesota Public Radio)

Governance & Finance

Board of Directors

Each RoundtableRx Board member brings a unique set of skills & experience to govern the organization. A profile for each board member can be found on the [RoundtableRx website](#).

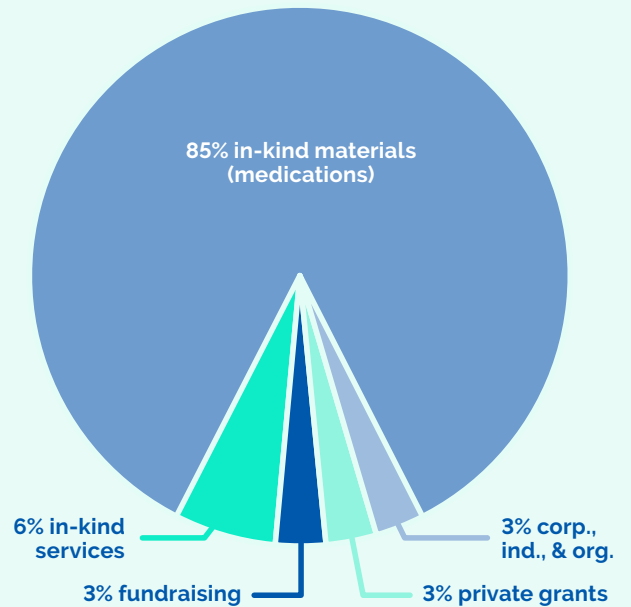
- **Chair:** Sarah Derr, PharmD, RPh
- **Vice Chair & Treasurer:** Bruce Schmaltz, CPA
- **Secretary:** Andrew Morrow
- **Past Chair:** Mary MacCarthy, MBA
- Tanner Fuchs, MBA
- Luqman Lawal, MD, MPH
- Rowan Mahon, PharmD, MPH, MHI, RPh
- Marsha Millonig BPharm, RPh, MBA
- Stephen T. Parente, PhD, MPH, MS
- Kristin Taylor, CPA Inactive, MBA
- Norrie Thomas, PhD, MS, RPh
- Lynda Welage, PharmD, FCCP (observer)

In Good Standing

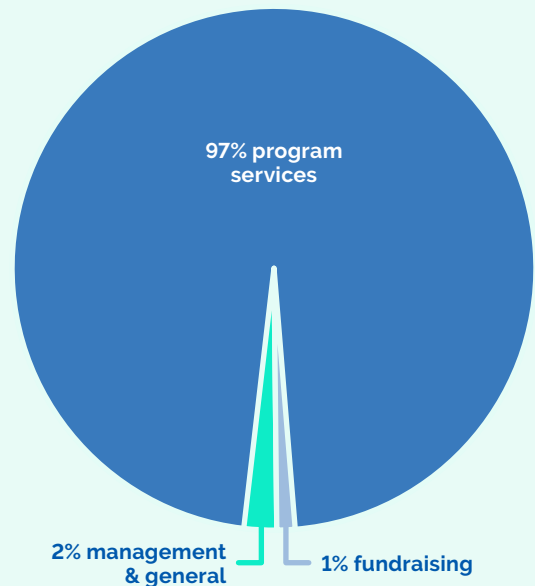
RoundtableRx is registered as a [501\(c\)\(3\) non-profit organization with the IRS](#), & as a [charitable organization with the State of Minnesota](#). Tax returns & other financial information can be obtained by contacting RoundtableRx.

Financials

Contributions (\$411,163)



Functional Expenses



RoundtableRx made possible by...



Powered by SIRUM.org,
the national medicine
redistribution platform.

2022 Funders



**ORACLE
NETSUITE**
Social Impact



Medication Donors

[A&E Pharmacy](#)

[Goodrich Pharmacy](#)

[Lake Minnetonka Care Center](#)

[Lake Winona Manor](#)

[Little Sisters of the Poor](#)

[Holy Family Residence](#)

[PharMerica](#)

[Polaris Pharmacy Services](#)

“ ABH | The Foundation supports community-driven initiatives which improve the health & wellness of Minnesota residents. We recognized in RoundtableRx their expertise & enthusiasm for identifying a pressing community health need & creating a great solution. RoundtableRx is an innovative leader for our state & we are proud to support this important project. ”

—Elisabeth Hurliman, MD, MPH, Board President,
ABH | The Foundation

“ One of the things that has been most satisfying about working with RoundtableRx is reducing the unnecessary waste of medications. When sending in a box that has thousands of dollars of unused medications that would have been otherwise destroyed, you can't help but feel good... Access to affordable medications is a huge barrier for way too many people in our state & I enjoy working with RoundtableRx to be part of a solution for this issue. ”

—Cory Middendorf, PharmD, MBA, BCACP of
Goodrich Pharmacy

“ This is an innovative program that is helping meet critical prescription drug needs. As the only program of its kind in Minnesota, we believe it can have a meaningful impact on the health of people across the state. ”

—Charlotte Johnson, Co-CEO & Trustee,
Otto Bremer Trust

Thank you for your support!

Join us in building the future of RoundtableRx.
Contact our team by email at info@roundtableRx.org.

