



2023

# Annual Report

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A report on the Minnesota Medication  
Repository Program's 2023 fiscal year

RoundtableRx continued to experience significant growth in 2023, providing hundreds of thousands of dollars in medicine to Minnesotans in need while reducing medication waste.

# RoundtableRx is driven by...

## Our Mission

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

## Our Vision

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

## Our Values

Accessibility

Safety

Equity

Resourcefulness

Sustainability



### A word from the Managing Director

This past year was one of expansion for RoundtableRx, on multiple levels. RoundtableRx moved to a larger facility, added another full-time pharmacist, obtained funding from the state, and provided more medications to Minnesota residents than years prior. None of this would have been possible without the support of our Board of Directors, dedicated volunteers, and generous donors. For them, I am thankful.

The next year will be one for milestones, specifically regarding our expansion into dispensing pharmacy operations. It has been a long time goal for RoundtableRx to open a dispensing pharmacy to deliver our medications directly to Minnesotans in need by mail. We anticipate operating as a dispensing pharmacy as soon as this fall.

I am looking forward to another impactful year of reducing medication waste and providing affordable medications to Minnesotans in need.

Sincerely,  
**Rachel Rockwell, PharmD, MPH**



### A word from the Board Chair

Hello, my name is Sarah Derr. I am a pharmacist and currently serve as the chair of the RoundtableRx Board.

I have always been passionate about patient care and providing medications to those who cannot afford medications. I joined the RoundtableRx Board in 2020 because I believe in the mission. I have seen struggles patients have with affording their medications.

By serving as the Chair of the Board I will continue to work on this mission to provide more patients in Minnesota with necessary medications. I also appreciate the support that legislators, such as Chair Tina Liebling and Senator Alice Mann, have provided to RoundtableRx and continue to see progress in patient care across the state.

I look forward to the continued impact that RoundtableRx will make in Minnesota communities. Thank you for your continued support of patients in Minnesota communities.

Sincerely,  
**Sarah Derr, PharmD**

# Accomplishments

The year 2023 was marked by a number of accomplishments for RoundtableRx. These are just a few of the highlights.

April

RoundtableRx hires an additional part-time staff pharmacist, Joanna Santana PharmD, thanks to grant funding provided by the Minnesota Pollution Control Agency and Otto Bremer Trust

"The Otto Bremer Trust is proud to provide a grant to support RoundtableRx's work in redistributing medications safely to patients and to reduce unneeded medication waste to address this need equitably. RoundtableRx envisions a future where no medications are wasted and Minnesotans receive continuity of care without exception, and we're grateful to support this ever-important work."

—Frank Miley, co-CEO and trustee, Otto Bremer Trust

July

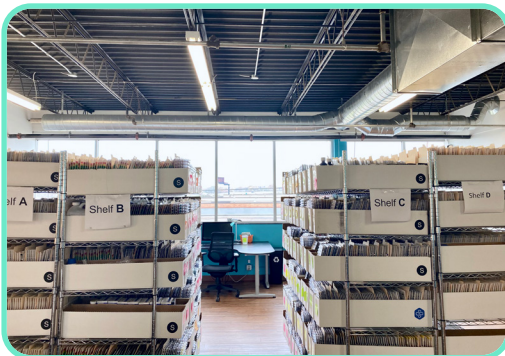
State funding is granted to RoundtableRx for the first time, equating to \$450,000 for fiscal years 2024 and 2025

"The RoundtableRx program is a stellar example of when citizens and legislators can put aside any politics to simply solve a problem."

—Senator Jim Abeler

October

RoundtableRx moves to a new and improved space



RoundtableRx's new warehouse space in Northeast Minneapolis.

November

Staff pharmacist, Joanna Santana PharmD, transitions to full-time thanks to funding provided by the state

"I was excited to join RoundtableRx as a staff pharmacist because I had been helping underserved communities as a community pharmacist for many years and wanted to continue assisting this population of Minnesotans in need."

—Joanna Santana, PharmD

# RoundtableRx Included in State Budget

**\$450,000**

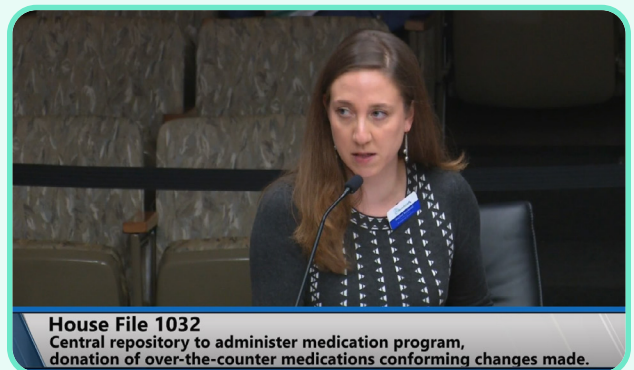
for fiscal years 2024 & 2025

Thanks in part to bipartisan support in the legislature, RoundtableRx was awarded \$450,000 in funding from the state's general fund for fiscal years 2024 and 2025. The chief authors of the bills in the Minnesota [House](#) and [Senate](#) were Rep. Robert Bierman and Sen. Alice Mann, respectively. This marked the first time RoundtableRx has received state funding.

For context, the move by the legislature to include RoundtableRx in the state's budget is in line with a national trend of states funding their respective medication repository programs.

The award has diversified program funding and provided a sustainable source of revenue for RoundtableRx. As a result of the funding, RoundtableRx was able to hire an additional full-time pharmacist, as well as move to a larger and more suitable warehouse facility.

This funding was a massive win for RoundtableRx, but an even greater win for the Minnesotans relying on RoundtableRx for their medication needs.



**House File 1032**  
Central repository to administer medication program, donation of over-the-counter medications conforming changes made.

RoundtableRx's Managing Director, Rachel Rockwell PharmD, defends HF1032 during a 2023 meeting of the House's Health Finance & Policy Committee.

# Providing affordable medication while reducing waste

It is an unfortunate reality that many Americans are skipping doses or rationing medications due to cost. According to a [2022 Kaiser Family Foundation](#) publication, 3 in 10 adults reported cost as the primary reason for not taking medication as prescribed in the past year.

Simultaneously, billions of dollars in unused medications are discarded in the United States every year. When a patient has a change in medication or passes away, the leftover medications can rarely be returned to the pharmacy and dispensed to another patient. Many of the medications being wasted are the same medications that uninsured and underinsured Americans are going without.

Medication repository programs, like RoundtableRx, exist to intercept quality medications from the waste stream and reroute them into the hands of patients in need. Excess medications are accepted as donations, inspected for safety, and then redistributed to individuals in need.

At RoundtableRx, the largest volume of medication is received from long-term care (LTC) entities, equating to 93% of donations. However, individuals may also donate their excess medications.

“ I am so very pleased that RoundtableRx exists. I just learned about its service and am happily participating as drug [costs] are so prohibitive even with insurance. Thank you for what you do. ”

—Individual Medication Donor, Hennepin County

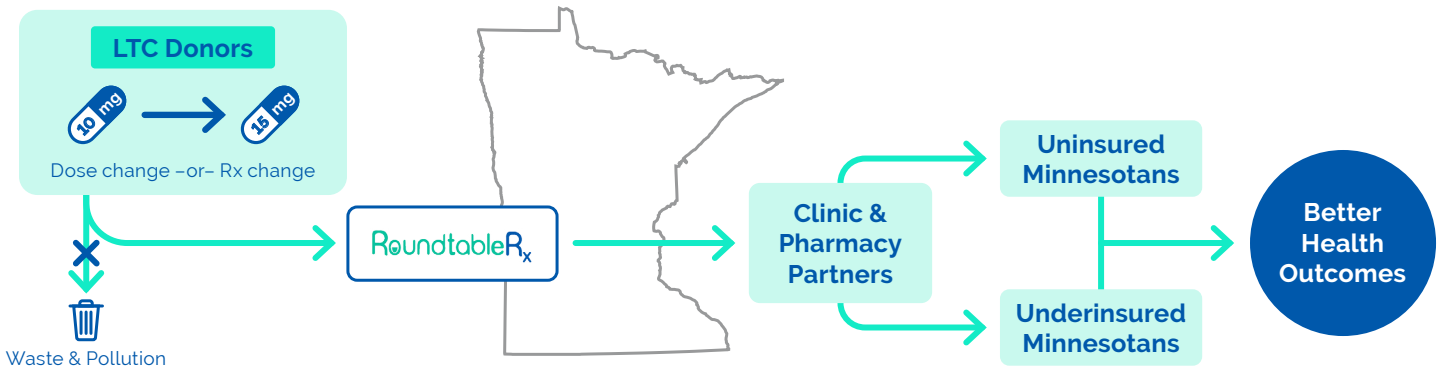
For uninsured and underinsured Minnesotans, RoundtableRx is a safety net program that can be a source of medications during times of need. For a patient, this may include situations where there is a lapse in insurance coverage, delay due to prior authorization, or the infamous Medicare 'donut hole'.

“ I previously had insurance through my employer. I lost my job and that insurance due to illness. [RoundtableRx] was such a relief! I am so thankful!! ”

—Oncology Patient, Hennepin County

Through partnerships with our Local Repository partners, RoundtableRx has been able to supply hundreds of Minnesota residents with medications they would have otherwise gone without due to cost.

## RoundtableRx Operations



# 2023 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, and more. Below are some highlights of the impact RoundtableRx made in 2023.

## Minnesotans Served

151

Minnesota residents from 21 different Minnesota counties received one or more medications from RoundtableRx

61%

of patients served live in Greater Minnesota

53%

of patients receiving RoundtableRx medication were 65 years of age or better

## Patient Testimonials

Before finding our program, an under-insured patient in Crow Wing county told RoundtableRx "I just couldn't afford all the meds I was on and had to skip some." Thanks to a recommendation from their pharmacist, this senior was able to access their expensive heart medication from RoundtableRx.

An uninsured patient in St. Louis county with congestive heart failure suddenly found themselves without insurance. Their condition required them to take two expensive brand-name medications: Entresto and Xarelto. Without insurance coverage, they were forced to go without, until their provider recommended RoundtableRx. "Thanks to [my care team and RoundtableRx] I'm able to have meds I would have gone without," the patient told RoundtableRx. "Thank you from a congestive heart patient who would die without these pills."

## Medications Distributed

36,900

days worth of medication was distributed by RoundtableRx in 2023, approximately 96% more than in 2022

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

A pharmacist at a local repository said "RoundtableRx has helped our pharmacy prevent gaps in therapy for patients taking lifesaving cancer treatments. We have encountered delays in obtaining medication due to cost, insurance complications, or a package being lost in the mail. RoundtableRx has assisted in getting patients the medication they need and giving patients peace of mind knowing they can continue their treatment."

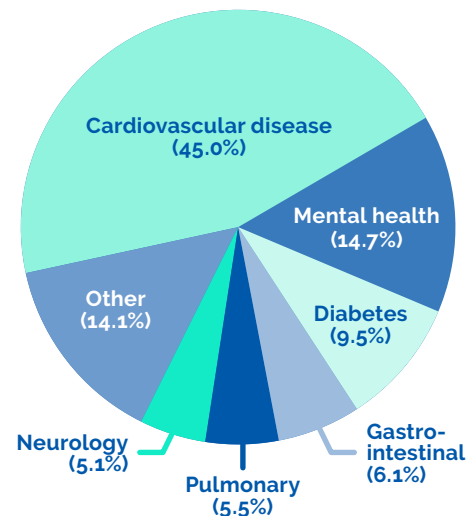
### 2023 Top Medications Distributed<sup>1</sup>

- |                      |                         |
|----------------------|-------------------------|
| 1 Apixaban (Eliquis) | 5 Rosuvastatin          |
| 2 Metformin          | 6 Losartan              |
| 3 Atorvastatin       | 7 Rivaroxaban (Xarelto) |
| 4 Metoprolol         | 7 Amlodipine            |

<sup>1</sup>Based on number of 30-day supplies

Tied

### Primary Indications for Medications Distributed





## Money Saved

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

**\$267,717**

worth of medications (NADAC value) were distributed to Minnesotans in 2023, an increase of approximately 143% from 2022.

This value is an estimate of the price a pharmacy may pay to purchase the medication, which is a gross underestimate of the actual amount of money saved by RoundtableRx patients. This also does not account for savings to the healthcare system.

This is a wonderful resource for our patients. We recently helped an eligible patient who was facing a \$3,000 copay for a cancer medication. As a partner with the RoundtableRx program, we were able to check the repository inventory. When we found that the prescribed medication was available, we provided it at no cost [to] our patient. As you can imagine, it was such a relief to them – great news all around!

—Jill Ender, PharmD, BCPS, DPLA,  
Director of Pharmacy at  
Winona Health

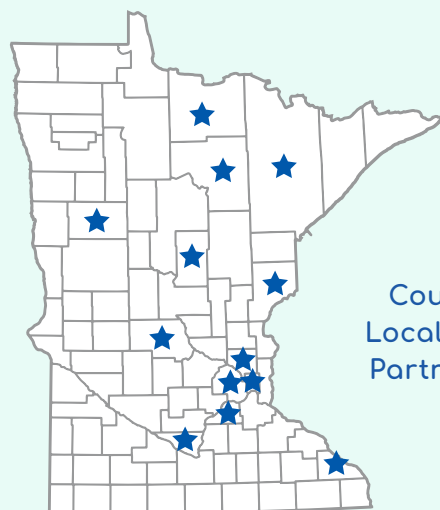
## Clinic & Pharmacy Partnerships

RoundtableRx is licensed as a pharmacy wholesaler; therefore, RoundtableRx cannot dispense directly to patients at this time. Instead, RoundtableRx relies on clinic and pharmacy partners, called Local Repositories, to identify eligible patients and dispense our medications to Minnesotans in need.

During 2023, RoundtableRx welcomed 8 new Local Repositories. At the end of 2023, RoundtableRx had 8 clinic and 18 pharmacy partners in 13 unique Minnesota counties. Of these partners, more than half are in greater Minnesota.

A Twin Cities pharmacist shared this story of how they were able to provide for their patient through RoundtableRx: "I had a patient who was taking warfarin for their anticoagulation therapy and happened to miss some doses due to a family matter." Unfortunately, the patient's labs were out of range and additional medicine was needed. "I sent a prescription to the pharmacy, but her copay was over \$100!" Thankfully, RoundtableRx had the medicine in stock. "This patient has a high risk for clots, so I am very grateful for the incredible service RoundtableRx provides and what they were able to help avoid in this situation."

To learn more about RoundtableRx's existing Local Repository partners, or how to become one, visit the [partner page](#) of our website.



Counties with  
Local Repository  
Partners in 2023

# Looking to 2024

The year 2024 will be a year of milestones for RoundtableRx.

## Pursue Policy Changes

RoundtableRx is pursuing changes to Minnesota Statutes 151.555 this legislative session, including an expansion to who can donate and who can receive medications from RoundtableRx. Senator Alice Mann and Representative Robert Bierman are the chief authors of our bills in the Senate and House of Representatives, respectively.



Senator Alice Mann



Representative Robert Bierman

## Open a Home Delivery Dispensing Pharmacy

RoundtableRx will continue current operations under a wholesale license; however, we anticipate expanding into a dispensing pharmacy as early as the Fall of 2024. Once open, RoundtableRx will fill prescriptions with repository medications and deliver them directly to eligible patients by mail. This will allow us to serve Minnesotans in remote parts of the state, as well as those with transportation barriers.

## Begin an Impact Analysis Project

Comprehending RoundtableRx's impact on patients, the economy, and the environment is complicated. Measuring our impact stretches beyond the value of medicine distributed and the volume of medicine diverted from the waste stream. RoundtableRx will begin working with researchers to better estimate our impact. Key measurements to be assessed may include reductions in morbidity and mortality, cost savings to the healthcare system, and resources saved.

# Milestones & Progress Beyond 2024

2025

Secure Local Repository partnerships in a majority of Minnesota's 87 counties.

2026

Pursue interstate inventory exchange with out-of-state repository programs.

Work with legislators to place RoundtableRx in the state's budget, permanently.

# RoundtableRx made possible by...

## 2023 Funders



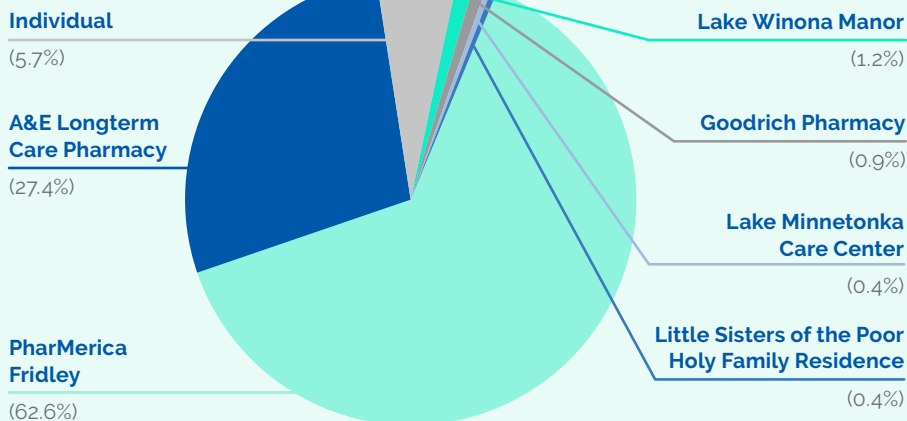
Powered by SIRUM.org, the national medicine redistribution platform.



## Medication Donors

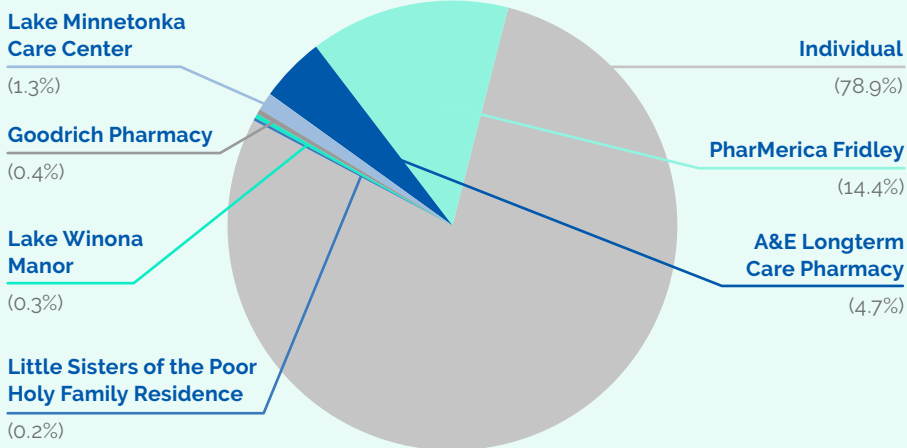
### Percent of Total Donations Accepted (by Donor)

PharMerica Fridley was our top donor in 2023, with their donations making up over 60% of all accepted donations. A&E Longterm Care Pharmacy was our second biggest donor, providing more than a quarter of all donations accepted in 2023.



### Percent Total Value of Donations Accepted (by Donor)

Although individual donations made up less than 6% of accepted donations by volume, the value of these donations exceeded all others. This is because individuals donate a majority of the oral oncology medications received by RoundtableRx. Oral oncology medications can easily exceed \$300 per pill.





# Volunteers



“ I volunteer with RoundtableRx because healthcare treatment should not be exclusive to those who can afford it. I want to do my part in reducing the gap in medication access for my community. ”

—Lauren Lee CPHT, Volunteer Pharmacy Technician

“ After so many years as an LTC consultant pharmacist where I ‘wasted’ medication, RoundtableRx is the perfect place to balance the cosmic scale. It feels good to play a role in providing medication to those who otherwise might go without. ”

—Betsy Dienhart RPh, BCGP, Volunteer Pharmacist



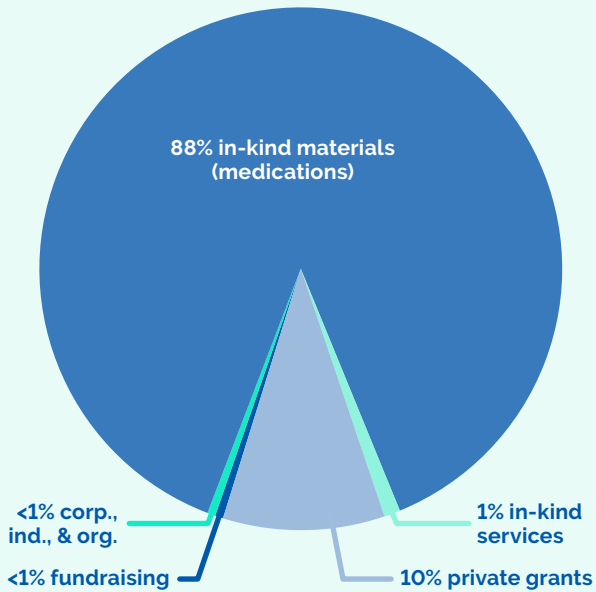
## Board Members

Each RoundtableRx Board member brings a unique set of skills and experience to govern our non-profit organization. Profiles for our board members can be found on the [Leadership](#) page of 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, MBA
- 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)
- Elise Brazelton, JD (observer)

## Financials

Contributions (\$1,536,182)



## In Good Standing

RoundtableRx is registered as a [501\(c\)\(3\) non-profit organization with the IRS](#) and a [charitable organization with the State of Minnesota](#)

under our legal name, Minnesota Medication Repository Program.

Tax returns can be found on the [Transparency](#) page of our website, and other financial information can be obtained by contacting RoundtableRx directly.

## Thank you for your support!

Join us in building the future of RoundtableRx by [donating medication](#), [making a tax-deductible financial contribution](#), or [volunteering](#).

Contact our team by email at [info@roundtableRx.org](mailto:info@roundtableRx.org).

