



**FY23**

**ANNUAL  
REPORT**

**SAFENETRX**

1500 SE 19th St, Ste 530

Grimes, IA 50111

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

**“SafeNetRx has not only saved my patient a hospital visit, it has saved their life.”**

**-Health System Dispensing Partner**

**“I panicked when I heard the price of my medications at my local pharmacy. This service is a godsend!”**

**-SafeNetRx Patient**

**“SafeNetRx literally saved my life - at a time when no one else would help me.”**

**-SafeNetRx Patient**

**“At a time when anger over soaring drug costs has perhaps never been so intense, [drug donation] seems like a no-brainer.”**

**-ProPublica**



# WHAT'S AHEAD

SafeNetRx established the nation's first statewide drug donation repository in 2007. Our model was unproven, and showed exceptional potential, but also carried some disbelief that the pharmacy and medical community would invest in a model that repurposed what many considered waste. 2023 marks 16 years of operating our Drug Donation Repository and 22 years working in the charitable medication space. At the end of FY2023, over 134,000 patients have been supplied with needed medicine they otherwise could not afford. \$105 million (AWP) in donated medicine has been collected, inspected, and made available to our dispensing network.

Today, the drug donation industry is entering a new phase. States across the country have taken notice of the opportunity to develop their own programs. Statewide drug donation task forces have been created, legislation is being drafted or updated, and new drug donation models are being proposed. It's an exciting time and a rare opportunity to create charitable programs to do powerful, well-intentioned work.

As we enter FY2024, the SafeNetRx vision, principles, and model remain unchanged. We are committed to developing a national drug donation system where product integrity, medication safety, and patient dignity are absolute priorities. As new opportunities emerge and others close, our commitment to these principles will remain steadfast. We are committed to growth through exemplary stewardship in the collection, inspection, distribution, and disposal of donated medicines. We are growing new partnerships with industry leaders, state agencies, academia, and providers that align with our vision for growth. Together we can build a responsible and ethical drug donation system that aims to solve medication insecurity for millions of Americans. Please join us on this journey.

Thank you for your partnership,

  
**JON ROSMANN**  
CEO

“  
We are committed to developing a national drug donation system where product integrity, medication safety, and patient dignity are absolute priorities.  
”



**We connect a network of donors committed to reducing medication waste.....**

**.....to a network of providers dedicated to serving patients struggling with medication insecurity.**

## DONATE MEDS

1

Clinics and pharmacies across the country generously donate unused medicine and supplies to SafeNetRx, greatly reducing hazardous waste.



## PROCESS

2

SafeNetRx staff and volunteers record every donation so our dispensing partners can see a live inventory of available products.

## INSPECT

3

Believing that every individual deserves quality medication, donations are rigorously inspected by our team of pharmacists to assure safety.



## CONNECT

4

Caring providers and pharmacists partner with SafeNetRx to access \$15+ MILLION in donated medicine available to patients struggling with medication insecurity.



## CHANGE LIVES

5

Patients no longer go without needed medicine. Health outcomes improve, financial burdens removed, lives change.

# DONATE MEDS



## OUR DONOR NETWORK

COMMITTED TO REDUCING MEDICATION WASTE AND ENVIRONMENTAL HARM

SafeNetRx relies on generous donors for a consistent supply of essential medicines needed to treat the most common chronic and acute illnesses such as diabetes, heart disease, mental illness, asthma/COPD, and cancer.

Currently, 222 long-term care pharmacies, community pharmacies, medical clinics, public health agencies, and other institutional donors offer medications to SafeNetRx from across the nation.

### FY23 DONOR IMPACT

- MILESTONE: We surpassed **\$100M** (AWP) in total donated medicine since we opened our doors in 2007
- In FY23 alone, our donors contributed over **\$35M** (AWP) worth of medications
- Prevented over **4.5M doses** of medications from entering our landfills

**This year SafeNetRx welcomed 13 new donors to our network.**

(AWP) Estimated Average Wholesale Price

# PROCESS



## OUR TEAM

PHARMACISTS, TECHNICIANS, INTERNS AND VOLUNTEERS THAT CONTRIBUTE TO CHANGE

To ensure the accuracy of our inventory, our team records all of the necessary drug information for each unit of donated medicine that comes through our doors. This allows our partners to view our inventory in real time and order what is needed by their patients.

After an order is received, our technicians remove all protected health information and prepare orders for pharmacist inspection.

### SHOUT-OUT TO OUR VOLUNTEERS!

Our process is time-consuming. We are so grateful to have an army of volunteers with huge hearts and strong hands. In FY23 our volunteers helped process:

- **126,870** individual donations
- Over **\$31.5M** (AWP) in donated medicine and supplies
- **3.1M** doses of medicine

**We couldn't do it without you!**

# INSPECT



## OUR SAFETY PROTOCOL

SETTING DRUG DONATION STANDARDS AND NEVER SACRIFICING PATIENT SAFETY

As one of the first drug donation programs in the country, SafeNetRx has set the bar high for drug donation product standards and has strict safety protocols.

Our team of pharmacists inspects each unit of medicine donated to ensure high product integrity, accurate labeling, and that the medication is safe to consume.

**To date, SafeNetRx has had ZERO patient safety issues!**

### INSPECTION CHECKLIST

- Sealed in tamper-evident packaging
- Non-expired
- Non-controlled
- Does not require refrigeration
- No signs of tampering/deterioration

# CONNECT



## OUR PROVIDER NETWORK

COMMITTED TO SERVING COMMUNITIES STRUGGLING WITH MEDICATION INSECURITY

Our mission to serve is achieved by maintaining strong partnerships with providers and pharmacists committed to providing the highest level of care to ALL patients.

In FY23, the SafeNetRx provider network:

- Dispensed 1.4M doses of donated medicine valued at over **\$12.4M** (AWP)
- Cared for 10,453 patients who could not afford needed prescriptions - bringing our all-time total to **134,123 patients served**.

**This year, we established 14 new dispensing partnerships and are always looking for more!**

### OUR PARTNERS





# CHANGE LIVES



## OUR MISSION

SOLVE MEDICATION INEQUITY THROUGH RESPONSIBLE COLLECTION AND DISTRIBUTION OF DONATED MEDICINE

At the heart of our mission are patient lives. Individuals who have fallen through the cracks of our healthcare system and desperately need assistance. We are the safety net that catches them.

We serve individuals who are unable to afford their prescribed medication regardless of insurance status with an annual household income at or below 200% of the Federal Poverty Level.

### HEALTH SAVINGS

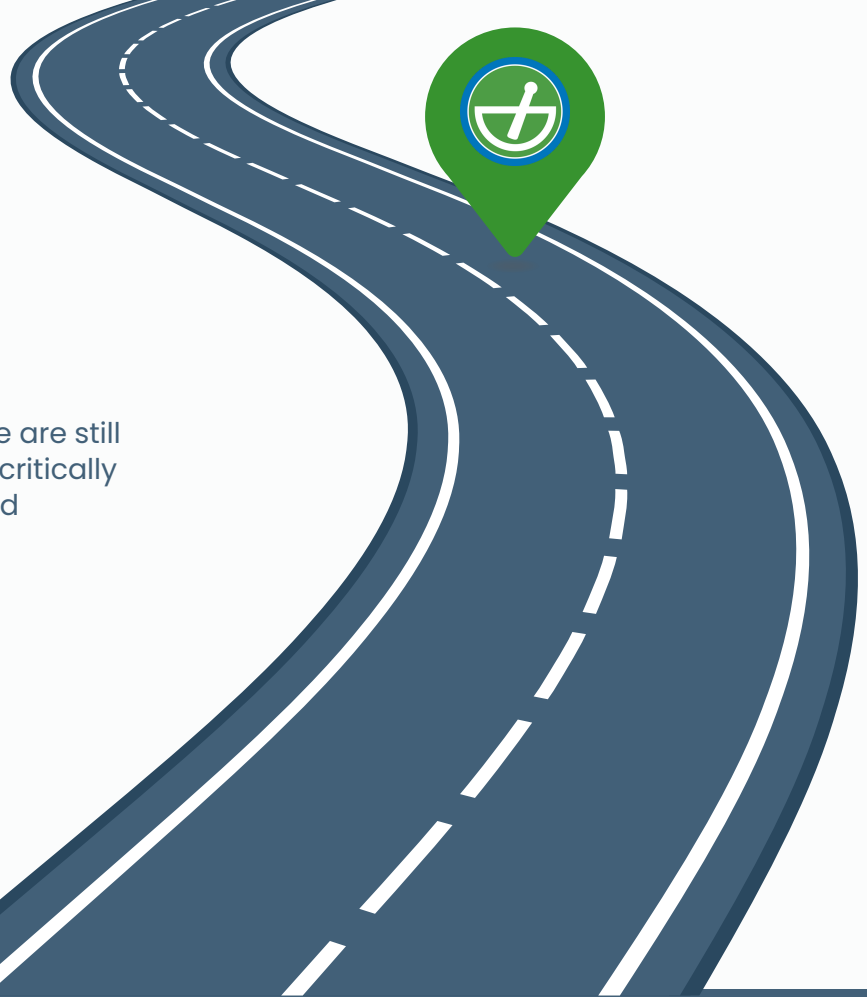
Research has shown that charitable medication programs can reduce health system costs by 27% (\$3,161 annually per patient), and inpatient stays by 20%.<sup>1</sup>

- SafeNetRx health system cost savings in FY23 are **\$33M** based on these estimates.
- On average, our patients save over **\$200** per 30-day prescription.

1. "RTI International and Dispensary of Hope Research Report." Dispensary of Hope, RTI International, June 2022, resources.dispensaryofhope.org/InformationLibrary/posts/rti-international-and-dispensary-of-hope-research-report.

# LOOKING AHEAD

We have made great progress, but there are still millions of Americans unable to access critically needed medicines and billions of unused medicines that could be repurposed...



## OUR VISION

TO BE THE PREEMINENT NATIONAL LEADER IN THE COLLECTION AND DISTRIBUTION OF DONATED MEDICINES THROUGH:

- Demonstration of exemplary stewardship in the collection, inspection, distribution, and disposal of donated medicines.
- Collaboration with industry leaders, academia, legislative bodies, and regulatory stakeholders to establish national standards for donated medicines.
- Support of clinics, pharmacies, and other healthcare stakeholders in the delivery of safe, efficient, and effective pharmacy services for underserved populations.
- Provision of training, research, and evaluation opportunities to support ongoing innovation in charitable pharmacy services.

SafeNetRx is collaborating with states across the country to support the expansion of ethical and safe drug donation services. Contact SafeNetRx to learn about our expansion opportunities.

# OUR LEADERSHIP

Some leaders go above and beyond in their support to achieve pharmacoequity among those struggling with medication insecurity. These are the special leaders that made it happen for SafeNetRx in FY23!

## BOARD OF DIRECTORS

**Bernard Sorofman, Ph.D., FAPhA (Chair)**, University of Iowa College of Pharmacy, Emeritus  
**M. Christine Newell, MS (Vice-Chair)**, Nurse Administrator, Retired  
**Raymond Meister (Treasurer)**, Security National Bank  
**Gary Goodhall (Secretary)**, Hy-Vee, Retired  
**Joshua Rehmann, DO**, UnityPoint Clinic Family Medicine  
**Edwin McIntosh, JD**, Dorsey & Whitney, Retired  
**Joel White**, Horizon Government Affairs  
**Maureen Keehnle, JD**, Iowa Hospital Association, Retired  
**Renaes Chesnut, EdD, MBA, RPh**, Drake University College of Pharmacy and Health Sciences  
**Sid Ramsey, MBA**, UnityPoint Health  
**Steve Mullenix, RPh**, National Council for Prescription Drug Programs

## STAFF

**Jon Rosmann**, CEO  
**Jaelyn Parman, PharmD**, COO & Charitable Pharmacy Manager  
**Kenzie Harder, PharmD**, Director of Pharmacy - Drug Donation Repository  
**Lisa Sanders, RPh**, Staff Pharmacist  
**Ami Bradwell, CPhT**, Drug Donation Repository  
**Vanessa Cook, CPhT**, Drug Donation Repository  
**Jake Klein, CPhT**, Charitable Pharmacy  
**Marissa Grothe**, Pharmacy Intern  
**Elizabeth Mensing**, Pharmacy Intern  
**Lillian Monson**, Pharmacy Intern  
**Alissa Smith, JD**, Dorsey & Whitney, Legal Counsel  
**MaryCatherine Jones**, Charitable Healthcare Consultant



Thank you

# SAFENETRX

Solving medication inequity through responsible collection and distribution of donated medicines.

Donate Meds. Change Lives.

---

## CONTACT

SafeNetRx  
1500 SE 19th St, Ste 530  
Grimes, IA 50111

515-327-5405  
[www.safenetrx.org](http://www.safenetrx.org)  
[repository@safenetrx.org](mailto:repository@safenetrx.org)