

FY2022

ANNUAL REPORT



SAFENETRX

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MESSAGE FROM JON

FY22 has been a year of great transformation for SafeNetRx and there's no question – our staff and partners were up for the challenge! We opened the doors of our new distribution center in Grimes, IA, which allowed us to triple our warehouse capacity, streamline our workflow, and integrate a new platform to process, store, and distribute donated medicine.

Design and construction of our new facility began in summer of 2021. Despite the challenges of a pandemic, supply chain disruptions, and mother nature, the walls were up within months and we could finally see that our vision would soon be reality. In the midst of a classic Iowa blizzard, we relocated to our new distribution center in February 2022.

Three months later we would tackle our next major challenge – rolling out a new medication donation and physical inventory platform. This transition would prove to be no small feat. By our estimates, entering our inventory into the new platform would take 100 volunteers working five-hour shifts, four days through a weekend. The ask seemed ridiculous. The response was extraordinary!

Pharmacists, physicians, students, nurses, case managers, administrators, board members, business leaders - great people with big hearts - showed up ready to serve. When the curtain dropped on Sunday night, this army logged **630 hours of volunteer work**. Well over a year's worth of donations - **\$13,008,859** to be exact - was processed in four short days. FY2022 was our most productive year to date! We are proud to report that over **\$74 million** in donated medicine has been collected from across the country to serve over **126,000 vulnerable patients**.

I'm so proud of our team and our community! We are entering FY23 ready to serve. We have room to grow and are working on some major projects to expand our drug donation services into new communities across the US.

Thank you for your partnership,




Jon Rosmann
CEO

“FY22 has been a year of great transformation for SafeNetRx and there's no question - our staff and partners were up for the challenge!”

WHY WE SERVE

Unused medicines in our health systems and homes can be responsibly collected and distributed to clinics and pharmacies serving patients struggling with medication insecurity. **Tons of medicine can be saved. Millions of lives can be changed.**



UNAFFORDABLE MEDICATIONS



Non-adherence is responsible for an estimated **125,000** avoidable deaths each year.¹

Although many factors contribute to non-adherence, it is estimated that **40 %** of adults in the US have not filled a needed prescription due to cost.²



MEDICATION WASTE



\$5 BILLION worth of unexpired medications in unopened blister packs, bottles, and vials are wasted annually across the US.³

Approximately **740 TONS** of medications are wasted by nursing homes each year alone.⁴



ENVIRONMENTAL IMPACT



60% of water sources contain hormones or pharmaceuticals from medications being flushed down the toilet or sink.⁵

Active pharmaceutical ingredients are also **present in our landfills** as a result of medication being disposed of in household trash.^{6, 7}

A REAL LIFE EXAMPLE

A patient was prescribed Afinitor for oral cancer but it was denied by their insurance. SafeNetRx provided a 30-day supply of the medication (**valued at \$13,530 AWP**) to the patient's care team. During this time, his condition showed improvement and an appeal was filed with the patient's insurance provider who finally agreed to cover therapy for the remainder of the year. Delaying a cancer patient's treatment for even 30 days may have severe negative repercussions. **SafeNetRx filled the gap and helped this cancer patient continue fighting!**

1. Kleinsinger F. The Unmet Challenge of Medication Nonadherence. Perm J. 2018;22:18-033. doi: 10.7812/TPP/18-033. PMID: 30005722; PMCID: PMC6045499.

2. Garfield, R., Majerol, M., Damico, A., & Foutz, J. (2016, November). The Uninsured: A Primer. Key Facts About Health Insurance and the Uninsured in the Era of Health Reform. The Kaiser Commission on Medicaid and the Uninsured. 11.

3. BMJ 2014;349:g7677

4. Allen, M. (2017, April 27). America's Other Drug Problem. Pro Publica. Retrieved October 19, 2017, from <https://www.propublica.org/article/americas-other-drug-problem>

5. Bexfield LM, Toccalino PL, Belitz K, Foreman WT, Furlong ET. Hormones and Pharmaceuticals in Groundwater Used As a Source of Drinking Water Across the United States. Environ Sci Technol. 2019;53(6):2950-2960. doi:10.1021/acs.est.8b05592

6. Rosmann J. Drug Donation Repositories: State Programs to Leverage Scarce Health Resources. Inside Pharmacy. 2013;1:13-14.

7. Kostich, M. S., Batt, A. L., & Lazorchak, J. M. (2014, January). Concentrations of prioritized pharmaceuticals in effluents from 50 large wastewater treatment plants in the US and implications for risk estimation. Environmental Pollution, 184, 354-359

HOW WE SERVE



PROVIDER HIGHLIGHT

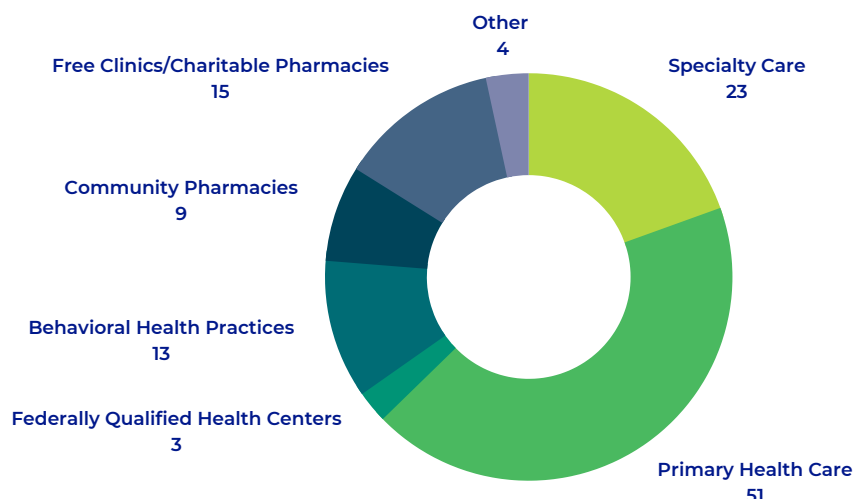
Wenda Ostrem, RPh, Pharmacy Practice Specialist with the University of Iowa Hospitals and Clinics Medication Assistance Center, has partnered with SafeNetRx since 2009. Through the efforts of Wenda and the compassion for those she serves, SafeNetRx has provided **\$8,027,575.36 (AWP)** worth of medications to over **2,200** of her patients.

SafeNetRx is reliant on collaboration with individuals such as Wenda to carry out its mission to serve those struggling with medication insecurity and reduce medication waste in our health systems.

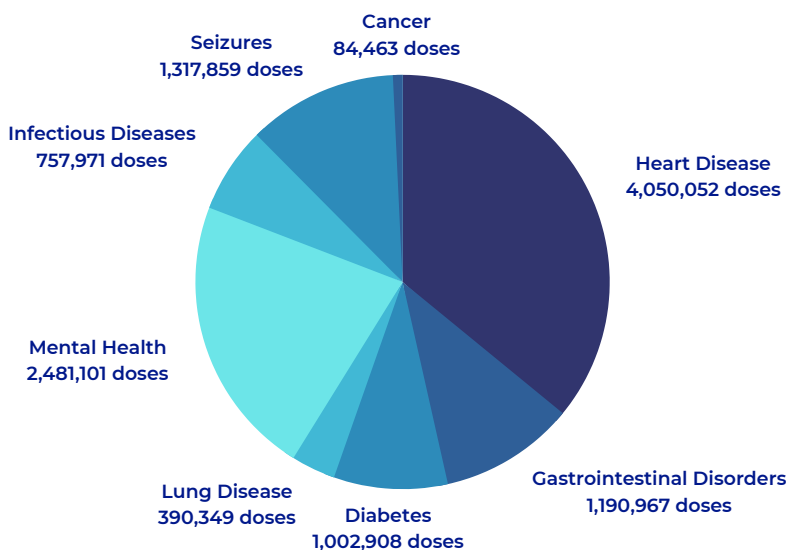
IMPACT

By accepting unused medicine and supplies a facility would commonly pay to dispose, SafeNetRx gives these donations a second chance at healing. **Donors cut costs. Environmental waste is decreased. Patient lives are changed.**

118 PARTNER CLINICS AND PHARMACIES



TOP DISEASE STATES TREATED WITH DONATED MEDICINES



126,680

PATIENTS SERVED
(8,497 in FY22)



\$60,347,359

DONATED MEDICINE
DISTRIBUTED TO OUR
PARTNERS
((\$9,824,252 in FY22)



800+ TONS

OF UNUSED MEDICINE
REDIRECTED FROM OUR
LANDFILLS

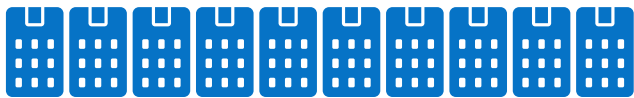
\$15,053,027 of cancer medications given to those desperately in need since 2007

COMMUNITY SUPPORT



2,000+
VOLUNTEER HOURS in
FY22

67,000+
DONATIONS PROCESSED in FY22



700% INCREASE
IN AVAILABLE INVENTORY FOR OUR
PARTNERS



Volunteers power SafeNetRx! From our volunteer Board of Directors to our army of volunteer providers, case managers, students, and community leaders – none of our milestones could be reached without your guidance, support, and muscle. We are grateful to have you on our team!

Thank you



GROWTH

From inception, SafeNetRx has been a driver of medication affordability and charitable pharmacy innovation. In 2001 we were founded as the Iowa Prescription Drug Corporation, a partnership between the non-profit and public sectors to reduce the high cost of prescription drugs. We established the nation's first statewide drug repository, have driven pharmacy innovation to address high rates of recidivism, and established the first charitable pharmacy in the state of Iowa. Today we are focused on scaling these services to create a national drug donation system.

2001

Founded as the Iowa Prescription Drug Corporation – a publicly supported non-profit to combat high drug costs

2013

Behavioral Health Medication Assistance Program launched to decrease rates of recidivism in Iowa by providing **FREE mental health medications** to justice-involved individuals

2016

Cancer Donation Program launched to increase donations of life-saving oncology drugs

2007

The nation's first statewide Drug Donation Repository was created

2015

Over **50,000** patients were provided **\$13 MILLION** worth of medicine



PAVING THE WAY

SafeNetRx is committed to patient safety and access. As the first statewide drug donation repository in the US, SafeNetRx has developed strict donation standards and ethical principles for drug repositories. By sharing the impact of SafeNetRx, we've helped states across the country adopt enabling legislation. Today 41 states have passed enabling legislation for drug donation programs.

OUR NEW HOME

Our new distribution facility has allowed us to triple our warehouse capacity, streamline our workflow, and integrate a new platform to process, store, and distribute donated medicine. Our goal is to maximize access to donated medicine by utilizing new technology and equipment that will make scaling drug donation services a reality.



Grimes, IA

2022

The construction of SafeNetRx's new distribution center in Grimes, IA was completed to improve capacity to inspect and store donations, collaborate with partners, and host volunteers

2020

Over **100,000** patients served

20 YEARS OF SERVICE

2021

Over **\$50 MILLION** worth of donations distributed

2022

A new software platform was integrated to process, store, and distribute donated medicine

2018



Iowa's first independent mail-order charitable pharmacy opened its doors to get donated meds directly in the hands of those in need

“It would have been hard to imagine 20 years ago that the careful reclamation and redistribution of quality medications (otherwise destined for the landfill) would improve the lives of so many patients in need. **Every Iowan should be proud of SafeNetRx**, its sustained success, and the example set for the rest of the county. I certainly am.”

-Stephen C. Mullenix, BSP Pharm., R.Ph.

Charter Board Member, SafeNetRx
SVP Public Policy & Industry Relations
National Council for Prescription Drug Programs

OPPORTUNITY

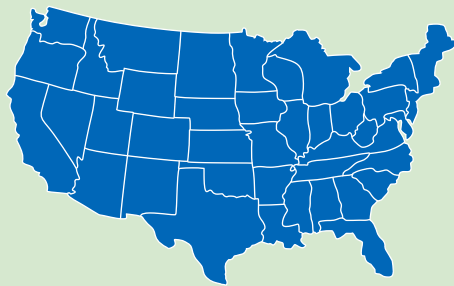
We have made great progress, but there are still millions of Americans unable to access critically needed medicines that could be repurposed.

Our vision is to be the preeminent national leader in the responsible collection and distribution of donated medicines through:

01

ESTABLISHING A NATIONAL DRUG DONATION SYSTEM

based on the success of Iowa's Drug Donation Repository model.



OUR FOCUS:

- Establishing strategic partnerships with like-minded states and organizations
- Adopting Drug Donation Legislation in all US states and territories
- Aligning state and federal regulations with needs of vulnerable populations

02

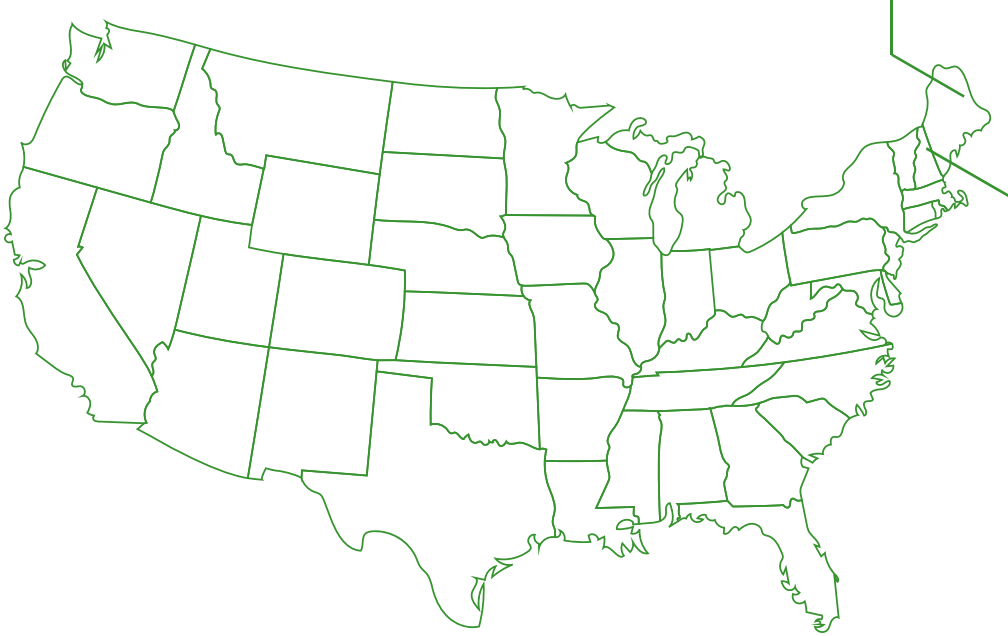
DEMONSTRATING EXEMPLARY STEWARDSHIP

in the collection, inspection, distribution, and disposal of donated medicines.



OUR FOCUS:

- Developing a code of ethics and strict standards for donated medicine and supplies
- Enhancing patient safety and medication adherence



03

COLLABORATING WITH INDUSTRY LEADERS,

academia, legislative bodies, and regulatory stakeholders to expand our mission.



OUR FOCUS:

- Developing advocacy partnerships for the underserved
- Improving health equity
- Ensuring consistent supplies of safe, donated medicine

04

SUPPORTING CLINICS & PHARMACIES

and other healthcare stakeholders in the delivery of safe, efficient, and effective pharmacy services for underserved populations.



OUR FOCUS:

- Continually assessing the needs of safety net providers
- Removing patient barriers
- Creating more resources for partner pharmacies & clinics
- Collaborating with technology partners
- Filling gaps in patient care

ACKNOWLEDGEMENTS

Some leaders and organizations go above and beyond in their support for the responsible collection, inspection, and distribution of donated medicine. These are the special leaders and organizations that make it happen for SafeNetRx!

BOARD OF DIRECTORS

Raymond Meister (Chair), Security National Bank
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Serving vulnerable populations through responsible collection and distribution of donated medicines

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