



THE OHIO STATE UNIVERSITY

Opening a Non-Profit Pharmacy in Southeast Ohio

Wednesday, August 11, 2021 at 12:15pm - 1:00pm

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Disclosures

Sarah and Rebecca have no significant disclosures for this CE to report



Objectives

1. Review ways to assist with medication expenses
2. Identify pharmacy services that assist patients with medication access
3. Describe a non-profit pharmacy and eligible patients
4. Explain rural southeast Ohio's need for a non-profit pharmacy



Review ways to assist with medication expenses



Understanding Insurance

- Medical insurance vs Pharmacy Benefit Managers
- Medicaid vs Medicare
- Commercial insurance



Insurance terms

Coinsurance

- Patient pays a specific percentage

Copay

- Patient pays a set amount

Prior Authorization

- Prescriber sends justification to insurance as to why the patient qualifies for the medication before insurance will cover

Deductible

- Often patients have a combined medical and pharmacy deductible

Formulary

- List of medication the insurance will cover or won't cover

Pharmacy Tiers

- Drugs are tiered in terms of what will be most cost effective to the patient and the plan



Cash Based Payment

- Discount cards
- Saving plans offered by pharmacies
 - 4 and 10 dollar lists
- Pharmacy Specific Payment plans
 - Credit accounts
 - Internal products
- Ask for help



Medication Assistance Programs

- Pharmaceutical manufacturers may sponsor patient assistance programs to help provide financial assistance in the form of free drug product to low income individuals.
- Each manufacture is able to create their own program and are medication specific
- Centers for Medicare and Medicaid Services (CMS) part D members are eligible
 - Will not apply towards a deductible

Resources: CMS <https://www.cms.gov/Medicare/Prescription-Drug-Coverage/PrescriptionDrugCovGenIn/PAPData.html>



General Steps

1

- Identify if the medication has an assistance program
- Medicare.gov pharmaceutical assistance programs lists all of the medications that are covered

2

- Complete forms for the program, often must show proof of need

3

- The program reviews patient eligibility
- They may ask the patient for more information
- They may ask the physician for more information

4

- Wait for response



Eligibility

- Patients must be under a certain income level or spending a certain percentage of their income on medication
- Patients must have perused other insurance coverage such as Medicaid and been denied



340b

- Program by the Health Resources and Services Administration (HRSA)
- Goal of the program is to “enable covered entities to stretch scarce federal resources as far as possible reaching more eligible patients and providing more comprehensive services”
- Manufacturers provide outpatient drugs to covered entities at significantly reduced prices.

Resources: HRSA: <https://www.hrsa.gov/opa/index.html>



340b Process

Healthcare
Provider
Qualifies

- Eligible patients see providers there

Medications are
order through
the entity

- Those medications arrive at an outpatient pharmacy

Patient receives
medication

- Savings from the program go into services



**Identify pharmacy services
that assist patients with
medication access**



Other Social Determinates of Health

- Transportation
- Access to care
- Community





Transportation

- Delivery
- Day supply
- Medication Synchronization
- Mail order



Access to Care

- Get to know your local pharmacies and pharmacists
- Vaccinations
- Medication Therapy Management
- Disease state education



Community

- Sense of belonging
- Social awareness



**Describe a non-profit
pharmacy and eligible
patients**



Non – Profit Pharmacies

- Nationally
- State of Ohio
- Rural and urban
- Southeast Ohio





Insurance Eligibility

- Medicaid / Medicare / disability
- Marketplace
- Private health insurance

HealthCare.gov





Medication Acquisition

- Long term care
- Distributors
- Manufacturers





REVISITING: Social Determinants of Health

- Transportation
- Access to care
- Community

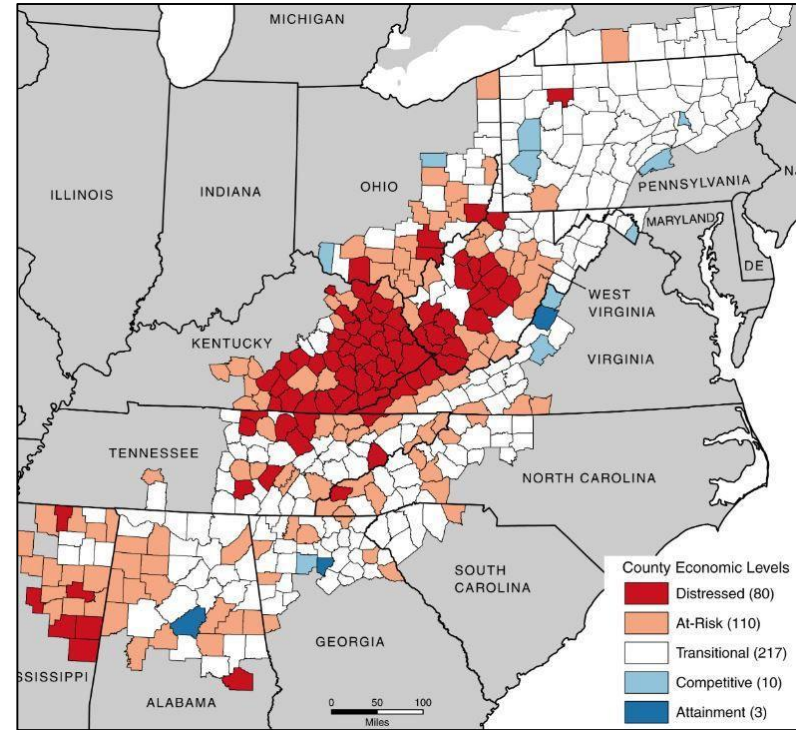
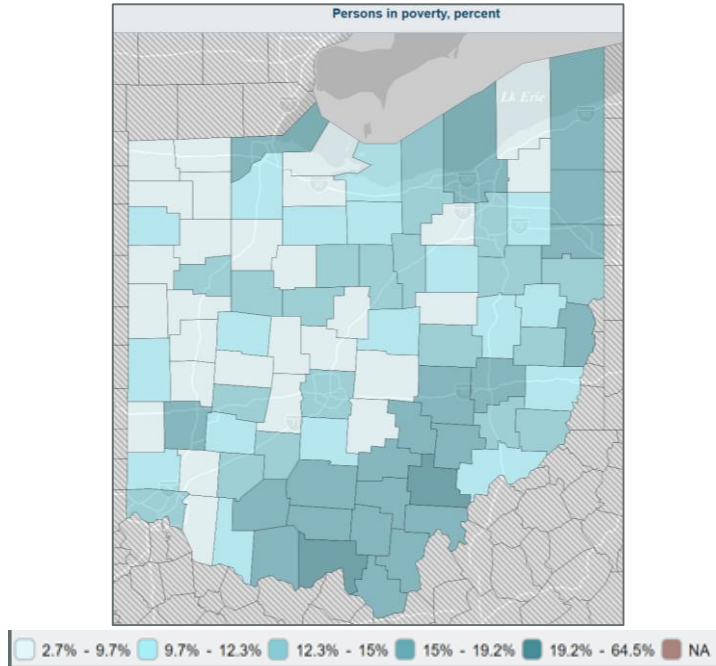




**Explain rural south east
Ohio's need for a non-profit
pharmacy**



The Need



https://www.athensnews.com/news/local/in-new-arc-ranking-athens-county-downgraded-to-distressed/article_00e99438-9cf3-11e9-9cf1-0fc3ee64c71.html



Eligibility

- For the free pharmacy
- At or below 200% federal poverty level

Patient Information Sheet

PATIENT INFO

Last Name: _____ First Name: _____ Middle Initial: _____

Address: _____
House # & Street Name Unit # City State Zip

Cell Phone: _____ Home Phone: _____ Other Phone: _____

Date of Birth: _____ Social Security #: _____ Gender (M/F): _____

Language: _____ Race: _____ Referred By: _____

Primary Doctor: _____ Emergency Contact: _____
Name & Phone # Name & Phone #

Employment Status: ☐ Full Time ☐ Part Time ☐ Temporary ☐ Unemployed ☐ Student ☐ Retired
☐ Disabled ☐ Other (please explain): _____

Other Household/ Family Members (Spouse, Minor Children, etc.)

Name	Relationship	Date of Birth	Employment Status
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____
4. _____	_____	_____	_____

OFFICE USE ONLY

Date: _____ Certification # (1st, 2nd, etc.): _____ Patient ID #: _____

Recertification Date: _____ Eligible for BRP Program? _____ MITS: _____

Notes: _____ Eligible for DOH? _____

Medicare Extra Help: ☐ Eligible? ☐ Applied? ☐ Approved? ☐ Denied?

Screener Signature: _____



Eligibility, con't.

# of Persons in Household	2021 Federal Poverty Level for the 48 Contiguous States (Monthly Income)						
	100%	133%	138%	150%	200%	300%	400%
1	\$1,073	\$1,428	\$1,481	\$1,610	\$2,147	\$3,220	\$4,293
2	\$1,452	\$1,931	\$2,003	\$2,178	\$2,903	\$4,355	\$5,807
3	\$1,830	\$2,434	\$2,525	\$2,745	\$3,660	\$5,490	\$7,320
4	\$2,208	\$2,937	\$3,048	\$3,313	\$4,417	\$6,625	\$8,833
5	\$2,587	\$3,440	\$3,570	\$3,880	\$5,173	\$7,760	\$10,347
6	\$2,965	\$3,943	\$4,092	\$4,448	\$5,930	\$8,895	\$11,860
7	\$3,343	\$4,447	\$4,614	\$5,015	\$6,687	\$10,030	\$13,373
8	\$3,722	\$4,950	\$5,136	\$5,583	\$7,443	\$11,165	\$14,887
Add \$378.33 for each person in household over 8 persons							



Eligibility, con't.

2021 Ohio Medicaid Guidelines

Medicaid offers free healthcare coverage for families, children under age 19, and pregnant women. Coverage includes doctor visits, hospital care, prescriptions, vision, dental, and mental health services, and more.

The Children with Medical Handicaps Program (CMH) requires participating families to file an application for Medicaid if their monthly income is within the guidelines listed below. Families with incomes greater than the guidelines in Chart #2 do not need to apply.

Chart #1

Families with monthly incomes lower than these guidelines MUST apply.	
Family Size	Monthly Income*
1	\$ 1,610
2	\$ 2,178
3	\$ 2,745
4	\$ 3,313
5	\$ 3,880
6	\$ 4,448
7	\$ 5,015
8	\$ 5,583
9	\$ 6,150
10	\$ 6,718

Chart #2

Families with monthly incomes higher than the amount in the first column, but lower than the amount in the second column MUST apply if they do not have private health insurance.		
Family Size	Monthly Income*	
1	\$ 1,610	\$ 2,147
2	\$ 2,178	\$ 2,903
3	\$ 2,745	\$ 3,660
4	\$ 3,313	\$ 4,417
5	\$ 3,880	\$ 5,173
6	\$ 4,448	\$ 5,930
7	\$ 5,015	\$ 6,687
8	\$ 5,583	\$ 7,443
9	\$ 6,150	\$ 8,200
10	\$ 6,718	\$ 8,957



Rising Suns Non – Profit Pharmacy

- How it started
- Who we are
- Where we are now
- Where we are going





Resources

- Ohio Medicaid eligibility. Resource online: https://odh.ohio.gov/wps/wcm/connect/gov/2e3738aa-905a-4325-8839e1172ca16fa9/2020+Medicaid+Guidlines+Chart.pdf?MOD=AJPERES&CONVERT_TO=url&CACHEID=ROOTWORKSPACE.Z18_M1HGGIK0N0JO00QO9DDDDM3000-2e3738aa-905a-4325-8839-e1172ca16fa9-n6zoqYu. Accessed July 22, 2021
- Persons in Poverty. Census.gov. Resource online: <https://www.census.gov/quickfacts/fact/map/OH/IPE120219>. Accessed July 22, 2021.



Comments or Questions?



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