



Department of Pharmacy Quarterly Report

January 20th, 2020

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Chief Pharmacy Officer

Recent Developments

- ▶ Contract pharmacy arrangements proving to be beneficial.
- ▶ Copay assistance program also working out well – could possibly be expanded upon.
- ▶ Vrx due to kick off on Monday January 20th!
 - ▶ Three person team that will be operating off site on our behalf.
 - ▶ Working to sync patient's medications.
 - ▶ Will increase pharmacy revenue by increasing the number of times/year a maintenance meds are refilled
 - ▶ Will decrease DIR fees because we are doing better at keeping patients adherent.
 - ▶ Will improve the Star Ratings of our Pharmacies
 - ▶ *Will also improve the Star Rating of CHC as a whole

	<u>June</u>	<u>July</u>	<u>August</u>	<u>Sept</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
Total Prescriptions Filled	26,366	27,560	27,932	26,596	29,109	27,070	28,521
CCP NW	13,779	14,243	14,717	13,780	15,122	14,294	14,947
CCP Village	12,587	13,317	13,215	12,816	13,987	12,776	13,574
Deliveries - All Sites	2,021	2,174	2,062	1,925	2,204	1,633	1,916
Mail Order Rxs	94	84	99	90	132	104	108
MTM - CCP Village	0	0	0	0	0	0	0
MTM - CCP NW	0	0	0	0	0	0	0
Prescriptions - FQHC	10,759	11,020	11,015	10,561	11,623	10,617	11,024
Prescriptions - Retail	15,607	16,540	16,917	16,035	17,486	16,453	17,497
Rx Capture Rate (CCP Only)	41.4%	40.1%	40.1%	38.6%	39.7%	38.6%	40.7%
Rx Capture Rate (CCP & Contract)	59.0%	57.8%	60.4%	59.8%	68.6%	68.1%	68.7%
Total Net Revenue	\$ 1,189,533	\$ 1,193,181	\$ 1,301,839	\$ 1,274,168	\$ 1,394,166	\$ 1,334,535	\$ 1,420,752
Gross Sales - Pharmaceuticals	\$ 1,167,185	\$ 1,169,521	\$ 1,277,168	\$ 1,251,191	\$ 1,368,158	\$ 1,310,565	\$ 1,392,694
Margin - Pharmaceuticals	\$ 445,434	\$ 460,426	\$ 534,788	\$ 555,023	\$ 611,689	\$ 591,125	\$ 615,937
Gross Sales - Merchandise	\$ 22,348	\$ 23,660	\$ 24,671	\$ 22,977	\$ 26,008	\$ 23,971	\$ 28,058
Rx Purchases - CCP Village	\$ 277,565	\$ 285,757	\$ 298,741	\$ 253,290	\$ 323,941	\$ 225,026	\$ 286,625
OTC Purchases - CCP Village							\$ 17,261
Rx Purchases - CCP NW	\$ 436,412	\$ 480,512	\$ 440,999	\$ 462,399	\$ 518,068	\$ 442,390	\$ 511,532
OTC Purchases - CCP NW							\$ 20,670
Inventory - CCP Village				\$ 275,979			
Inventory - CCP NW				\$ 411,686			
Accounts Receivable	\$ 436,807	\$ 467,792	\$ 503,236	\$ 170,481	\$ 773,550	\$ 556,395	\$ 731,834
CCP Village	\$ 180,166	\$ 202,831	\$ 221,372	\$ 64,952	\$ 334,337	\$ 228,393	\$ 288,331
CCP NW	\$ 256,641	\$ 264,961	\$ 281,864	\$ 105,528	\$ 439,214	\$ 328,002	\$ 443,502
Site Delivery Returns	\$ 3,640	\$ 1,536	\$ 2,432	\$ 1,127	\$ 2,002	\$ 2,518	\$ 764
Acquisition Cost	\$ 744	\$ 280	\$ 214	\$ 303	\$ 804	\$ 186	\$ 117
Lost Revenue	\$ 2,897	\$ 1,256	\$ 2,218	\$ 823	\$ 1,198	\$ 2,331	\$ 647
Curant Health							
Revenue	\$ 18,980	\$ 60,634	\$ 91,036	\$ 48,074	\$ 66,517	\$ 102,711	\$ (10,127)
Accounts Receivable	\$ 41,048	\$ 43,162	\$ 17,316	\$ 48,335	\$ 75,982	\$ 19,797	\$ 37,742
CVS Revenue	\$ -	\$ -	\$ 48,582	\$ 48,514	\$ 113,910	\$ 82,495	\$ 84,251

Pharmacy Dashboard (Also included in Board Packet)



Questions?