

SAMPLE

Pharmacy in Long-Term Care Report – 2024-2025



March 2024

AMI has been developing reports and custom research on senior care and long term care pharmacies since 2014

LTC Pharmacy

Market Research/Analysis

- Customer/Competitor
- Merger & Acquisition
- Key Decision-Maker(s)

Solutions

- LTC Pharmacy Database
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- Red Rock Pharmacy
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- Spectrum Pharmacy of Arizona

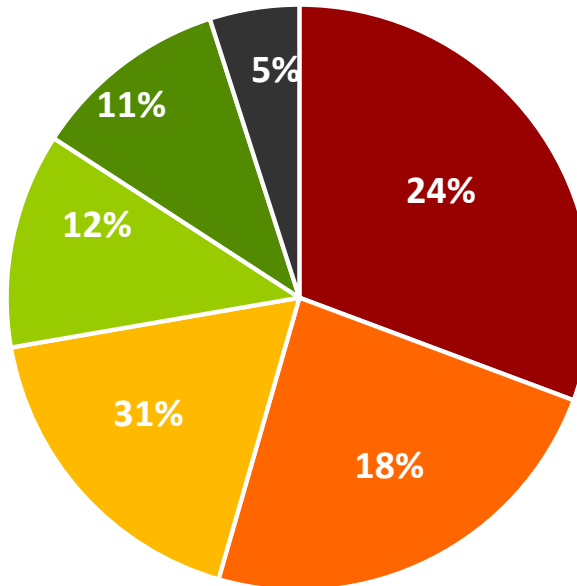


Long-Term Care Overview



Medicare is the single largest purchaser of health care in the U.S., comprising 22% of the \$3.4 trillion spent in 2020

Purchasers of Personal Health Care – 2021
Total = \$3.6 trillion



■ Private Health Insurance ■ Medicare ■ Medicaid ■ OOP ■ Other 3rd Party ■ CHIP, DoD, VA

Source: MedPac Data Book, July 2023; AMI work product 2024



Top 15 Senior Living Company Profiles



Brookdale Senior Living is the nation's premier operator of senior living communities

Brookdale Senior Living Inc.

Brentwood, TN 37027

<http://www.brookdaleliving.com>

- Cindy Baier - President & CEO
- Dawn Kussow – EVP & CFO

111 Westwood Place, Suite 400

615-221-2250

Brookdale Senior Living Inc. (Brookdale), through its affiliates, operates independent living, assisted living, memory care, and continuing care retirement communities. Through its comprehensive network, Brookdale helps to provide seniors with care, connection, and services in an environment that feels like home.

Brookdale's expertise in healthcare, hospitality, and real estate provides residents with opportunities to improve wellness, pursue passions, make new friends, and stay connected with loved ones. Brookdale, through its affiliates, operated and managed 652 communities in 41 states as of December 31, 2023, with the ability to serve approximately 59,000 residents.

Brookdale's senior living options include:

- Independent Living
- Memory Care
- At Home Care
- Assisted Living
- Skilled Nursing
- Continuing Care Retirement Communities

Brookdale's 2023 resident fee revenue increased to \$2.86 billion from \$2.58 billion in 2022. Facility operating expense increased to \$2.13 billion from \$2.08 billion in 2022. Net loss in 2023 decreased to (\$189 million) from (\$238 million) in 2022.



National LTC Pharmacy Profiles



AmeriPharma covers the entire spectrum when it comes to pharmaceutical needs, from routine prescription services to otherwise hard-to-find drugs

AmeriPharma Long Term Care

Orange, CA 92868

<http://ameripharmaltc.com>

➤ Andrew Allen Harper – COO

132South Anita Drive, Ste. 210

877-778-3308

Personal attention and focus on the needs of a single client remain at the core of AmeriPharma Long Term Care's (AmeriPharma) operations. AmeriPharma prides itself on its size and flexibility that allows it to always have key decision makers of the company available for client consultation. From assisted living communities to skilled nursing, and from government contracts to correctional institutions, AmeriPharma is the Southland's source for a comprehensive and diverse array of pharmacy services and medical supplies. Custom tailored services include:

- Special programs for skilled nursing and assisted living communities.
- Personalized pharmacy and care services for a broad range of health conditions.
- An advanced full service pharmacy with fast and accurate deliveries.
- Extra levels of advanced product and information security.
- 24 Hour Emergency hotline.

AmeriPharma's personalized care formula and its constant innovation including automation, next generation packing robots, specialized pharmacy software, training programs, community outreach, proprietary logistics and numerous industry firsts have earned the recognition and confidence of long term care facility residents and staff throughout the states. AmeriPharma has been dually accredited and is currently one of the leaders of the industry.



Regional LTC Pharmacy Profiles - East



Altruix combines the operations of three pharmacies and serves nearly 26,000 patients across 23 states

Altruix

Annapolis, MD 21401

<https://altruix.com>

- Eric Elliott – CEO
- Christy Rosado – President, Pharmacy Services & Chief Marketing Officer

601 Chinquapin Round Road

443-837-0200

Altruix is a long-term care and specialty pharmacy that works with behavioral health and intellectual & developmental disability providers to coordinate care, fill prescriptions, obtain necessary prior authorizations, and make medication changes for clients.

- Bank's Apothecary - is a local, accredited specialty pharmacy based in Trevese, PA. The Bank's team is dedicated to providing personalized service to both the prescriber and patient, with assistance to rapid access to all prescription needs.
- Ganse Apothecary - is a local long-term care and accredited specialty pharmacy based in Lancaster, PA. The Ganse team offers highest-quality service to ensure clients can access their medications and achieve their health goals.
- Terrapin Pharmacy - is a local long-term care pharmacy based in Annapolis, MD, with locations in communities throughout Maryland, New Jersey, and Pennsylvania. Terrapin's services and innovative technology improve client health outcomes.

Long-Term Care pharmacy locations include: Annapolis, MD; Lancaster, PA; Millville, NJ; Salisbury, MD; Silver Spring, MD; and Trevese, PA. Services include:

- | | |
|---------------------------|-----------------------------|
| • All Medications | Synchronized Refills |
| • Flexible Packaging | Fast Delivery |
| • Comprehensive Reporting | Care Coordination |
| • Patient Assistance | Prior Authorization Support |



Regional LTC Pharmacy Profiles - South



AvendiRx's main priority is to bring top-level service to an individual facility by providing the best in customer support and cost saving capabilities

AvendiRx

Hickory, NC 28602

<https://avendirx.com>

- Ed Salyards, RPh, MS – Owner/Director
- Dave Anderson – Director of Pharmacy Operations

901 Tate Blvd. SE

828-855-9767

Avendi Rx® places resident safety and customer service at the forefront of every decision it makes. Avendi Rx® is committed to accuracy and efficiency, all while leading the industry by utilizing:


- Paperless management systems
 - Pharmacogenetic technology
 - Easy-to-use emergency systems
 - Reduced facility costs
 - 30-day medication fills to minimize multiple dispensing fees per month for the facility
 - Returns are processed within the same calendar month with no restocking fees
 - Education and training for staff to promote bedside mixing for IVs
 - Immediate notification of prior authorizations, followed up with bi-monthly reports
 - Weekly dispense reports
 - Routine delivery 7 days a week and around-the-clock on-call services
 - Dedicated customer service team
 - Experienced Consultant Pharmacists with guaranteed monthly in-house visits
- | |
|-------------------------------|
| A seamless delivery system |
| Prescription-filling robotics |
| 24/7 on-call services |

Avendi Rx® was the first long-term care pharmacy in NC to provide genetic testing. Pharmacogenetic testing brings personalized drug-to-gene monitoring to identify at-risk residents—resulting in enhanced clinical outcomes, medication compliance, and reduced readmissions.

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