

Health Workforce Summit

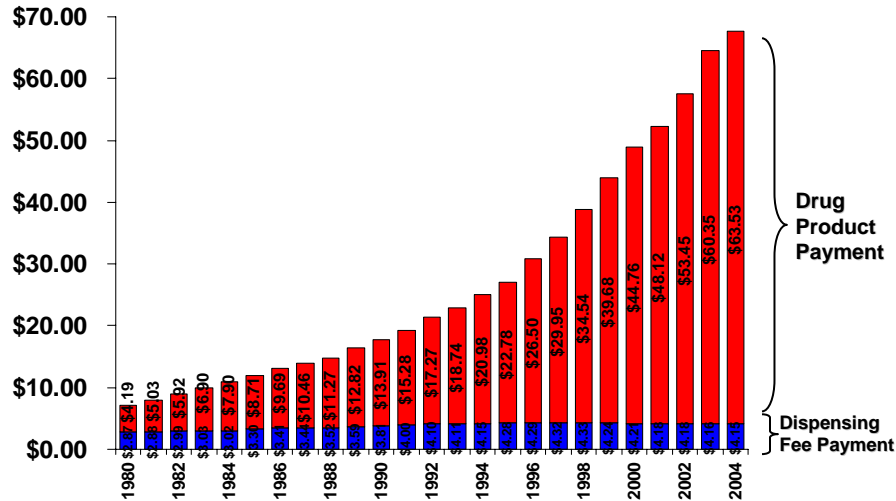
Center for Rural Health

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Economic Impact

- 98% have BS in Pharmacy, 13% PharmD
- 97% NDSU graduates, 92% ND natives
- Average age is 50 years old
- 27% owned pharmacy for over 20 years
- 27% owned for ten years or less
- 58% will sell over next ten years

U.S. Medicaid Rx Payment Components: 1980 to 2004 (Current Dollars)



SOURCE: Compiled by the PRIME Institute, University of Minnesota from data found in Pharmaceutical Benefits Under State Medical Assistance Programs, National Pharmaceutical Council, 1976 to 2005.

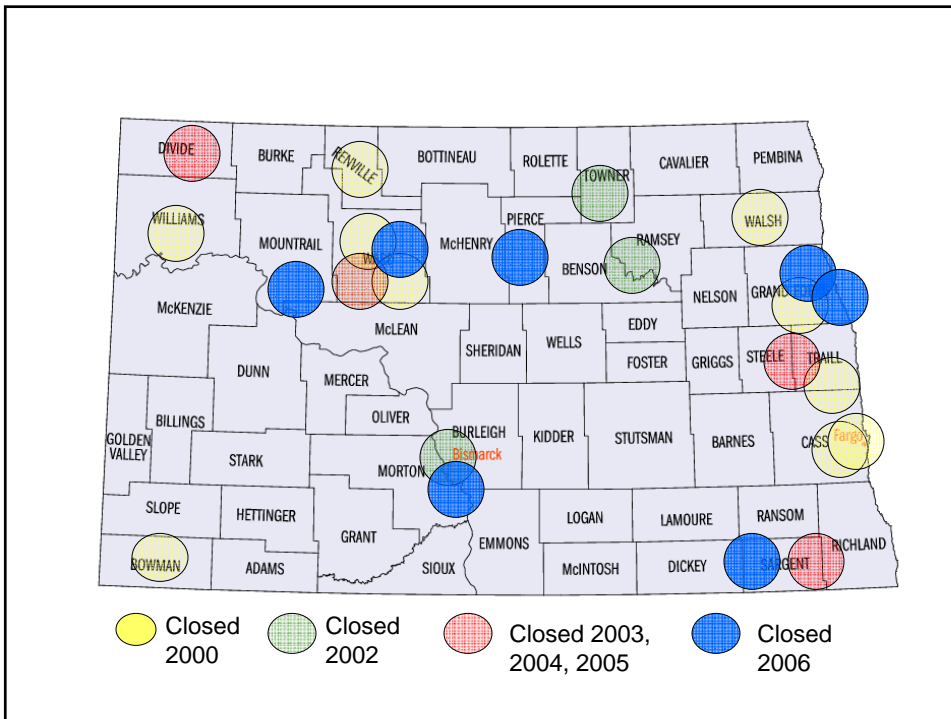
Cost of Dispensing

- \$11.73 to cover cost at 80% of pharmacies in North Dakota
- Does NOT include cost of the product or a return on investment
- Current Medicaid rate: \$4.60 brand name drug, and \$5.60 generics (same for 10 years)



Patient Access to Care

- Small business: cover cost or close door
- Cost of Dispensing: \$11.73 (not the product)
- BCBS - \$3.80 fee at 70 “limited access” pharmacies/\$2 at all others



How to successfully recruit pharmacy graduates ?

- Competitive Salaries
- Premiere Scholarships
- Innovative or Attractive Practices
- Attractive Reimbursements for Owners
- Offer Student Training Experiences
- Guided Bus Tours of Hospital/Community
- Loan Forgiveness Programs
- NDSU Pharmacy, Nursing, Allied Sciences Career Fair

Other Recruitment Ideas ?

- North Dakota Opportunities Night
- State Association Website for Prospective Employees and Employers
- Letters mailed out to graduates in other states after 3-5 years of practice
- Sponsor students to attend the annual state convention, and invitation to participate in State Association meetings and committees

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Job Seekers

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Rural rotations help address N.D. pharmacist shortage

When sixth-year pharmacy student Cara Volmer was assigned to do her rotation at a pharmacy in Carrington, N.D., she was less than thrilled.

"I have a husband and a daughter who was then just 4, so no one could have been more unhappy about having to go away for five weeks to a small town that I'd never been to and to a pharmacy that I'd never been to," said Volmer, PharmD '04. "I got there with the worst attitude possible."

But she was pleasantly surprised after starting work for Tom Seaburg, BS '67, who owns two pharmacies in Carrington and one in New Rockford, N.D.

"It was awesome," she said. "They made the five weeks fly by, they got us involved in the store and the community, they invited us over for dinner."

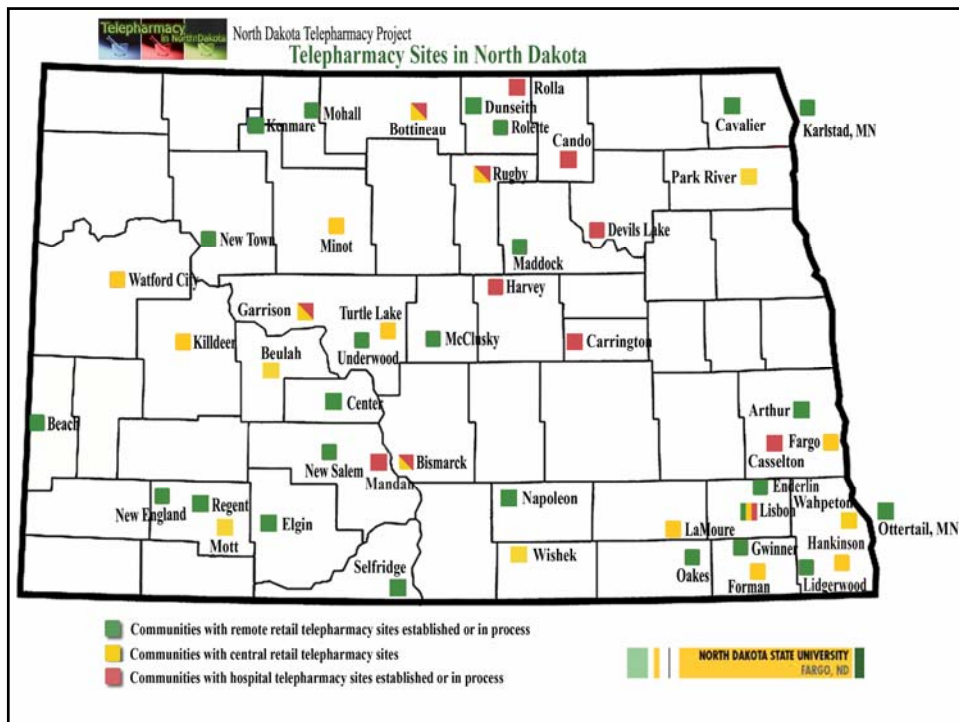
As she began her rotations that year, Volmer was approached by a pharmacist in Laurel, Mont., about buying his business because he was retiring. At the time, Volmer hadn't yet graduated

Rural Rotation Sites in North Dakota

- Aasen Drug, Mayville
- Almklov's Pharmacy, Cooperstown
- Ashley Drug, Ashley
- Beulah Drug, Beulah
- Bottineau Clinic Pharmacy, Bottineau
- Bowman's Drug Co., Bowman
- Casselton Drug, Casselton
- Chase Pharmacy, Garrison
- Country Drug Store, Richardton
- Ellendale Pharmacy, Ellendale
- Forman Drug, Forman
- Hankinson Drug, Hankinson
- Hillsboro Drug, Hillsboro
- Kenmare Drug, Kenmare
- Killdeer Pharmacy, Killdeer
- Lakota Drug, Lakota
- Langdon Com. Drug, Langdon
- Larsen Service Drug, New Town
- Larsen Service Drug, Watford City
- Napoleon Drug, Napoleon
- Paul Bilden Pharmacy, Northwood
- Rolla Drug, Rolla
- Seaburg Drug, Carrington
- Service Drug & Gift, Harvey
- Steele Drug, Steele
- Thompson Drug, Bottineau
- Thrifty White Drug, Rugby, Cavalier, Hettinger, and Grafton
- Towner Medical Center, Cando
- Turtle Lake Drug, Turtle Lake



| North Dakota Telepharmacy Project: A Historical Look | | | | |
|---|-------------------------|-------------------------|-------------------------|-------------------------|
| Year | Sept 2002- Aug. 2003 | Sept 2003- Aug. 2004 | Sept 2004- Aug. 2005 | Sept 2005- Aug. 2006 |
| Total Central Sites | 4 | 7 | 11 | 21 |
| Total Remote Sites | 6 | 11 | 17 | 36 |
| Total Sites | 10 | 18 | 28 | 57 |
| Retail Sites | 10 | 18 | 25 | 44 |
| Hospital Sites | 0 | 0 | 3 | 13 |
| Interstate | 0 | 0 | 1 | 2 |




Benefits to North Dakota from Telepharmacy

- Improved access to health care for rural citizens
- Rural economic development
- Improved quality of care/pharmacist consults
- Increased patient & pharmacist satisfaction
- Increase financial viability of rural pharmacies
- Provide relief for pharmacists for vacations, etc.
- Increased educational opportunities for students
- Increased retention of pharmacy graduates
- Increased recruitment of pharmacists & techs to ND
- Increased chances of selling the store at retirement

Impact of Telepharmacy in North Dakota

As of September 2005, there are fifty-seven participating pharmacies in 29 MUA counties including two in Minnesota serving a population of more than 40,000 rural citizens who previously had no access to a pharmacist or pharmacy services in their own community. The project has added between 50-60 new jobs and approximately \$12.5 million annually in economic development to the local rural economy.



NORTH DAKOTA STATE UNIVERSITY

Pharmacy
Nursing
Allied Sciences
(Clinical Laboratory Science, Radiologic Sciences and Respiratory Care)

CAREER FAIR 2006
September 21
10:00 AM - 3:00 PM
Fargodome
1800 N. University Dr • Fargo, ND

HIGHLIGHTS

- 400-500 average attendance
- Prospective students
- All professional program students
- Students seeking employment
- Students seeking internships
- Beautiful, easily accessible location
- Free Parking