

# The Dispensary Update

Issue 05, June 26, 2008



## Update From Scott Cornwell

This time of year represents the close of our fiscal year at the Dispensary of Hope, and by its nature presents an opportunity to reflect on our successes and accomplishments.

This month's newsletter highlights two significant happenings for the Dispensary. The groundbreaking of our new mail-order pharmacy is key to balancing our objectives of increasing access to new patients while servicing our current patients more efficiently.

Our staff also happily celebrated filling our 100,000th prescription. This mark is a significant reminder of all the hard work of our staff and our dispensing network.

We're also exciting about the pending opening of the Northeast Tennessee Dispensary of Hope pharmacy in Johnson City and will soon begin setting our sights beyond the state of Tennessee.

Best wishes to all of you, and have a great summer!

Sincerely,  
Scott Cornwell  
Managing Director,  
Dispensary of Hope

The Dispensary of Hope is always looking for information on new partners. If you know a hospital that is interested in sponsoring a pharmacy, or physicians willing to donate sample medications, contact us via email at [info@dispensaryofhope.org](mailto:info@dispensaryofhope.org), or call us as 1-888-428-HOPE.

## Mail-order Pharmacy to Increase Patient Access

After more than four years in operation, the Dispensary of Hope announced late last month that it has addressed an immediate need which has coincided with its growth in outreach. While the Dispensary currently fills approximately 4,500 prescriptions each month, more than half of those prescriptions are refills from returning patients.

In an effort to provide more access to the medications its patients need, the Dispensary announced the groundbreaking of a new mail-order pharmacy that will allow patients to receive their medication directly at their homes.

"The mail-order pharmacy will allow us to better serve our current patients by eliminating the need for them to revisit the clinic when their prescriptions need to be refilled," Managing Director Scott Cornwell said. "It also enables us to spend more time meeting the needs of our new patients."

The mail-order pharmacy, based out of the Dispensary's headquarters in Nashville, is expected to be licensed by the fall. The project is funded by donations from the state of Tennessee, the Saint Thomas Health Services Foundation and the Baptist Healing Trust Fund.



## Dispensary fills 100,000th prescription

The Dispensary of Hope realized another major achievement in the month of June, reaching the mark of 100,000 prescriptions filled. Since 2004, the Dispensary has collected more than \$15 million worth of sample pharmaceuticals. Congratulations to everyone involved in reaching this milestone.

## Dispensary founder available for speaking engagements

Dispensary of Hope founder Dr. Bruce Wolf has begun sharing the story of the not-for-profit network of physicians, pharmacies, corporations and dispensing partners.

Dr. Wolf founded the Dispensary to provide potentially life-saving medications to low-income and uninsured patients in Middle Tennessee. Since 2003, the Dispensary has developed a network of more than 300 physicians and clinics who regularly donate sample medications.

As the Dispensary continues to grow within the state and region, sharing its vision with community leaders is vital to reaching that goal.

If your civic organization is interested in having Dr. Wolf speak at your next event or meeting, contact Lauren Runco at (615) 254-0575 or via email at [lrusco@jarrardinc.com](mailto:lrusco@jarrardinc.com).

## Employee Spotlight: Catherine Clinkscales

Catherine Clinkscales joined the staff of the Dispensary of Hope this past May as Physician Partnership Coordinator. A 2000 graduate of the University of Louisiana at Monroe, Catherine comes to the Dispensary after four years of work in the pharmaceutical sales industry with Sciele Pharma and PDI.

Catherine's primary responsibilities include designing strategies to expand the physician donor base, focusing on the supply and demand of specific medications. Catherine also designs donation processes that are tailored uniquely for each physician, supervises quality control measures for donating physicians, and identifies logistical issues between donating physicians and the Dispensary Distribution Center.

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