# Minnesota Medicaid Pharmacy Cost of Dispensing Survey Survey forms by Myers and Stauffer LC under contract with the Minnesota Department of Human Services

M&S Use Only		Return Co	ompleted Forms to:
			nd Stauffer LC
		_	7th Street, Suite 1100
			ity, Missouri 64112
ROUND ALL AMOUNTS TO NEAREST		ИВЕR	
Complete and return by November		= if way have any superions	
Call toll free (800) 374-6858 or ema	ili disp_survey@msic.com	n II you nave any questions.	
An electronic version of the Minne	sota Medicaid Pharmacy	Cost of Dispensing Survey is available.	The electronic version is in Excel
		otals and transferring information to the	
	-	omslc.com to request the electronic ver	
surveys can be returned via email t			
•			
Name of Pharmacy		Prov. No. (NPI)	
Street Address		Telephone No. (	1
City	County	State	Zip Code
	DECLARATIO	ON BY OWNER AND PREPARER	
I declare that I have examined this	cost survey including acco	mpanying schedules and statements, ar	nd to the best of my knowledge and
belief, it is true, correct, complete,	and in agreement with the	e related financial statements or federal	income tax return, except as
explained in the reconciliation. De	claration of preparer (oth	er than owner) is based on all information	on of which preparer has any
knowledge.			ļ
Signature of Owner	Printed Name	Title/Position	Date
			ļ
Preparer's Signature (if other than owner)	Printed Name	Title/Position	Date
			ļ
Duran and Chart Address		City and Chata	7:
Preparer's Street Address		City and State	Zip
Phone Number		email address	
( )			ļ
	DECLA	DATION OF EVENIPTION	ļ
All Minnesota Medicaid pharmacies are		RATION OF EXEMPTION ges of this survey unless you meet the follow	ving criteria:
		ring the most recently completed reporting i	
Enter date the pharmacy			and the second
2.   Pharmacies with a change in owner	rship that resulted in less tha	an <b>six months</b> in business during the reportin	ng period.
Enter the date pharmacy	/ changed ownership:		
16 1 10 61 1			
		e explanation describing your situation and report	
, ,	te the remaining portions of the	e explanation describing your situation and report survey. If you have any questions as to the status	

# Minnesota Medicaid Pharmacy Cost of Dispensing Survey

Location of Pharmacy (please check one)

1. □ Medical Office Building

3. □ Stand Alone Building

5. 

Outpatient Hospital

(i)

SECTION	I IA PHARIVIACT ATTR	IBUTES				Page 2
The follo	owing information is fro	m fiscal / tax year er	nding			_
	these forms using your most r 31, 2021, or December 31, 2					te (e.g.,
All Phar	macies should complete	e lines (a) through (o				
	•		during your most recently	completed fiscal	year as follo	ws:
(a)	1. New	2. Refil	I	3. Total		
	"Prescriptions Dispensed." Repo information may be kept on a dai	·	ptions filled during the fiscal year nputer.	being reported on this	cost survey. This	s
(b)	Sales and Floor Space					
		Pharmacy Department	Only	itore (Retail and acy Department)		
Salos (Eveli	uding Sales Tax)		Filailli	icy Department)	-	
Cost of Goo	-				1	
	e (see instructions below)	Sc	a. Ft.	Sq. Ft	<b>-</b> t.	
Floor Spa area). Sin For sir > Pa The befo the phare	nods Sold. If pharmacy department ace. Provide square footage for the floor space will be used in a mplicity, when measuring the patient waiting area. > Counse are mentioned areas should be macy department to account further measuring the total stores.	or pharmacy department di- allocating certain expenses, charmacy department exclu- eling area > Pharmacy de- included in total store area or waiting area, counseling	spensing area and total store accuracy is important. ude all of the following: partment office space > Ph a, but not pharmacy departm area, pharmacy department	armacy department ent square footage office space and ph	t storage . A factor will narmacy depa	be added to ortment
	What is the total number	of all vaccinations adminis	stered for the fiscal year rep	orted?		
(c)	Are vaccinations included	in total prescriptions repo	orted for question (a)?		1. □ Yes	2. □ No
	What is the total revenue	from vaccine administrati	on for the fiscal year report	:ed?		,
(d)	Amount of State Sales Tax	collected during fiscal year	ar used for survey (round to n	earest whole dollar)		\$
	What is the approximate p	percentage of <b>prescriptio</b> r	ns dispensed for the following	ng classifications?		
(e)	1. Medicaid (fee for service	e)	% 2. Medicaid Managed	Care	9	<u>%</u>
	3. Other Third Party		<u>%</u> 4. Cash		9	<u>%</u>
	What is the approximate p	percentage of payments r	eceived from the following	classifications?		
(f)	1. Medicaid (fee for servic	e)	% 2. Medicaid Managed	Care	9,	%
	3. Other Third Party				9	<del>-</del> %
(g)	Ownership Affiliation  1.   Independent (1 to 3 to 3.   Institutional (service)		2. □ Chain (4 or more 4. □ Other (specify)	units)		
(h)	Type of Ownership  1. ☐ Individual	2.  Corporation	3. ☐ Partnership	4. □ Othe	r (specify)	

2. □ Shopping Center

6. □ Other (specify)

4. □ Grocery Store / Mass Merchant

	Page 3
SECTION I	IA PHARMACY ATTRIBUTES, CONTINUED
	Does your pharmacy purchase drugs through the 340B Drug Pricing Program?
	1. ☐ Yes 2. ☐ No If yes, are prescriptions dispensed to Minnesota Medicaid members provided from 340B inventory?
(j)	1. □ Yes 2. □ No
	If you are a provider that participates in the 340B discount program, indicate if you are a:  1. □ Covered Entity  2. □ Contract Pharmacy
	1. □ Covered Entity 2. □ Contract Pharmacy  Do you own your building or lease from a related party (i.e., yourself, family member, or related corporation)? If so, mark yes
(k)	and refer to special instructions for reporting building rent.
	1. □ Yes 2. □ No
(1)	How many hours per week is your pharmacy open? Hours
(m)	How many years has a pharmacy operated at this location?Years
(n)	Do you provide 24-hour emergency services for pharmaceuticals? 1. ☐ Yes 2. ☐ No
(o)	What percentage of prescriptions dispensed were generic products?
If your p	pharmacy dispenses prescriptions to long-term care facilities, complete lines (p) through (r).
(p)	What is the approximate percent of your prescriptions dispensed to long-term care facilities or assisted living homes?
	Do you dispense in unit dose packaging to long-term care facilities (e.g., medisets, blister packs, etc.)?
(q)	1. □ Yes 2. □ No
	What is the approximate percent of all prescriptions dispensed in unit dose packaging?%
(r)	If you provide unit dose packaging, what percent of unit dose packaging is:
	1. Purchased from manufacturers% 2. Prepared in the pharmacy%
	pharmacy provides delivery, mail order, specialty or compounding services, complete lines (s) through pplicable.  What percent of total prescriptions filled are delivered?
(t)	What percent of Medicaid prescriptions filled are delivered? %
	Does your pharmacy deliver prescriptions by mail (U.S. Postal Service, FedEx, UPS, etc.)? 1. ☐ Yes 2. ☐ No
(u)	If yes, what is the approximate percentage of the total number of prescriptions that are delivered by mail?%
	Are you presently providing specialty products or services (e.g., intravenous, infusion, enteral nutrition, blood factors or
(v)	derivatives, other pre-filled injectable or oral specialty products)?  1. □ Yes  2. □ No
	If yes, you must complete the product breakdown in section IC on page 4.
	What is the approximate percent of your prescriptions dispensed that are compounded?%
(w)	For prescriptions that are compounded, what is the average number of minutes spent preparing a prescription by pharmacists
	and technicians? Pharmacist: Technician:
SECTION.	
	N IB OTHER INFORMATION
List any a	additional information you feel contributes significantly to your cost of filling a prescription. Attach additional pages if needed.

#### SECTION IC -- PHARMACEUTICAL PRODUCT BREAKDOWN FOR PHARMACIES DISPENSING SPECIALTY PRODUCTS

If you answered yes to question (v) in Section IA, provide a breakdown of the specialty and non-specialty products dispensed in your pharmacy using the categories described below. Please report the number of prescriptions and dollar amount of sales in one category only, for example some clotting factor can be prefilled, however place it in "clotting factor or derivatives" only and not in "prefilled or ready to inject products". Number of prescriptions dispensed and sales should match your fiscal reporting period for the cost survey and reconcile to prescriptions and sales reported on Page 2 lines (a) and (b) in Section IA. You should also respond to the questions below the product breakdown regarding services provided in association with the dispensing of specialty products.

Product Category	Number of Prescriptions	<b>Dollar Amount of Sales</b>	Line No.
nfusion Products			
Compounded infusion products			(1a)
Total Parenteral Nutrition (TPN) products			(1b)
Clotting factor or derivatives			(1c)
nfusion supplies (e.g., tubing, needles, catheter flushes, IV ite dressings, etc.)			(1d)
Total for Infusion Products			(1e)
Specialty			(1e)
			(2-)
Prefilled or ready to inject products			(2a)
Drals Control of the			(2b)
Total for Specialty			(2c)
Non-specialty			
Drals			(3a)
opicals			(3b)
njectables			(3c)
Compounded (non-infusion)			(3d)
Enteral nutrition			(3e)
All Other (including ophthalmic, otic, etc.)			(3f)
Total for Non-specialty			
Tetal (ch. 14 year)			
Total (Should reconcile to prescriptions and Pharmacy Department sales reported in Section IA)			(4)

### Additional Pharmacy Attribute Questions for Pharmacies Dispensing Specialty Products

(a) What percentage of prescriptions dispensed were for products with REMS (Risk Evaluation and Mitigation Strategy) reporting requirements?	
(b) What percentage of prescriptions dispensed were for products that had patient monitoring and compliance activities in place?	
(c) What percentage of prescriptions dispensed were for products that had special storage requirements (e.g., refrigeration, etc.)?	

## **SECTION ID -- OTHER INFORMATION**

Use the section below to provide additional narrative description of the specialty products and services that are provided by your pharmacy. Use this section to describe any patient monitoring programs, patient compliance programs, case management services or disease management services provided by your pharmacy. Describe any specialized equipment used in your pharmacy. Attach additional pages as necessary.

# **SECTION IIA -- PERSONNEL COSTS**

Page 5

Complete each employee classification line in aggregate. If there are no employees in a specific category, please leave blank. Provide your best estimate of the percentage of time spent working in each category, the rows must equal 100%. Complete these forms using the **same fiscal year as listed on page 2** and used for reporting overhead expenses. See page 6 for additional instructions.

				Pero	cent of Time Spent		
Employee Classification	Estimate of FTEs <sup>1</sup>	Total Salaries (including bonuses and draws for owners) <sup>2</sup>	Dispensing Activities <sup>3</sup>	Other RX Related Duties <sup>4</sup>	MTM and Vaccine Administration <sup>5</sup>	Non Rx Related Duties <sup>4</sup>	Total <sup>6</sup>
Owner: Registered Pharmacist (if applicable)							
Owner: <b>Non-Pharmacist</b> (if applicable)							
Pharmacist							
Fechnician							
Delivery							
Nurses							
Customer service representatives							
Billing							
Other Admin							
Contract Labor (Pharmacist)					,		
Contract Labor (other)							
Staff not related to RX dispensing			0.0%	0.0%	0.0%	100.0%	100.0%
	Total Salaries		(13)				
Pens	ion and Profit Sharing		(14)				
o	ther Employee Benefits		(15)				
	Total Labor Expenses		(16)				

Please review footnotes and additional instructions for reporting personnel costs on the next page.

# General

Provide your best estimate of the percentage of time each employee or group of employees spent working for each category. While it is understand that there may not be a specific report that can be generated to complete this section of the survey, use the job description of each employee and the general workflow of your pharmacy to estimate the percent of time for each employee or employee category for which you report salaries and FTEs. Each row must equal 100%.

# Footnote

1

3

- FTE: Full-time Equivalent. Divide the total number of weekly hours worked for each job category by 40 hours to determine the estimated number of full time equivalent positions. This value can be a decimal but should be rounded to the nearest tenth. Example: 3 pharmacists; pharmacist 1 works 38 hours per week, Pharmacist 2 works 22 hours per week, Pharmacist 3 works 16 hours per week. Calculation = (38 + 22 + 16) ÷ 40 = 1.9 FTEs.
- 2 Total Salaries should include any bonuses and/or draws for owners.
  - Report the percent of time for any direct Dispensing Activities. Direct prescription dispensing activities as defined in 42 CFR § 447.502 include the pharmacist time associated with ensuring that possession of the appropriate covered outpatient drug is transferred to a Medicaid beneficiary. This includes, but is not limited to, a pharmacist's time in checking the computer for information about an individual's coverage, performing drug utilization review and preferred drug list review activities, measurement or mixing of the covered outpatient drug, filling the container, beneficiary counseling, physically providing the completed prescription to the Medicaid beneficiary, delivery, and special packaging.
- Report the percent of time for Other RX Related Duties. Other Rx Related Duties include, but are not limited to, time spent maintaining the facility and equipment necessary to operate the pharmacy, third party reimbursement claims management, ordering and stocking prescription ingredients, taking inventory and maintaining prescription files.
  - Report the percent of time for Medication Therapy Management (MTM) and Vaccine Administration. MTM is a service typically provided by a licensed pharmacist intended to improve outcomes by assisting beneficiaries with understanding their conditions and the medications used to treat them (note that counseling services provided to patients at dispensation should be reported as Direct Dispensing Activities). Vaccine Administration includes patient registration, administration of the vaccine, and patient monitoring for COVID-19, flu, or other vaccines administered by the pharmacy.
- 6 Non Rx Related Duties should include any duties that are not related to the prescription department.
- 7 Totals for the Percent of Time Spent Breakdown. Columns A, B, C, and D must total 100%
- Other Employee Benefits includes employee medical insurance, disability insurance, education assistance, etc.

Complete this section using your internal financial statement or tax return for the <u>fiscal year ending listed on Page 2</u>. You should only use a tax return if the only store reported on the return is the store being surveyed. If you are using a tax return, the line numbers in the left columns correspond to federal income tax return lines. Use your most recently completed fiscal year for which financial records are available and completed (e.g., December 31, 2021, or December 31, 2020, if 2021 records are not yet complete). If you prefer, you may submit a copy of your financial statement and/or tax return (including all applicable schedules) and Myers and Stauffer can complete Sections IIB and III (pages 6, 7, and 8).

#### \* Notes about tax return line references

Form 1040, Sched C, line 27a is for "other expenses" and a detailed breakdown of this category is typically reported on page 2, Part V of the form. Form 1065 (line 20), Form 1120 (line 26) and Form 1120S (line 19) are for "other deductions" and there are typically detailed breakdowns of the expenses in this category in the "Statements" attached to the returns.

202	1 Tax	Form	1	]				
1040 Schedule C	1065	1120	1120S	R	ound all amounts to nearest dollar or whole number.	Expense Amount Reported	Myers and Stauffer Use Only	Line No.
13	16a	20	14	Depreciat	ion (this fiscal year only - not accumulated)			(1)
23	14	17	12		(a) Personal Property Taxes Paid		<u></u>	(2)
23	14	17	12	ахе	(b) Real Estate Taxes		<u></u>	(3)
23	14	17	12	Та	(c) Payroll Taxes		<u></u>	(4)
					Any other taxes should be itemized separately on page 7.			
20b	13	16	11		Iding (if building is leased from a related party then report ownership of interest, taxes, insurance and maintenance)			(5)
20a	13	16			uipment and Other		·	(6)
21	11	14			maintenance			(7)
15	20*	26*			(other than employee medical)			(8)
16a&b	15	18		Interest				(9)
17	20*	26*	19*	Legal and	Professional Fees			(10)
27a*					olications, and Subscriptions			(11)
27a*	12	15			(this fiscal year only - not accumulated)			(12)
n/a	n/a	19			e Contributions			(13)
25	20*	26*	19*	Utilities	(a) Telephone			(14)
25	20*	26*	19*		(b) Heat, Water, Lights, Sewer, Trash and other Utilities			(15)
18&22	20*	26*	19*	Operating	and Office Supplies (exclude prescription containers and labels)			(16)
8	20*	22	16	Advertisir	ng/Marketing			(17)
27a*	20*	26*	19*	Computer	Expenses (systems, software, maintenance, etc.)			(18)
9,27a*	20*	26*	19*	Prescriptio	n Delivery Expenses (wages to a driver should only be reported on pg. 5)			(19)
27a*	20*	26*	19*	Prescripti	on Containers and Labels			(20)
24a&b	20*	26*	19*	Travel, M	eals and Entertainment			(21)
27a*	20*	26*	19*	Switching	/ E-Prescribing Fees			(22)
27a*	20*	26*	19*	Security /	Alarm			(23)
27a*	20*	26*	19*	Bank Cha	rges		<u> </u>	(24)
27a*	20*	26*	19*	Credit Car	rd Processing Fees		<u> </u>	(25)
27a*	20*	26*	19*	Interior N	laintenance (housekeeping, janitorial, etc.)		<u> </u>	(26)
27a*	20*	26*	19*	Exterior N	Maintenance (lawn care, snow removal etc.)			(27)
27a*	20*	26*	19*	Pharmacy	Licenses / Permits		<u> </u>	(28)
27a*	20*	26*	19*	Employee	Training and Certification		<u> </u>	(29)
27a*	20*	26*	19*	Continuin	g Education			(30)
					Total Page 6 overhead expenses (lines 1 to 30)			(31)

# **SECTION IIB -- OVERHEAD EXPENSES, CONTINUED**

(Round all amounts to nearest dollar or whole number.)

## Other non-labor expenses not included on lines (1) through (30)

Examples: Franchise fees, other taxes not reported in Section IIB (a) (page 6), accreditation and/or certification fees, restocking fees, postage, administrative expenses, amortization, etc. Specify each item and the corresponding amount. Note that labor expenses are reported in Section IIA (page 5). For corporate overhead expenses allocated to the individual store, please attach documentation to establish the expenses included in the allocation and describe the allocation basis.

	Expense Amount Reported	Myers and Stauffer Use Only	Line No.
			(32a)
			(32b)
			(32c)
			(32d)
			(32e)
			(32f)
			(32g)
			(32h)
			(32i)
			(32j)
			(32k)
			(321)
			(32m)
			(32n)
			(320)
			(32p)
			(32q)
			(32r)
			(32s)
			(32t)
			(321)
Total page 7 overhead expenses (lines 32a to 32t)			(33)

# SECTION III -- RECONCILIATION WITH FINANCIAL STATEMENT OR TAX RETURN

The purpose of this reconciliation is to ensure that all expenses have been included and that none have been duplicated. Complete these forms using the same fiscal year which was used to report overhead and labor expenses.

Co	ost Survey Amounts	Financial Statement or
	ost salvey Alliounts	Tax Return Amounts
(1) Total Expenses per Financial Statement or Tax Return <sup>1</sup>		, and the same of
(2) Total Labor Expenses (total from page 5, line 16)		
Overhead Expenses (total from page 7, line 31)		
(4) Overhead Expenses, Continued (total from page 8, line 33)		
(5) Total Expenses per Cost Survey [add Lines (2), (3), and (4)]		
Specify Items with Amounts that are on Cost Survey but not on Financial Statement or Tax Return		
(6a)		
(6b)		
(6c)		
(6d)		
(6e)		
Specify Items with Amounts that are on Financial Statement or Tax Return but not on this Cost Survey		
(7a)		
(7b)		
(7c)		
(7d)		
(7e)		
(8) Total [add Lines (1) to (7e)] Column Totals Must be Equal		

<sup>1</sup> If you used a tax form to complete the cost of dispensing survey, the total expenses per tax return will be found on the following lines for 2021 tax forms:

1040C - Line 28

1065 - line 21

1120 - line 27

1120S - line 20