

2023

ANNUAL REPORT



Angels
for
Change



**The Nation's only
Non-profit
Patient Advocacy
Organization
with a mission to
End Drug Shortages**

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**Angels
for
Change**

PREPARED BY:

Angels for Change

Ending drug shortages through Advocacy,
Awareness and a Resilient Supply Chain

A4C: BY THE NUMBERS

Our Impact

- ADVOCACY
- AWARENESS
- RESILIENT SUPPLY CHAIN
- OPERATIONS

3

NATIONAL
EVENTS
HOSTED

13

SPEAKER
EVENTS

101

AWARENESS,
SUPPLY CHAIN,
AND ADVOCACY
SOCIAL POSTS

2

EMPLOYEES

10

PARTNERSHIPS

7

DRUG SHORTAGE
PAPERS PUBLISHED

8

NATIONAL
STRATEGIC
RELATIONSHIPS

750,000+

TREATMENTS
ACCESSED

2

**GRANTS
RECEIVED**

6th

HEALTH CARE
STORY OF 2023

323

Drugs in
Active Shortage

89

EDSA Members

85

UNIQUE ESSENTIAL
MEDICINES WE HAVE BEEN
CALLED ON TO SUPPORT

98%

**SUCCESS
RATE**

28

MEDIA
INTERVIEWS

1

TESTIMONY
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9

**GRANTS GIVEN
PROTECTING
9 ESSENTIAL
MEDICINES**

12

RECURRING
DONORS

Our Impact

As this annual report goes to publication, there are **323 active drugs in shortage in the United States—an all-time high**. This is a heartbreaking statistic to share. Yet, this has fostered an increased awareness of and interest in this crisis that didn't exist three years ago. That awareness has brought a sense of urgency which we must move to action for all patients. How?

The answer: Rebuild the supply chain for patients now!

No patient, physician, pharmacist, clinic, or hospital who reached out to Angels for Change for help during a life-saving shortage in 2023 went without support. Our success rate for ensuring patient access in 2023 was **98%**.

We take great pride in the fact that our efforts have had such great impact. At the same time, we realize that by the time a stakeholder reaches out to Angels for Change for support the entire supply chain has already failed. We are haunted by the handful of patients we were unable to support because of unmovable barriers in a fragile system that breaks too often. Yet these stories also motivate us.

We are equally motivated by the fact that none of our life-saving work was accomplished alone. Our Champions and Change Makers in the supply chain fulfilled this exceptional daily guardianship with us.

They are reliably and resiliently working to manufacture life-saving medicines. They are answering our call and sharing information transparently during disruption. They are proactively creating early warnings to not reach stock out. They are engaging in collaborations before patient care is impacted and moving supply to be in the right place at the right time.

They are stewards, sharing supply during patient emergencies.

We are incredibly grateful for the level of collaboration we see in our colleagues throughout the supply chain. We are proud of our **unique ability** to navigate and gather this diverse supply chain and its members toward a single mission.

This patient centric work saves lives and leaves us encouraged that our **collaborative, practical, multi-stakeholder approach is the answer to end drug shortages for all!**

This annual report is a compendium of the many ways Angels for Change, our Champions, and our Change Makers throughout the supply chain have worked to save patients, mitigate current shortages, and proactively prevent shortage during 2023.

On page 16, we discuss the most important part of Angels for Change's mission: Direct Advocacy. We are the **only non-profit organization in the world whose primary mission is to advocate for any patient facing a drug shortage**. You will read moving shortage stories about a fraction of the patients we have helped this year. For every story you read, there are thousands more.

On page 18, you will read how we take a **leadership roll in spreading awareness** about the drug shortage crisis and the patients impacted. Our travels across the country have spread the mission and made change.

Our Awareness section continues sharing the many events we have hosted and attended raising awareness and funds for our work. Finally, we highlight some of the national profiles, awards, and

recognitions we have received in 2023.

On page 24, you will read about the ways we are working with all stakeholders to build a resilient supply chain so that no doctor will ever have to say, and no patient will ever have to hear, "We don't have the medication we need to save your life." Find a highlight of **Project Protect**, our most successful program, where we mitigate drug shortages by building a redundant supply of vulnerable essential medicines through supply-chain partnerships and non-profit grants.

One page 26 you will find our financial summary and key highlights. On page 29, we share our full statement of financial activity. I am extremely proud of what we accomplished with very few resources. The effort to start anything from nothing is a heavy lift on its own. But to then start, build, act and succeed with so few funds showcases the power of this grass roots movement.

Angels for Change is devoting every moment (and every dollar) to help patients. This is **the supply chain that fills the hands that save our people**. Physicians must have the tools they need readily available to save our lives. And we deserve those tools to have our lives saved every single day, every single time with no disruption.

Our achievements to date include: **more than 750,000 life-saving patient treatments accessed** across the US, supporting patients through **more than 6 dozen unique drug shortage disruptions**, and proactively **protecting 9 medicines** for all patients.

Since becoming Chief Change Maker in the fall of 2019, we have made a real and lasting impact toward ending drug shortages. As the only charitable, patient advocacy non-profit organization with a mission to end drug shortages we are driven by a single principle: what I would do for my daughter, Abby, is what should be done for every patient.

This drive has built a new awareness of and interest in this 25-year crisis. But awareness is just the beginning. Our mission is action based. We are working to end drug shortages for all patients. We can't let this new sense of urgency dissipate and resolve without systemic change. We mustn't miss this moment. Change Makers are a movement of the culture of the willing. We must continue to activate patient focused work with all stakeholders at the table.

As you read this report, please consider: what can you do, this coming year, to be fully committed to ending the drug shortage crisis for patients? Then give us a call. You won't have to do it alone. You have a partner in Angels for Change.

Laura Bray

Laura Bray,
Chief Change Maker

"No patient should hear the words, 'We don't have the medicines needed to save you' and no doctor should have to deliver those words. I would have given anything for my 9 year old to not hear those words."

Laura Bray,
Chief Change Maker
Angels for Change



"In the four years that she has been doing this, now even big players in pharmaceuticals agree: Bray is the industry's accidental expert. She's the go-to person in the country for patients facing dire drug needs."

Yuki Noguchi
NPR Television



A4C: ABOUT US

Our Purpose

Unified through founder Laura Bray's personal story, we are driven to ensure patient access to life-saving medicines and end drug shortages. We passionately build policy, advocacy, media, and industry support and awareness to create the solutions that will provide equal drug access to all patients in need.

We advocate on behalf of any patient in a life-saving drug shortage, while building relationships with patients and members of the pharmaceutical supply chain to end all healthcare crises created by drug shortages.

We operate the nation's only Drug Shortage Crisis Line through our Global Supply Sharing Network to ensure patient access during a market disruption.



**Angels for Change
is on a mission to
end drug shortages
through advocacy,
awareness and a
resilient supply chain.**



“We founded Angels for Change after my own daughter’s life-saving drug shortage while fighting leukemia. The feeling of hopelessness when she asked me, ‘Am I going die without my medicine?’ is what drives our efforts everyday. We must fix the supply chain for today’s therapies and tomorrow’s cures.”

Laura Bray

Laura Bray,
Chief Change Maker



“You just look at what her [Laura] organization has accomplished in the past few years. I think it speaks for itself. There is something to say about that adage **‘hell hath no fury like an angry momma bear.’**”

- Dr. Yoram Unguru

A4C: ABOUT US

Our Story

In summer 2019, after her daughter’s first drug shortage, Laura made the decision to launch Angels for Change. She reached out to her personal network for initial support and talent. A dinner invitation to **8 women** led to the creation of our founding board and our name, Angels for Change.

These professional, highly educated women, all mothers themselves, were as horrified and frustrated as Laura that anyone—especially a child—could be denied life-saving medication in our country.

“How could this be the state of our pharmaceutical supply chain?” they asked. Knowing that their children and loved ones could also be endangered during a medical crisis because of shortages, each agreed that something must be done, had faith in Laura’s ability to do anything she put her mind to, and committed to help.

All had children ranging from babies to teens and full-time careers in everything from law to non-profit management to marketing, yet they volunteered and got to work.

Angels for Change’s work, led by Laura and supported by this volunteer Board is guided by 2 truths: **1. Life-saving treatments exist. 2. All patients MUST have equal access to the drugs that can save their lives.**

As a team we began to tackle this crisis asking ourselves, “What is one thing we can do today to end drug shortages?”

In the beginning, our focus was to help any patient facing any drug shortage find the medicine they needed. We have been honored to walk with Laura as she has helped families and hospital systems, in the US and abroad, navigate shortages to find thousands of treatments of more than 6 dozen medicines on shortage.

Some of those families’ experiences can be found in “Shortage Stories.” They have both individually and collectively moved us to tears. It was enough to know that Laura and her family had to go through a drug shortage nightmare. To know that it was happening to other children and adults—fathers of young children who depended on them for their livelihood, military veterans who risked their lives for our freedoms—it seemed there was no demographic free from the scourge of these shortages. No one was immune. We were all potentially just one step away from a diagnosis that would lead to a treatment that could not be accessed.

While we celebrated with Laura every time she helped individual families navigate the drug supply chain, we all agreed when she said she was only dealing with the symptom of the real problem—a broken system.

So, **Angels for Change took a leadership role in advocating for proactive solutions rather than reactive actions in the fight to end drug shortages.**

We work with every stakeholder to build the resilient supply chain of the future.

Time and time again, as an advocacy organization, we would call on supply chain members to help and they did. We found a supply chain filled with experts and champions willing to end drug shortages with us one challenge at a time.

In 2023, that work led to a new phase of our advocacy, meeting with the United States Administration during their drug shortage task force, testifying as the only patient advocate during drug shortage hearings, and working with policy leaders to build the solutions that will align the economics of this broken marketplace with a goal of ending drug shortages for all patients. In this new path, again, Laura led the way, and again, we joined and supported the journey.

We are boldly and innovatively building the supply chain of the future while ensuring that no patient is left behind by our nation’s current brittle supply chain during a shortage.

In just a few years, our Change Maker movement has grown. It extends to some of the nation’s top leaders and pharmaceutical organizations. This growth has given us great hope that this crisis will end. We must continue to turn this work into action for patients. We are the team of citizens who stood up, volunteered, demanded better, and got to work.

Our story is a story of hope, courage, and determination. It’s a story of the **goodness of people willing to do more together than apart** for people they may never meet.

The Drug Shortage Crisis:

“When you look at the drugs that are overwhelmingly in short supply, they are not your blockbuster drugs. They are not the drugs that pharmaceutical companies generate huge profits from.”

- Dr. Yoram Unguru

Every day in the US there are patients fighting for their lives, doctors trying to save them, and no way to find life-saving medicines because of drug shortages. The drug shortage crisis in the United States is diverse in causality and complex in responsibility.

According to the FDA, drug shortages are among the greatest challenges health care providers and patients face. The FDA also states that drug shortages exist because of a “broken marketplace” that does not respond to the usual forces of supply and demand.

Therefore, when shortages exist, they persist, resulting in patients, doctors, and pharmacists looking for drugs that come late, or not at all.

Angels for Change believes fixing the national drug shortage crisis will require multi-stakeholder collaboration, patient-centric design, and rebuilding the supply chain to ensure patient access for all.

ROOT CAUSES

Price: Lower-priced drugs have a higher likelihood of being in shortage.

Consolidation: Drugs with greater market and/or geographic concentration are more susceptible to shortages.

Complexity: Drugs with higher manufacturing complexity are more vulnerable to supply disruptions.

Quality: Quality failures increase supply chain vulnerability. A medicine with a history of quality issues is more likely to be in shortage.

ACCESS TO DRUGS

The American Society of Health-System Pharmacists defines a drug shortage as “a supply issue that affects how the pharmacy prepares or dispenses a drug product or influences patient care when prescribers must use an alternative agent.”

The ASHP serves the medical community information to share about shortages. In 2023, 320 drugs were classified as short on their drug shortage list.

8 OUT OF 10 DRUGS

used in treating the most common childhood cancers have been temporarily unavailable in the past ten years. Pediatric cancer medicines are 90% more likely to go short and remain 30% longer in shortage.

The list of physician specialities that are affected by drug shortages include oncology, pediatrics, psychiatry, neurology, cardiology, gastroenterology, anesthesiology, and more.

Despite the broad impact, before A4C was formed centralized stewardship of supply was not developed.

DRUG SHORTAGE IMPACTS

Across America, hospital pharmacists and purchasing directors work through shortages daily. 80%+ of executives report drug shortages negatively affect the finances of their hospitals/ health system. 85%+ of Pharmacists and Oncologists report drug shortages result in higher costs for patients.

Most surveyed physicians (80% of Pediatric Oncologists and 67% of Adult Oncologists) report drug shortages have directly resulted in patient harm.

“We know how to treat cancer, but shortages force impossible choices. We have drugs that are lifesaving & shortages that are life-threatening.”

Dr. Jason Westin,
Director of the Lymphoma Clinical Research Program
M.D. Anderson Cancer Center, Houston

90%

OF MEDICAL ONCOLOGISTS

report drug shortages have had a negative impact on patient outcome in Angels for Change’s “Assessing the ‘Patient Harm’ Caused by Drug Shortages.”

323

DRUGS IN SHORTAGES

the highest number recorded in history, ASHP Drug Shortages Survey Report. Q1 2024

56%

OF U.S. HOSPITALS

reported they had changed patient care or delayed therapy because of drug shortages. (Reported in the FDA’s, “Drug Shortages: Root Causes and Potential Solutions”).

99%

OF MEDICAL RESPONDENTS

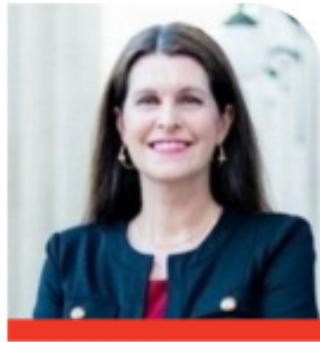
reported they are experiencing drug shortages daily. (Reported in the ASHP 2023 Drug Shortage Survey Report).

A4C: ABOUT US

Meet the Board:

VOLUNTEER BOARD OF DIRECTORS

To achieve her mission, Laura brought together a group of Tampa Bay women from many backgrounds with varied subject matter expertise. Together, they evangelize the mission of Angels for Change in their personal and professional lives. Joined by Laura, motivated by their passion for guardianship as mothers, this team of volunteers works to solve the drug shortage crisis.



MELANIE BONANO
DIRECTOR OF ADVOCACY



STEPHANIE MARTIN
DIRECTOR OF LEGAL



DIANE MASIELLO,
DIRECTOR OF COMMUNICATIONS



FLORENCIA NORRIS,
SECRETARY



AUSTIN SIMON,
DIRECTOR OF MARKETING



ALISON VERGES WALTERS,
DIRECTOR OF OPERATIONS
BOARD CHAIR

“When Angels for Change was founded, I promised to stand beside Laura, but never wanted to be Chief Change Maker. **It is a testament to Laura’s resilience, strength, competence, & determination that our organization has accomplished as much as it has in the past three years .”**

-Alison Walters

“Never underestimate the power of one person standing up for what is right, finding the culture of the willing, and collaborating to **do more together than apart.”**

Laura Bray,
Angels for Change



VOLUNTEER ADVISORY BOARD MEMBERS

The Advisory Board is powered by voluntary multi-stakeholder industry professionals passionate about Angel for Change’s mission and helping achieve our goals. Each member possesses the highest personal and professional integrity and holds thoughtful leadership, sharing strategic insight in their respective fields.

As a volunteer supported start-up non-profit, we rely on expert volunteers to help us save patient lives. With just 2 employees, our success relies on the help of these amazing volunteer Change Makers to achieve our mission.

Pictured Left to Right:

Stephen Colvill, Carina Dolan, Jody Garey, Jarrod Handley, Brittany Kralick, Autumn Ehnou, Chris Rogers, Vimala Raghavendran, Mark Spiecker, and Terri Wilson.



“Having witnessed the struggles of both patients and doctors caught in drug shortages, **I am committed to ending them once and for all!”**

-Diane Masiello

“Laura’s influence reaches far beyond boardrooms and academic institutions, impacting Congress and even the White House. **Her daily impact is profound, making a tangible difference in the lives of many.”**

- Terri Wilson

Advocating for Patients

Angels for Change is the only patient advocacy organization in the country that takes calls from patients, physicians, pharmacists, clinics, and hospitals in a life-saving drug shortage then connects them to supply during scarcity.

2023 was a dire year for drug shortages. Patients throughout the country were negatively impacted by a 10-year high in number of drugs on shortage. We answered every life-saving call, walked beside every patient, and activated our Inventory Global Supply Sharing Network thousands of times to get patients back on protocol with a 98% success rate.

Since our founding, our patient advocacy has led to providing access to over 750,000 life-saving shortage treatments for patients, physicians, and hospitals in need.

“The number of amazing things Angels for Change has accomplished warms my heart. During one of the most difficult parts of Cole’s treatment journey and probably one of the lowest points for me, **I found an angel who helped us** and picked up the phone when I was panicking.”

Laura Davis,
Author, One Day at a Time.

“Through [Laura’s] amazing advocacy, I was able to get the chemotherapy I needed to have a chance at the life with my family that I deserve.”

Ryan Dwars
Patient

DRUG SHORTAGE CRISIS LINE

We have been honored to help families and hospital systems, in the US and abroad, navigate shortages to find hundreds of treatments of more than six dozen medicines on shortage.

The drug shortage crisis line was created to help patients, caregivers, physicians, and essential workers experiencing a life-saving drug shortage. There is no charge for this crisis line and it is solely funded by Angels for Change.

In 2023 we added proactive strategic partnerships with Rally Foundation, Society of Gynecologic Oncology, and sponsored Curefest 2023 to increase our awareness at the patient-advocacy level. It is important that patients know we are here, they are not alone, and we will help.



We are not the only family whose loved one is not able to receive the gold-standard medical treatment because a drug has gone into shortage. We probably won’t be the last.

- Tara, Mother of Grace

WARRIOR STORIES

Every drug shortage has warriors, and every warrior has a story. This year, Angels for Change highlighted 5 new Warriors and shared their story, in their own words, of what it is like to be in a drug shortage and the hope they found in A4C fighting for them.

In 2023, these warriors have been interviewed by National and International Press and their stories have been shared by publications including the New York Times, Daily Mail, Voice of America, Fox News, News Nation, NPR and more.



My wife and I were stunned. We couldn’t believe we were this close to the finish line and I couldn’t receive the chemotherapy treatment that was best for me.

- Ryan Dwars

“Please contact Angels for Change, an organization dedicated to ensuring life-saving drugs are available for all patients and institutions. Led by Ms. Laura Bray, Angels for Change has helped many SGO members and their institutions **obtain emergency chemotherapy supply at cost in 2023.**”

Angeles Alvarez Secord, MD, MHSc
SGO President

POLICY

Our policy advocacy work intensified in 2023. Whether through Congressional expert testimony, participating in the White House Task Force to end drug shortages, advocating for patients on proposed legislation, or bringing awareness to the drug shortage crisis, Angels for Change was there.

This year we worked alongside policymakers, patient advocates, and industry experts to dive into the big issues in health policy and ensure policy decisions build a better supply chain and make life better for patients.



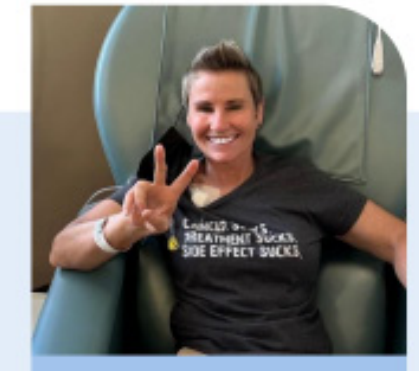
I didn’t need to be a doctor to understand that even the best doctors can’t provide the best care if they don’t have access to the necessary chemotherapy drugs.

- Michael Thompson

STRATEGIC RELATIONSHIPS

In 2023, we focused our efforts on proactive advocacy, engaging in several national strategic patient advocacy relationships.

- + APIIC White Paper Contributor
- + ARPA-H Speaker
- + DUKE MARGOLIS CENTER FOR HEALTH POLICY: Drug Consortium Advisory Member
- + EDSA - Founding Industry Stakeholder
- + RALLY FOUNDATION FOR CHILDHOOD CANCER
- + SOCIETY OF GYNECOLOGIC ONCOLOGY
- + USP CONVENTION DELEGATE
- + WHITE HOUSE DRUG SHORTAGE TASK FORCE



I don’t know what all the magic [Laura] does behind the scenes, but for me it is greatly appreciated. It’s not a situation you want to be in when you are fighting cancer to not be able to get the drugs that you need.

- Toni Dezomits

A4C: AWARENESS

Bringing Awareness to The Drug Shortage Crisis

SPEAKING ENGAGEMENTS

API Innovation Center

APEC Medical Product Supply Chain Dialogue

Captis Conference

Cencora Community of Practice Forum

Congressional Testimony

Health Connect Partners

Healthcare Supply Chain Association Pharmacy Forum

IDN Summit

McKesson Childhood Cancer Awareness Month

STAT in DC

Tampa Bay Healthcare Roundtable

White House Drug Shortage Roundtable

Xellia Pharmaceuticals World Quality Week

Awareness is critical to bringing the sense of urgency and willingness needed to create systemic change.

Prior to 2023, very few policy members knew about drug shortages or A4C, and our reach to patients was fairly small. In December 2022, Laura stopped working as a college professor and became a full-time A4C employee. This full-time engagement resulted in an ability to travel more freely and exponential increase in our awareness.

The list of achievements this year includes invitations to the White House, a Congressional testimony, policy work, nationally broadcast interviews and profiles, a sold out SummitONE, keynote speaker invitations, and building our Global Supply Sharing Network. A4C was invited to attend and speak at over 19 national events as an industry expert. This activity led more patients to us and more Change Makers joined in the race to end drug shortages with us.

4 years ago, Laura just wanted her daughter to live. Now, she spends her days making sure all US citizens live and building the supply chain they all deserve.



"I am so proud that a working mother of three children, from the Tampa Bay Area, who grappled with the pediatric cancer diagnosis for her young daughter used her business acumen to start a non-profit to help solve the drug supply shortage **it's a remarkable story and [Laura's] voice is very important in this discussion."**

Kathy Castor,
U.S. Representative Office,
Fourteenth District Of Florida

FEATURED IN THE NATIONAL AND INTERNATIONAL PRESS 2023



The New York Times



Bloomberg



The Washington Post



Daily Mail

★★★
SPOTLIGHT
ON AMERICA

A4C: AWARENESS

OUR EVENTS & INITIATIVES

In 2023, we hosted events, presented key stakeholders with industry awards, and published work through our Change Maker Institute to bring awareness to Drug Shortages.



SWIM2END SHORTAGES

The Swim2End Shortages is a community, family-friendly, fundraising swim event hosted both in person in Tampa, FL and virtually.

Participants raise funds to support patients in a life-saving drug shortage and end shortages before they impact patients.

In 2023, the in person community event was held on April 30th. A4C hosted 34 swimmers, partnered with 6 sponsors and raised \$6,875.



3RD ANNUAL GALA

The Champions for Change Gala was held on September 16th, 2023 in Tampa, Florida.

This is the signature event of the year for A4C. It brought Champions from all over the country together to bring awareness to drug shortages, share patient stories, and celebrate the change maker movement.

Tickets were sold out and sponsors, partners, and donors helped us raised \$124,940 to end drug shortages.



CHANGEMAKER CHALLENGE

CHANGE MAKER CHALLENGES

Change Maker Challenges are designed to raise funds, expand awareness of the A4C mission, and bring attention to the issue of life-saving drug shortages.

In 2023, we raised over \$7,000 during 3 Change Maker Challenges.

\$1,214 - McKesson 5K
\$1,000+ - Ret. Col. Vic Suarez
\$5,000 - Fagron Sales Team



CHANGE MAKER OF THE YEAR

CHANGE MAKER OF THE YEAR

The Change Maker of the Year award is given to an individual change agent who has committed to and delivered significant change in the fight to ensure access to essential medicines for patients.

Terri Lyle Wilson, VP Pharmacy, Children's Hospital Association was awarded the Third Annual 2023 Change Maker of the Year Award for her supply chain and pharmacy expertise.

Her role as a founding team member of ProjectPROTECT, and her patient advocacy work led to saving patients during multiple drug shortages.



DRUG SHORTAGE GUARDIAN

DRUG SHORTAGE GUARDIAN

The Drug Shortage Guardian Award recognizes organizations and its people for exceptional patient-centered work during a drug shortage.

The 2023 Drug Shortage Guardian award was given in Denver, CO on June 29th to STAQ Pharma for their exceptional work in serving pediatric patients during the 2022 Potassium Chloride and Sodium Chloride drug shortage.

Along with STAQ's award, we presented 16 frontline supply chain employees at STAQ with awards.



CHANGE MAKER INSTITUTE

Research is a fundamental part of solving the drug shortage crisis. In 2023, we activated and/or supported many diverse drug shortage research projects.

- + Implications of the National BCG Drug Shortage
- + A Bold Goal: Reshoring API To The U.S. in 5 Years
- + Federal policies to address persistent generic drug shortages
- + Duke Margolis ReVAMP Consortium Work
- + Chair EDSA Transparency and Redundancy Committee
- + Pfizer's Rocky Mount Facility Tornado: Impact on Pharmaceutical Supply Chain

"Physicians should have the tools they need readily available to save our lives. And we deserve those tools to have our lives saved."





A4C: AWARENESS

2023 AWARDS + RECOGNITION

2023 CNN CHAMPION FOR CHANGE

Chief Change Maker Laura Bray was selected as a 2023 CNN Champion for Change. CNN's Champions For Change spotlights ordinary people breaking new ground and embodying the fullest human potential.

#6 2023 CNN TOP HEALTH STORY OF 2023

Dr. Sanjay Gupta highlighted the Nation's Drug Shortage Crisis and the Change Maker Movement in CNN's Top Ten Health Stories of 2023. In a field of amazing health leaders and innovators, we proudly stand with our Warriors and Champions.

2023 HERMES CREATIVE PLATINUM AWARD

On July 11th, Chief Change Maker Laura Bray was presented with a 2023 Hermes Creative Platinum Award by Mittal Sutaria, Senior Vice President, Contract and Program Services, Pharmacy for Vizient. This award was for Laura's interview on the VerifiedRXpodcast titled, "No Patient Left Behind: the race to end drug shortages."

Laura joined host Gretchen Brummel to address how positive change can be made to end drug shortages.

Hermes Creative Awards honor the messengers and creators of the information revolution for the year's best creative industry publications.

"I would like to do a **mindset shift on drug shortages** as a crisis. That mindset shift is to change from a focus of mitigation to ending."

Laura Bray

Congressional Testimony, May 11th, 2023

TOP AWARDS 2023



TOP HEALTH STORY OF THE YEAR 2023

A4C: A RESILIENT SUPPLY CHAIN

Building a resilient supply chain

A bankruptcy, a quality assurance event, and a tornado caused major disruption, closures, and impact at 3 separate manufacturing plants in 2023. These events spotlighted the urgent need to build resiliency and collaboration into the supply chain.

At all of these events, Angels for Change was there supporting patients and working to ensure access. We've watched the interest from supply chain members, patient advocacy organizations, journalists, and policymakers grow exponentially.

This crisis is a systemic. All stakeholders will need to chart a course together to build the patient-centric, reliable, and resilient pharmaceutical supply chain of the future. We proudly stand as THE patient voice and THE trusted catalyst for change in the supply chain.

"...Enduring solutions...will require multi-stakeholder efforts and rethinking of business practices throughout the health care system."

- FDA, "Drug Shortages: Root Causes and Potential Solutions"



GLOBAL SUPPLY SHARING NETWORK (GSSN)

Each day Angels for Change advocates on behalf of any patient in a life-saving drug shortage, while building relationships with patients and members of the pharmaceutical supply chain to end all healthcare crises created by drug shortages.

The drug shortage crisis line was created to help patients and caregivers experiencing a life-saving drug shortage. The GSSN was built to be the emergency supply chain during disruption.

We are able to support patients using our GSSN. Created by our founder, this network includes all members of the supply chain working daily to ensure access, move supply and steward scarce supply.



PROJECT PROTECT

Angels for Change Project PROTECT, is a novel approach to mitigate drug shortages by building redundant supply of vulnerable essential medicines through partnerships and non-profit grants.

2022, Project PROTECT piloted 2 medicines that needed protection from shortage and increased their production through grant awards to small on-shore manufacturers. Those medicines did go short. Patients accessed 700,000 life-saving treatments during shortage from our grant relationship.

In 2023, our fundraising success enables us to protect 7 new essential medicines, a total of 9 essential medicines, for the American people to access without disparity.



SUMMIT ONE

SummitONE is the only supply chain conference devoted to drug shortages and the patients impacted by them.

SummitONE works with the Pharmaceutical supply chain's top leaders to bring about ONE OUTCOME; ending all drug shortage crises.

This year's summit was hosted in Pennsylvania at the Cencora Headquarters with the welcome reception sponsored by Vizient.

Top supply chain experts including; McKesson, Fresenius Kabi, ASHP, USP and the White House presented at a sold-out, action-packed, 2-days of multi-stakeholder collaboration and problem solving.



EDSA

End Drug Shortages Alliance (EDSA) launched at SummitONE in 2021 has grown to be the industries largest non-profit organization, of over 80 dues-paying member organizations, with a mission to end drug shortages.

Member representatives from healthcare providers, pharmaceutical manufacturers, suppliers, distributors, group purchasing organizations, industry organization, patient advocacy, Academics, and other thought leaders. joined together.

Angels for Change is the founding industry stakeholder, sits on the board and founder, Laura Bray chairs the Transparency and Redundancy committee.

STAT



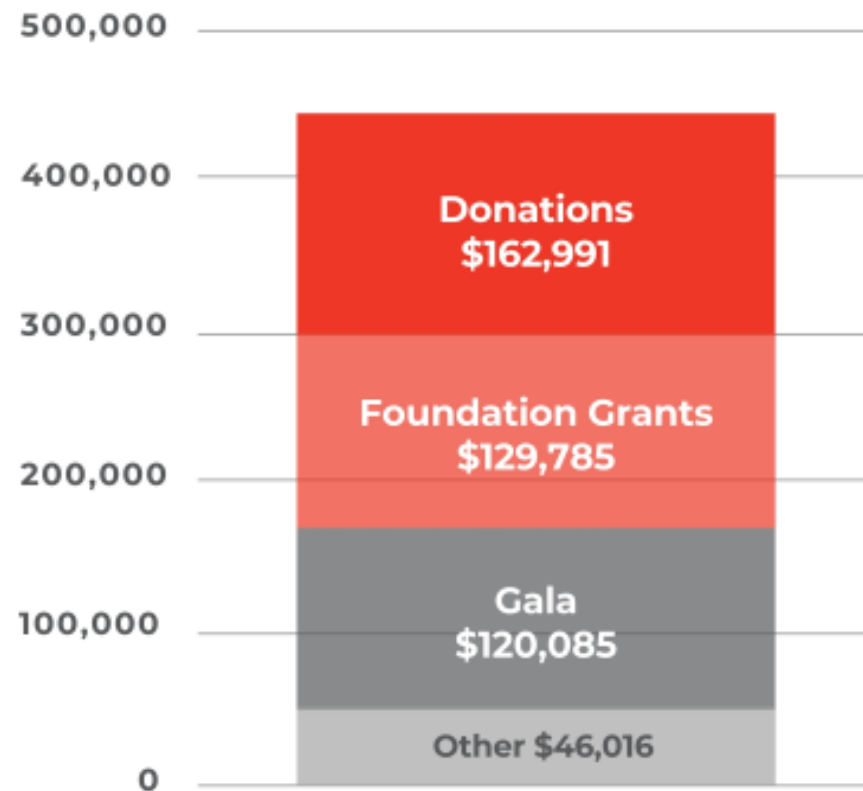


2023 FINANCIAL SUMMARY

As a volunteer-supported, grass-roots funded, non-profit organization we are very proud of the work we have accomplished in just a few years, with limited resources. Our commitment to our mission and patients first is showcased in our financials. Our significant program growth and national impact highlights our ability to build practical solutions, invest wisely, and succeed even in the leanest financial situation.

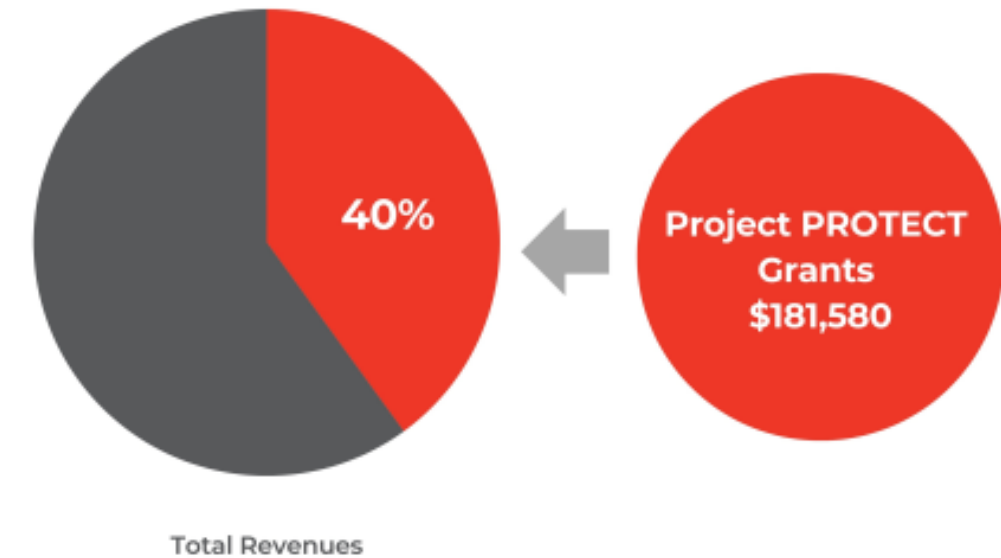
Looking to the future, Angels for Change must continue to grow, set new financial goals, and achieve impact to realize our bold mission of ending drug shortages for all patients.

2023 REVENUE



In 2023, Project Protect Grants made up 40% of our revenue protecting 7 new essential medicines.

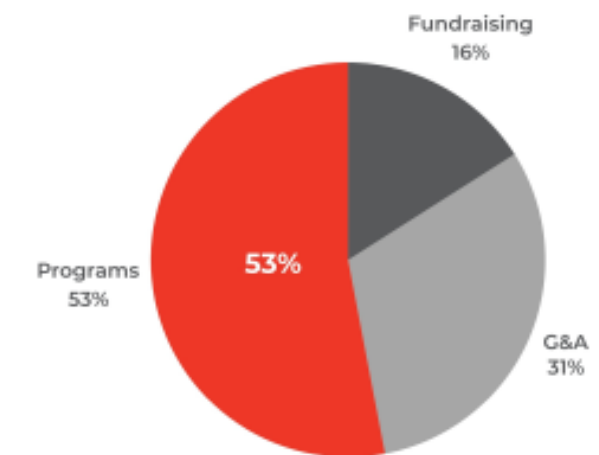
% of Revenue to Protecting 7 Essential Medicines



KEY TAKEAWAYS

- In 2023 we scaled Project PROTECT, awarding 7 new grants equalling 40% of total revenue.
- Our innovative programs built for patient access receive the majority of our time and financial expenditures. Our funds are activated for mission activities versus operational expenses.

% of Revenue by Source

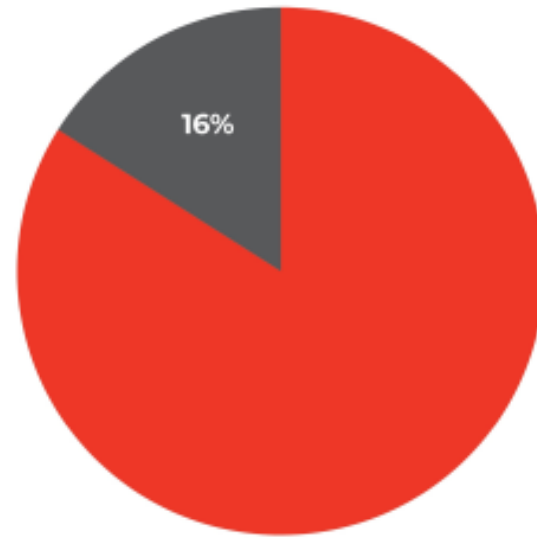


Programs contributed to the highest share of revenue, making up 53% of total funds.

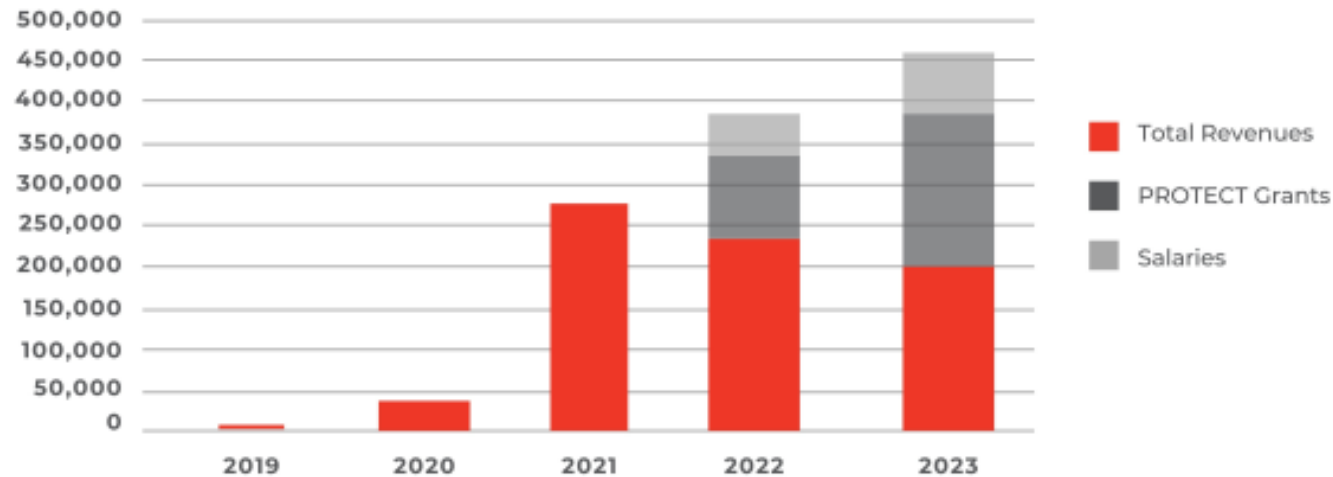
REVENUE & EXPENDITURES

- Salaries for 2 full time employees in 2023 were \$75,491.52 or just 16% of total revenues.
- Our revenue has continued to grow over time.
- Project PROTECT accounted for 40% of our revenues. This was an 82% increase in grants awarded from 2022, which resulted in a 350% growth in the number of protected medicines.

Salaries as a % of Revenues



% of Revenue by Source



Our fundraising activities have increased each year. Those funds are infused directly back into patient-focused, mission-based programs.

Angels for Change Statement of Activity

January 1, 2023 - December 31, 2023

REVENUE	TOTAL
Grants - Corporate & Foundation	129,784.65
Donations - Individual	46,612.82
Donations - Nonprofits	116,377.88
Total Contributed Income	\$ 292,775.35
Summit Sponsorship & Registration	37,600.00
Total Contributed Income	\$ 37,600.00
Annual Event Revenue - Gala	120,084.85
Other Event Revenue	7,738.40
Third Party Fundraiser	525.00
Total Special Events & Fundraising	\$ 128,348.25
Investment Income	152.47
Total Revenue	\$ 458,876.07
Gross Profit	\$ 458,876.07

EXPENDITURES	TOTAL
Summit Expense	30,313.11
Total Outreach	1,529.33
Total Travel & Conferences	16,820.56
Total Projects	445.71
Volunteer Recognition	2,570.05
Awards & grants to others	181,580.00
Total Programmatic Expense	\$ 233,258.76
Promotional	572.45
Annual Event - Gala	69,287.17
Other Fundraising Event	1,272.53
Total Fundraising Expense	\$ 71,132.15
Total Contract & Professional Fees	\$ 31,100.00
General Liability and D&O Insurance	357.00
Rent	13,611.19
Total Occupancy	\$ 13,611.19
Bank fees & service charges	512.17
Information Technology	1,310.35
Memberships & Subscriptions	2,134.00
Office Supplies & Equipment	529.81
Printing and Photocopying	257.48
Salaries & Wages	75,491.52
Payroll Taxes	6,310.63
Payroll Processing Fees	4,267.32
Total Payroll Expenses	\$ 86,069.47
Total General Admin Expenditures	\$ 138,953.19
Total Expenditures	\$ 443,344.10
Net Operating Revenue	\$ 15,531.97
Net Other Revenue	\$ (213.59)
Net Revenue	\$ 15,318.38

“In the process, [Laura Bray] started a movement. She is now channeling what she learned into a national effort to predict which drugs will go into shortage and to produce them before patients have to go without.”

- Dr. Sanjay Gupta
CNN 2023's Top Health Stories

A4C: THE SUMMARY

Together, we can end drug shortages.

Patients deserve access to their life-saving medicines. We must collaborate to build a reliable, resilient, and sustainable pharmaceutical supply chain supporting more vulnerable patients than ever before. We are in a race to end drug shortages. If you haven't joined yet, it's time.

Angels for Change has made a real and lasting impact toward ending drug shortages. We are the only charitable, patient-advocacy organization with a mission to end drug shortages. 100% of our fundraising dollars go to helping patients.

Please continue to support our work, donate to our mission, and spread the news of our work to others.

Stay Connected

☎ (813) 501-7742

🌐 [AngelsforChange.org](https://angelsforchange.org)

✉ Communications@AngelsforChange.org

**“We have spent
years fighting about
where to start....
Where is irrelevant
as long as we start
and it helps patients.”**



Laura Bray,
STAT News
12/05/2023



About Angels for Change

Angels for Change is a volunteer-supported, global, 501c3 organization started in Tampa, FL on a mission to end drug shortages through advocacy, awareness, and a resilient supply chain. Founder, Laura Bray, was driven to start Angels for Change after her own child faced 3 life-saving drug shortages in 9 months of pediatric cancer treatment. Each day Angels for Change advocates on behalf of any patient in a life-saving drug shortage, while building relationships with patients and members of the pharmaceutical supply chain to end all healthcare crises created by drug shortages.

1211 Tech Blvd. Tampa, FL 33619 813.501.7742 communications@angelsforchange.org www.angelsforchange.org