

What Makes Cascade Successful?

Cascade has been providing services to patients for the last 25 years. We now have over 700 patients as well as a growing clinical staff including new pharmacists, social work and nurse Clinical Care Managers. Together, our multi-disciplinary staff actively advocates for the 340B program, HTCs, and patients. Cascade has survived and thrived over the last 25 years by holding true to the original goals and mission established by the founding members.

- 1 We share our 340B savings through our discounted pricing
- 2 We serve our community by always going above and beyond
- 3 We support the HTC model of providing care to the bleeding disorders community



Cascade Staff 2019

Back row from left: Paul Kasdorf, Joanna Pangilinan, Gail Donehue, Kirk Haddas, Chelsea Seal, Debbie Whelan, Mike Altese.
Front row from left: Anne Dimitry, Colleen Joiner, Jordan Burkey, Sue Carlini, Stephanie Sibrel, Stephanie Raymond, Devin Bromley, Mary McClure. Not shown: Amy Luczak and Ted Beimet

Great Lakes Region HTC Partners

Michigan

Children's Hospital of MI – Detroit
DeVos Children's Hospital – Grand Rapids
Henry Ford Hospital – Detroit
Hurley Medical Center – Flint
Karmanos Cancer Institute – Detroit

Michigan State University – East Lansing
Munson Medical Center – Traverse City
University of Michigan – Ann Arbor
West Michigan Cancer Ctr. – Kalamazoo

Ohio

Children's Hospital Medical Ctr. – Akron
Children's Hospital Medical Ctr. – Cincinnati
Children's Hospital – Dayton
Children's Hospital – Toledo

Nationwide Children's Hospital – Columbus
Ohio State University – Columbus
University of Cincinnati – Cincinnati
University Hospitals Cleveland Medical Ctr. – Cleveland

Indiana

Indiana Hemophilia and Thrombosis Center – Indianapolis

“You all go above and beyond ‘the call of duty’! We have especially appreciated everything you have done in helping us when our insurance changed. All of you have taken care of us in every situation we have encountered. And all of it has been greatly appreciated.”

Riley Deitsch and Family,
Long-term Customers of Cascade



Bill Sparrow, Stephanie Raymond, Tim Brent



“I want to congratulate Cascade Hemophilia Consortium on 25 years of outstanding service to the bleeding disorder community in Michigan, Ohio and Indiana. I was honored to be asked to serve on the founding board and some of our family members have been clients since the program's inception. During my tenure I was proud of the board members' commitment to ensuring that the best interest of the patients was always the focal point of our decision-making process. That commitment was even more apparent in the way staff interacted with their clients and their efforts to go above and beyond to ensure that patient's needs were being met. I would be remiss if I didn't recognize Bill Sparrow. His leadership and vision helped form Cascade into the patient centered organization it is today. Congratulations Cascade!”

Michelle Rice
Chief External Affairs Officer, National Hemophilia Foundation

Language assistance services are available free of charge. Call: 1-800-996-2575.

ATENCIÓN: si habla español, tiene a su disposición servicios gratuitos de asistencia lingüística. Llame al 1-800-996-2575.

يلا تاللا مقدرلاب لاصتالالاءاجرللا. أناجم كل ذرفوتم ذيوغلاللا ذذعاسملاو ذمچرتلالا تامذخ نإف، ذيوبرعلالا ملكتت تنك اذا: ذظحالم (1-800-996-2575)



Stephanie Raymond
Cascade Executive Director

Looking back on the past 25 years I'm reminded of many things; wonderful friends, incredible co-workers, and positive changes. But more importantly, I'm reminded of our many accomplishments. We are all so very proud to be a part of this incredible community and honored to have served you these past 25 years. We hope to be fortunate enough to serve you for many more. It has truly been a pleasure knowing and working with every one of our families, our HTC partners, and all the chapter staff from across our region. Cascade's mission has always been to provide the highest quality of service and support to our families and HTC partners. We thank you for your support and help in fulfilling our mission.

Stephanie

Cascade Mission Statement

To enhance the system of care for people with bleeding disorders and related complications, by assuring the lowest possible price for the full range of treatments, HIV and hepatitis related therapies and other medications available to treat their disease; to provide access to these medications for those without insurance or inadequate insurance coverage; to support the comprehensive hemophilia treatment centers in treating and educating consumers and their families so they may become knowledgeable and proactive in managing their own care; to fund research.

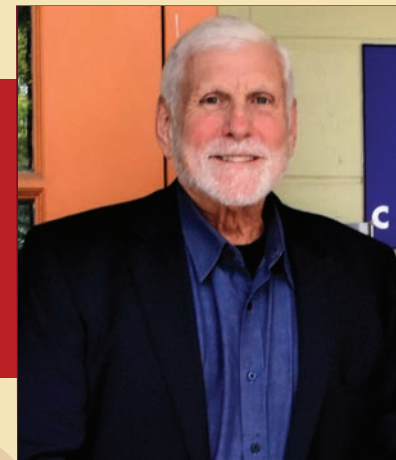


In The Beginning

Cascade: Developed as a Solution to a Problem

The 1990's were a significant time for the management of bleeding disorders. On the heels of the HIV crisis and perhaps because of tainted blood products, Recombinant factor was approved by the Food and Drug administration and prophylaxis treatment became more common. In addition, the 340B Drug Discount Program was created, allowing for the stretching of scarce federal grant resources to help treat vulnerable patient populations, including those with hemophilia.

It was also a challenging time for those with bleeding disorders. Insurance caps caused many to be left with inadequate, or in some cases, no coverage. As factor prices began to rise, families were forced to come up with creative ways to pay for their children's factor. Some parents changed jobs to obtain insurance coverage that would "re-set" their annual insurance cap, while others contemplated divorce in order to qualify for a Medicaid plan.



“The community wanted Cascade, and we never doubted that it would succeed since so many talented and dedicated people in the community worked to make it happen.”
Bill Sparrow
 Founding Executive Director of Cascade

The Hemophilia Foundation of Michigan (HFM) and other community members, wanted to address these concerns and create opportunities. At the time, Dr. Judith Andersen, HFM Board President, and HFM Executive Director, Sally (Crudder) McAlister, led discussions with a newly formed committee consisting of William (Bill) Sparrow, Dr. Jim Fahner, Gail Fahner, and other valuable community members. The end result (or actual beginning of this story) was the creation of Cascade Hemophilia Consortium, which was incorporated on September 23, 1994.

Long-term Goals for Cascade

- 1 Lower the prices of factor for the consumer
- 2 Provide excellent & ethical service for families and Hemophilia Treatment Centers (HTCs)
- 3 Support the structure and mission of the HTCs
- 4 Give back to the community



“The model for developing Cascade was extremely unique. A multi-disciplinary team involving all facets of the community came together to meet the needs of the people we serve. The concept reduced costs and provided funds to support both patients and the HTCs. It's a testament to HFM and Cascade that it has lasted all these years.”
Sally (Crudder) McAlister,
 Former HFM Executive Director

Cascade Celebrating 25 Years!

The Early Years

In 1994, Bill Sparrow was brought on board as Cascade's first Executive Director. Bill's modest basement home-office served as Cascade's first location. Although sparse with only a desk, a phone and a pad of paper, Bill was able to accomplish a great deal in those early days.



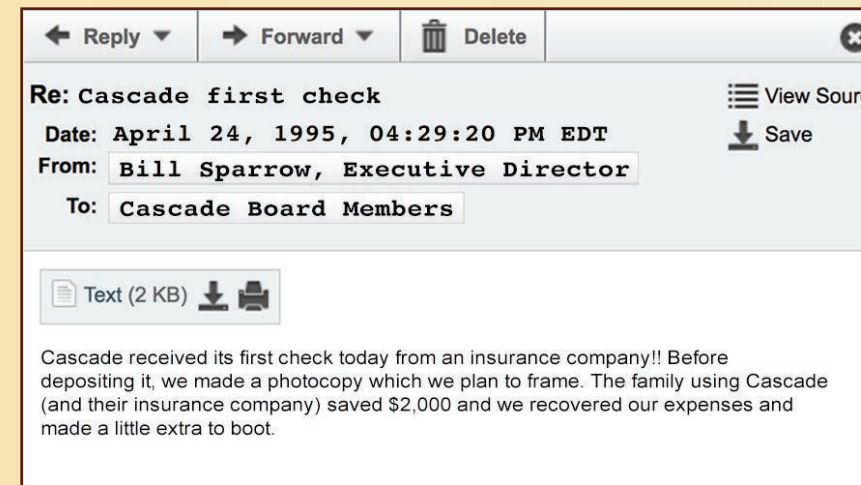
Cascade Pharmacy, Circa 1996

Bill worked with Executive Directors from around the country who were also in the early stages of developing their own 340B programs. At that time, there were no standards. This group, which would later become known as the Hemophilia Alliance, built a very collaborative relationship with the Office of Pharmacy Affairs (OPA) and the Maternal and Child Health Bureau (MCHB). Working together over the next couple of years, they developed standards and a patient definition for 340B pharmacies providing bleeding disorder care.

In order to provide discounted factor to new patients, Bill worked tirelessly on gaining access into insurance networks for Cascade. Once Cascade was accepted by Blue Cross Blue Shield of Michigan, the flood-gates opened and others followed, allowing more patients access to Cascade and lower pricing. Acceptance into the Medicare and Medicaid programs was historic as it proved that Cascade was on the right path by meeting Federal standards.

As patient numbers grew, so did the Cascade staff. In the beginning, the handful of prescriptions ordered were filled by only one pharmacist who worked two hours each week. In 1999, Mary Shue, was hired as the first permanent pharmacist. Current Cascade part-time pharmacists, Anne Dimitry, Ted Biemel, Amy Luczak, and Joanna Pangilinan also worked in the early days assisting with patient orders. Mike Altese started full time in 2007 and today is the Pharmacy Director at Cascade.

Cascade grew fast. In July 1996, Stephanie Raymond was hired. Stephanie had her hand in all aspects of running Cascade, from coordinating new patients to providing help in the pharmacy pulling orders together to billing claims. She was key in building our insurance network participation, especially our acceptance by Medicaid and Medicare.

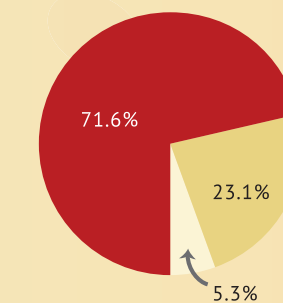


Supporting the Community

Without excess income the first couple of years, Cascade was initially unable to support the HTCs in the region. However, by 1997 Cascade was finally able to provide \$75,000 in funding to the HTCs in Michigan, Indiana, and Ohio. As Cascade grew, so did its support for HTCs and Foundations. To put it into perspective, funding in 2018 totaled \$5,640,000 to 18 HTCs and 8 Foundations. Since 1997, Cascade has provided \$50,332,000 in total to support patient care services in our region.



2018 Support



- Hemophilia Treatment Centers: \$4,040,000**
 Genetic Counseling, Nutrition Counseling, Patient Educational Materials, Outreach programs to Amish populations, Social Work Assistance, Physical Therapy, Nursing Assistance, Patient Transportation, Family Education
- Regional Hemophilia Foundations: \$1,300,000**
 Consumer Educational Meetings, Camp Funding, Youth Leadership Development Program, Outreach Programs, Advocacy, Medical ID Bracelets, Consumer Educational Material, Foundation Newsletters
- Consumer Dental Program: \$300,000**
 Dental care is of the utmost importance in preventing serious bleeding disorder complications. Delta Dental Insurance Premiums paid for over 500 consumers who are not insured or who are under-insured in Indiana, Michigan, & Ohio.

Total Funding Provided in 2018: \$5,640,000

Total Funding Provided since 1997: \$50,332,000



“Cascade has come to represent a great and successful collaboration among the entire community and it's the proudest time in my life to have been a part of it.”
Tim Brent
 Senior Director of Business Development NHF & Former Executive Director of Cascade

What's Happening Now

Upon Bill Sparrow's retirement in 2010, Tim Brent, who previously worked at the Indiana HTC, was hired as Cascade's new Executive Director. During Tim's tenure, Cascade grew and expanded support of the community by providing funding for a consumer Delta Dental program. Tim also transitioned the organization into a new and larger facility, allowing for continued growth.



Cascade Pharmacy, 2019

Stephanie Raymond became our Executive Director after Tim's tenure in 2014. She continues to expand Cascade's patient base, insurance networks and staff. Stephanie continues to advocate and strengthen the original mission of Cascade in providing excellent services to the community and support to our region's HTC network. Because of the longtime, strong relationships she has developed over the years, Stephanie has become a major resource and advocate for our community.