



Pharmacy of Grace

Making Meds More **Accessible**

2025 ANNUAL REPORT

The Mission of Pharmacy of Grace is to improve access to prescription medication for uninsured and underinsured individuals and to increase the number of prescription medications available to vulnerable populations in Kansas.

Our Vision is for all people, regardless of age, race, national origin, ethnicity, gender, religion, disability, or sexual orientation, to have affordable and sustainable access to prescription medications and pharmacy services that optimize health in our community.

Our Purpose is to break the cycle of homelessness, poverty, school absentee days, and unemployment caused by unmanaged medical conditions. Many chronic medical conditions (such as hypertension, diabetes, congestive heart failure, asthma, COPD, bi-polar, and migraines) often go unmanaged, which eventually can cause people to seek costly medical care and possible emergency hospitalization.



2,079

Patients Served

21,490

Patient Encounters

27,052

Prescriptions Filled

80.3%

Patients <300% FPL

70.6%

Prescriptions <300% FPL

AT A GLANCE:

Key data for fiscal year Jan. 1 - Dec. 31, 2025

Dear Supporters,

When we founded Pharmacy of Grace, we dreamed of a community where our neighbors would not have to choose between life-saving prescriptions or buying groceries. This dream is now reaching more people than ever. Last year we served 2,079 unique patients, an almost 8 percent increase over last year.

However, there is another number that we believe truly captures the heart of our mission: **21,490 patient encounters**. What does that statistic mean? In short, it means conversations, connections, and education – **The Human Touch**.

A typical patient in the US sees their pharmacist 12 times more often than their primary care doctor.¹ At Pharmacy of Grace, we don't view these visits as simple transactions. We view them as opportunities to provide chronic disease management, preventive care, and a listening ear.

The impact of this approach is life-changing. For example, during a routine fill, our pharmacist, Dr. Andi Neuhofer, listened to an elderly patient who described her severe body aches that were leaving her almost bed-bound. Andi realized that the patient's symptoms were a rare side effect of her long-term medication, so she consulted with the physician to adjust her care. Within a month, the patient was out of bed and reclaiming her life.

This is why we do what we do. Pharmaceutical knowledge paired with time and compassion transforms lives.

As we look ahead to 2026, we are thrilled to extend our high-tech, high-touch model of care to even more neighbors. In Shawnee, Kansas, we are moving beyond a delivery-only model for Mercy and Truth patients to open a full-service pharmacy serving the entire community. This expansion creates a permanent home where more neighbors can access both health and hope.



While the future of healthcare is uncertain, Pharmacy of Grace remains a steady presence because of you. We are growing to meet a real and increasing need – and your support makes that growth possible.

Sincerely,

John and Sara Yost

Co-Founders, **Pharmacy of Grace**
Making Meds More Accessible

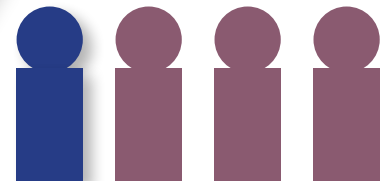
THE NEXT CHAPTER: EXPANDING HOPE IN SHAWNEE

For the past three years, Pharmacy of Grace has provided medication delivery to patients at the Mercy and Truth clinic in Shawnee. While this service has been a vital bridge, we know the need in Johnson County is growing. In 2025, we officially set our sights on a bold new goal: **transitioning from a delivery service to a full-service, permanent pharmacy home in Shawnee.**

Why Shawnee? Why Now?

While Johnson County is often perceived as affluent, there are more than 31,000 uninsured individuals in Johnson County. The neighborhoods near our Shawnee location are especially at risk: 1 in 4 of our neighbors, working-class families, are struggling to keep up with the rising cost of living.

Some neighborhoods near I-35 close to our Shawnee location have some of the highest poverty and uninsured rates in Johnson County²:



1 IN 4 RESIDENTS LACK HEALTH INSURANCE

NEARLY HALF OF HOUSEHOLDS IN CERTAIN POCKETS SPEAK LIMITED ENGLISH

¹ *Journal of Managed Care & Specialty Pharmacy*, 2021 | <https://doi.org/10.18553/jmcp.2022.28.1.85>

² Data pulled from [MARC.ORG](https://www.marc.org)

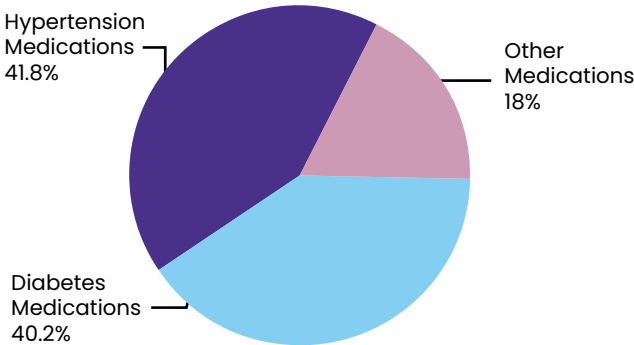
Making Meds More Accessible

WHO WE SERVE

At Pharmacy of Grace, our mission is rooted in serving all people – regardless of their insurance status. Our Grace Meds Program focuses specifically on individuals and families who are uninsured and living below the Federal Poverty Level (FPL).

In 2025, more than half of our patients (58%) were living below 100% FPL – surviving on less than \$32,150 per year for a family of four.

HELPING PATIENTS MANAGE CHRONIC CONDITIONS LIKE DIABETES AND HEART DISEASE:



80.3% PATIENTS < 300% FPL

PRESCRIPTIONS FOR < 300% FPL **70.6%**

63.3% OF ALL PATIENTS ARE HISPANIC OR LATINO

THE VALUE OF INDEPENDENCE



Because Erika’s migraine medications are affordable now, she no longer has to suffer without medications or ask her family to loan her the money. She picks up her medications regularly now and says she is grateful for the reliable access to her prescriptions.

HOW WE’RE UNIQUE

What sets Pharmacy of Grace apart is our belief that a prescription is only effective if a patient understands how to take it – and can afford to pick it up. Our pharmacists take time to talk with patients about the why behind their medications, helping them navigate complex drug interactions and understanding the importance of adherence. After all, the most expensive medication is the one never taken, or taken incorrectly.

In 2025, this approach led to a remarkable **94% prescription pickup rate**, far exceeding national averages. This success is the direct result of our team’s commitment to removing barriers of cost, language, and confusion – so patients can access and use the medications they need.

BRIDGING THE LANGUAGE GAP

Healthcare can be intimidating – especially when there is a language barrier. At Pharmacy of Grace, we ensure every patient feels heard and understood. We provide interpretation services in over 300 languages. We can also translate and print medication instructions directly on prescription vials in up to 100 languages, ensuring each patient receives instructions in their preferred language.

For the many Spanish-speaking families we serve, having a team that speaks their language is more than a convenience – it is a cornerstone of safe, effective care.

LIKE FAMILY REBECA’S STORY

For Rebeca Mendoza, Pharmacy of Grace became a “family pharmacy home” after her previous clinic closed. Today, Rebeca, her husband, and her father all rely on our team for their life-sustaining medications.



With both her husband and father living with diabetes for over a decade, consistent access to affordable medicine is a matter of life and death. Rebeca says we’re “like family” because our staff consistently checks in on her and her family. This compassionate support, provided in her native Spanish, gives her the confidence to manage her family’s health and avoid unnecessary hospitalizations.

“Pharmacy of Grace is better than any place I’ve been before; more friendly, more caring, and always checking on you.” -Rebeca

IMMUNIZATION PROGRAM

PROTECTING OUR NEIGHBORS

We believe the most effective way to manage a health crisis is to prevent one. Whether it's a routine flu shot or a critical shingles vaccine, Pharmacy of Grace helps our patients stay one step ahead of preventable illness.

In 2025, our immunization program continued to grow:

27% increase in overall immunizations

52% increase in immunizations for uninsured patients

This growth reflects the trust we continue to build within our community - ensuring more neighbors have access to vaccines that protect their health and reduce preventable emergency care.

Thanks to the generous support of the Hartley Family Foundation, Pharmacy of Grace provided **free flu shots** to 564 uninsured patients. By eliminating financial barriers, we help ensure that what should be a "simple" flu season doesn't become an unnecessary emergency department visit for our most vulnerable neighbors.



Right after turning 65, Jose came straight to Pharmacy of Grace for his pneumonia vaccine. He knows this is a place where he will be treated "like a king." For patients

like Jose, Pharmacy of Grace is more than a pharmacy - it is a trusted space where they feel safe, respected, and empowered to take charge of their health.



27% INCREASE IN OVERALL IMMUNIZATIONS

52% INCREASE IN IMMUNIZATIONS FOR UNINSURED PATIENTS

564 FREE FLU SHOTS PROVIDED BY THE HARTLEY FAMILY FOUNDATION

COMMUNITY OUTREACH

STRONGER TOGETHER

Medications and doctor visits are only part of the healthcare puzzle. Access to nutritious food, safe and warm shelter, and a strong support network with neighbors plays a critical role in overall health and quality of life. Pharmacy of Grace is proud to partner with other mission-driven organizations that share our commitment to caring for the whole person.

Community outreach events, led by Mercy & Truth Healthcare Ministry, demonstrate this collaboration in action. Pharmacy of Grace provides immunizations and free over-the-counter medications, while Resurrection, a United Methodist Church, distributes fresh produce through its mobile food pantry. Heart to Heart International also participates by providing hygiene kits that offer both practical support and dignity.

During the holiday season, several dedicated volunteers collected donated clothing and toys for patients and their families. The generosity behind these efforts made a meaningful difference at a time when it was needed most.



Heart to Heart
INTERNATIONAL

"The economy is difficult right now. This helps so much."

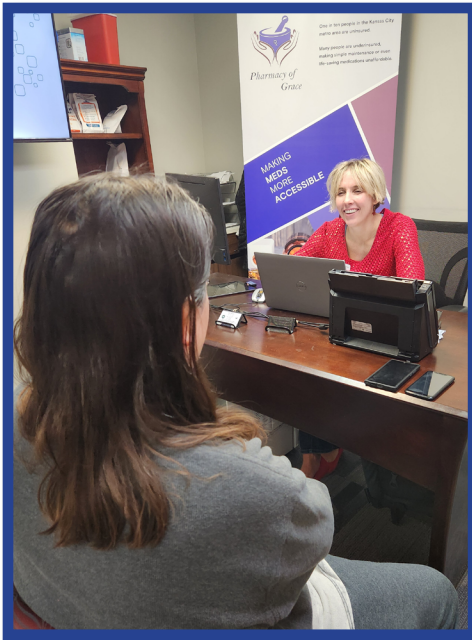
-Celia



Resurrection
A UNITED METHODIST CHURCH



Making Meds More Accessible



A LIFE CHANGED

DAVID'S STORY

David, a long-time patient who lives with bipolar disorder and chronic pain, knows firsthand that Pharmacy of Grace provides more than just pills. Before finding us, David faced financial barriers and dangerous medication side effects that nearly sent him to the Emergency Room.

"I'm not being overly dramatic when I say Pharmacy of Grace saved my life," David says. "The pharmacists didn't rush me. They listened. They helped me understand what was happening in my body and worked with my doctors to find safer options."

For David, that clinical stability led to something even more profound: personal stability. "Being able to communicate more properly has helped save my marriage," he shares. "You're instrumental in keeping me on my meds and keeping my life together."

David is one of the biggest advocates for our new location. In his words: "The bigger and more expansive your office is, the more people you can help. The more exposure you have, the more lives you can change."

"You're instrumental in keeping me on my meds and keeping my life together."

-David

TAKE THE PRESSURE OFF!

BLOOD PRESSURE CUFF CAMPAIGN

Our community truly stepped up to the plate for the Blood Pressure Cuff fundraiser, and we are thrilled to announce that **we surpassed our original goal!** Thanks to this incredible generosity, we were able to distribute **94 blood pressure cuffs** to our patients in 2025 - putting a critical tool for heart health directly into their hands.

Even better, donor support enabled us to fully fund this program through 2026, ensuring no patient has to rely on a "guessing game" when managing their blood pressure.

With 42% of our prescription medications currently dispensed for hypertension medications, consistent home monitoring isn't just helpful - it's essential. Putting the tools for success directly into our patients' hands provides peace of mind, prevents emergency room visits, and empowers our community to take control of their heart health.



94 BLOOD PRESSURE CUFFS
distributed to patients in 2025.



42%

OF PRESCRIPTIONS DISPENSED FOR HYPERTENSION MEDICATIONS.

DONOR SPOTLIGHT:

WYANDOTTE HEALTH FOUNDATION

Pharmacy of Grace is proud to partner with the Wyandotte Health Foundation. The partnership is rooted in our shared mission to improve the health of Wyandotte County residents.

The Foundation's commitment to expanding access to high-quality, affordable care, particularly for individuals facing financial hardship, strengthens the safety net that so many in our community rely on. Their investment supports our charitable pharmacy operations, including prescription fulfillment and patient education, ensuring neighbors have both the medications and guidance they need to manage their health.

In 2024, the sudden closure of Duchesne Clinic created immediate uncertainty for hundreds of patients in Wyandotte County. Support from the Wyandotte Health Foundation helped us respond quickly, easing the transition during a critical time. But their support didn't stop there. Wyandotte Health Foundation expanded its investment in 2025, reaffirming its commitment to our mission.



Wyandotte
Health
Foundation

"As a foundation, we believe every Wyandotte County resident deserves access to affordable, high-quality care – including the medications that make health possible," said Liz Salas of the Wyandotte Health Foundation.

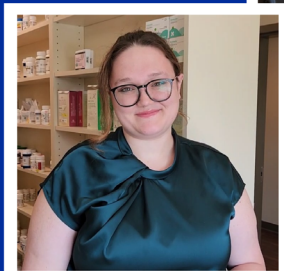
"Pharmacy of Grace plays a critical role in our local healthcare ecosystem, helping close gaps for individuals who might otherwise go without essential prescriptions. Their responsiveness and deep connection to the community make them a trusted partner in advancing lasting health equity."

PHARMACY STUDENT SPOTLIGHT

Pharmacy of Grace is proud to serve as a teaching site where future pharmacists gain hands-on experience while serving our community. In 2025, our Advanced Pharmacy Practice Experience (APPE) hosted a total of nine students: one from the University of Missouri Kansas City and eight from the University of Kansas (that rotation is named the Dr. Gary L. Grunewald Legacy Advanced Community Rotation, in honor of a great friend and mentor.) Through these rotations, students learn about the importance of meeting patients where they are and connecting with them through compassionate, patient-centered care.

These rotations are invaluable not only for the students, who gain unique, real-world insights into pharmacy practice, but also for our team. Mentoring future pharmacists reinforces our mission, strengthens the pharmacy community, and inspires our staff through the energy, passion, and dedication of the next generation of healthcare providers.

9 students from KU and UMKC participated in our student pharmacy rotation program in 2025.



*Celebrating
our
students!*

MAJOR DONORS & FUNDERS IN 2025

Recognizing individuals, foundations, and partners who generously contributed \$10,000 or more between January 1 and December 31, 2025.

Anonymous
AdventHealth Shawnee Mission
American Academy of Family Physicians
Richard and Annette Bloch Family Legacy Foundation
at the Greater Kansas City Community Foundation
Fran Brozman Philanthropic Fund at The Associated
The Ronald D. Deffenbaugh Foundation
The Dehaemers Family Charitable Trust
Dunn Family Foundation
at the Greater Kansas City Community Foundation
Dr. Gary L. Grunewald Charitable Fund
of the Douglas County Community Foundation
Hartley Family Foundation

The McGee Foundation
William G. McGowan Charitable Fund
OptumRx
Mary and Thomas Phillips
The REACH Healthcare Foundation
Regnier Family Foundations
SkillBuilders Fund
John W. & Effie E. Speas Memorial Trust,
at the Bank of America, N.A., Trustee
Dr. Joseph and Tracy Taylor
Wyandotte Health Foundation
Sara and John Yost



William G. McGowan
Charitable Fund

THE MATCHING GIFT

For the second year in a row, the William G. McGowan Charitable Fund provided us with a matching grant opportunity. This year they raised the bar to \$65,000 dollars and the community responded with enthusiasm. We thank everyone for their contributions and for helping us raise \$130,000 to supercharge fundraising for the Shawnee expansion.

2025 BOARD MEMBERS

John Yost, PharmD, MBA
Co-Founder & Board Chair

Sara Yost, PharmD, PMP, BCMAS
Co-Founder & Board Secretary

Colby Jones, CPA
Board Treasurer

Brenda Chumley
Michael R. Dunaway
Cathy Harding
Ryan Mathews
Kay McCarthy
Mary Jane Muchow
Troy Ross
Carlos Salazar
Liz Sutherlin



2025 PARTNERS

Pharmacy of Grace relies on partnerships with hospitals, primary care safety net clinics, government agencies, and community organizations to provide referrals and vital resources to the uninsured patient population.

Here are some of our key partners:

AccessKC
AdventHealth
American Academy of Family Physicians
Avenue of Life
Bethel Neighborhood Center
Better Together - Argentine District
Catholic Charities of Northeast Kansas
Community Care Network of Kansas
Community Health Council of Wyandotte County
Confluence HRKC
Dispensary of Hope
El Centro
Fountain of Life
Greater Kansas City Community Foundation
Heart to Heart International
IRIS
JayDoc Clinic
Johnson County Health Department
Kansas City Kansas Chamber of Commerce
Kansas City Kansas Community College
Kansas Department of Health and Environment
Mercy & Truth Healthcare Ministry
Nonprofit Connect
OptumRx
Providence Medical Center
REACH Healthcare Foundation
Resurrection, a United Methodist Church
Single Mom KC
SkillBuilders Fund
SupportKC
Swope Health
The Therapeutic Community
Unified Government of Wyandotte County
Unite Us
United Way of Greater Kansas City
University of Kansas Health System
University of Missouri Kansas City
Wyandotte County Public Health Department
Wyandotte Health Foundation
WyCo Recovery Collective

LEADERSHIP & ADMINISTRATION

Michael Fink, PharmD
President and CEO

Stacy Tobin
Senior Director of Development & Community Outreach

Michaela Kidd
Stewardship Manager

Samantha Schmidt
Business Manager

PHARMACY TEAM

Brandon Powers, PharmD
Pharmacist-in-Charge

Robert Rosenbaum, PharmD
Pharmacist-in-Charge

Kari Duede, PharmD

Andi Neuhofel, PharmD

Sandra Zamarripa, CPhT
Pharmacy Operations Manager

Ana Escalante, CPhT

Cecilia Escalante, CPhT

Edgar Martinez, CPhT

Gael Rodriguez, CPhT

Jazmin Jimenez
Technician

PRN PHARMACISTS

Emily Jobson, PharmD

Kim Boaz, PharmD

Nicholas Vitale, PharmD



Platinum
Transparency
2026

Candid.

Charity
Navigator



+ FOUR-STAR +



Pharmacy of Grace

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