

2021 National Pharmacy Compounding Demographics Study

Prepared for the Alliance for Pharmacy Compounding

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Executive Summary

An online questionnaire was designed and created to measure the demographics of pharmacy compounders and compounding pharmacies in the United States. The secondary goal of this project was to determine which issues were of primary importance to compounders and compounding pharmacies based on survey responses.

736 responses were obtained between April 6 and May 12, 2021. A wide range of participants participated in the survey. The vast majority (83.0%) were from independent community pharmacies or closed-door practices. 88% identified as being from a 503A retail or closed-door pharmacy.

The participants from 503A retail or closed-door pharmacies were asked a series of questions. Responses indicated that the participants came from pharmacies of all sizes. 14.9% of these pharmacies fill fewer than 10 compounded prescriptions a day, whereas 19.1% of them filled more than 100 compounded prescriptions per day. The plurality (28.0%) filled between 21 and 50 compounded prescriptions a day. This wide variance in demand can also be seen by the answers to how many prescribers of compound medications are served. The two most common answers were the extremes (29.5% serve less than 26 prescribers and 22.3% serve more than 200 prescribers).

Half of the 503A respondents compound fewer than 100 unique formulations each month and half compound more than 100 unique formulations per month. 52.8% of 503A pharmacy compounders stated their volume of compounding prescriptions had increased over the last twelve months despite the pandemic (compared to 17.3% who saw a decrease). 85.6% of compounding pharmacies employ 30 or fewer people. 60.8% have 12 or fewer employees. Half of the 503A respondents said fewer than 47% of their

employees were primarily engaged in actively compounding medications and half of the respondents said more than 47% of their employees were primarily engaged in actively compounding medications. In other words, almost half of all compounding pharmacy employees spend most of their time actively compounding medications.

Most (57.0%) 503A participants said the number of employees in their pharmacy had remained the same over the last twelve months. More stated they had increased this number (30.1) than decreased (12.9%). 84.3% had only one location where they did all of their compounding. The majority of 503A compounders said they kept their marketing budget fairly constant over the last year. 23.5% increased their budget, while 16.2% decreased it. Compounded preparations make up 57.1% of all prescriptions filled by the average pharmacy (the median was 64.0%). Compounded prescriptions make up the entire prescription business for 13.1% of 503A pharmacies.

59.4% of 503A pharmacies accept at least some types of insurance. 46.8% of the pharmacies were either administering COVID-19 vaccines or had taken steps to do so.

Participants from 503B outsourcing facilities were also asked a series of questions. On average, 53.8% of their employees were primarily engaged in actively compounding medications (median of 62.5%). 55.6% of these facilities compounded non-sterile preparations in bulk for office administration. 72.2% did so for sterile preparations. And 27.8% of these facilities compounded preparations for patient-specific prescriptions.

Respondents from both types of compounding facilities were asked a series of questions about their non-sterile and sterile preparations. 94.3% of these organizations compound non-sterile preparations. Out of this sample, the vast majority

(83.7%) provides for both human and veterinary use. 35.2% of the pharmacies and facilities compound sterile preparations (such as injectables, irrigation fluids, ophthalmics, aqueous inhalant solutions for respiratory treatments, etc.).

Non-sterile *hazardous* drug compounding, as defined by the NIOSH List, makes up 48.7% of business for the average compounding facility (the median was 50.0%). Sterile *hazardous* drug compounding is 21.2% of the business for the average facility; however, it is less than 10% of business for half of all compounding facilities. 50.4% of the represented pharmacies had someone in their pharmacy who was board-certified in sterile compounding.

API distributors were the primary source for pharmacies to obtain formulas for compounding, mentioned by 71.0% of compounders. The facilities of 86.7% of the respondents have been recently redesigned or are being considered for redesign to achieve or maintain compliance with practice standards.

Men and women were both well represented in the survey, with males making up a slight majority (54.2%) of the respondents. The average respondent has been working in his or her current position for 13.0 years and in in the compounding profession for 15.8 years.

Additional demographic questions were asked only of pharmacists (72.6% of the respondents). The average pharmacist has been licensed for 23.1 years and has been compounding for 16.3 years.

Pharmacy technicians (17.8% of respondents) were also asked additional demographic questions. The average pharmacy technician had 12.0 years of experience as a pharmacy technician in the compounding industry. 87.8% were certified technicians.

42.8% of respondents were owners of their facility and were asked questions about their business. A total of 22 high-volume service niches were listed by at least five of the owners, of which three were listed by over half of all owners. Compounded hormone replacement therapy was, by far, the most frequently listed high-volume offering; 77.0% of the owners listed it as one of their top five offerings. Dermatology was a distant second at 57.%, followed by Veterinary (non-equine only) offerings at 52.1%.

42.5% of the pharmacies were licensed in multiple states. It is clear that the number of pharmacies/facilities that ship out of state varied greatly. For example, 50.2% of the owners stated that their pharmacies do not ship out-of-state whereas another 5.1% said out-of-state shipments made up at least 75% of their business.

Roughly two-thirds of the owners provide health insurance (66.7%) and retirement benefits (65.7%) for their employees.

Methodology

The primary goal of this work was to measure the demographics of pharmacy compounders and compounding pharmacies in the United States. The secondary goal of this project was to determine which issues were of primary importance to compounders and compounding pharmacies based on survey responses.

The questionnaire was designed as an iterative process between staff of the Alliance for Pharmacy Compounding (APC), Letco Medical, Medisca, PCCA, and the University of Mary Washington's Center for Business Research (CBR). Once the survey questions were approved by all parties, the questions were programmed into a web-based server that could be addressed by unique web addresses. This provided a mechanism for tracking if responses came from emailed invitations or from people clicking on the APC website.

The APC and CBR then thoroughly tested the online version to ensure all worked as intended. Based on the limited skip pattern logic allowed by the survey software we selected, we had to duplicate the 503A and 503B sections to account for those who answer D on Question 2. Questions 23 to 42 were only seen respondents who were both a 503A and 503B organization and these questions were exact duplicates of Questions 3-22. The responses to these questions were then counted and presented with the other responses from Questions 3-22. Several questions were also asked in the survey to help APC better serve its members – these responses are not part of this report.

The APC and the three distributors individually shared their email contact list with one individual from the Center for Business Research. He was the only person in the entire project to have access to these lists and all reasonable (and some unreasonable)

precautions were taken to keep this information secure. The lists were merged and duplicate email addresses removed.

Each unique email address on the list was sent an email requesting that they participate in the research study. An incentive (a copy of this report's executive summary and being entered in the lottery for a free Apple iPad Mini) was offered to those who provided their email address. The initial emails were sent to respondents between April 6 and 13, 2021. A reminder email was sent to the same recipients a week after the initial email was distributed (those who completed the survey before the reminder and provided their email address were not sent a reminder email). The reminders were sent between April 13 and April 20, 2021.

In addition to the emailed survey invitations, APC posted a link to the survey on their site and the three distributors included a flyer encouraging their customer to complete the survey. A copy of the flyer appears below:

Who are you?
What's your practice?
How is it changing?

**Take the 2021
Compounding Profile Survey**
*from the Alliance for Pharmacy Compounding
and the University of Mary Washington*

Join more than 19,000 pharmacists, technicians, and others to help define the breath and depth of pharmaceutical compounding in the U.S.: Practice areas, the scope of your practice, how it's changed, and more.

Your answers in this 10-minute survey are crucial for informing policy makers, media, and advocacy efforts to protect your business.

As a member of the compounding community, we need your perspective.

Take the survey today:

A4PC.org/2021survey

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The survey posted at the APC site and promoted through fliers remained open until May 12, 2021. 567 responses were obtained from the emailed survey invitations. Another 169 surveys were obtained from the flyers and APC link (after deleting the responses from a very few eager participants who completed both surveys). The results from the email responses were compared to the responses obtained from the APC links/flyers and the overall results were similar. It was decided to use all 736 responses so that the research would represent as many perspectives as we could obtain.

Results

Initial Questions

The first two questions were asked of all participants. Respondent answers to Question 2 were used along with skip programming to ensure that respondents only saw questions appropriate for their background.

Q1. Which of the following best reflects your primary practice or business setting?

Practice or Business Setting	Frequency	Percent
Independent community pharmacy or closed-door practice	611	83.0%
Compounding supplier or other compounding service provider	32	4.3%
503B outsourcing facility	18	2.4%
Veterinary practice (pharmacy only for animals)	16	2.2%
Hospital, health-system, or clinic practice	11	1.5%
Home infusion or TPN practice	10	1.4%
Chain pharmacy	9	1.2%
Long-Term Care facility that compounds	6	0.8%
College of Pharmacy or other academic institution	5	0.7%
All other answers	18	2.4%
Total	736	100.0%

Q2. Please indicate the option that best describes your compounding setting.

	Frequency	Percent
We are a 503A retail or closed-door pharmacy	648	88.0%
I don't work directly for a compounding pharmacy	54	7.3%
We are a 503B outsourcing facility	17	2.3%
We operate both a 503A pharmacy and a 503B outsourcing facility	9	1.2%
We are a hospital compounding pharmacy	8	1.1%
Total	736	100.0%

Questions for 503A Employees

The following questions were asked of those who selected any one of the following three options from Question 2:

- We are a 503A retail or closed-door pharmacy
- We are a hospital compounding pharmacy
- We operate both a 503A pharmacy and a 503B outsourcing facility

Q3. On an average day, how many compounded prescriptions does your 503A pharmacy dispense?

	Frequency	Percent
Fewer than 10	99	14.9%
10 to 20	123	18.5%
21 to 50	186	28.0%
51 to 100	130	19.5%
101 or more	127	19.1%
Total	665	100.0%

Q4. Approximately how many prescribers of compounded medications does your pharmacy serve?

	Frequency	Percent
1 to 25	196	29.5%
26 to 50	127	19.1%
51 to 100	113	17.0%
101 to 200	81	12.2%
More than 200	148	22.3%
Total	665	100.0%

Q5. In a typical month, approximately how many unique compounded formulations do you work with?

Out of 662 responses, the average was 334.1 unique compositions with responses varying from a low of one compounded formation a month by two respondents and a high of 15,000 a month by one respondent. Given the extreme variance in responses (standard deviation of 966.1), it may be more useful to look at the median, which was exactly 100.0. This means that half of the respondents compound fewer than 100 unique formulations each month and half compound more than 100 unique formulations per month.

Q6. Over the past 12 months, my 503A pharmacy’s compounding prescription volume has:

	Frequency	Percent
Increased considerably – by 10% or more	182	27.4%
Increased, but by less than 10%	169	25.4%
Remained about the same	199	29.9%
Decreased, but by less than 10%	66	9.9%
Decreased considerably, by more than 10%	49	7.4%
Total	665	100.0%

52.8% of 503A pharmacy compounders stated their volume of compounding prescriptions had increased over the last twelve months compared to 17.3% who saw a decrease. Those who indicated that their prescription volume had changed were asked for their thoughts as to why this was the case. Jennifer Petska (APC) reviewed their responses and sorted them into the categories that appear on the next page.

Q7a. If your prescription volume has increased in the past 12 months, to what do you attribute the change? [open ended]

	Frequency
Marketing	97
Increased demand	76
Customer service	36
Less competition	35
COVID	23
No idea	9
Other	36
Total	312

Q7b. If your prescription volume has decreased in the past 12 months, to what do you attribute the change? [open ended]

	Frequency
COVID (general)	52
COVID (fewer patient visits to physician offices)	15
Insurance	9
Regulations (general)	8
Competition	7
Decreased marketing	5
Regulations (USP <800>)	3
HCG being reclassified	3
Other	8
Total	110

People from both groups attributed the change in their business to COVID. The majority of those doing so blamed COVID for a decrease in their prescription volume. After reviewing both sets of comments, it is reasonable to conclude that people’s reactions to COVID resulted in an overall decrease in prescriptions as many people stayed home and even avoided their doctors. In general, respondents believed this to be a large factor for those reporting a loss in business. However, in some cases, the overall decrease in volume caused some pharmacies to close, resulting in an increase in business for their surviving competition. This conclusion could be empirically checked by seeing if an abnormally high number of compounding pharmacies closed during the last twelve months.

Q8. What is the total number of people employed by your compounding pharmacy?

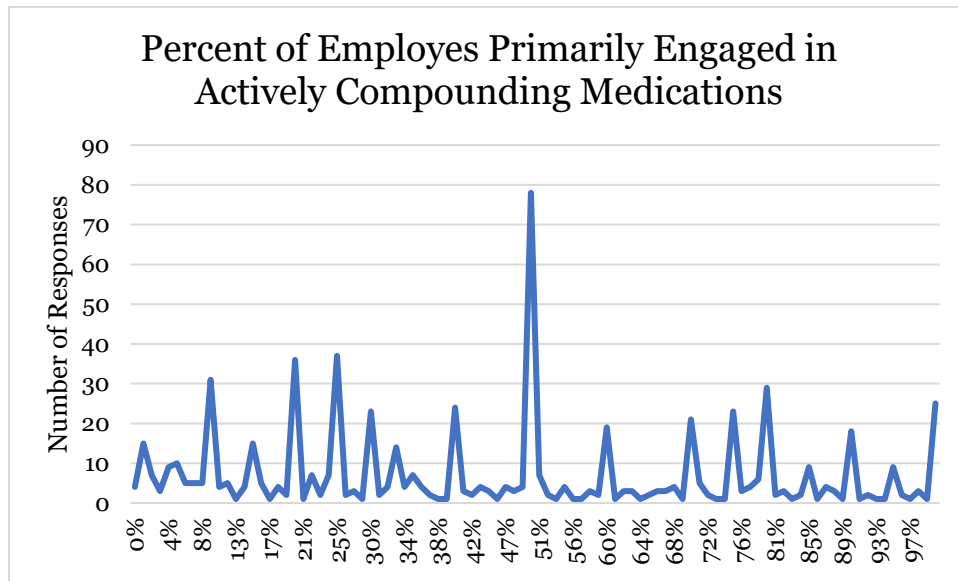
If your organization has multiple locations, please answer for the total across all facilities.

85.6% of compounding pharmacies employ 30 or fewer people. 60.8% have 12 or fewer employees.

	Frequency	Percent
1 to 5 employees	177	26.6%
6 to 12 employees	227	34.1%
13 to 30 employees	165	24.8%
31 to 50 employees	58	8.7%
51 to 75 employees	8	1.2%
76 or more employees	30	4.5%
Total	665	100.0%

Q9. What percent of your employees dedicate the majority of their time to actively compounding medications (as opposed to sales, administration, etc.)?

If your organization has multiple locations, please answer for the total across all pharmacies.



Out of 665 responses, the average was 45.8% with responses varying from a low of 0% by four respondents and a high of 100% by 25 respondents. The standard deviation was 28.9%. A plurality (11.7%) stated that 50% of their employees spent the majority of their time actively compounding medications. The median was 47.0%. Whether one looks at the average or the median, **almost half of all compounding pharmacy employees spend most of their time actively compounding medications.**

Q10. Over the past 12 months, the number of employees in your pharmacy has:

	Frequency	Percent
Decreased	86	12.9%
Increased	200	30.1%
Remained the same	379	57.0%
Total	665	100.0%

Q11. How many locations does your organization own where compounding takes place?

	Frequency	Percent
1	560	84.3%
2	56	8.4%
3	18	2.7%
4	12	1.8%
5	5	0.8%
More than 5	13	2.0%
Total	664	100.0%

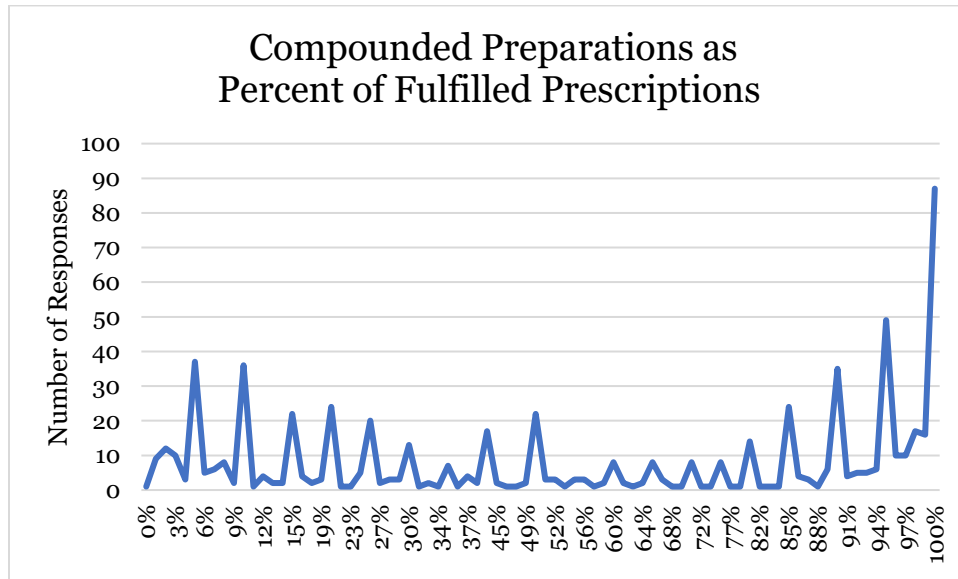
The vast majority (84.3%) of 503A compounding organizations have one facility for compounding.

Q12. How has your marketing budget increased or decreased in the past 12 months?

	Frequency	Percent
Increased considerably – by 10% or more	79	11.9%
Increased, but by less than 10%	77	11.6%
Remained about the same	401	60.3%
Decreased, but by less than 10%	43	6.5%
Decreased considerably, by more than 10%	65	9.8%
Total	665	100.0%

The majority of 503A compounders kept their marketing budget fairly constant over the last year. 23.5% increased their budget, while 16.2% decreased it.

Q13. Out of the prescriptions that your pharmacy fulfills, approximately what percent are compounded preparations?



Out of 665 responses, the average was 57.1% with responses varying from a low of 0% by one respondent and a high of 100% by 87 respondents. In other words, compounded prescriptions make up the entire prescription business for 13.1% of 503A pharmacies. The standard deviation was 37.4%. The median was 64.0%.

Q14. In the current pandemic, has your pharmacy compounded COVID shortage drugs for hospitals under temporary guidance from the FDA and with approval of the state board of pharmacy?

	Frequency	Percent
No	578	86.9%
Yes	87	13.1%
Total	665	100.0%

Q15. My compounding pharmacy:

	Frequency	Percent
Accepts most insurance	238	35.8%
Accepts some insurance, but limited	157	23.6%
Does not accept any insurance (cash only)	270	40.6%
Total	665	100.0%

59.4% of 503A pharmacies accept at least some types of insurance.

Q16. In the current COVID-19 pandemic, has your pharmacy compounded hand sanitizer under temporary guidance from the FDA?

	Frequency	Percent
No	221	33.2%
Yes	444	66.8%
Total	665	100.0%

Q17. Is your pharmacy currently administering COVID-19 vaccinations?

	Frequency	Percent
No, and we have no plans to do so	353	53.2%
Not yet, because paperwork has not yet gone through or we have not yet received our allocation of vaccine	76	11.4%
Yes	235	35.4%
Total	664	100.0%

503A pharmacies were roughly split with a slight majority having no plans to administer COVID-19 vaccinations. 46.8% of the pharmacies were either administering these vaccines or had taken steps to do so.

Questions for 503B Employees

The following questions were asked of those who selected any one of the following two options from Question 2:

- We are a 503B outsourcing facility
- We operate both a 503A pharmacy and a 503B outsourcing facility

18 respondents in the study could answer these questions. For many studies, this would be considered a very low amount; however, there were only 77 facilities registered with the FDA as of the writing of this report.¹ Thus, our sample of 18 responses makes up 23.4% of the overall population.

Q18. How many people are employed by your outsourcing facility?

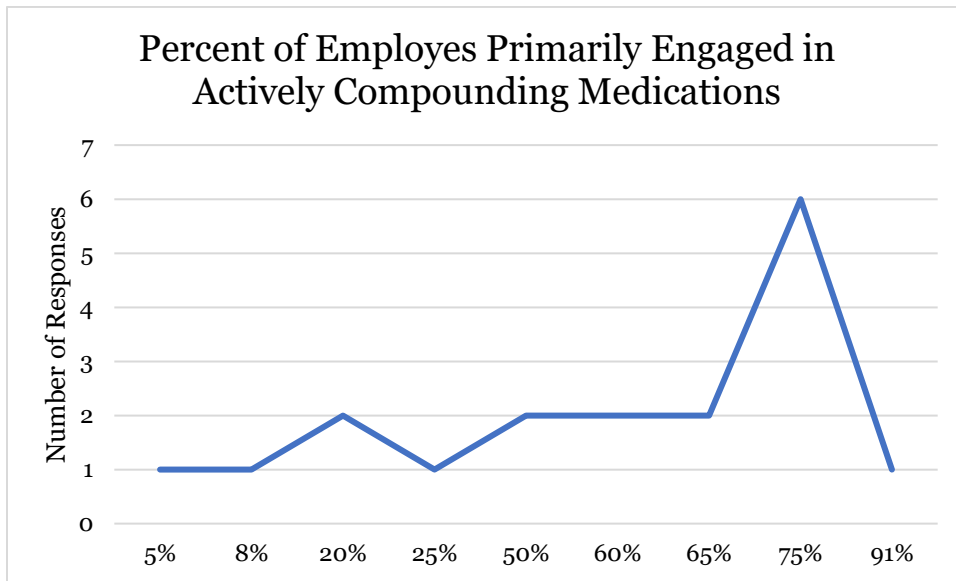
If your organization has multiple locations, please answer for the total across all facilities.

	Frequency	Percent
1 to 5 employees	3	16.7%
6 to 12 employees	5	27.8%
13 to 30 employees	3	16.7%
31 to 50 employees	2	11.1%
51 to 75 employees	1	5.6%
76 or more employees	4	22.2%
Total	18	100.0%

¹ Information gathered from the FDA on June 14, 2021 from <https://www.fda.gov/drugs/human-drug-compounding/registered-outsourcing-facilities>.

Q19. What percent of your employees dedicate the majority of their time to actively compounding medications (as opposed to sales, administration, etc.)?

If your organization has multiple locations, please answer for the total across all pharmacies.



Out of 18 responses, the average was 53.8% with responses varying from a low of 5% by one respondent and a high of 91% by one respondent. The standard deviation was 26.6%. A plurality of respondents (33.3%) stated that 75% of their employees were primarily engaged in actively compounding medications. The median was 62.5%.

Q20. We compound non-sterile preparations in bulk for office administration.

	Frequency	Percent
No	8	44.4%
Yes	10	55.6%
Total	18	100.0%

Q21. We compound sterile preparations in bulk for office administration.

	Frequency	Percent
No	5	27.8%
Yes	13	72.2%
Total	18	100.0%

Q22. We compound preparations pursuant to a patient-specific prescription.

	Frequency	Percent
No	13	72.2%
Yes	5	27.8%
Total	18	100.0%

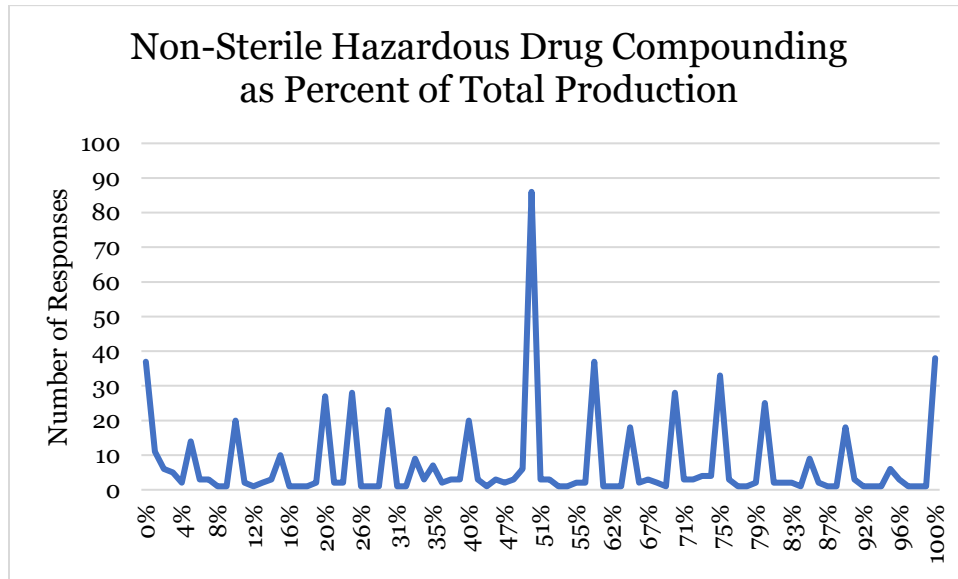
Non-Sterile Preparations

Almost all respondents were asked Question 43. The only respondents who did not see this question were those who stated “I don’t work directly for a compounding pharmacy” in Question 2.

Q43. My pharmacy or facility compounds non-sterile preparations:

	Frequency	Percent
No	39	5.7%
Yes	643	94.3%
Total	682	100.0%

Q44. Approximately what percent of your pharmacy’s or facility’s total production is non-sterile hazardous drug compounding as defined by the NIOSH List?



Out of the 643 people who answered yes to Question 43, the average was 48.7% with responses varying from a low of 0% by 37 respondents (5.8%) and a high of 100% by 38 respondents (5.9%). The standard deviation was 30.0%. A plurality of respondents (13.4%) stated that 50% of their total product was non-sterile hazardous drug compounding. The median was also 50.0%.

Q45. We compound non-sterile preparations:

	Frequency	Percent
For both human and veterinary use	538	83.7%
For human use only.	83	12.9%
For veterinary use only	22	3.4%
Total	643	100.0%

Sterile Preparations

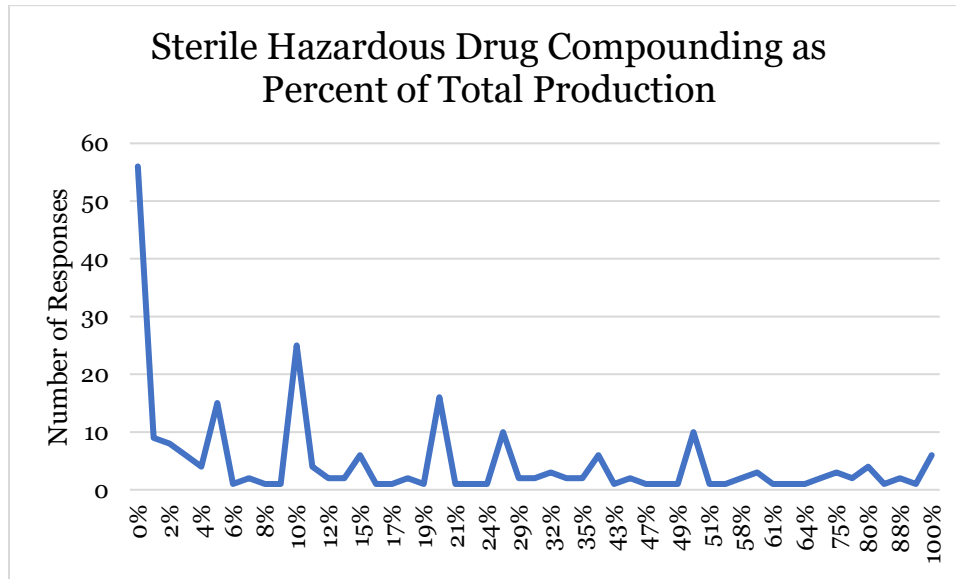
Almost all respondents were asked Question 46. The only respondents who did not see this question were those who stated “I don’t work directly for a compounding pharmacy” in Question 2.

Q46. My pharmacy or facility compounds sterile preparations

(such as injectables, irrigation fluids, ophthalmics, aqueous inhalant solutions for respiratory treatments, etc.)

	Frequency	Percent
No	442	64.8%
Yes	240	35.2%
Total	682	100.0%

Q47. Approximately what percent of your pharmacy’s or facility’s total production is sterile hazardous drug compounding, as defined by the NIOSH List?



Out of the 240 people who answered yes to Question 46, the average was 21.2% with responses varying from a low of 0% by 56 respondents (23.3%, also the plurality of respondents)) and a high of 100% by 6 respondents (6.3%). The standard deviation was 26.1%. The median was 10.0%. **In other words, while sterile hazardous drug compounding is 21.2% of the business for the average facility, it is less than 10% of business for half of all compounding facilities.**

Q48. We compound sterile preparations:

	Frequency	Percent
For both human and veterinary use	106	44.2%
For human use only	116	48.3%
For veterinary use only	18	7.5%
Total	240	100.0%

Q49. Are you or is someone in your pharmacy board-certified in sterile compounding?

	Frequency	Percent
No	119	49.6%
Yes	121	50.4%
Total	240	100.0%

General Compounding Pharmacy Questions

Almost all respondents were asked Question 52. The only respondents who did not see this question were those who stated “I don’t work directly for a compounding pharmacy” in Question 2.

Q52. Where does the pharmacy or facility you work for get its formulas?

Select all that apply.

Respondents who answered Other to this question were asked for details. Jennifer Petska reviewed all of these details and was able to place many of them into general categories.

	Frequency	Percent
Our supplier(s)/distributor(s)	569	83.4%
We have our own database.	353	51.8%
IJPC / Compounding Today	288	42.2%
USP compounded preparation monographs.	271	39.7%
Compound Assist (RS Software)	42	6.2%
Other (references such as Plumb’s and Trissel’s)	11	1.6%
Other (colleagues/consultants)	7	1.0%
Other (could not be easily categorized)	7	1.0%

The percentages exceed 100% because respondents could select more than one option.

Q53. The pharmacy or facility I work for:

	Frequency	Percent
Has been redesigned in the past 36 months to achieve or maintain compliance with practice standards.	425	62.3%
Has not been redesigned in the past 36 months and is not contemplating redesign.	91	13.3%
Is currently contemplating or undergoing redesign to achieve or maintain compliance with practice standards.	166	24.3%
Total	682	100.0%

The facilities of 86.7% of the respondents have been recently redesigned or are being considered for redesign to achieve or maintain compliance with practice standards.

Respondent Demographics

All respondents were asked these questions.

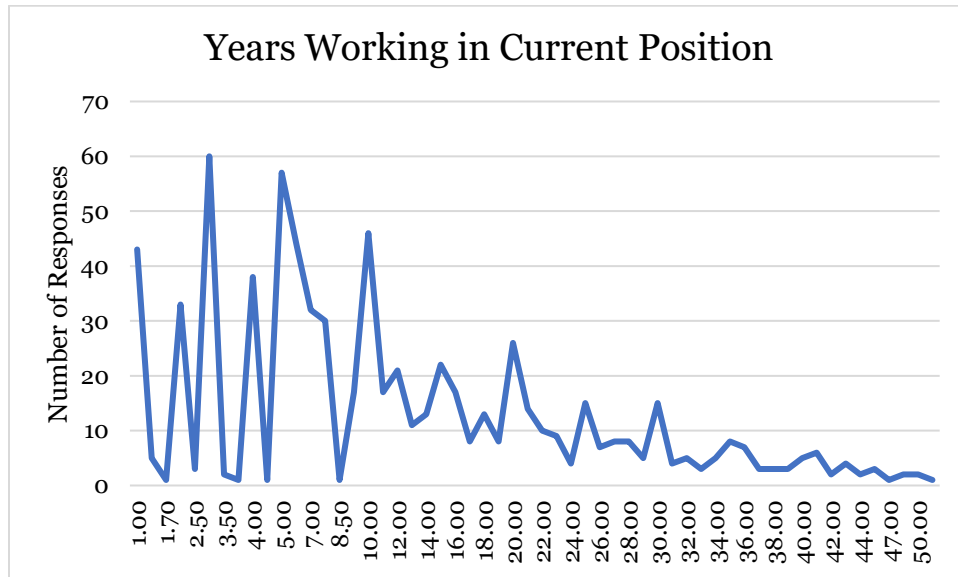
Q54. How old will you be on December 31, 2021?

	Frequency	Percent
Under 18	1	0.1%
18 to 26	12	1.6%
27 to 43	291	39.5%
44 to 56	239	32.5%
57 to 75	185	25.1%
Older than 75	8	1.1%
Total	736	100.0%

Q55. What is your gender?

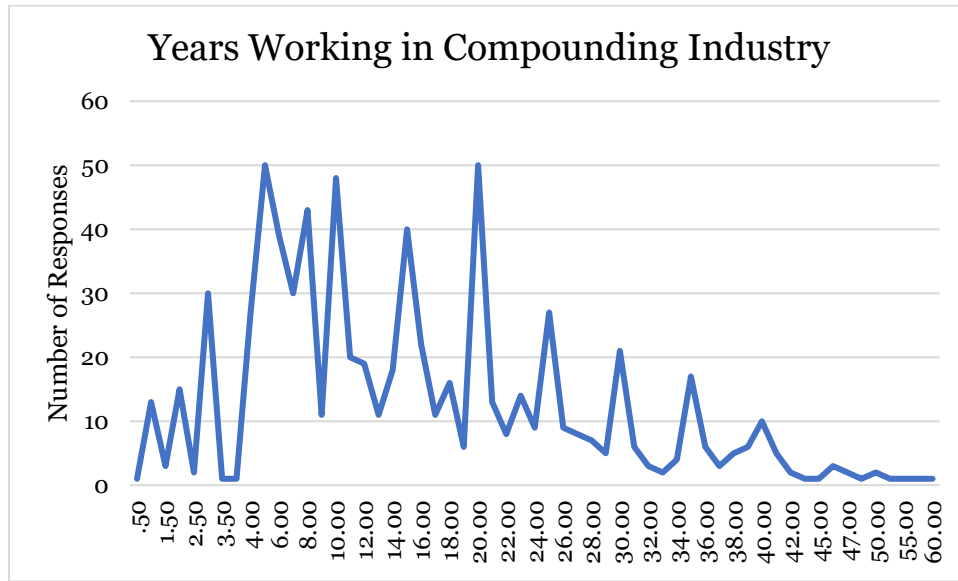
	Frequency	Percent
Female	321	43.6%
Male	399	54.2%
Prefer not to answer	16	2.2%
Total	736	100.0%

Q56. How many years have you been working in your current position?



The average respondent has been working in his or her current position for 13.0 years. Answers varied from a minimum of one year (5.9% of respondents) to a maximum of 58 years (0.1% of respondents). A plurality (8.2%) of respondents has worked in their position for 3 years. The median answer was 9.0 years.

Q57. How many years have you been working in the compounding profession/industry?



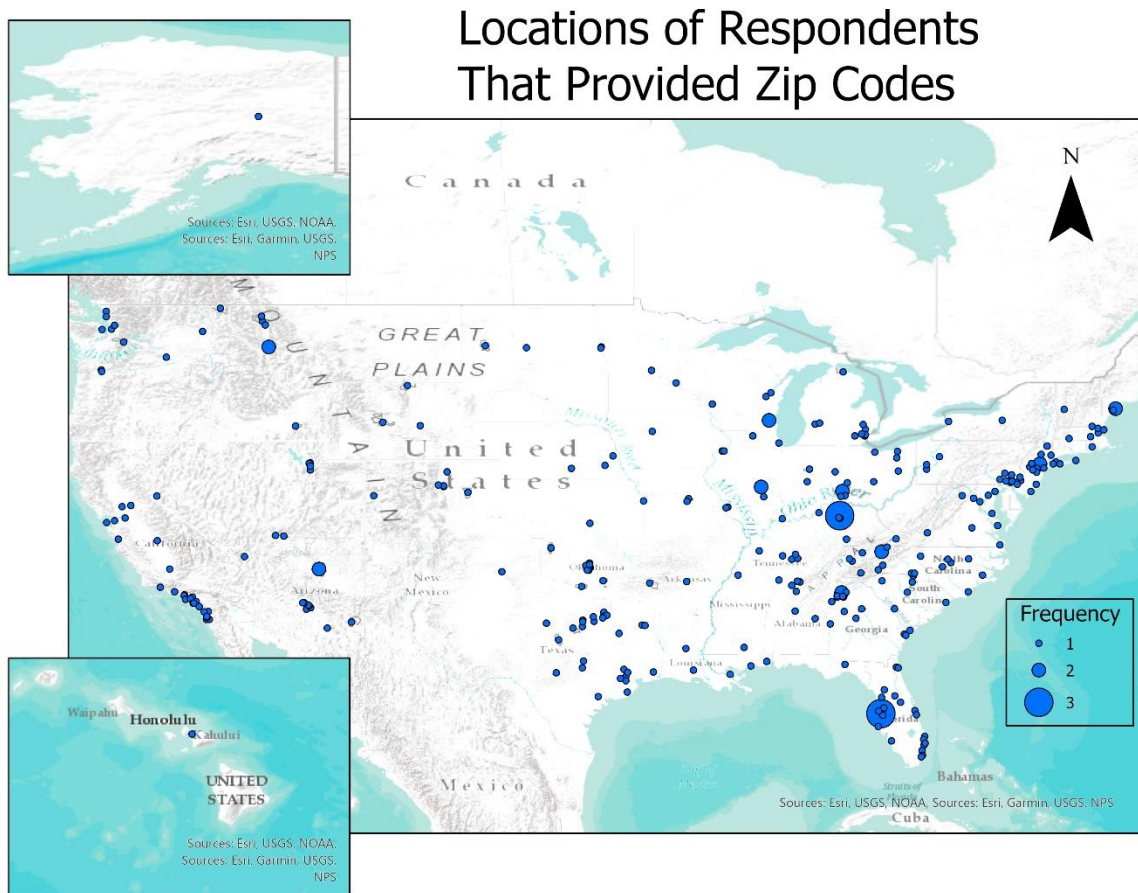
The average respondent has been working in the compounding profession for 15.8 years. Answers varied from a minimum of half a year (0.1%) to 60 years (0.1%). The median level of experience was 14.0 years, meaning that **half of the compounding employees have more than 14 years of individual experience in the industry.**

Q58. What is your role in the pharmacy, facility, or organization with which you are affiliated?

	Frequency	Percent
Pharmacist	534	72.6%
Technician	131	17.8%
Other – sales, administration, supply chain professional, educator, service provider, procurement, quality control, etc.	71	9.6%
Total	736	100.0%

Q85. What is your zip code?

This question was asked later in the survey, but is presented here so it can be viewed with the other demographic questions. 311 respondents provided their zip codes. These respondents are based in 296 unique zip codes across America, including Alaska and Hawaii.



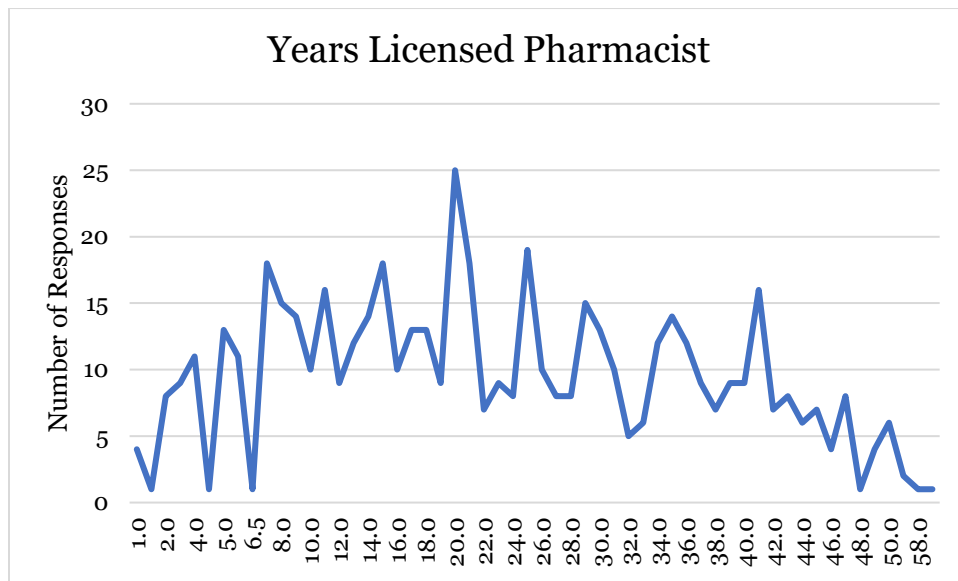
Pharmacist Demographics

Questions 59 through 62 were only asked of pharmacists.

Q59. Are you currently working in the compounding profession?

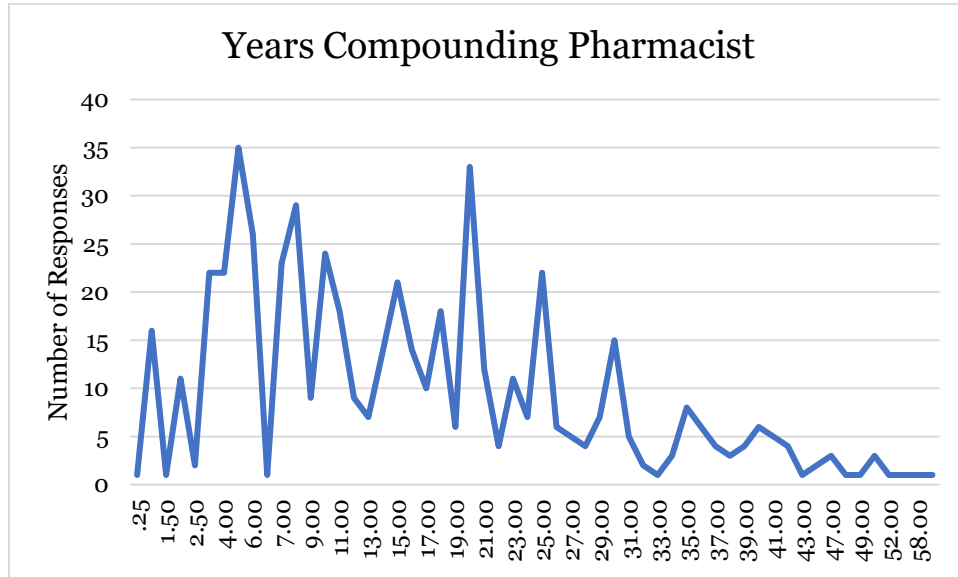
	Frequency	Percent
No	21	3.9%
Yes	513	96.1%
Total	534	100.0%

Q60. How many years have you been a licensed pharmacist?



The average pharmacist has been licensed for 23.1 years. Answers ranged from one year (0.7% of respondents) to 60 years (0.2%). The median was 21.0 years, meaning that half of the pharmacists have been licensed for over 21 years.

Q61. How many years have you been a compounding pharmacist?



The average pharmacist respondent has been compounding for 16.3 years. Answers ranged from a quarter of a year (0.2%) to 60 years (0.2%). The median was 14.0 years.

Q62. Which of the following best describes the place where you are employed?

	Frequency	Percent
Pharmacy	513	96.1%
Outsourcing facility	6	1.1%
Hospital/health system/clinic	3	0.6%
Educational institution	3	0.6%
Supplier/vendor/consultant	8	1.5%
Other (not working due to COVID)	1	0.2%
Total	534	100.0%

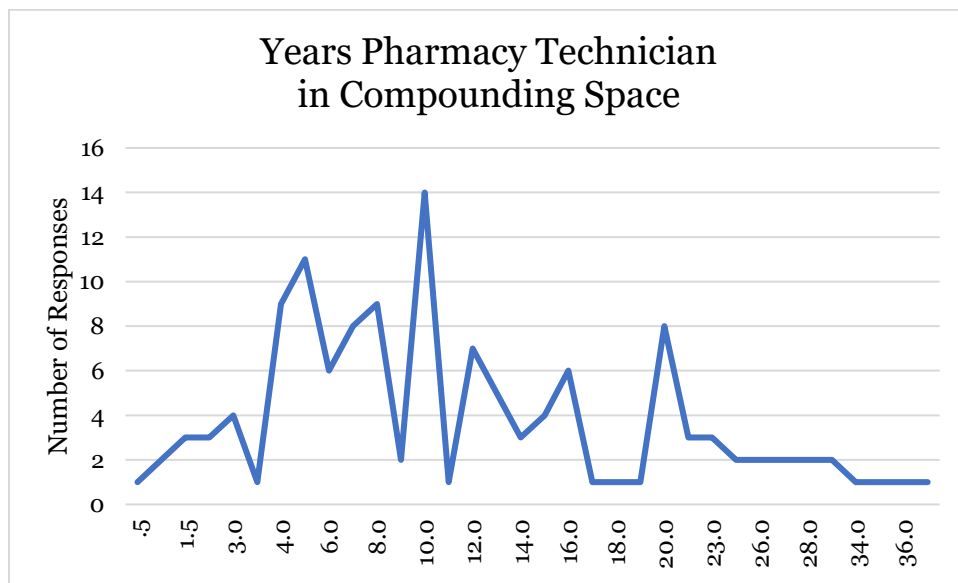
Pharmacy Technician Demographics

Questions 63 through 66 were only asked of pharmacy technicians.

Q63. Are you currently working in the compounding industry?

	Frequency	Percent
No	7	5%
Yes	124	95%
Total	131	100%

Q64. How many years have you been a pharmacy technician in the compounding space?



The average pharmacy technician that completed this survey had 12.0 years experience as a pharmacy technician in the compounding industry. Answers ranged from half a year (0.8% of respondents) to 39 years (also 0.8% of respondents). The median was 10.0 years.

Q65. Are you a certified technician?

	Frequency	Percent
No	16	12.2%
Yes	115	87.8%
Total	131	100.0%

Q66. Which of the following best describes the place where you are employed?

	Frequency	Percent
Pharmacy	123	93.9%
Outsourcing facility	3	2.3%
Hospital/health system/clinic	3	2.3%
Educational institution	1	0.8%
Compounding Pharmacy	1	0.8%
Other	0	0.0%
Total	131	100.0%

Owner Input

All respondents were asked Question 67. Those who stated they were sole owners or co-owners were then asked the other questions in this section.

Q67. Are you an owner or co-owner of your pharmacy or outsourcing facility?

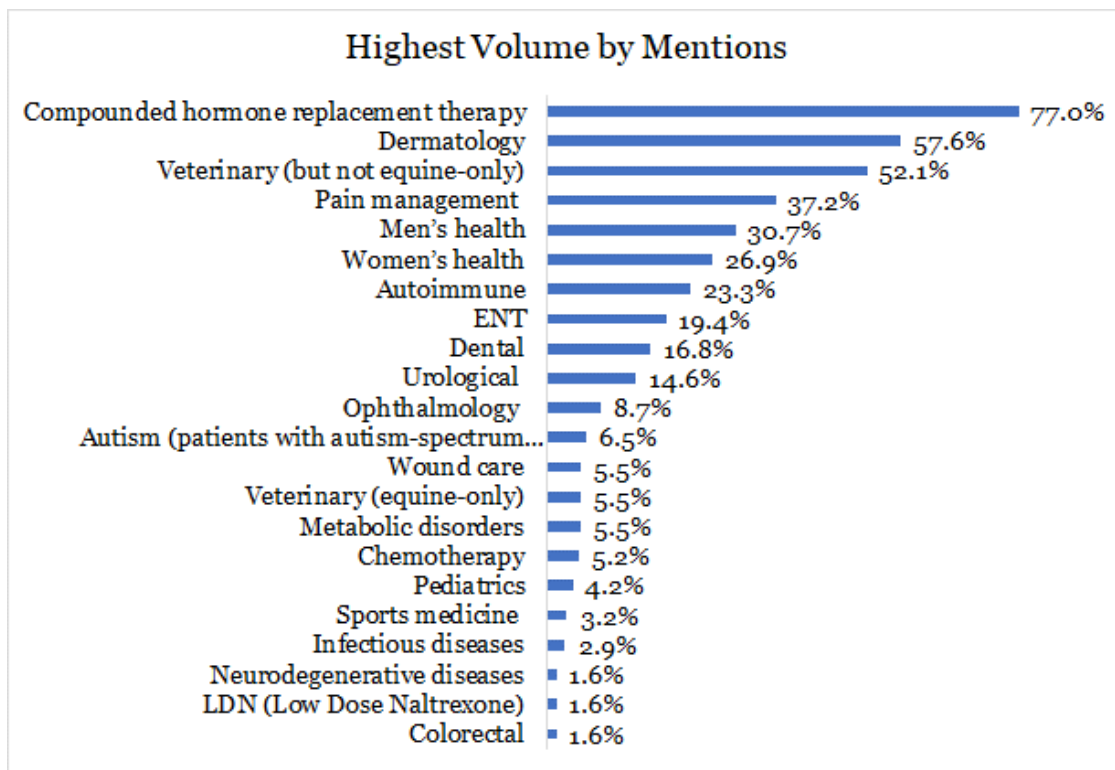
	Frequency	Percent
Sole owner	161	21.9%
Co-owner	154	20.9%
I have no ownership in a pharmacy or outsourcing facility	421	57.2%
Total	736	100.0%

42.8% of respondents were owners of their pharmacy or outsourcing facility.

Q68-73. Highest volume compounding pharmacy service niches

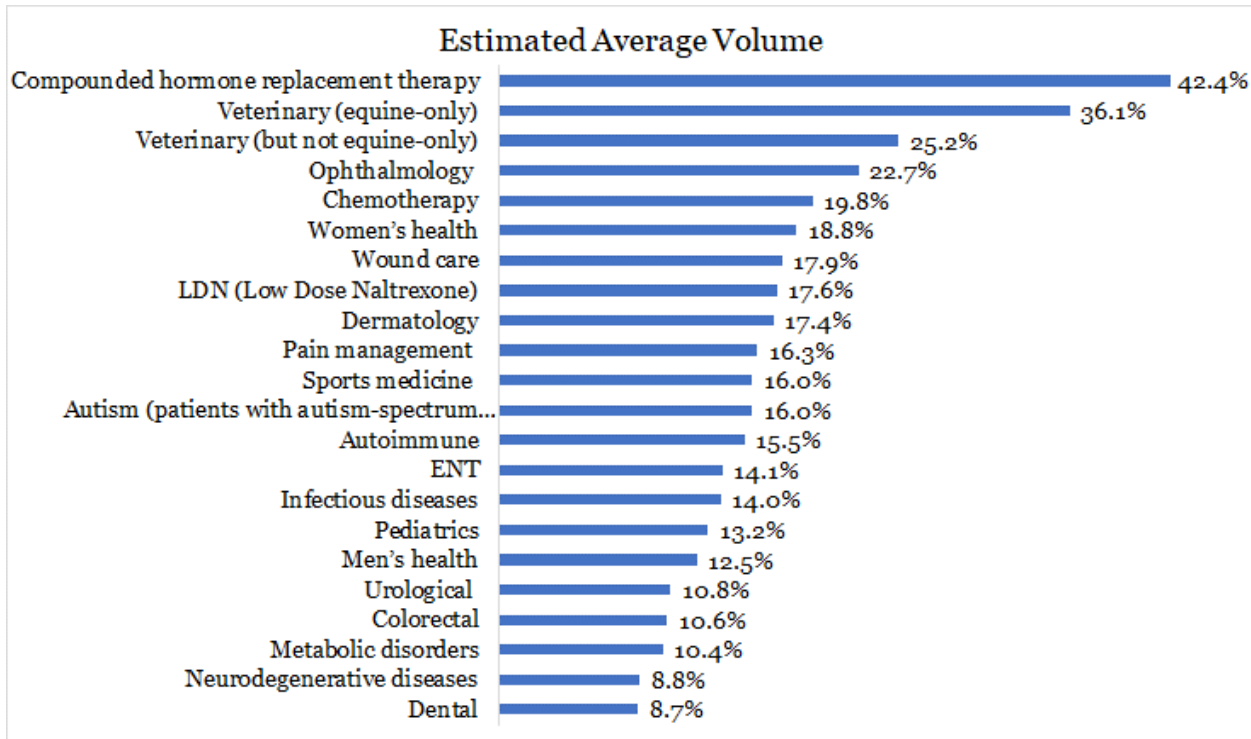
In Questions 68 to 73, respondents were asked to select their five highest-volume compounding pharmacy service niches and to estimate the percentages of these niches out of their pharmacy’s or facility’s overall practice volume. Out of the 315 owners, 309 sets of answers² to these questions were used to develop the following charts.

The first chart shows the percentage of owners who stated the compounding pharmacy service niche was one of their top five highest volume offerings by volume. Owners were given a list of options as well as the ability to input other offerings. 22 service niches were listed by at least five (1.6%) of the owners.



² Data from a few owners were not included due to unusual circumstances (e.g., one of the owners said his pharmacy did not compound and another was too new to compounding to feel comfortable providing answers) or not providing usable information.

The second chart shows the estimated average volume. It is important to note that the average volume is based on a much smaller sample size for many of the offerings. For example, Veterinary (equine-only) makes up an average of 36.1% of the volume for the 5.5% of owners who listed it as one of their highest volume offerings.



Q74. What was the (approximate) total gross revenue of your organization last year?

	Frequency	Percent
Under \$500,000	57	18.1%
Between \$501,000 and \$1 million	56	17.8%
Between \$1 and \$2 million	72	22.9%
Between \$2 and \$5 million	83	26.3%
Between \$5 and \$20 million	36	11.4%
Greater than \$20 million	11	3.5%
Total	315	100.0%

Q77. My pharmacy is licensed in:

	Frequency	Percent
Only my home state	181	57.5%
2-4 states	59	18.7%
5 -10 states	22	7.0%
11-25 states	20	6.3%
More than 25 states	33	10.5%
Total	315	100.0%

Q78. What percentage of the preparations you compound are shipped out of state?

	Frequency	Percent
N/A – we don't ship out of state	158	50.2%
Less than 5%	75	23.8%
5% to 20%	33	10.5%
21% to 49%	18	5.7%
50% to 75%	15	4.8%
More than 75%	16	5.1%
Total	315	100.0%

Q79. Do you offer health insurance or subsidize health insurance coverage for your employees?

	Frequency	Percent
No	105	33.3%
Yes	210	66.7%
Total	315	100.0%

Q80. Do you offer any sort of retirement plan or subsidy for your employees?

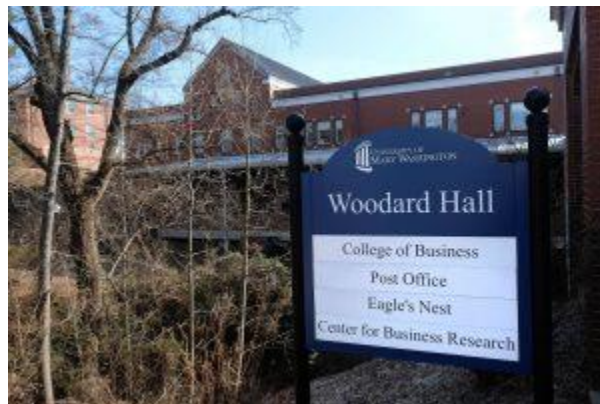
	Frequency	Percent
No	108	34.3%
Yes	207	65.7%
Total	315	100.0%

Q84. Regarding accreditation, my compounding pharmacy:

(Please select all that apply.)

	Frequency	Percent
Is accredited by PCAB (Pharmacy Compounding Accreditation Board)	74	23.5%
Is accredited by NABP (National Association of Boards of Pharmacy)	39	12.4%
Is accredited by URAC	4	1.3%
Is not accredited, but has a goal of pursuing a national accreditation in the next five years	97	30.8%
Is not accredited and has no plans to become accredited	129	41.0%

Center for Business Research



The Center for Business Research³ (CBR) is part of the University of Mary Washington's (UMW) College of Business. As a local source for economic and business research, the CBR was strategically created as a part of UMW's College of Business to capitalize on access to highly regarded faculty and facilitate opportunities for student engagement. The CBR leverages the expertise of UMW faculty to conduct research on issues affecting all functional areas of business, as well as issues impacting the regional economy. Through internships and employment opportunities, the CBR provides hands-on learning opportunities for students to assist faculty in research projects affecting business and the regional economy.

Please contact Dr. David Henderson, Director of the Center for Business Research, at dhender3@umw.edu for more information.

³ <https://business.umw.edu/center-for-business-research/>