



HEALTHWELL
FOUNDATION®

When health insurance is not enough.®

2018
ANNUAL
REPORT

MOMENTUM

2018 Highlights



Granted
\$512,315,985
in awards to
117,632 patients

28,000+ more patients
than any prior year



Processed
125,239
applications and
596,020 claims



Handled more than
313,000 calls, an average
of **26,098** per month



Continued to streamline our
program and processes by:



Enhancing our Income Verification and Document Review process to expedite grant approvals.



Eliminating our minimum reimbursement requirement.



Initiating the first in a **series of educational videos** outlining the grants process.



America's
Favorite
Charities
★2018



Launched or re-opened 18 funds

including multiple funds in oncology and a groundbreaking fund to provide financial assistance to individuals with a diagnosis of cancer that helps with cost-shares for covered services prescribed by behavioral health providers.

Opened a dedicated contact center,

HWF Direct, LLC, which houses more than 70 team members who help patients access life-changing—sometimes lifesaving—medical treatments they otherwise would not be able to afford.

Strengthened our team with the addition of Senior Operations Manager Megan George, Junior Accountant Albert Mejia, and Solutions Architect Rob Hidalgo.

Maintained an overhead rate of under 3% foundation-wide and continued our track record of never utilizing any donor dollars to pay any administrative expenses.

Ranked #41 on the 2018 Forbes list of the 100 Largest U.S. Charities, where the Foundation was recognized for its 100% fundraising efficiency. **Ranked #50 on the 2018 Chronicle of Philanthropy list of America's Favorite Charities.**

Succeeded in spreading our message through more than 111 million media impressions in news outlets, including *Reuters*, *Yahoo! Finance*, *MarketWatch*, and *Washington Business Journal*.

Letter from the President

In 2018, the HealthWell Foundation celebrated its 15th year of operation. Although the Foundation has undergone tremendous changes since serving our first grant recipient, one thing has remained constant—the need for our services. My heart is filled with gratitude for our continued growth and the ability to assist the tens of thousands of underinsured patients who turn to us every year to help them access critical, sometimes lifesaving, medical treatments. However, while we are honored to provide a financial lifeline to underinsured Americans who have nowhere else to turn, it is soul wrenching to know that the need for our services continues to grow.

We continued to gain momentum in 2018 by expanding our team, our programs, and the number of patients we were able to serve. To be clear: none of this would have been possible without the gracious contributions of our individual and corporate donors. As a result of their selfless generosity, HealthWell assisted more than 117,500 patients in 2018—28,000 more than in 2017! Since awarding our first grant in 2004, we have helped over 405,000 underinsured patients by providing more than \$1.25 billion in financial assistance. Thank you to our donors who continue to put their trust in the HealthWell Foundation and support our mission to reduce financial barriers to care for underinsured patients with chronic or life-altering diseases. We continue to set new records year over year and stand ready to serve even more patients in the years to come.

In 2018, we launched or re-opened 18 disease funds and expanded our corporate team. We were honored to be recognized by charity watchdog groups and publications like *The Chronicle of Philanthropy* and GuideStar. In addition, we received the prestigious rank of #41 on the 2018 *Forbes* list of the 100 Largest U.S. Charities.

Late in the year, we were proud to launch our very own contact center, HWF Direct, LLC, a wholly owned subsidiary of the HealthWell Foundation, located in Frederick, Maryland. The contact center, which was previously operated by a third party in Chantilly, Virginia, houses 70 highly trained HealthWell team members who serve as the first line of communication for callers. The opening of our contact center represents a significant milestone for the Foundation and further strengthens our ability to assist the thousands of underinsured Americans who reach out to us each month for assistance in accessing critical medical treatments.

We continued to work closely with our patient, provider, and pharmacy communities to help us identify the funds that patients need the most. Importantly, we honor every single grant we award. It is our promise to each grantee that once they're approved, they're able to access their grant up to the maximum grant amount or for the duration of their 12-month enrollment period, whichever comes first.

As our momentum continues to propel us to new heights, the dedicated efforts of the amazing team that surrounds me every day reminds me that anything is possible! On behalf of our Board of Directors and my devoted and loyal team, I thank you for your generous support and for trusting HealthWell to serve those in need. Your commitment to the HealthWell Foundation allows us to carry out our mission to ensure that no one goes without critical medical treatments simply because they can't afford them. Thank you for helping us provide a financial lifeline to patients to help them access critical medical treatments.

Warmest regards,



Krista Zodet
President



Krista Zodet
President

From our Board Chair

2018 represented a year of continued growth for the HealthWell Foundation. The generosity of corporate and individual donors continued to underscore the importance of our work and their trust in our ability to execute effectively on our mission. Donations in excess of \$427.5 million allowed us to provide a financial lifeline to more than 117,500 underinsured Americans, making 2018 another record year for the Foundation and our most impactful year to date. Without our donors' commitments to and support of our mission, none of this would have been possible and, for that, we are truly grateful.

As I have written in past years, I am concerned that the need for our services continues to grow. Ideally, we will someday realize the goal of affordable health care for all. HealthWell knows that the cost of health care is an increasing strain for most people—even those with insurance—and that out-of-pocket costs for copayments, deductibles, and premiums represent a large portion of the financial challenge they face. HealthWell is committed to addressing that hardship for as long as it continues to be the reality for many Americans.



Stephen M. Weiner
Board Chair

Since 2003, HealthWell has served as a safety net for the country's underinsured by helping individuals living with chronic and life-altering conditions gain or maintain access to prescribed medical treatments that they otherwise would not be able to afford. Without our support, thousands of people would face the catastrophic decision of choosing between accessing or being able to continue critical medical treatments, and having to refinance their homes, tap into their retirement funds, skip medications, or even cut back on daily necessities such as food. We eagerly await the time when federal, state, and local policies align to provide affordable health care for all Americans. Until that time comes, we will help provide a safety net for the underinsured that reduces their financial barriers to prescribed care.

We are also proud that, through challenging times when the integrity of some independent charitable patient assistance programs (CPAPs) has been subject to increased scrutiny, we continued to operate our programs in a manner that is compliant and remains true to our mission to serve those in need, just as we have done since our inception in 2003. By striving to exceed compliance with all applicable laws established for CPAPs, HealthWell continues to demonstrate our integrity to the government, our donors, and the public. HealthWell is a recognized leader in the industry. We do not—and will not—take our responsibility for rigorous compliance lightly.

We are honored that our dedicated corporate and individual donors continue to place their trust in HealthWell. They do so by providing the donations that enable us to continue to serve so many underinsured Americans. Our commitment will always be to maintain that trust.

On behalf of our Board, thank you for your ongoing support of HealthWell. Your support allows us to continue to focus on our mission and to ensure that no one has to forgo critical medical treatments due to cost. We are honored to be able to assist those who have nowhere else to turn.

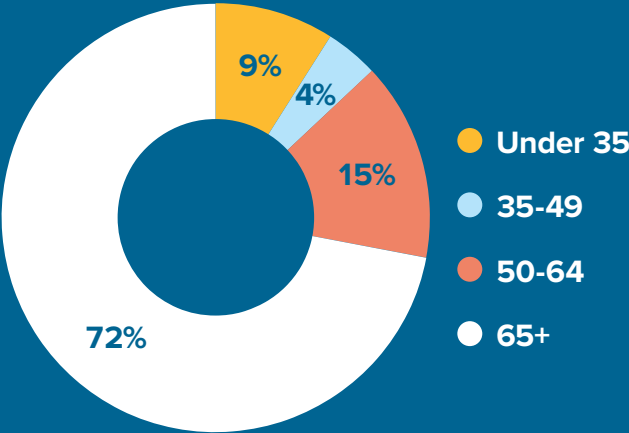
Warm wishes,

A handwritten signature in dark ink that reads "Stephen M. Weiner".

Stephen M. Weiner
Board Chair

The Lives We Touched

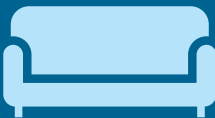
Age Breakdown



Marital Status

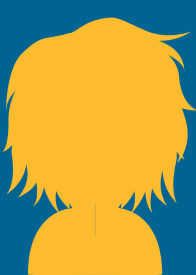


53%
of our patients
are single.



47%
of our patients
are married.

Gender

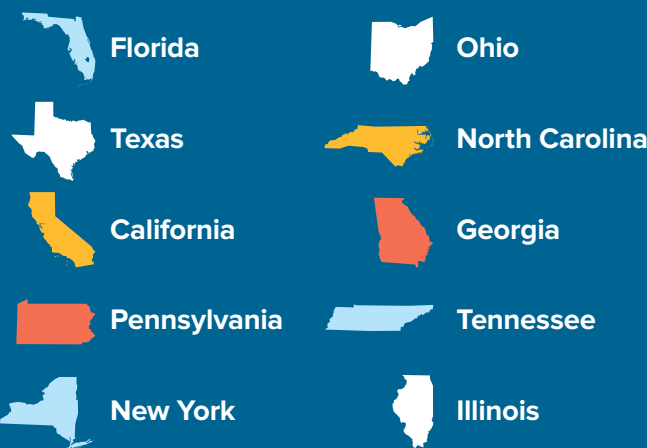


61%
Female



39%
Male

Top 10 States Assisted



Top Five Funds by Grant Approval Volume

- | | |
|---|---|
| 21% Post Menopausal Osteoporosis—Medicare Access | 7% Pulmonary Fibrosis |
| 14% Multiple Myeloma—Medicare Access | 5% Bone Metastases—Medicare Access |
| 8% Multiple Sclerosis—Medicare Access | |



The Lives We Touched (continued)

Average Household Size and Income



Our patients' average household income is **\$44,316***

*approximately **269%** of the Federal Poverty Level for a two-person household.

Average grant amount in 2018
\$3,296



Proportion of assistance requests for premium
0.7%

Referral Sources



- 29%** Pharmacy
- 27%** Provider/Physician's Office
- 13%** Reimbursement Support Line/Pharmaceutical Manufacturer
- 10%** Case Manager/Social Worker
- 7%** Another Copay Foundation
- 5%** Non-Profit/Patient Advocacy Organization
- 3%** Website/Web Search
- 2%** Patient/Family Member
- 2%** Financial Counselor
- 2%** Other

"Thanks to the HealthWell Foundation's assistance, my husband is able to continue his fight against Non-Small Cell Lung Cancer by way of his immunotherapy treatments. He started this remarkable treatment just over two years ago when chemotherapy was doing nothing but making him sicker! Thanks to HealthWell, his medical team at Ironwood Cancer & Research—and his medication—we were able to celebrate our 53rd anniversary this month!"

—**SANDY**

March 2018 (5 Star Facebook Review)



2018 External Relations, Communications, and Social Media Highlights

Throughout 2018, our integrated communications and marketing strategies focused on engaging and strengthening ties with our key stakeholders through new outreach campaigns, alliance development activities, social media, and our RealWorldHealthCare.org blog. In addition, we promoted our expanded portfolio of disease funds, including our new first-ever behavioral health fund.

In 2018, we launched our groundbreaking Cancer-Related Behavioral Health Fund, which provides copayment assistance for behavioral health treatments related to a cancer diagnosis. We launched the fund with a national media campaign leveraging the broad-based support of our leading oncology and mental health organization partners, including Mental Health America, American Psychosocial Oncology Society, Anxiety and Depression Association of America, Association of Community Cancer Centers, and Cancer Support Community. Through the fund, we can now assist patients in covering their out-of-pocket treatment-related costs for prescription drugs, counseling services, psychotherapy, and transportation.

Building on our new behavioral health focus, we sponsored a year-long blog series on our Real World Health Care blog on behavioral health issues associated with chronic illness. We spotlighted the efforts of key organizations who are dedicated to making sure that those with cancer are getting the behavioral health treatments they need. Our blog following grew to more than 10,500 visitors in 2018.

We also celebrated the fifth anniversary of our Pediatric Assistance Fund. Since opening the fund, we have helped the families of over 1,000 children living with more than 200 chronic or life-altering conditions afford their cost-shares for prescription drug copayments, counseling services, surgical procedures, medical devices, and other out-of-pocket costs.

In 2018, we continued to grow our network of partners by creating new relationships with more than a dozen leading patient-support organizations and advocacy groups who share our mission. We worked closely with our new and existing alliance partners to spread the word about our funds and to share resources with our stakeholders within specific disease communities.

Media Highlights

We spread our message nationally with dozens of our non-profit alliance partners, resulting in more than 111 million media impressions from placements in major news outlets, including **Reuters**, **Yahoo! Finance**, **MarketWatch**, and **Washington Business Journal**.

Accolades

HealthWell ranked #41 on the 2018 **Forbes** list of the 100 Largest U.S. Charities and #50 on the 2018 **Chronicle of Philanthropy** List of America's Favorite Charities. We were also proud to be recognized for our efficiency and transparency by leading charity watchdog groups, publications, and other organizations such as **Charity Navigator**, **GuideStar**, and **GreatNonprofits**.

Social Media

In 2018, we experienced significant growth across our social media platforms. We reached out to new patients and organizations and promoted our funds through partnerships, increased social media advertising, and enhanced audience targeting. We worked closely with other organizations and patient advocacy groups to generate awareness about HealthWell's funds, while also using our social media platforms to disseminate information about relevant awareness days and months.



— Reached 123,800+ people in 2018:
3,400+ followers



— Reached 115,000+ people in 2018:
1,400+ followers



— Launched in March 2018
Reached 5,200+ people, 550+ followers



— Our blog achieved 61% growth in 2018
with 14,500+ total visits and 10,500+ regular users

Funds Open During 2018

In 2018, we provided a financial lifeline to more than 117,500 insured Americans in nearly 50 disease areas to assist them in accessing critical, sometimes life-saving,

medical treatments they otherwise would not be able to afford. We awarded over \$512 million to support more than 125,000 grants through the following disease funds:

Acromegaly

Acute Myeloid Leukemia—Medicare Access

Amyotrophic Lateral Sclerosis

ANCA-Associated Vasculitis and
Granulomatosis with Polyangiitis (formerly
Wegeners)

Asthma

AutoImmune—Medicare Access

Bladder and Urothelial Cancer—Medicare
Access

Bone Metastases—Medicare Access

Breakthrough Cancer Pain—Medicare Access

Breast Cancer—Medicare Access

Cancer-Related Behavioral Health

Carcinoid Tumors and Associated Symptoms—
Medicare Access

Chemotherapy Induced Nausea or Vomiting—
Medicare Access

Chemotherapy Induced Neutropenia—
Medicare Access

Chronic Myeloid Leukemia—Medicare Access

Colorectal Carcinoma—Medicare Access

Congenital Sucrase-Isomaltase Deficiency

Cystic Fibrosis Treatments

Cystic Fibrosis Vitamins and Supplements

Cytomegalovirus Disease—Prevention and
Treatment

Diabetic Foot Ulcers

Dupuytren's Disease

Fungal Infections—Aspergillosis and Candidiasis

Gastric Cancer—Medicare Access

Giant Cell Arteritis or Temporal Arteritis—
Medicare Access

Gout—Medicare Access

Gout Travel

Head and Neck Cancer—Medicare Access

Hepatitis C

Hodgkin's Lymphoma

Homocystinuria

Huntington's Disease—Medicare Access

Idiopathic Thrombocytopenic Purpura

Immunosuppressive Treatment for Solid Organ
Transplant Recipients—Medicare Access

Macular Degeneration (Wet and Dry)

Melanoma—Medicare Access

Movement Disorders—Medicare Access

Multiple Myeloma—Medicare Access

Multiple Sclerosis—Medicare Access

Non-Small Cell Lung Cancer—Medicare Access

Ovarian Cancer—Medicare Access

Pediatric Assistance

Peyronie's Disease

Porphyrias

Post Menopausal Osteoporosis—Medicare
Access

Pulmonary Fibrosis

Renal Cell Carcinoma—Medicare Access

Secondary Hyperparathyroidism

Systemic Lupus Erythematosus

Tardive Dyskinesia—Medicare Access

Urea Cycle Disorders

Urticaria

Wilms' Tumor

2018 Information Technology and Operations

As our programs and services continued to grow in 2018, we remained vigilant in our efforts to make working with HealthWell as easy as possible for those we serve. Through the implementation of multiple enhancements

at the grants management and program levels, we further streamlined our processes both operationally and technologically. Through the dedicated efforts of our team, in 2018 we were able to:



Launch or re-open 18 funds, including multiple funds in oncology.



Augment our grants-management process to ensure that HealthWell is being billed in the tertiary position for patients with commercial insurance for more efficient utilization of donated funds, when appropriate.



Eliminate our minimum reimbursement requirement to allow patients to submit electronic claims immediately, regardless of the dollar amount.



Develop and publish a video to educate HealthWell stakeholders on the Income Verification and Document Review Process.



Add new team members to help us better support our patients.



Streamline our Income Verification and Document Review process to expedite grant approvals.



Enhance our Interactive Voice Response system to handle live enrollment calls more efficiently, while making it possible for non-enrolling callers to select from a pre-set series of options to address their inquiries.



Initiate ongoing fund analysis to identify underutilized grant dollars and to allow reallocation of those dollars to serve more patients with an immediate need.



Maintain an overhead rate of under 3% foundation-wide, while never having utilized any donor dollars to pay any administrative expenses.

“Just can’t say enough. I’d probably be dead if not for HealthWell’s financial help. Thanks to you good people . . . thanks muchly!!!”

—JOEL

January 2018 (5 Star Facebook Review)



Our Supporters and Alliance Partners—Working Together to Make a Difference

Making a difference in the lives of those we assist means more than just offering a financial lifeline to help with out-of-pocket costs for medical treatments. At the HealthWell Foundation, we focus on total patient care, not just a condition. Since patients often need support that goes beyond financial assistance, our team works diligently throughout the year to identify and connect with national health care organizations and patient advocacy groups who support our mission and the disease funds we cover. In 2018, we continued to expand our relationships with more than a dozen leading organizations to reach disease-specific communities and stakeholders to cross-refer patients, raise awareness about our funds, and help more patients in need. HealthWell would like to thank our valued alliance partners for their assistance and generous support of our mission. You can learn more about these amazing organizations by visiting: www.HealthWellFoundation.org/About/Our-Alliance-Partners.

“I was released from treatment because I was cured.”

“During my regular six-month general wellness check with my primary physician (September 2017), the labs that preceded that check-up showed some irregularities. My liver enzymes were sky high. When I went to the doctor, I told him I wanted to abstain from alcohol for a period of time and have the labs redone. Five weeks later, the liver enzymes were even higher. I had not consumed a drop of alcohol during those five weeks. My doctor ran some other labs and it showed a diagnosis of Hepatitis C virus.

I was assured that with a new medicine, the cure rate was 96%-99%. Twelve weeks later, labs showed no HCV detected. I had to wait another three months to be sure. I was released from treatment because I was **cured**.

So, where does HealthWell come in? The twelve-week treatment cost would have been over \$70,000. For a fixed-income person and a retired educator, it was absolutely prohibitive. The staff at the specialist’s office intervened with my insurance plan. It would have brought the cost down to around \$12,000. That was still a very difficult thing for us. **Along came HealthWell—working with the pharmacy involved—and a grant from them reduced my personal copay to \$0!**

I sincerely consider the Foundation part of my lifesaving cure. I will be forever grateful to them.”

—LEN S.

Omaha, NE—Hepatitis C Grant Recipient



2018—Our Most Celebrated Year to Date

HealthWell recognizes and gives thanks to the stakeholders who helped propel us through a year in which we assisted a record number of patients with a record amount of financial support. In fact, 2018 represented the most impactful and productive year in HealthWell's history.

Due to the generosity and continued commitment of our donors, HealthWell received more than \$427.5 million in individual and corporate donations, which allowed us to broaden our funds across a variety of disease areas and increase the number of patients we assisted through our programs.

Momentum in 2018 propelled the Foundation to new levels and enabled us to:

- Award more than \$512 million to over 117,500 underinsured Americans—representing growth of more than 28,000 patients over any prior year.
- Launch our dedicated contact center subsidiary, HWF Direct, LLC. The contact center is home to more than 70 professional representatives who handle up to 26,000+ callers each month.
- Newly open or re-open 18 different disease funds.
- Continue to operate nearly 50 funds in a variety of disease areas throughout the year.
- Maintain superior efficiency with a continued overhead rate of under 3% foundation-wide, while never having utilized any donor dollars to pay any administrative expenses.
- Continue, as always, to honor all grants awarded by supporting all existing patients with active grants even if the fund had to temporarily close to new applicants.

Our Commitment to Compliance

Charitable patient assistance programs (CPAPs), like HealthWell Foundation, are structured, governed, and operated in compliance with federal legal and regulatory requirements and are subject to oversight by the U.S. Department of Health and Human Services, Office of Inspector General (OIG), whose mission is to protect the integrity of federal health care programs. HealthWell operates well within the parameters of our favorable OIG opinions and fosters patient compliance with physicians, allowing eligible patients to follow their doctor's orders and access the best medical treatments for their conditions, regardless of manufacturer or cost.

As required by applicable legal and regulatory requirements, HealthWell has implemented and maintains safeguards and protocols to ensure that beneficiaries are not induced to use donor products over others. In fact, eligible patients are free to choose and change their provider, pharmacy, treatment or therapy at any time without affecting their eligibility for support or assistance from HealthWell. HealthWell's discretion as to the use of the donations to a disease fund is absolute, independent of donors, and autonomous. According to our OIG opinion, the Foundation may not disclose the identity of our donors, which precludes us from thanking them publicly.

We continue to lead by example by making full and strict regulatory compliance the cornerstone of our operations. Our principal organizational values support our belief that CPAPs should do more than just meet the applicable legal and OIG requirements.

We are proud that, since awarding our first grant in 2004, we have provided over \$1.25 billion in financial assistance through the end of 2018 to over 405,000 patients who otherwise would have nowhere else to turn. Everyone in our organization is motivated by the knowledge that there is a tremendous need for the service we offer and that we are addressing an issue that's vital to the lives of everyone in this country. That compels us to provide the greatest level of assistance we possibly can.

Making a Difference—Thanks to You!

Generous contributions from our dedicated corporate and individual donors enable us to change the lives of tens of thousands of underinsured Americans every year. When you donate to the HealthWell Foundation, you are helping us say “Yes we can help you,” to patients who would otherwise forgo critical, often lifesaving,

medical treatments due to the cost. Your tax-deductible contribution will make a life-changing difference to people in urgent need of assistance. More than 99% of every dollar donated to HealthWell goes directly to patient grants and services. Here are some ways you can become a HealthWell Foundation supporter.

Corporate Gifts

Companies can become involved with the HealthWell Foundation in a number of ways. Opportunities are available to launch new programs and cause-marketing campaigns or to support one or more of our current disease funds. Your support allows us to keep funds open, create new funds for priority diseases, and meet the growing need for our services. Please contact HealthWell’s Development Office at (240) 632-5300 to discuss how we can collaborate. We would be happy to work with you to design an effective partnership.

Estate Gifts

You can make an extraordinary difference in the lives of others by making a planned gift to the HealthWell Foundation. Remembering the HealthWell Foundation in your will or trust is one of the most meaningful gifts you can offer to those who struggle with chronic illness and need the financial support for their lifesaving medications when their insurance simply isn’t enough. For more information on how you can include the HealthWell Foundation in your estate plans, please contact our Development Office at (240) 632-5300 or email Support@HealthWellFoundation.org.

Outright Gifts

Your generous tax-deductible gift at any level will help patients pay for life-changing medical treatments they otherwise would not be able to afford. There are many ways to give:

- Become a monthly supporter.
- Make a one-time cash gift.
- Give in memory of, or in honor of, someone special.
- Make a charitable gift of stocks, bonds, or mutual funds.

Workplace and Matched Gifts

Employees can support the HealthWell Foundation by naming the Foundation as a recipient of a workplace campaign contribution. Many employers will match personal gifts made by their employees, sometimes even offering to double or triple an employee’s personal donation. Please contact your Human Resources Department to find out if your company offers a workplace giving program or if they will match your gift to the HealthWell Foundation.

Connect with Us on Social Media

You could change someone’s life by connecting with us! Help broaden our reach and increase awareness about our programs and resources.



— “Like” us on Facebook at [Facebook.com/healthwellfoundation](https://www.facebook.com/healthwellfoundation)



— Follow us on Twitter [@HealthWellOrg](https://twitter.com/HealthWellOrg)



— Follow us on Instagram at <https://www.instagram.com/healthwellfoundation/>



— Connect with us on LinkedIn at www.linkedin.com/company/healthwell-foundation

Keep Making a Difference

Please visit us online at www.HealthWellFoundation.org to learn more and to make a tax-deductible gift today.



— Give online: www.HealthWellFoundation.org/donate

Mail your check payable to the HealthWell Foundation:



HealthWell Foundation
20440 Century Boulevard, Suite 250
Germantown, MD 20874



— Call us: HealthWell’s Development Office (240) 632-5300



— Email us: Support@HealthWellFoundation.org

Americans Need More Than Medical Insurance

For the estimated 44 million people¹ in the U.S. who are underinsured, having medical insurance wasn't enough in 2018. It wasn't enough to cover the cost of prescriptions and other medical treatments. It wasn't enough to keep them from going into debt, cutting back on groceries,

delaying retirement, or taking on a second job just to pay those medical bills. Unfortunately, health care costs are taking a bigger and bigger bite out of people's incomes, making underinsurance an all-too-common problem in the United States.

45%

of Americans (age 19-64) are underinsured¹.

The greatest growth of the underinsured is among people in

employer-based health plans¹.

30%

of underinsured people have problems paying, or cannot pay, medical bills¹.

48%

of people (age 19-64) worry about their ability to pay medical bills if they get sick².

3 in 10

Americans don't take prescriptions as directed because of cost³.

20%

of insured Americans receive "surprise" medical bills for out-of-network care⁴.

15%

of Americans take 5 or more drugs⁵.

About 45%

of Americans suffer from at least one chronic disease⁵.

Lower-wage

families with employer health coverage spend 14% of their income on premiums and out-of-pocket costs⁶.

Average insurance

premiums for family coverage have increased by 20% since 2013 and 55% since 2008⁷.

A hospital stay

can reduce a middle-ager's income by 20% for six+ years⁸.

13+ million

people spend all or most of their savings while sick⁹.

13%

of insured people borrow money as a result of illness⁹.

"The caring people at HealthWell are angels. Very pleasant to deal with and very helpful with the grant application process. I cannot thank the HealthWell Foundation enough."

—DOROTHY

March 2018 (5 Star Facebook Review)



¹ <https://www.commonwealthfund.org/publications/issue-briefs/2019/feb/health-insurance-coverage-eight-years-after-aca>

² <https://www.healthsystemtracker.org/indicator/access-affordability/problems-paying-medical-bills/>

³ <https://www.kff.org/slideshow/public-opinion-on-prescription-drugs-and-their-prices/>

⁴ <https://www.kff.org/health-reform/press-release/most-americans-want-congress-to-prioritize-health-care-costs-fewer-cite-medicare-for-all-and-aca-repeal-as-top-priorities/>

⁵ <https://www.nap.edu/read/24946/chapter/1#xiii>

⁶ <https://www.axios.com/employer-coverage-less-affordable-than-aca-low-income-1f1642a7-b211-497f-aec7-d3315c150266.html>

⁷ <https://www.kff.org/report-section/2018-employer-health-benefits-survey-summary-of-findings/>

⁸ http://faculty.wcas.northwestern.edu/noto/research/DFKN_hospital_admissions_june2017.pdf

⁹ <https://www.nytimes.com/2018/10/17/upshot/health-insurance-severely-ill-financial-toxicity.html?action=click&contentCollection=upshot&contentPlacement=1&module=package&pgtype=sectionfront®ion=rank&ref=collection/sectioncollection/upshot&version=highlights>

Statement of Financial Position

AS OF DECEMBER 31, 2018

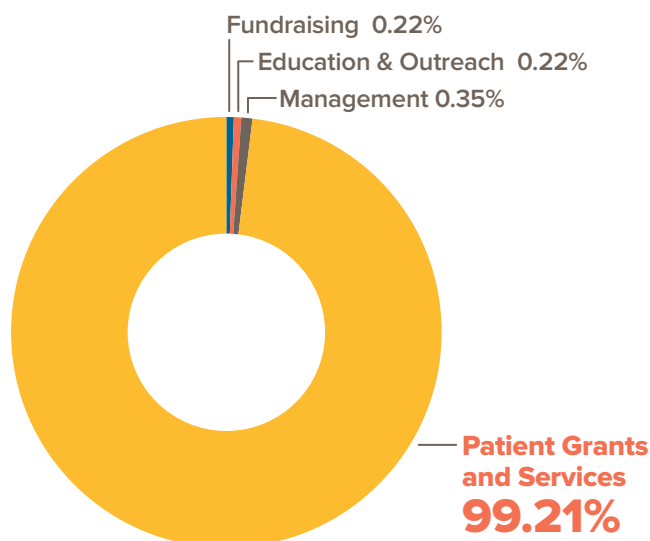
Assets	
Cash and Cash Equivalents	\$ 119,401,881
Investments	207,466,329
Interest Receivable and Other Assets	557,854
Pledges Receivable	18,042,500
Computer Software and Equipment, net	377,442
Total Assets	\$345,846,006
Liabilities and Net Assets	
Liabilities	
Accounts Payable and Accrued Expenses	\$ 9,942,844
Copayments and Premium Assistance Payable	6,805,835
Total Liabilities	\$ 16,748,679
Net Assets	
Unrestricted	\$ -756,134
Temporarily Restricted	329,853,461
Total Net Assets	\$329,097,327
TOTAL LIABILITIES & NET ASSETS	\$345,846,006

Revenue and Expense Summary

2018 REVENUE

Expense Ratios	
Patient Grants and Services	99.21%
Management	0.35%
Fundraising	0.22%
Education and Outreach	0.22%
Revenue	
Donations and Other Income	\$ 427,570,435
Investment Income	\$ -4,359,687
Total Revenue	\$423,210,748
Expenses	
Patient Grants and Services	\$ 324,964,326
Management	\$ 1,131,834
Fundraising	\$ 728,096
Education and Outreach	\$ 731,116
Total Expenses	\$327,555,372

2018 Expenses



Board of Directors

Stephen M. Weiner, Board Chair

Founding Chair, National Health Law Practice
Mintz, Levin, Cohn, Ferris, Glovsky and Popeo PC

Jerri M. Scarzella, BSN, Vice Chair & Treasurer

Policies & Procedures Coordinator
Holy Cross Health

David L. Knowlton, Vice Chair & Secretary

President & CEO, NJ Health Care Quality Institute
(Retired)

Nancy Carteron, MD, FACR

Consultant Rheumatologist | Sjogren's Expert
Faculty | University of California, San Francisco
and Berkeley

Don Liss, MD

Vice President and Chief Medical Officer
Horizon Blue Cross Blue Shield of New Jersey

Suzanne M. Miller, PhD

Professor, Cancer Prevention and Control Program
Director, Patient Empowerment and Decision
Making Department
Fox Chase Cancer Center/Temple University
Health System

Staff

Krista Zodet

President

Alan Klein

Chief Development Officer

Shela Halper

Senior Director, External Relations

Baskaran Vellandurai

Director of Finance and Information Technology Services

Collin Alexander

Controller

Fred Larbi

Senior Associate Director of Operations

Rafa Raofi

Senior Associate Director of Operations

Ginny Dunn

Associate Director of Communications & Marketing

Sheh Chughtai

Associate Director of Digital Marketing & Development Support

Susan Golden

Associate Director of Analytics and Process Improvements

Megan George

Senior Operations Manager

Tim Vawter

Manager of Information Technology and Multimedia Support

Lorrin Rosen

Human Resources Manager

Rob Hidalgo

Solutions Architect

Albert Mejia

Junior Accountant



HEALTHWELL
FOUNDATION®

When health insurance is not enough.®

Addressing a critical need, the HealthWell Foundation is an independent 501 (c)(3) charitable organization dedicated to reducing financial barriers to care for underinsured Americans with chronic and life-altering medical conditions. HealthWell is a financial lifeline for adults and children who desperately need critical medical treatments but can't afford them. We help patients pay their share of prescription copayments, deductibles, health insurance premiums, and other ancillary costs. By reducing their financial stress, the people we serve can focus on what's most important: their health.



WEBSITE:
www.HealthWellFoundation.org



PHONE:
(240) 632-5300



FACEBOOK:
Facebook.com/healthwellfoundation



INSTAGRAM:
[@HealthWellFoundation](https://www.instagram.com/HealthWellFoundation)



TWITTER:
[@HealthWellOrg](https://twitter.com/HealthWellOrg)



YOUTUBE:
[HealthWellFoundation](https://www.youtube.com/HealthWellFoundation)



LINKEDIN:
[healthwell-foundation](https://www.linkedin.com/company/healthwell-foundation)

“Thank you for the wonderful HealthWell grant.”

“Thank you so very much for being available to help not only me, but also the people with serious chronic diseases that require expensive medication. The grant from the HealthWell Foundation has relieved a lot of the worry and stress of knowing whether or not I will be getting treatment this year. I feel so blessed knowing I was awarded the grant for copay assistance. My journey with multiple sclerosis (MS) began with a diagnosis on September 11, 2001. In 2006, I was diagnosed with Common Variable Immuno-Deficiency (C.V.I.D.). What this means is that I do not have a strong, healthy immune system. Medication utilized to treat MS will weaken the immune system. I cannot use just any medication to treat MS, I can only use one drug that works only on the brain and not the whole body. In 2018, finding copay assistance for my medication became urgent when I developed a seizure disorder secondary to my MS. My medication has gone up in price at least \$3,000 over the past three years. Again, thank you so very much for the grant. I not only consider it a blessing, but also a miracle. Thank you!”

—VIRGINIA C.

San Angelo, TX—MS Grant Recipient

