

# MARIN COUNTY SAFE DRUG DISPOSAL

## DRUG STEWARDSHIP PLAN

### PROPOSAL

October 18, 2021, Revised November 16, 2021

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SUBMITTED BY:



**INMAR**  
intelligence

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**LIFEINCHECK**<sup>TM</sup>

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## I. Introduction

Inmar submits this Stewardship Plan (“Plan”) for Unwanted Covered Drugs in compliance with the Marin County Safe Drug Disposal Ordinance, Marin County Code Chapter 7.90.010 – 7.90.160 (“Ordinance”). All capitalized terms not otherwise defined shall have the same meaning as in the Ordinance.

The Stewardship Plan will provide a comprehensive safe drug disposal stewardship program that will include compliant drug collection methods supported by outreach and education programs to increase resident awareness and participation. The Stewardship Plan will provide safe, secure, and convenient access on an ongoing basis for residents across the county and will be funded by participating Manufacturers. The Plan will also provide reporting on collection metrics and results of resident education and outreach campaigns.

## II. Contact Information

✓ Ordinance 3635 Chapter 7.90.050(A)

### 1. Inmar Plan Liaisons

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Consumer Drug Take Back Solutions  
635 Vine Street  
Winston Salem, NC 27101  
Email: [nicholas.massaro@inmar.com](mailto:nicholas.massaro@inmar.com)  
Phone: 336-770-1992

### 2. Producer(s)

See Appendix A-4 Producers

## III. Collection System for all Unwanted Covered Drugs

✓ Ordinance 3635 Chapter 7.90.050(B)

✓ Ordinance 3635 Chapter 7.90.080

### A. Reasonably Convenient and Equitable Access

✓ Ordinance 3635 Chapter 7.90.080(B)(1)

✓ Ordinance 3635 Chapter 7.90.080(B)(3)

Inmar will set up a collection system that provides convenient and equitable access to County Residents as outlined in the Ordinance § 7.90.080(B)(1). Drop-off sites are searchable to residents in Google Maps, simply by typing “Drug Disposal,” or other similar phrases in the Google Maps applications.

Pursuant to Ordinance § 7.90.080(B)(1), Inmar's goal is to meet the convenient standard of 25 drop-off sites, however, if unable to do so for the stated reasons such as, Retail Pharmacies having contract exclusivities with other providers preventing them from being able to host a kiosk, mail-back distribution sites or periodic take back events will be used to supplement for convenient service. To date, Inmar has secured 3 drop-off sites and 34 mail-back distribution sites. Additionally, Inmar will evaluate the need for Collection Events as further described in Section V(B).

Inmar has engaged our existing pharmacy clients to become authorized collection sites. It is not our intention to duplicate kiosks that already exist in the County currently operated by other Plan Operators. Appendix A-1 includes a list of locations that we have confirmed as kiosk drop-off sites. Appendix A-2 includes a list of potential locations that we continue to work on securing as kiosk drop-off sites.

Inmar will provide Mail-back Services as an alternative method for meeting the convenience standard where necessary. In addition to the locations listed on Appendix A-3, primary target locations for Mail-back Services will include assisted living/hospice care facilities, homeless shelters, doctor offices, medical clinics, dentists and veterinary offices. Based upon our experience implementing other programs we propose for each drop-off site not secured we will place two mail-back distribution sites in the County. Mail-back Services will be able to be requested through the program's website as well as dialing the toll-free telephone number which will be especially convenient to the disabled and home-bound County Residents.

In an effort to create equitable and convenient access to all County Residents, Inmar will work in collaboration with County officials and existing community organizations to better understand the needs of the County and their communities in the County. Inmar will provide community officials and organizations access to program educational materials which includes an informational data sheet and explain our intentions to solicit feedback about how best to focus our efforts within the County. Inmar will make adjustments to equitable and convenient access based on the feedback received from these groups and contacts. An example of how this feedback may be used to improve the plan could include increasing the number of drop-off sites in an underserved area, providing more mail-back distribution sites, hosting Collection Events, or altering the outreach to provide better education and awareness of the program.

### **Outreach Efforts**

This outreach to community organizations is ongoing. Most recently, Inmar held a second meeting with RX Safe Marin and will be speaking to their steering committee once our plan is approved.

Additionally, Inmar has reached out to other government and community organizations by way of an email survey.

- Emails sent: 84
- Open rate: 45%
- Click rate (clicked on links in email): 8%

Based on the results received, communities prefer mail-back distribution sites as an alternative to drop-off sites when a kiosk cannot be established. Per the feedback received, mail-back distribution locations are most convenient when placed in Pharmacies, grocery stores or community locations

such as community buildings and centers, homeless shelters, etc. Overwhelmingly, the respondents identify senior citizens/elderly and low-income or homeless populations as being the most underserved. Based on these responses Inmar is following up and continuing to learning how best to serve the underserved County population.

Inmar intends to continue this work beyond the submission of this Plan as well as securing the remaining 22 drop-off sites and will provide a project plan and timeline within three months of plan approval that further details our efforts to serve the underserved populations and assessing the need for collection events.

In an effort to make sure we have geographically convenient access to the kiosks and mail-back sites we will utilize the 2019 census data which shows the incorporated cities and towns in the County. Our goal is to place at least one mail-back distribution site in each of these cities/towns and one additional for every twenty-five thousand (25,000) residents. We also plan to include the town of Tomales since it is a central point in District Four of the County. For areas that we are unable to secure a drop-off site or a mail-back distribution site we will work with the local agency to host a Collection Event at least once a year, but will reassess as the program proceeds and more drop-off sites and/or mail-back distribution sites are operational in the County.

### **Data used in determining how Inmar will meet Marin County's convenient standard requirements**

Attached in Appendix E, Inmar has provided several maps of the County depicting the following information

- The overall maps are color coded across the County for population density based upon 2018 data that is built into our mapping software.
  - The yellow/neon green circles are the communities the Marin County Government has listed on their website. The ring size is based upon US.Census.org 2020 data.
  - Black triangles show the current locations of current Approved Plan Operators with a 10 mile radius.
  - Blue dots show our contracted kiosks locations with a 10 mile radius.
  - Red dots show the mail-back locations with a 10 mile radius.
- The first map shows the current coverage for the County of Marin with the current Approved Plan Operator locations.
- The second map shows Inmar's coverage for the County of Marin. You will see we have a huge majority of the County covered with a location less than 10 miles from a County Resident even in the rural and underserved communities in the Northwest of the County. We are working to have 100% coverage of that area.
- The third map shows a combined county coverage for the residents.

## **B.Kiosk Collection**

✓ Ordinance 3635 Chapter 7.90.050(B)

✓ Ordinance 3635 Chapter 7.90.080(C)

Inmar's kiosk is made in the USA and designed to be safe and secure as required. Produced from 16-gauge cold-rolled steel, and with an easy-to-use, Americans with Disabilities Act (ADA)-compliant

drop-box design, Residents can easily drop unused medications through the drop door and into the shippable container and inner liner inside. The container is a 275 lb-rated box with a 6-mil, DEA-compliant liner. Liners are either 18 gallons or 35 gallons dependent upon geographical location and population density of the kiosk location. This volume rating is printed directly onto our 6-mil, DEA-compliant liners and has passed the tests prescribed in accordance with ASTM D 1922 and ASTM D 1709.

The kiosk design itself exceeds standard security requirements. The top of the kiosk is sloped, limiting the ability to stack items on top. In addition, the drop-slot features an extended metal drop door that lowers into the container to detect when product capacity is reached. When the drop door encounters resistance within the kiosk it is an indication that it is time to change the container. This manual capacity indicator eliminates the need to change batteries and/or sacrifice the location of the kiosk to be proximate to an electrical outlet. Lastly, the container access door is reversible to allow for convenient placement in any appropriate location in the Pharmacy.

Per DEA requirements, the kiosk will be installed in the line of sight of Pharmacy or DEA registrant employees and bolted to the floor or a permanent fixture. The Inmar kiosk has pre-drilled holes in the bottom for easier installation. It also features a 4-point locking system with steel projections in two center locations and the top and bottom of the door that are activated when locked for strengthened security. Top and bottom deadbolt locations are hidden from the outside to prevent break-ins.

If a collector requests for the initial installation of the kiosk to be managed by Inmar, we will coordinate with the location and our contracted agency to install a kiosk at the location. The kiosk host is requested to remove any physical barriers of the identified kiosk location in advance of the agreed upon installation date and time as well as the location to be identified on the floor with markings such as tape to insure the kiosk is installed in the proper location. Some retail companies prefer to retain the liability within their corporation and prefer to complete the kiosk installations themselves with their own engineering teams. In this scenario, Inmar will outfit the locations with kiosks and the corporate technicians will arrange for all installations.

The Inmar kiosk will have signage that communicates what is and is not allowed to be placed inside. The signage will also feature the Plan website and toll-free phone number (detailed further in Section VII) so users of the program can ask questions and find more information. Kiosk signage will be designed for consistency with that of existing approved Plan Operators. See Appendix B for examples of signage.

Inmar's DEA- and ADA-compliant kiosk is sent to the authorized Collector along with enough supplies for 3 returns. Supplies include:

- Pre-addressed, prepaid serialized container
- Serialized inner liners to protect against puncture and provide a liquid barrier
- Easy-to-use zip ties to seal inner liner compliantly
- Absorbent pad for placement in the bottom of the inner liner bag

### **Pick-Up and Disposal**

For the safe on-site removal of contents and servicing of kiosks, Inmar abides by the DEA regulations in 21 CFR 1300 et al.



Inmar will work with each authorized Collector to develop a collection program schedule that works specifically for their location, either an on-site or a self-service option.

Service technicians are available should emergency service be required. For a pickup request outside of the normal schedule, the standard response time is 48 hours. Regardless of the service model chosen, Inmar, with its contracted disposal partners, will provide direct feedback using discrepancy reports to prompt any corrective action needed should liners reach disposal facilities in a non-compliant manner, e.g., taped incorrectly, overweight, etc. Feedback is communicated directly to Pharmacy locations as well as any technicians who may have assisted or serviced a return as described below. Any discrepancies will be included, as required, in the annual reports.

### **Self-Service Returns**

Inmar will train authorized Collectors to service the kiosks on their own to allow for expedited servicing as desired. The steps to service a kiosk are fast, efficient, and DEA-compliant. Inmar will provide authorized Collectors with training materials including step-by-step instructions for tracking, sealing, shipping, and replacing collection containers. The process for the Pharmacy once a kiosk is installed is as follows:

- Pharmacist receives the liner kit.
- Pharmacy team (consisting of 2 Pharmacy employees) constructs the container with inner liner, inserts and securely locks the kiosk.
- Pharmacy team unlocks the kiosk drop door to enable consumer use.
- Installation date of inner liner is documented and witnessed by 2 Pharmacy employees on Tracking Sheet (included in Section V).
- Once kiosk is full, Pharmacy team members will jointly open kiosk.
- Container and inner liner is removed and documented on the Tracking Sheet.
- Container is packaged (inner liner is zip tied, outer box is taped) to be compliant with all DOT Hazardous Materials Regulations.
- The sealed inner liner will not be opened, x-rayed, analyzed, or otherwise penetrated.
- If the container must be shipped at a later time (shipment cannot take place at time of service), storage of the container behind Pharmacy counter must be notated on the Tracking Sheet.
- Replacement container and inner liner is constructed, inserted, secured into kiosk, documented and witnessed by 2 Pharmacy employees on the Tracking Sheet.
- Pharmacy team contacts FedEx for pickup of the container for shipping to an authorized reverse distributor for destruction.

\*At no point will the Pharmacy have to store the filled container for longer than 48 hours after calling FedEx.

### **Technician-Assisted Returns**

Inmar will provide contracted employees who will be trained specifically in servicing kiosks in a geographically-assigned area. These employees will establish a pattern for servicing the Collectors utilizing service metrics to establish an appropriate pattern of service. The service will include the following:

- Observation of the condition of the kiosk upon arrival
- Notification to the Pharmacy employee of arrival

- Coordination of 2 Pharmacy employees to witness change out of container and inner liner
- Removal, packaging, and documentation of the inner liner and container from the kiosk
- Replenishment of new supplies for renewed operation
- General clean-up and wipe down of kiosk
- Notation of inner liner serial number removed, and replacement inner liner serial number installed along with witness by 2 Pharmacy employees
- Removal of full container to be stored in a secured, locked location in the Pharmacy to await FedEx pick up
- Technician calls FedEx to schedule pickup of container unless otherwise agreed upon by Pharmacy staff
- Final signature from Pharmacy employees of completion of service event

Regardless of the service model selected, Inmar has a long standing contractual relationship with FedEx and therefore has multiple internal and external contacts. Inmar's procurement and operations teams have direct relationships with personnel at FedEx corporate office. Should an issue arise with the standard 48 hour service level agreement, these contacts will be leveraged daily for mitigation of further issues as well as any needed general support. Detailed FedEx contact information can be found in Section IV.

Inmar will periodically monitor all container FedEx shipment tracking numbers from Pharmacy locations to the designated reverse distributor as designated in Section IV.

Our training with both the Retail Pharmacy technicians and Inmar technicians include documentation which details the steps required to schedule FedEx pickups of the full containers. Inmar conveys this training both in written and oral format.

For locations where Inmar technicians aren't regularly servicing kiosks, Inmar has established several processes for issues to be mitigated. Aside from visual inspection when locking and unlocking the kiosk for use during Pharmacy hours, Pharmacy staff are provided with the following resources should they experience issues with the kiosk:

- Email the [take-back@inmar.com](mailto:take-back@inmar.com) inbox which is monitored by a large team of full time workers and issues can be quickly triaged and handled.
- Inmar has a team of full time staff members dedicated to the program that will regularly visit kiosk locations to review and audit locations for program compliance.

### **Auto-Replenishment of Kiosk Supplies**

Regardless of service option selected, the supplies used to collect and transport Unwanted Covered Drugs are provided in automatically-replenished "kits" of three. Each kit includes: pre-labeled and pre-paid cardboard box containers, liquid barriers, and serialized, puncture-resistant inner liners. The kit, when packaged with the interior components, is approximately 6 inches thick. The package is cinched tightly around the inner components, which makes for a very easy-to-store kit. Kits can be stored behind the Pharmacy counter, behind a door, or under or behind a desk, with no ongoing maintenance required.



Upon receipt of the liner at our reverse distributor's site, an electronic raw data file via SSH File Transfer Protocol (SFTP) with the weight, serialized barcode label information, and tracking information is passed to Inmar. This information is then received and entered into our Order Management log and Inbound Receipts log. The system tracks when the second of the three inner liners is received at the destruction partner. Inmar then initiates a reorder trigger for the next kit to be shipped. Auto replenishment reduces the amount of inventory maintained at the Collector while maintaining sufficient supplies to keep the kiosk continuously operable.



**Figure 1: Kiosk Supply Auto-Replenishment**

## C. Mail-Back Services

✓ Ordinance 3635 Chapter 7.90.050(B)

✓ Ordinance 3635 Chapter 7.90.080(B)(5)

As required by Ordinance § 7.90.080(B)(5), Inmar will provide prepaid and pre-addressed mailers, free of charge, to disabled and homebound County Residents. Standard mail-back envelopes, Inhaler mail-back envelopes and Auto-Injector mail-back packages will also be available directly from Inmar via the existing approved Stewardship Plan Operator's program website and toll-free telephone number. Upon approval, Inmar is committed to working with other approved Stewardship Plan Operator(s) as required under Ordinance § 7.90.100(C) to determine a fair and equitable method of processing mail-back envelope returns.

Inmar will offer Mail-back Services at multiple retail locations throughout the County. In locations where Inmar needs to offer Mail-back Service locations to supplement the requirements for the convenience standard, our plan is simple and easily repeated. Unless otherwise requested by Collector kiosk locations, we will distribute mail-back envelopes only at locations that are non-kiosk locations.

County Residents will be able to request up to three (3) Standard mail-back envelope(s), Inhaler mail-back envelope(s) or Auto-Injector mail-back package(s) at a time via the Plan website or toll-free

number. County Residents will receive the requested mailer no later than 10 business days from the date of request.

Both the Standard mail-back envelope and Inhaler mail-back envelope meet DEA rule requirements under § 1317.70(c):

- Preaddressed, postage paid
- Nondescript and do not indicate what may be inside
- Waterproof, tamper-evident, tear-resistant, and sealable
- Contain a unique ID number that allows for tracking
- Include instructions for the user that indicate the process for mailing the package, substances that can be sent, notice that packages can only be mailed in the US customs territory, and notice that the only packages provided by the authorized Collector will be accepted
- No personally-identifiable information will be required

Both envelopes are white in color with a gray interior and are 7" x 10". The envelopes include a 3" perforated lip security seal. They are distributed by our third party contractor 123 Compliant Logistics, LLC.

County Residents will be able to request three (3) Inhaler mail-back envelopes at a time via the program website or toll-free phone number. County Residents will receive the Inhaler mail-back envelopes no later than 10 business days from the date of request.

A sample of each envelope is shown below:

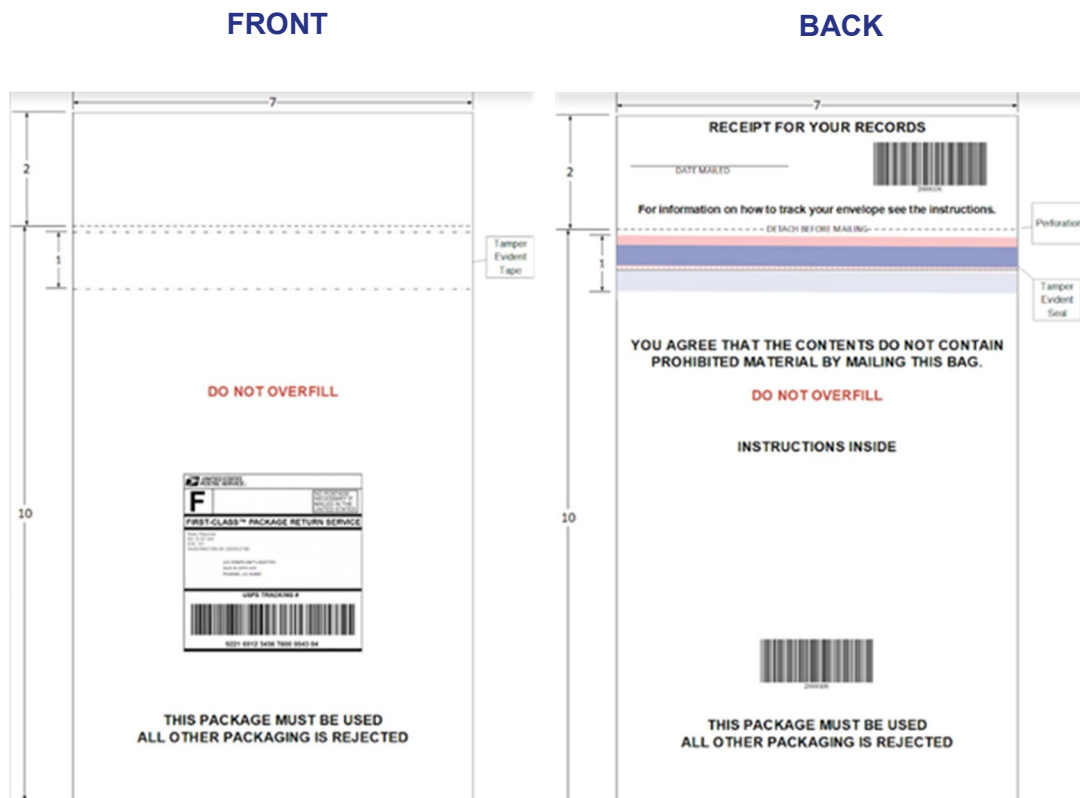


Figure 2: Sample Mail-Back Envelope

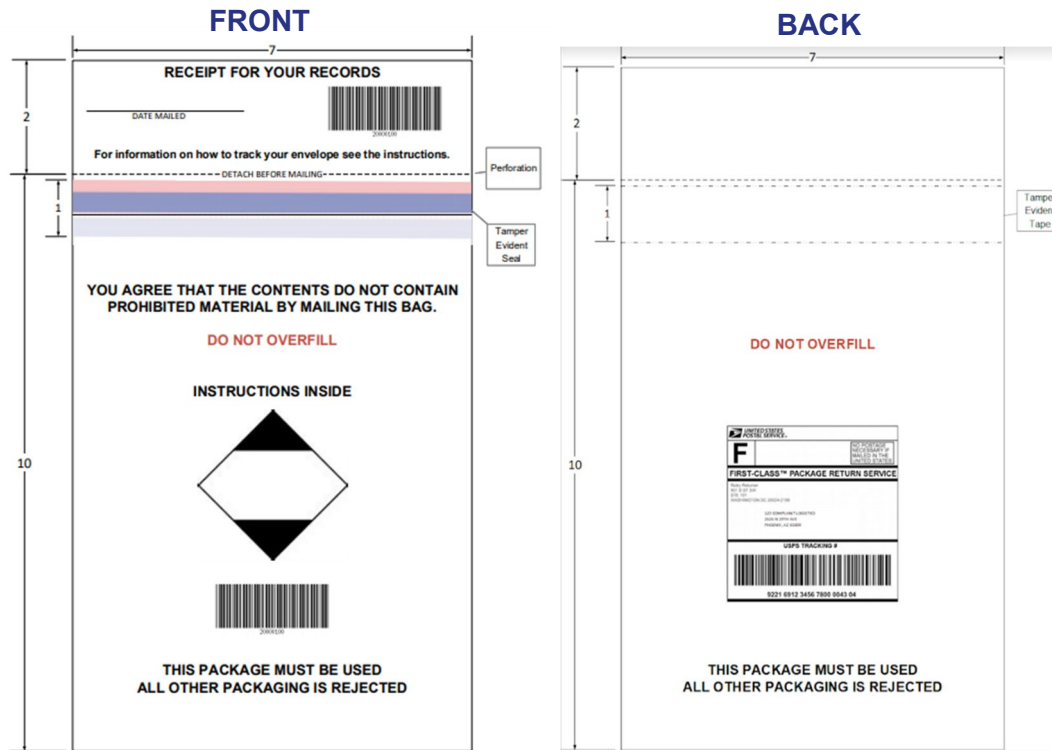


Figure 3: Sample Inhaler Mail-Back Envelope

### Auto-Injector Mail-Back Packages

Residents will also be able request three (3) Auto-Injector Mail-Back Packages at a time via the program website or toll-free phone number. Residents will receive the Auto-Injector Mail-Back Packages no later than 10 business days from the date of request. Auto-Injector Mail-Back Packages will meet all DOT requirements and will be fulfilled by 123 Compliant Logistics, LLC. See below for specifications and sample.

| Specifications             |  |
|----------------------------|--|
| Access                     | Petals                                 |
| Dimensions (in.)           | 7.5 x 3.6 x 3.6 in.                    |
| Color                      | Red                                    |
| Lid Type                   | Hinge Cap                              |
| Liquid Absorbing Pad       | Product has liquid absorbing pad       |
| Universal Biohazard Symbol | Product has universal biohazard symbol |
| Volume (L)                 | 1.4 qt                                 |



**Figure 4: Sample Auto-Injector Mail-Back Package**

## D. Safety and Security

✓ Ordinance 3635 Chapter 7.90.080(B)(2)

Inmar provides significant training to our participating authorized Collectors and strictly follows the DEA guidelines for the proper handling of the drop-off site kiosks and inner liners. This begins with the proper training of the authorized Collector in the compliant operation of the kiosks and proper preparation, removal, and packaging of the container. It also involves the training of the Inmar staff that may come into contact with the full container to ensure proper handling. Inmar is very strict in our compliance to the DEA guideline as cited below.

Additional information on how Inmar manages documentation and tracking can be found in Section V. More detail on patient privacy practices is also provided in Section VI.

## E. Participating Collectors and Drop-off Sites

✓ Ordinance 3635 Chapter 7.90.050(B)

✓ Ordinance 3635 Chapter 7.90.080(B)(3)(4)

✓ Ordinance 3635 Chapter 7.90.080(C)

Inmar is actively in discussions with its existing pharmaceutical returns client network seeking Pharmacies interested in becoming authorized Collectors. Appendix A represents a list of potential participating Collectors and drop-off sites pursuant to those discussions. Inmar is in the process of engaging these Pharmacies to become authorized Collectors. In compliance with Ordinance § 7.90.080(B)(4), Inmar gives preference to Retail Pharmacies and law enforcement agencies as Collectors and will ensure they are able to meet the requirements within three months of their offer to participate. All eligible validated Retail, hospital, or clinic Pharmacy locations not currently participating in an approved Stewardship Plan have been notified of Inmar's intent to become an approved Plan Operator. Pursuant to Ordinance § 7.90.080(C), Inmar will accept Covered Drugs from County Residents during all hours that the Retail Pharmacy, law enforcement agency, or other Collector is normally open for business.

Inmar will review any potential Collector site against the California Board of Pharmacy License directory to validate that the location holds an active retail, hospital, or clinic license. Drop-off sites not operated by law enforcement will utilize secure kiosks for collection of Unwanted Covered Drugs. Additionally, sites will be required to provide evidence of current DEA registration. Inmar will notify the Director as new Collector drop-off sites become operational. Such notification will include the authorized Collector's contact information. Inmar will validate participating Collectors' California Board of Pharmacy License status and DEA authorized Collector location status on an annual basis.

Inmar utilizes its existing Field Account Representatives and Managers across the state to broadly and quickly reach out to independent and local hospital locations for notification and consideration regarding becoming a participating Collector under the Inmar Plan.

Inmar utilizes its retail chain Sales and Leadership team relationships with existing retail corporate clients for notification and consideration regarding their County footprint locations becoming participating Collectors under the Inmar Plan.

Additionally, notification letters will be mailed to all validated, non-participating Retail, hospital and clinic Pharmacy locations, or corporate office contacts to ensure proper notification and awareness is achieved.

Written notifications as described above will be sent annually.

## IV. Handling and Disposal

✓ Ordinance 3635 Chapter 7.90.050(C)

✓ Ordinance 3635 Chapter 7.90.090(A)(B)

Kiosk containers will be sent using Inmar's DOT Special Permit #20499, from the authorized Collector via FedEx to Inmar's third party contractor, 123 Compliant Logistics, LLC, a licensed DEA Reverse Distributor-Collector. All mailers will be sent via USPS to 123 Compliant Logistics. 123 Compliant

Logistics will record the following information upon receipt of every individual kiosk container (including inner liner) and all mail-back envelopes and packages:

- Date received
- Serialized barcode label information
- FedEx Tracking information (kiosk containers only)
- Weight
- Date transported to disposal facility
- Disposal date
- Manifest number (if applicable)

All information recorded will be transferred back to Inmar on a daily basis as part of the electronic raw data file via SSH File Transfer Protocol (SFTP). Any discrepancies observed at 123 Compliant Logistics will be recorded on discrepancy reports to prompt any corrective action.

123 Compliant Logistics operates in full compliance with DEA § 1317.75(c) which prohibits handling substances after they have been deposited into a collection kiosk.

All Unwanted Covered Drugs shipped directly to 123 Compliant Logistics will be transported using their contracted, licensed hazardous waste transporter, TransChem Environmental to the appropriate disposal facility to be incinerated quickly, securely, efficiently, and in accordance with all DEA requirements. 123 Compliant Logistics will be responsible for all DEA Form 41 record keeping requirements. Please refer to the table below for the contracted disposal locations.

In reference to Ordinance § 7.90.090(A)(B) “Stewardship Plans – Disposal of Unwanted Products”, 123 Compliant Logistics, TransChem Environmental and FedEx will comply with all local, state and federal laws and regulations surrounding the transportation and disposal of Unwanted Covered Drugs. Contact information and registration information is listed in the table below.

| Company Name   | Contact Information            | Registration Information                        | Service Provided   |
|--|--------------------------------|---|--|
| 123 Compliant Logistics, LLC<br>2626 N 29th Ave<br>Phoenix, AZ 85009       | Rory Buske<br>602-612-4140     | DEA Reverse Distributor-Collector:<br>R90571264 | Reverse Distributor – Kiosk Liners                         |
| 123 Compliant Logistics, LLC<br>1888 M Street, Suite B<br>Agawam, MA 01001 | Chris Ellis<br>480-695-2015    | DEA Reverse Distributor-Collector:<br>R90595946 | Reverse Distributor – Mail-Back Packages                   |
| Clean Harbors Aragonite<br>11600N. Aptus Rd.<br>Aragonite, UT94029         | Michael Marlow<br>435-884-8100 | EPA ID:<br>UTD981552177                         | Hazardous Waste Incinerator-<br>All Unwanted Covered Drugs |
| Clean Harbors El Dorado, LLC<br>309 American Circle<br>El Dorado, AR 71730 | Dan Roblee<br>870-863-7173     | EPA ID:<br>ARD069748192                         | Hazardous Waste Incinerator-<br>All Unwanted Covered Drugs |



|  |                                 |   |   |
|--|---------------------------------|---|---|
| Veolia ES Technical Solutions, L.L.C<br>7665 Highway 73<br>Port Arthur, TX 77640 | David Michaelis<br>281-216-9618 | EPA ID:<br>TXD000838896   | Hazardous Waste<br>Incinerator-<br>All Unwanted Covered<br>Drugs  |
| TransChem Environmental<br>542 East 27 <sup>th</sup> Street<br>Tucson, AZ 85713  | 520-829-5651                    | DOT Registration:<br>052119550060B<br>Hazardous Materials<br>Safety Permit:<br>US-1341480-AZ-HMSP | Hazardous Waste<br>Transporter –<br>All Unwanted Covered<br>Drugs |
| FedEx  | Eric Stillson<br>800-469-9993   |   | Common Carrier –<br>Kiosk Containers                              |
| USPS   | Jackie Purcell<br>919-501-9394  |   | Common Carrier –<br>All Mail-Back Packages)                       |

## V. Policies and Procedures

✓ Ordinance 3635 Chapter 7.90.050(D)

### A. Drop-off Sites

Inmar operates drug collection kiosks across 46 States and the District of Columbia as part of its operations today and maintains compliance with all federal and state rules and laws. Upon approval to act as a Stewardship Organization, Inmar will ensure that it acts in compliance with all applicable laws, rules, and regulations as specified by the program requirements and require by contract where applicable that vendors and drop-off sites are also compliant with all laws, regulations, and legal requirements.

Plan Operator (Inmar), vendors and authorized Collectors will specifically be required to comply with The Controlled Substances Act, 21 USC § 801-971 and 21 CFR § 1317; United States Department of Transportation Hazardous Materials Regulation, 49 CFR parts 100-185; all applicable Marin County Rules and Regulations.

The DEA Rule defines authorized Collectors as law enforcement agencies and additionally as Retail Pharmacies, reverse distributors, hospitals or clinics with onsite Pharmacies and certain other entities that are registered with DEA as an authorized Collector.

Inmar requires a signed agreement with retail locations ensuring their commitment to compliant operation of the collection kiosk and shipping of contents in compliance to the DEA regulations. A refusal to sign the agreement or comply with the DEA regulations would be a reason why a retailer could be excluded from the Plan.

## Documentation and Tracking

Collection containers and inner liners will have a unique, serialized identification number to enable tracking at all stages of the return process illustrated below.



Shipment  
from Inmar



Receipt at  
Collection Site



Storage and Use at  
Collection Site



Sealing and  
Shipment from  
Collection Site



Arrival and  
Destruction at  
Destruction Facility

Tracking is well documented as evidenced by the Inmar serialization tracking form which is referenced below. This form must be completed and witnessed by two authorized collection site employees.

## DRUG DISPOSAL SERIALIZATION TRACKING SHEET INNER LINER TRACKING FORM

Serialization Tracking Sheet should be validated by 2 pharmacy employees.

| Name of Collecting Pharmacy |  | Address of Collecting Pharmacy |  | Collecting Pharmacy DEA #: |  |
|-----------------------------|--|--------------------------------|--|----------------------------|--|
|                             |  |                                |  |                            |  |

| SERIAL<br>NUMBERS | Date Received by<br>(1 Signatures) | Date In Use<br>(2 Signatures)     | Date Removed<br>(2 Signatures)    | Date Shipped<br>(2 Signatures)    | Size of Liner | Address of Reverse<br>Distributor/Disposal<br>Site | Reverse<br>Distributor/<br>Disposal Site<br>DEA # |
|-------------------|------------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|---------------|--|---|
| Ex: 32587         | 4/26/19<br>John Jones              | 4/26/19 John Jones<br>Sally Smith | 5/26/19 John Jones<br>Sally Smith | 5/27/19 John Jones<br>Sally Smith | Ex: 18 Gallon | 1515 S Holt Road<br>Indianapolis, IN<br>46241      | Ex: 123456  |
|                   |                                    |                                   |                                   |                                   |               |  |   |

The purpose of this form is to document the use of the serialized inner liner throughout the collection process and to help the authorized Collector meet record keeping requirements. Inmar will require each authorized Collector to understand and comply with all federal, state, and local regulatory requirements pertaining to collection of Covered Drugs applicable at the authorized Collector's registered location.

The serial numbers, date received, and signatures of the authorized Pharmacy employees must be completed upon receipt of the container and inner liner. As illustrated above, the date-in-use is to be completed with authorized Pharmacy employee signatures upon installation of the collection kiosk. The date the container and inner liner are removed from the kiosk is also to be noted with signatures. Finally, the date the container and inner liner are shipped is noted with authorized signatures. Once the container/inner liner arrives at the destruction facility, the serial number will be noted before final disposition. Authorized Collectors must maintain a copy of the completed form, and other records as applicable, on file at the authorized Collector's registered location for at least three years.

This tracking process will allow Inmar to report the number of collection site containers/inner liners

distributed and returned in the annual reporting provided to Marin County, as required.

### **Transport**

The Collector will properly seal, securely store, and arrange for pickup of the kiosk container (including inner liner) from the registered location in a manner consistent with DEA regulations. The container (including inner liner) will include a pre-addressed and prepaid shipping label. The FedEx representative will take possession of the container and deliver it to 123 Compliant Logistics for witnessed transportation to witnessed incineration. All mailers received at 123 Compliant Logistics will also be taken via witness transportation to witnessed incineration. Please refer to Section IV “Handling and Disposal” above for additional detail.

### **Disposal**

Please refer to Section IV “Handling and Disposal” above for all details regarding the policies and procedures for disposal of all Unwanted Covered Drugs.

## **B. Covered Drug Collection Events**

Inmar will hold Collection Events as mentioned in 3(A) to assist with convenience to County Residents where there are no drop-off sites or mail-back distribution sites. Collection Events will be held in accordance with the applicable regulations and protocols of the Drug Enforcement Administration of the United States Department of Justice; and in coordination with the local solid waste management officials who have jurisdiction over the impacted area.

Below is a description for planning, hosting, staffing, and promoting Collection Events.

### **Method for Determining the Need for Collection Events**

Where the convenience requirements set forth in Ordinance § 7.90.080(B)(1) cannot be met, Inmar discusses with local community leaders the need for hosting a Collection Event as we described in Section 3(A) of this Stewardship Plan. This ensures that gaps in coverage and convenience that exist will be continually evaluated, as well as progress toward fulfilling set collection goals to determine the need for Collection Events. As a result of any identified gaps, Inmar will plan and execute the Collection Events in order to meet the required convenience standard.

### **Location Planning**

Locations of Collection Events will be determined based on the areas of the County that are most in need while taking into consideration their access to drop-off sites and mail-back distribution sites. Once the area of need is identified, Inmar will explore locations where it is feasible to host a Collection Event. Most often this will be at a law enforcement agency (LEA) or a satellite LEA location nearest the target area. However, Inmar has relationships with many other organizations that may be interested in hosting a Collection Event. We may determine these locations to be even more convenient for County Residents if they are places that the population is already visiting on a regular basis or can accommodate unique situations such as drive-through collection during peak flu and virus seasons. Additionally, Inmar will consider the willingness or availability for LEAs to provide oversight at the selected location. Inmar will ensure any selected locations meet all applicable laws and regulations.

### **Event Staffing and Oversight**

In compliance with DEA 1317.65(a)-(b), Inmar will ensure that at least one law enforcement agency personnel is present at each Collection Event. LEA's will be responsible for maintaining any records of removal, storage, or destruction of the controlled substances collected in a manner that is consistent with that agency's recordkeeping requirements for illicit controlled substances evidence. In addition, any controlled substances collected at Collection Events will be stored and transferred for destruction in a manner that prevents the diversion of these substances.

Inmar will provide adequate staffing and resources to assist LEAs with logistics, coordination and/or other needs during the Event. It will be Inmar's responsibility to coordinate with the city and LEAs to ensure compliance with all applicable laws and regulations. Inmar will work with the designated LEA to ensure that all material collected is placed in compliant kiosks and any material that does not meet legal requirements is rejected.

### **Execution Procedures**

As required by DEA 1317.65, law enforcement officers employed and authorized by the LEA will maintain control and custody of the collected substances from the time the substances are collected from the County Residents until secure transfer, storage, or destruction of the controlled substances has occurred.

Inmar will ensure that only ultimate users and persons entitled to dispose of an ultimate user decedent's property in lawful possession of a controlled substance in Schedule II-V may transfer these substances to law enforcement during the Collection Event. No other person will handle the controlled substances at any time.

At the conclusion of Collection Events, Inmar will work with LEAs to ensure that the collected materials are properly weighed, packaged, and shipped to Inmar's designated destruction partner (see Section IV above) in compliance with all applicable laws and in coordination with local solid waste management officials. As is standard practice for kiosk returns under this Plan, containers will be tracked via their unique identifiers from shipment location to the designated destruction facility.

Inmar will make certain that LEAs keep a record of the following information after the transfer of controlled substances as a result of any Collection Events:

- Unique identification number of the sealed inner liner transferred
- Size of the sealed inner liner transferred (e.g., 35-gallon)
- Name, address, and registration number of the reverse distributor to whom the controlled substances were transferred

### **Collection Event Promotion**

Inmar will work with the local LEA or other designated location on any advertisement, promotion, and set-up and tear down of the Event and community engagement in person. Inmar will provide all promotion for the Collection Event, including local advertising, LEA (or other location organization), social media, and press releases to local news outlets.

### **Collection Event Reporting**

Pursuant to Ordinance § 7.90.090(A)(1), Inmar will include in the annual report the following information:

- Date and location of each Collection Event held pursuant to Ordinance § 7.90.090(A)(6)
- The amount, by weight, of drugs collected at each Collection Event
- The total amount, by weight, of drugs disposed of by Collection Events

## VI. Patient Privacy

✓ Ordinance 3635 Chapter 7.90.050(E)

Inmar provides significant training to our participating authorized Collectors and strictly follows the DEA guidelines for the proper handling of the collection kiosks and inner liners. This begins with the proper training of the authorized Collector in the compliant operation of the kiosks and proper preparation, removal, and packaging of the container. It also involves the training of the Inmar staff that may come into contact with the full container to ensure proper handling. Inmar is very strict in our compliance to the DEA guideline as cited below.

According to the DEA - As provided in §§ 1317.60(c) and 1317.70(f), inner liners shall be sealed immediately upon removal from the permanent outer container; sealed inner liners and returned mail-back packages shall not be opened, x-rayed, analyzed, or otherwise penetrated. Accordingly, their contents shall not be sorted or inventoried subsequent to being placed into a collection receptacle or mail-back package. To clarify this, § 1317.75(c) was modified to add the prohibition against individually handling substances after they have been deposited into a collection receptacle.

Inmar has a long history of serving both commercial and government clients with program requirements that are as stringent as those required by the Ordinance. For example, Inmar's pharmacy applications manage Protected Healthcare Information (PHI) and are HIPAA-compliant. Additionally, as part of Inmar's Rx Returns (reverse distribution) business, we work very closely with regulators to implement compliant procedures covering the DEA, Board of Pharmacy, EPA, and other tangential regulatory entities. Data protection, privacy, and adherence to applicable regulations are the foundation of Inmar service capabilities.



Inmar has a long history of serving both commercial and government clients with stringent compliance standards such as the protection of Protected Health Information (PHI) and HIPAA.

## VII. Public Education Effort and Promotion Strategy

✓ Ordinance 3635 Chapter 7.90.050(F)

✓ Ordinance 3635 Chapter 7.90.100

### A. Promotion

✓ Ordinance 3635 Chapter 7.90.100(A)(1)

Inmar will execute a comprehensive and measurable public outreach strategy to drive awareness of

the drug take-back program and maximize participation as required by Marin County Safe Drug Disposal Ordinance Chapter 7.90. In addition to preventative education, Inmar's strategy is designed to ensure that where and how to return Covered Drugs is widely understood by residents, pharmacists, Retail Pharmacies, health care facilities and providers, veterinarians, and veterinary hospitals.

A leader in the promotions space for nearly 40 years, Inmar has a unique set of core capabilities relative to other prospective Plan Operators, specifically in consumer marketing and activation. Thus, in addition to traditional outreach methods (signage, written materials, etc.), Inmar is able to drive participation among covered entities with modern, high-impact tactics such as influencer marketing and targeted media.

The individual components of Inmar's public outreach strategy are detailed below. Across all tactics, key messages will include, but not be limited to, the following:

- Encourage safe storage of drugs in the home (especially around children and teens)
- Dangers of drug misuse (i.e., not taking medicines as prescribed)
- Discourage improper disposal of drugs (e.g., flushing or solid waste collection)
- Arrival of a safe drug take-back solution with instructions for how to locate and participate
- Consumer Drug Take-Back Day promotion

If more than one Stewardship Plan is approved by the Department, Inmar will seek to coordinate its promotional activities with other approved programs. This coordination will begin upon plan approval with the goal of establishing a single system of promotion within 90 days of approval. However, the timeline of when this single system of promotion can be fully implemented will depend on the cooperation and availability of the other approved Plan Operators. Coordination efforts will include providing a single website and toll-free telephone number to access information about collection services for all approved Stewardship Plans. Inmar will work with the existing Plan Operator to provide the Director with a mutually agreed upon document which outlines the principles of coordination and specifies the required elements of the single-system of promotion. Inmar will work with the current Plan Operator to coordinate on the following elements:

- 1) Jointly agree on website name with approval by the department,
- 2) Jointly agree on toll-free telephone number,
- 3) Jointly agree to fund the website and toll-free number fairly,
- 4) Provide a joint document to the agency detailing the plan,
- 5) Meet immediately to discuss any confusion by ultimate users and take action to address, and
- 6) The approved Plan Operators will design and seek approval for a state-wide program logo which will be readily recognizable for use on kiosks, educational materials, the website and other ultimate user facing materials.
- 7) Coordinate on the data collection and reporting of the biennial survey

## B. Standardized Instructions

✓ Ordinance 3635 Chapter 7.90.100(A)(2)

### Kiosk Signage

The collection kiosks themselves will be readily recognizable. The standard color for the kiosk is



bright green for easy identification, and each kiosk is adorned with clear graphical instructions in both English and Spanish for proper use. Please see Appendix B for an image of the collection kiosk and disposal instructions.

## C. Website and Toll-Free Number

✓ Ordinance 3635 Chapter 7.90.100(A)(3)

### Website

The current County approved Plan Operator operates the website Medproject.org. Inmar agrees to use the existing website in coordination with any other approved Plan Operator(s). Upon approval, Inmar is committed to working with any approved Stewardship Plan Operator(s) as required to determine a fair and equitable method in jointly meeting the requirements under the Ordinance.

Inmar is prepared to operate the [www.safemedinedrop.com](http://www.safemedinedrop.com) website with all the required functionality for Marin County within 60 days of approval. This site will be operational until the single system of promotion is complete. This is how it has worked in other local Counties in the state. Inmar Intelligence will work with Marin County on an ongoing basis to keep them apprised of the progress being made for the single system of promotion efforts for the County with the other approved Plan Operator.

Alternatively, Inmar can provide a mobile-optimized website, appropriately translated into the required languages as designated by the County, which will publicize collection options and educate County Residents on proper disposal practices. Inmar will use enhanced search engine optimization to ensure easy location and access.

Specifically, the website will:

- Leverage Inmar's collaboration with Google Maps to allow County Residents to find the nearest Collector or mail-back sites via an interactive map. The list of locations will be updated monthly to ensure accuracy and will include the locations of kiosks placed by Inmar and other Plan Operators
- Allow Residents to request prepaid return mailers
- Include educational and outreach materials promoting safe storage of drugs

### Toll-Free Number

The current County approved Plan Operator operates the toll-free number 844-633-7765. Inmar agrees to use the existing toll-free number in coordination with any other approved Plan Operator(s). Upon approval, Inmar is committed to working with any approved Stewardship Plan Operator(s) as required to determine a fair and equitable method in jointly meeting the requirements under the Ordinance.

Alternatively, Inmar is prepared to operate a multi-lingual, toll-free call center that County Residents can call to learn more about the Stewardship Plan, Collection Events, and drug disposal best practices. County Residents will also be able to request information about the nearest collection site or mail-back site and request that a prepaid mailer is sent to them. The call center is operated with live operators and will be staffed with a third party service to assist with live translation in the required

languages. All operators are trained to assist and answer questions related to any and all questions regarding the Stewardship Plan operation including but not limited to authorized Collector kiosk support and service requests.

### **Outreach Materials**

Inmar provides easily-consumable educational materials for dissemination to interested parties including County Residents, pharmacists, retailers, and health care practitioners upon request and at no charge.

These materials will:

- Provide instruction on how to safely store covered drugs at home
- Inform of the risks of disposing of covered drugs in inappropriate waste streams (e.g., solid waste collection, sewer, or septic systems)
- Outline how to participate in the drug take-back program for safe disposal of Covered Drugs.

All materials will be easily understandable by County Residents with varying levels of English proficiency and will leverage explanatory graphics to aid in comprehension.

Inmar provides promotional materials to every kiosk or mail-back location we secure as well as making them available on our [safemedicinedrop.com](https://safemedicinedrop.com) website. Each site is provided with information about how to have knowledgeable conversations with citizens regarding the appropriate way to dispose of unwanted or expired medication. Inmar also provides easily consumable educational materials for dissemination to County Residents, pharmacists, retailers and health care providers. The materials outline how to participate in the drug take-back program, inform the Residents of the risks of disposing medication in inappropriate waste streams and instruction on how to safely store Covered Drugs at home. Inmar Intelligence will also provide promotional brochures on a yearly basis or as needed which describe collection methods.

Please see Appendix C for example materials.

### **Collector Marketing Support**

To drive awareness and participation at a local level, Inmar will provide individual authorized Collectors with a variety of marketing assets at no charge, including in-store signage, social media content kits, press release templates, a radio ad script, and scripts for Pharmacy staff to let County Residents know that they can safely dispose of their Covered Drugs at that location. Authorized Collectors will be able to request additional marketing materials through the help desk.

Please see Appendix C for example materials.

### **Social Influencer Marketing**

The 2016 acquisition of Collective Bias gave Inmar the ability to execute robust, data-driven social influencer marketing programs that activate shoppers and patients alike. On average, Inmar executes approximately 500 such programs annually.

Inmar has a curated network of more than 12,000 highly-vetted influencers who are experts at creating authentic, compelling content that can drive awareness and inspire participation among County Residents. Inmar utilizes sophisticated influencer selection, data-driven content distribution,

and audience re-engagement tactics to ensure that content is hyper-relevant and that the County Residents receiving the content are the ones most inclined to take action.

Content can focus on an array of topical themes, however, based on the program requirements outlined in § 7.90.100 of the Ordinance, Inmar's recommendation would be one, or a combination of, the following:

- Tips for safe storage of medications in the home prior to disposal
- Education about the implications of improper drug disposal
- Promotion of the drug take-back program, including directions on where and how to participate

Inmar executed a social influencer marketing program promoting drug take-back in April of 2019 which yielded exceptional results. (See "Impact Measurement" below for more information on impact measurement and reporting) The campaign generated 11.4MM impressions, but, more importantly, the posts themselves were highly engaging. The average click-through-rate (CTR) was 4.5% (a historical CTR benchmark in this category is 1.5 - 2.0%) and users spent an average of one minute and eight seconds on each post. Both metrics suggest users found the content compelling and useful. Return on Investment (ROI) for social influencer marketing campaigns is measured in terms of return on Total Media Value (TMV) that is the combined value of earned and paid media for the campaign. In this case, TMV return was favorable at 2.1x.

Please see Appendix C for sample social influencer content and an outline on how we approach marketing through online influencers. We also invite you to view some of the top performing posts linked below:

- [\*Life in Check Consumer Drug Take-Back receptacle | National Prescription Drug Take-Back Day\* by Meagan Harrell](#)
- [\*5 Easy Tips to Declutter Your Closet + Safe Medication Disposal\* by Valerie Clement](#)
- [\*How to Dispose of Unused Medications Safely - Mom Always Knows\* by Elizabeth Hurt](#)

### **Targeted Media**

Inmar's expert paid media team actively monitors social influencer content for the highest performers - looking beyond vanity metrics to focus on deeper measurements such as views and engagements. The most engaging content is promoted across social platforms as well as off-site media to amplify the message around drug take-back to a targeted cohort of interested parties.

Lastly, in partnership with PlaceIQ, Inmar offers targeted ad units that allow messages to be delivered to County Residents that are physically near or in selected locations (e.g., near a collection kiosk) and provide after-action metrics, such as Place Visit Rate that demonstrates in-store foot traffic among your target audience.

### **Impact Measurement**

In accordance with Ordinance § 7.90.100, Inmar will provide a description of outreach initiatives in its annual report, but also aims to provide more frequent and actionable reporting on the impact of such initiatives.

With specific regard to social influencer marketing and targeted media, Inmar's measurement tools

and philosophies have continuously set the industry standard with their emphasis on transparency and quantifiability over vanity metrics and theoretical explanations.

Reporting will include:

- Third-party verified Content View & Engagement reporting
- Engagement breakdown by social platform
- Social Content Ad™ (aka social media ad) performance data
- Thumbnail links to all influencer content, and performance metrics for individual influencer posts

## D. Biennial Survey

✓ Ordinance 3635 Chapter 7.90.100(A)(4)

Inmar will conduct a biennial survey of Marin County Residents as well as pharmacists, veterinarians, and health professionals who interact with patients on use of medicines after the first full year of operation of the Stewardship Plan. The aim of the survey questions will be to measure the percent awareness of the Stewardship Plan, assess to what extent drop-off sites and other collection methods are convenient and easy to use, and assess knowledge and attitudes about risks of abuse, poisonings, and overdoses from prescription and non-prescription drugs used in the home.

Draft survey questions will be submitted to the Director for review and comment at least 30 days prior to the initiation of the survey. Results of the survey will be reported to the Director and made available to the public on the website required in § 7.90.100 within 90 calendar days of the end of the survey period. The privacy of all survey respondents shall be maintained. Inmar will coordinate all activities related to the biennial survey with other approved Plan Operators.

## E. Language Translation

✓ Ordinance 3635 Chapter 7.90.100(B)

All outreach methods will be translated into or conducted in languages specified by the Director and agreed by Inmar.

## F. Multiple Stewardship Plans – Single System of Promotion

✓ Ordinance 3635 Chapter 7.90.100(C)

Inmar will work with the Director to develop a single system of promotion for all Stewardship Plans when multiple Plans exist. All collateral pieces will have consistent messaging to Residents in coordination with other Plans. Inmar will begin work with the existing Plan Operator immediately upon Plan approval to provide the Director with a mutually agreed upon document, outlining the elements of coordination as described above in Section A, specifying the required elements of the single-system of promotion.

## VIII. Goals

✓ Ordinance 3635 Chapter 7.90.050(G)

### Program Collection Goals

| Short-Term (2021)  | Long-Term (2022+)  |
|--|--|
| <ul style="list-style-type: none"> <li>• Within 90 days of Plan approval all confirmed kiosks and mail-back sites will be installed and operational.</li> <li>• Within 90 days of Plan approval submit project plan and timeline for serving the underserved communities.</li> <li>• Use Inmar's safemedicinedrop.com website for Marin County within 60 days of Plan approval until the single website with the current Approved Plan Operator is operational.</li> </ul> | <ul style="list-style-type: none"> <li>• Update signage on kiosk with new website and toll-free number based upon the coordination efforts with any other approved Plan Operators as dictated by Ordinance § 7.90.100(A).</li> <li>• Increase drop-off site and mail-back site locations to provide convenient and equitable access as dictated by Ordinance § 7.90.080 (B)(1).</li> </ul> |

### Program Education and Promotion Goals

| Short-Term (2021)  | Long-Term (2022+)   |
|--|---|
| <ul style="list-style-type: none"> <li>• Phase 1 website functionality updates: <ul style="list-style-type: none"> <li>○ Mail-back envelope requests</li> <li>○ Educational materials uploaded</li> <li>○ Collector kiosk maintenance resources and requests</li> <li>○ Drop-off site and mail-back envelope distribution site list updated (ongoing)</li> </ul> </li> <li>• Multi-lingual, toll-free call center launch</li> <li>• Initiate social influencer and targeted media outreach</li> <li>• Initiate coordination efforts with any other approved Plan Operators as dictated by Ordinance § 7.90.100(A) with a goal of establishing the</li> </ul> | <ul style="list-style-type: none"> <li>• Phase 2 website functionality updates <ul style="list-style-type: none"> <li>○ Collection site and mail-back envelope distribution site list updated (ongoing)</li> </ul> </li> <li>• Continue social influencer and targeted media outreach</li> <li>• Inmar will continue to monitor and optimize promotional initiatives as dictated by the metrics detailed under "Impact Measurement" in Section VII.</li> <li>• Continue coordination efforts with any other approved Plan Operators as dictated by Ordinance § 7.90.100(A) if necessary.</li> <li>• Conduct a biennial survey of County Residents, pharmacists, veterinarians and health professionals as dictated by Ordinance § 7.90.100(A)(4)</li> </ul> |

single system of promotion  
within 90 days of approval

## IX. Additional Plan Considerations

✓ Ordinance 3635 Chapter 7.90.050(H)

### Package Separation & Recycling

DEA § 1317.75(c) prohibits handling substances after they have been deposited into a collection kiosk. For this reason, Inmar is unable to recycle drug packaging or separate Covered Drugs from packings. However, Inmar can execute educational programs, as outlined in Section VII, to encourage County Residents to separate Unwanted Covered Drugs from their packaging and recycle the packaging prior to disposal.

Even though regulations prevent us from recycling drug packaging, Inmar still has a vested interest in reducing waste and improving our environment. Through our Rx Returns and related business lines Inmar has saved over 20,000 barrels of oil, recovered over 11,000 megawatts of clean energy, and powered over 900 homes in just the past two years alone. We will continue to look for opportunities to expand our eco-friendly efforts in Marin County.



### Inmar Energy Metrics

#### Megawatts of Clean Energy Recovered:

2017 = 5,436  
2018 = 5,643

#### Barrels of Oil Saved:

2017 = 9,896  
2018 = 10,270

#### Homes Powered for a Year:

2017 = 482  
2018 = 495

## X. Reporting Requirements

✓ Ordinance 3635 Chapter 7.90.110(A)(C)

### Drug Collection Annual Reporting

Inmar will submit an annual report in accordance with Marin County Safe Drug Disposal Ordinance § 7.90.110 that will include:

1. List of participating Producers in the Stewardship Program
2. Amount by weight of Covered Drugs collected, including the amount by weight from each collection method used
3. List of names and locations of drop-off sites
4. Number of mailers provided for disabled and/or home-bound County Residents
5. Locations of mail-back envelope distribution sites
6. List of Collection Events including dates and locations
7. List of transporters and disposal facilities
8. Description of any safety or security problems occurring during collection, transportation, or disposal of Unwanted Covered Drugs during the reporting period. In response to any safety or security problems, the Stewardship Organization will show the changes implemented to alleviate any future problems and how it improved safety and security
9. Description of the public education, outreach, and evaluation activities implemented during the reporting period
10. Description of how collected packaging was recycled to the extent feasible, including the recycling facility or facilities used



11. Summary of the Stewardship Plan's goals, the degree of success in meeting those goals in the past year, and if any goals have not been met, what effort will be made to achieve the goals in the next reporting period
12. Summary of total expenditures of the Stewardship Plan during the reporting period

Timing of the report will be by January 1st after the first full year of implementation ending December 31st, and each January 1st thereafter.

## APPENDIX

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## Appendix A-1: Confirmed Drop-off Sites

| Store Name             | Store Address                           | Store City  | Store Zip | Status    |
|------------------------|---|-------------|-----------|-----------|
| LUCKY PHARMACY #720    | 570 MAGNOLIA AVE                        | LARKSPUR    | 94939     | Confirmed |
| SAFEWAY PHARMACY #2718 | 800 REDWOOD HWY FRONTAGE RD.<br>STE 110 | MILL VALLEY | 94941     | Confirmed |
| SAFEWAY PHARMACY #2828 | 5720 NAVE DRIVE                         | NOVATO      | 94949     | Confirmed |

## Appendix A-2: Potential Drop-off Sites

| Store Name                         | Store Address                | Store City   | Store Zip | Status           |
|------------------------------------|------------------------------|--------------|-----------|------------------|
| KAISER PERMANENTE<br>PHARMACY #398 | 820 LAS GALLINAS             | SAN RAFAEL   | 94903     | In<br>Discussion |
| DBA: COSTCO PHARMACY #141          | 300 VINTAGE WAY              | NOVATO       | 94945     | In<br>Discussion |
| RITE AID #5959                     | 431 CORTE MADERA TOWN CENTER | CORTE MADERA | 94925     | Notified         |
| RITE AID #5961                     | 701 EAST BLITHEDALE AVE.     | MILL VALLEY  | 94941     | Notified         |
| DBA: WALGREENS # 04559             | 227 SHORELINE HWY            | MILL VALLEY  | 94941     | Notified         |
| PHARMACA INTEGRATIVE<br>PHARMACY   | 230 EAST BLITHEDALE          | MILL VALLEY  | 94941     | Notified         |
| CVS PHARMACY # 16212               | 200 VINTAGE WAY              | NOVATO       | 94945     | Notified         |
| PHARMACA INTEGRATIVE<br>PHARMACY   | 7514 REDWOOD BLVD            | NOVATO       | 94945     | Notified         |
| RITE AID #5963                     | 910 DIABLO AVENUE            | NOVATO       | 94947     | Notified         |
| GOLDEN GATE PHARMACY               | 8 DIGITAL DR STE 200         | NOVATO       | 94949     | Notified         |
| DBA: WALGREENS # 07445             | 820 SIR FRANCIS DRAKE BLVD   | SAN ANSELMO  | 94960     | Notified         |
| CVS PHARMACY # 17629               | 125 SHORELINE PKWY           | SAN RAFAEL   | 94901     | Notified         |
| RITE AID #5957                     | 471 3RD STREET               | SAN RAFAEL   | 94901     | Notified         |
| DBA: WALGREENS #13584              | 155 NORTHGATE ONE            | SAN RAFAEL   | 94903     | Notified         |
| RITE AID #5958                     | 1500 NORTHGATE MALL          | SAN RAFAEL   | 94903     | Notified         |
| CVS/PHARMACY # 17694               | 180 DONAHUE STREET           | SAUSALITO    | 94965     | Notified         |

## Appendix A-3: Mail-back Sites

| Site Name                                       | Address                                | City                | ZIP   | District # | Status    |
|---|--|---------------------|-------|------------|-----------|
| Acclaim Home Care                               | 4340 Redwood Hwy, Suite A14            | San Rafael          | 94903 | 1          | Confirmed |
| Alegre Home Care - Marin                        | 4380 Redwood Highway, Suite A6         | San Rafael          | 94903 | 1          | Confirmed |
| Castle Marin                                    | 195 Esmeyer Drive                      | San Rafael          | 94903 | 1          | Confirmed |
| Marin Community Center                          | 775 Miller Creek Road                  | San Rafael          | 94903 | 1          | Confirmed |
| Marinwood Market                                | 155 Marinwood Ave, # 1521              | San Rafael          | 94903 | 1          | Confirmed |
| Safeway 932                                     | 950 Las Gallinas                       | San Rafael          | 94903 | 1          | Confirmed |
| Santa Venetia Market                            | 71 San Pablo Ave                       | San Rafael          | 94901 | 1          | Confirmed |
| Terra Linda Community Center                    | 670 Del Ganado Road San Rafael         | San Rafael          | 94901 | 1          | Confirmed |
| Villa Marin                                     | 100 Thorndale Drive                    | San Rafael          | 94903 | 1          | Confirmed |
| Goldenaires Senior Citizens                     | 618 B St, San Rafael                   | San Rafael          | 94901 | 2          | Confirmed |
| Jumpstartmd                                     | 350 Bon Air Center Suite 240           | Greenbrae           | 94904 | 2          | Confirmed |
| Lucky #720                                      | 570 Magnolia Ave                       | Larkspur            | 94939 | 2          | Confirmed |
| Ross Valley Medical Corp.                       | 1000 S. Eliseo Drive, Suite 204        | Greenbrae           | 94904 | 2          | Confirmed |
| Satellite Healthcare Larkspur                   | 565 Sir Francis Drake Blvd             | Greenbrae           | 94904 | 2          | Confirmed |
| Alta Mira Recovery Programs                     | 125 Bulkley Avenue                     | Sausalito           | 94965 | 3          | Confirmed |
| Marin Health Primary Care                       | 3 Harbor Drive                         | Sausalito           | 94965 | 3          | Confirmed |
| Safeway 788                                     | 1 Camino Alto                          | Mill Valley         | 94941 | 3          | Confirmed |
| Albert J. Boro Community Center                 | 50 Canal Street San Rafael             | San Rafael          | 94901 | 4          | Confirmed |
| By The Bay Health - Larkspur                    | 17 E. Sir Francis Drake Blvd           | Larkspur            | 94939 | 4          | Confirmed |
| Dental Office & Administrative Office           | 65 Third Street, Suite 13              | Point Reyes Station | 94956 | 4          | Confirmed |
| Dillon Beach General Store                      | 1 Beach Ave, Dillon Beach              | Dillon Beach        | 94929 | 4          | Confirmed |
| Eldercare Specialists - Geriatric Care Managers | 21 Tamal Vista Blvd Suite 130          | Corte Madera        | 94925 | 4          | Confirmed |
| Marinhealth Critical Care Health Clinic         | 1100 Larkspur Landing Circle, Suite 10 | Larkspur            | 94939 | 4          | Confirmed |
| Point Reyes Station                             | Po Box 910                             | Point Reyes Station | 94956 | 4          | Confirmed |
| West Marin Pharmacy                             | 11 Fourth Street / Po Box 1510         | Point Reyes         | 94956 | 4          | Confirmed |
| Atria Temalpais Creek                           | 853 Tamalpais Avenue                   | Novato              | 94947 | 5          | Confirmed |
| Golden Gate Pharmacy Services                   | 8 Digital Drive, #200                  | Novato              | 94949 | 5          | Confirmed |
| Golden Gate Vet Compound. Phar                  | 8 Digital Drive, #104                  | Novato              | 94949 | 5          | Confirmed |
| Homeward Bound - Second Office                  | 1399 N. Hamilton Parkway               | Novato              | 94949 | 5          | Confirmed |
| Homeward Bound Of Marin Admin Office            | 1385 N. Hamilton Parkway               | Novato              | 94949 | 5          | Confirmed |

|  |                          |        |       |   |           |
|--|--------------------------|--------|-------|---|-----------|
| Lucky #732                                   | 1761 Grant Ave           | Novato | 94947 | 5 | Confirmed |
| Margaret Todd Senior Center                  | 1560 Hill Road           | Novato | 94947 | 5 | Confirmed |
| Marinhealth Neurology - A UCSF Health Clinic | 75 Rowland Way Suite 200 | Novato | 94945 | 5 | Confirmed |
| Novato Market                                | 350 Rowland Blvd         | Novato | 94947 | 5 | Confirmed |

| Site Name   | Site Address                 | Site City           | Site Zip | Status           |
|---|------------------------------|---------------------|----------|------------------|
| Marin Health Medical Center                                       | 250 Bon Air Rd               | Greenbrae           | 94904    | Mail Back Target |
| Novato Community Hospital   | 180 Rowland Way              | Novato              | 94945    | Mail Back Target |
| Kentfield Hospital  | 1125 Sir Francis Drake Blvd  | Kentfield           | 94904    | Mail Back Target |
| Kaiser Permanente San Rafael Medical Center                       | 99 Montecillo Rd             | San Rafael          | 94903    | Mail Back Target |
| Larkspur Clinic: UCSF Benioff Children's Hospital Oakland         | 1100 Larkspur Landing Cir    | Larkspur            | 94939    | Mail Back Target |
| Marin Treatment Center, Inc.                                      | 1466 Lincoln Ave             | San Rafael          | 94901    | Mail Back Target |
| Marin Health Foundation   | 100B Drakes Landing Rd # 255 | Greenbrae           | 94904    | Mail Back Target |
| Pediatric Neurology: Sutter Pacific Medical Foundation: Greenbrae | 1100 S Eliseo Dr #1st        | Greenbrae           | 94904    | Mail Back Target |
| Marin Community Healthcare  | 1 H St, San Rafael           | San Rafael          | 94901    | Mail Back Target |
| Serenity Knolls   | 145 Tamal Rd                 | Forest Knolls       | 94933    | Mail Back Target |
| Marin County Dept. of Health & Human Services                     | 1682 Novato Blvd             | Novato              | 94947    | Mail Back Target |
| Coastal Health Alliance   | 3 6th St Ste 21              | Point Reyes Station | 94956    | Mail Back Target |
| Coastal Health Alliance   | 3 6th St                     | Point Reyes Station | 94956    | Mail Back Target |
| Coastal Health Alliance   | 7 Wharf Rd                   | Bolinas             | 94924    | Mail Back Target |
| Coastal Health Alliance   | 3419 State Route 1           | Stinson Beach       | 94970    | Mail Back Target |
| University of California, San Diego                               | 100 Main St                  | San Quentin         | 94964    | Mail Back Target |
| Marin Community Clinic  | 411 4th St                   | San Rafael          | 94901    | Mail Back Target |
| Marin Community Clinic  | 411 4th St                   | San Rafael          | 94901    | Mail Back Target |
| Marin Community Clinic  | 5 Bon Air Rd                 | San Rafael          | 94901    | Mail Back Target |
| Marin Medical Practice Concepts                                   | 1100 S Eliseo Dr             | Greenbrae           | 94904    | Mail Back Target |
| Marin Medical Practice Concepts                                   | 1101 S Eliseo Dr             | Greenbrae           | 94904    | Mail Back Target |
| Falck USA   | 17 Woodland Dr               | San Rafael          | 94901    | Mail Back Target |
| Global Procurement Solutions                                      | 435 Murray Circle            | Sausalito           | 94965    | Mail Back Target |
| Center Point, Inc.  | 603 D St & 207 1st St        | San Rafael          | 94901    | Mail Back Target |
| CDCR - San Quentin State Prison                                   | San Quentin State Prison     | San Quentin         | 94964    | Mail Back Target |
| Bradly Jacobs, MD   | 601 Murray Cir               | Sausalito           | 94965    | Mail Back Target |

|                                     |                                     |             |       |                  |
|-------------------------------------|-------------------------------------|-------------|-------|------------------|
| Marin City Health and Wellness      | 601 2nd St                          | San Rafael  | 94901 | Mail Back Target |
| Ethos Veterinary Health             | 901 San Francisco Blvd E            | San Rafael  | 94901 | Mail Back Target |
| Cheri Joy Forrester, MD             | 3 Harbor Dr                         | Greenbrae   | 94904 | Mail Back Target |
| MGH Education                       | 5 Bon Air Rd                        | Greenbrae   | 94904 | Mail Back Target |
| MGH Radiation Oncology              | 1350 S Eliseo Dr                    | Greenbrae   | 94904 | Mail Back Target |
| Tamalpais Internal Medicine         | 23 Reed Blvd                        | Greenbrae   | 94904 | Mail Back Target |
| Marin Health OB/GYN & Urogynecology | 100 A Drakes Landing                | Greenbrae   | 94904 | Mail Back Target |
| North Bay Regional Surgery Center   | 100 Rowland Way Ste 145             | Novato      | 94945 | Mail Back Target |
| North Bay Regional Surgery Center   | 100 Rowland Way Ste 145             | Novato      | 94945 | Mail Back Target |
| Walgreens Drug 07445                | 820 Sir Francis Drake Rd            | San Anselmo | 94960 | Mail Back Target |
| Walgreens Drug 04559                | 227 Shoreline Hwy                   | Mill Valley | 94941 | Mail Back Target |
| Walgreens Drug 04625                | 830 3Rd St                          | San Rafael  | 94901 | Mail Back Target |
| Marin Advanced Imaging Center       | 1260 S Eliseo Dr Ste 101            | Greenbrae   | 94904 | Mail Back Target |
| Center Point Inc                    | 135 Paul Dr                         | San Rafael  | 94903 | Mail Back Target |
| Parnell, Diana                      | 1030 Sir Francis Drake Blvd Ste 110 | Kentfield   | 94904 | Mail Back Target |
| Tanasovich, Cheryl                  | 1300 S Eliseo 207                   | Greenbrae   | 94904 | Mail Back Target |
| Frederickson, Kim                   | 400 Professional Ctr Dr Ste414      | Novato      | 94947 | Mail Back Target |
| Marin City Health & Wellness Cent   | 630 Drake Ave                       | Sausalito   | 94965 | Mail Back Target |
| Biomarin Pharm Inc                  | 21 Pimental Ct                      | Novato      | 94949 | Mail Back Target |

## Appendix A-4: Producers

| Contact Name & Title                                       | Covered Entity                      | Mailing & Physical Address(es)                                   | Email Address                  | Phone Number |
|--|-------------------------------------|--|--------------------------------|--------------|
| Hindy Schiff, Vice President Regulatory Affairs/Compliance | Ascend Laboratories                 | 339 Jefferson Road<br>Parsippany, New Jersey 07054               | hschiff@ascendlaboratories.com | 908-612-3079 |
| Brian Kilmartin, Lead – Risk Management, PV                | Dr. Reddy's Laboratories Inc.       | 107 College Road East,<br>Princeton NJ 08540                     | bklmartin@drreddys.com         | 484-568-3072 |
| Kristy Ronco, Chief Commercial Officer                     | Hikma Pharmaceuticals               | 200 Connell Drive, 4th Floor,<br>Berkeley Heights, NJ 07922      | kronco@hikma.com               | 908-673-1762 |
| Grant Brock, Vice President, Operations                    | Lannett                             | 1101 C Avenue West,<br>Seymour, IN 47274                         | grant.brock@lannett.com        | 812-523-5475 |
| Seshu Akula, President, North America Generics             | Novadoz Pharmaceuticals, LLC        | 20 Duke Road, Suite A,<br>Piscataway, NJ 08854                   | Seshu.akula@novadozpharma.com  | 908-360-1500 |
| Nathan Walten, Director, Commercial Operations (US)        | Strides Pharma, Inc.                | 2 Tower Center Boulevard,<br>Suite 1102 East Brunswick, NJ 08816 | nathan.walten@stridesusa.com   | 609-773-5000 |
| Sai Mungara, Vice President, Supply Chain                  | Sun Pharmaceutical Industries, Inc. | 2 Independence Way,<br>Princeton, NJ 08540                       | Sai.Mungara@sunpharma.com      | 609-720-9200 |



|                                  |                                   |   |                       |              |
|----------------------------------|-----------------------------------|---|-----------------------|--------------|
| Daphne Huang, CFO & CAO          | Taro Pharmaceuticals U.S.A., Inc. | Three Skyline Drive, Hawthorne, New York 10532                | Daphne.Huang@taro.com | 914-345-9001 |
| Sangeev Parab, Director, Finance | Unichem Pharmaceuticals, USA      | 1 Tower Center Boulevard, Suite 2200 East Brunswick, NJ 08816 | sparab@unichemusa.com | 732-253-5954 |

## Appendix B: Sample Kiosk Signage

Kiosk signage will be coordinated with other approved Plan Operators in accordance with Ordinance § 7.90.100(A).

### MEDICINE DISPOSAL

Eliminación de medicamentos

药物处置

Pagtatapon ng gamot

Контейнер для утилизации медикаментов



#### ACCEPTED

MEDICATIONS IN ANY DOSAGE FORM, EXCEPT FOR THOSE LISTED BELOW, IN THEIR ORIGINAL CONTAINER OR SEALED BAG.



#### NOT ACCEPTED

HERBAL REMEDIES, VITAMINS, SUPPLEMENTS, COSMETICS, OTHER PERSONAL CARE PRODUCTS, MEDICAL DEVICES, BATTERIES, MERCURY-CONTAINING THERMOMETERS, SHARPS, AND ILLICIT-DRUGS.

**Name: 123 Pharmacy**  
**Contact: (555) 555-5555**

# SAFELY DISPOSE OF UNWANTED & EXPIRED MEDICINES



01

**Cross out or remove  
personal identifying  
information from  
the medicine bottle.**



02

**Leave the product  
in its original container  
or place solid medicines  
in a sealed plastic bag.\***

\*If transferring medications to a  
sealed bag, please be sure to recycle  
all remaining packaging.



03

**Put medicine  
in the kiosk.**

ONLY SCHEDULE II-V CONTROLLED AND NON-CONTROLLED SUBSTANCES THAT ARE LAWFULLY POSSESSED BY THE ULTIMATE USER ARE ACCEPTABLE TO BE PLACED IN THE KIOSK. SCHEDULE I CONTROLLED SUBSTANCES, ILLICIT OR DANGEROUS SUBSTANCES, AND ANY CONTROLLED SUBSTANCES NOT LAWFULLY POSSESSED BY THE ULTIMATE USER MAY NOT BE PLACED IN THE KIOSK.

**For more information about the drug disposal program,  
please go to [safemedicinedrop.com](https://safemedicinedrop.com) or call 888-371-0717.**



## Appendix C: Sample Promotion Material

### 1. Sample Education Materials

PROTECT YOUR FAMILIES,  
COMMUNITIES, AND THE ENVIRONMENT

# SAFELY DISPOSE OF UNUSED MEDICINES

WHAT SHOULD YOU DO WITH YOUR  
EXPIRED OR UNWANTED MEDICINES

There are a number of ways to dispose of expired  
or unwanted medications.

Go to [www.safemedicinedrop.com](http://www.safemedicinedrop.com) to learn more.



CONVENIENT  
KIOSK  
LOCATIONS



MAIL-BACK



TAKE-BACK  
EVENTS

For more information about the program,  
go to [www.safemedicinedrop.com](http://www.safemedicinedrop.com)  
or call 1-888-371-0717





### WHY IS SAFE DRUG DISPOSAL IMPORTANT FOR PUBLIC HEALTH?

Proper disposal of unused  
drugs saves lives and  
protects the environment.

- Unused or expired prescription medications can lead to accidental poisoning, overdose, and abuse.
- Unused prescription drugs thrown in the trash can be retrieved and abused or illegally sold.
- Unused drugs that are flushed contaminate the water supply.

This material has been provided for the purpose of compliance with legislation and does not necessarily reflect the views of Inmar Intelligence or the Producers participating in the Inmar Intelligence (Source: U.S. Food and Drug Administration) Product Stewardship Plan

ICT1289 CDTB SC CC 07162021

# PROTECT YOUR FAMILIES, COMMUNITIES, AND THE ENVIRONMENT SAFELY DISPOSE OF UNUSED MEDICINES

## BEFORE DISPOSAL CHECK THE PACKAGE

If there are specific instructions for disposal on the label, package or package insert, please follow those instructions.

## DISPOSAL OPTIONS



### CONVENIENT KIOSK DROP OFF LOCATIONS

To find drug disposal kiosk drop-off sites in your area, visit [www.safemedicinedrop.com](http://www.safemedicinedrop.com).



### MAIL-BACK ENVELOPES

Mail-Back Services for Unwanted Medicines. Visit the Mail-Back section of [www.safemedicinedrop.com](http://www.safemedicinedrop.com) to order a Mail-Back Package.



### TAKE-BACK EVENTS

Local Take-Back events offer residents a free and convenient way to dispose of expired or Unwanted Medicines. Visit the Take-Back Events section of the DEA site at [takebackday.dea.gov](http://takebackday.dea.gov) for information on events in your area.

For more information about the program, go to [www.safemedicinedrop.com](http://www.safemedicinedrop.com) or call 1-888-371-0717

## WHAT CAN YOU DISPOSE OF IN A KIOSK OR MAILBACK ENVELOPE?



### ACCEPTED:

Medications in any dosage form, except for those listed below, in their original container or sealed.\*

\*If transferring medications to a sealed bag, please be sure to recycle all remaining packaging



### NOT ACCEPTED:

Herbal remedies, vitamins, supplements, cosmetics, other personal care products, medical devices, batteries, mercury-containing thermometers, sharps, and illicit drugs.



This material has been provided for the purpose of compliance with legislation and does not necessarily reflect the views of Inmar Intelligence or the Producers participating in the Inmar Intelligence (Source: U.S. Food and Drug Administration) Product Stewardship Plan

ICT1289 CDTB SC CC 07162021



## 2. Sample Mail-back Materials

### MAIL-BACK PACKAGE IS FOR **UNWANTED OR EXPIRED MEDICATIONS**



#### **ACCEPTED**

Medications in any dosage form, except those listed below, in their original container or sealed bag.\*

\*If transferring medications to a sealed bag, please be sure to recycle all remaining packaging.

#### **NOT ACCEPTED**

Herbal remedies, vitamins, supplements, cosmetics, other personal care products, inhalers, medical devices, batteries, mercury-containing thermometers, sharps, and illicit drugs.

To protect your privacy, consumers are reminded to remove all personally identifiable information on prescription labels or materials before using any of the disposal options listed above.

This material has been provided for the purpose of compliance with legislation and does not necessarily reflect the views of Inmar Intelligence or the Producers participating in the Inmar Intelligence Product Stewardship Plan.



## MAIL-BACK PACKAGE IS FOR **INHALERS**



### ACCEPTED

Inhalers

### NOT ACCEPTED

Unwanted medicines that are not inhalers, herbal remedies, vitamins, supplements, cosmetics, other personal care products, medical devices, batteries, mercury-containing thermometers, sharps, and illicit drugs.

**Note:** Only place undamaged inhalers in their original containers in the Inhaler Mail-Back Package. Inhaler Mail-Back Packages can only be used for inhalers and cannot accept other types of items.

To protect your privacy, consumers are reminded to remove all personally identifiable information on prescription labels or materials before using any of the disposal options listed above.

This material has been provided for the purpose of compliance with legislation and does not necessarily reflect the views of Inmar Intelligence or the Producers participating in the Inmar Intelligence Product Stewardship Plan.

## MAIL-BACK PACKAGE IS FOR PRE-LOADED PRODUCTS CONTAINING A SHARP AND AUTO-INJECTORS



### ACCEPTED

Pre-loaded products containing a sharp and auto-injectors.

### NOT ACCEPTED

Unwanted medicines that are not pre-loaded products containing a sharp or auto-injectors, inhalers, herbal remedies, vitamins, supplements, cosmetics, other personal care products, medical devices, batteries, mercury-containing thermometers, sharps, and illicit drugs.

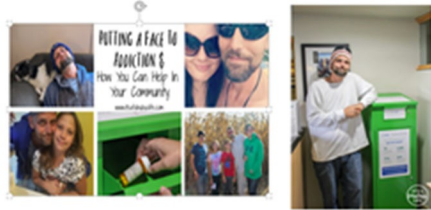
**Note:** Injector Mail-Back Packages can only be used for pre-filled injector products and cannot accept other types of items.

This material has been provided for the purpose of compliance with legislation and does not necessarily reflect the views of Inmar Intelligence or the Producers participating in the Inmar Intelligence Product Stewardship Plan.

### 3. Appendix C: Sample Social Influencer Content and Information about Social Influencer Marketing

"Recovery Is Possible + An Easy Way You Can Help Fight The Opioid Epidemic"

By It's a Fabulous Life



<http://itsafabulouslife.com/recovery-is-possible-an-easy-way-you-can-help-fight-the-opioid-epidemic/>

MOM UNLEASHED

HOME COOK CREATE EXPERIENCE INSPIRE

EASY WAYS TO KEEP PRESCRIPTION DRUGS SAFE: 3 SIMPLE STEPS EVERY PARENT SHOULD TAKE TODAY

This step has been compensated by Cipla Inc. and its affiliates. All opinions are those of the author. #CiplaUnleashed

#CiplaUnleashed

I'll be honest, I've always been a worrier. Even as my kids get older, it's not at all uncommon for me to take looks at my home and find ways to safeguard the dangers that I see for not only my children but my entire family. I've always been this way but it's become more of a priority as the opioid crisis has risen and there have been more and more cases of children and adults alike not only getting their hands on prescription but selling and buying them. Of course I trust my kids and I know that they know the dangers of prescription drugs but as a parent, that does not absolve me from my task of making my home the safest place possible. That's why, in honor of April 27th 2020 being National Prescription Drug Take Back Day, I've been reflecting the way that I look at prescription drugs in my home and coming up with easy ways to keep prescription drugs safe.



Recovery is possible, friends! The likelihood of it is there and knowing the dangers and the steps you can take to keep your family safe is the best way to keep them safe. Let's all do our part to keep our kids and adults at safe levels of medication and help!



April 10 at 2:55 PM

Spring is the perfect time to declutter your space & dispose of unused or expired items. Follow these tips!



[HTTPS://THREECLEMENTINES.COM/EASY-TIPS-DECLUTTER-CLOSET/](https://threeclementines.com/easy-tips-declutter-closet/)

5 Easy Tips To Declutter Your Closet & Medicine Cabinet

What's the oldest date in your medicine cabinet?

135

11 Comments 88 Shares



\*Geo-targeted ads to store list zip codes and interest targeted ads to key terms such as: caregiver, home care, nursing, nursing home care, pharmacy, substance abuse prevention, rehabilitation hospitals, environmentalism, social responsibility, environmental protection, and social movements





# A UNIQUE AND DIFFERENTIATED INFLUENCER SOLUTION



**AT INMAR WE TAKE A DIFFERENT  
APPROACH TO INFLUENCER MARKETING  
— ONE PREDICATED ON AUTHENTICITY,  
TRANSPARENCY AND ACCOUNTABILITY.**

From performance-based pricing to sales lift measurement, we aim to provide quantifiable impact and maximize your influencer investment.

Our managed service influencer platform allows you to impact your core consumers' purchase decisions through sophisticated influencer selection, data-driven distribution of content, and the industry's most robust measurement and optimization suite.

## Why activate influencers with Inmar?



### MORE EXPERIENCE

selecting, activating and measuring influencers since 2009, with many industry "firsts" along the way



### PRESCRIPTIVE, PREDICTIVE DATA

first-party POS data, paired with a decade of social engagement data to drive recommendations



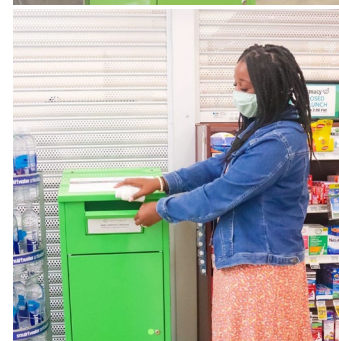
### BETTER INFLUENCER MATCHMAKING

private, curated community of creators, best-in-class platforms, sophisticated selection algorithms



### SUPERIOR MEASUREMENT

alleviate guesswork with pre-campaign research, in-campaign optimization and post-campaign analysis



COMMERCE ACCELERATED™

# THE ROADMAP FOR BETTER-PERFORMING INFLUENCER CAMPAIGNS



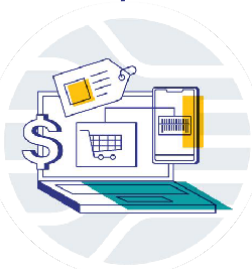
## PLAN

Using first-party data from over 2B retail transactions, 63MM households and 36MM social engagements, we get to know your brand, category and audience intimately. Behavioral attributes are analyzed and inform our recommendations for each campaign



## DISCOVER

We created the science of influencer matchmaking, and continue to push the industry forward with AI and Machine Learning. Our data-driven approach to recruitment combines the most sophisticated tools and the intuition of experienced casting experts



## ACTIVATE

Just as important as finding the right influencers is knowing how to optimize results once their content goes live. We're constantly evaluating each piece of content's diagnostic measurements and making in-campaign decisions to ensure the most effective content is reaching a more targeted audience



## MEASURE

It's insufficient to grade your campaign as a success or failure based on social metrics alone. We have, by far, the most experience correlating influencer-created content to in-store and online sales — we've studied 112 campaigns across 9 distinct categories to uncover sales lift

## Appendix D: Applicable Permits and Licenses

The following permits have been provided on the following pages:

1. DEA – 123 Compliance

| DEA REGISTRATION NUMBER | THIS REGISTRATION EXPIRES | FEE PAID |
|-------------------------|---------------------------|----------|
| R90595946               | 04-30-2022                | \$1850   |

| SCHEDULES      | BUSINESS ACTIVITY         | ISSUE DATE |
|----------------|---------------------------|------------|
| 2,2N,3, 3N,4,5 | REVERSE DISTRIB-COLLECTOR | 03-26-2021 |

|   |
|---|
| 123 COMPLIANT LOGISTICS, LLC<br>188 M ST<br>SUITE B<br>AGAWAM, MA 010012043 |
|---|

CONTROLLED SUBSTANCE REGISTRATION CERTIFICATE  
UNITED STATES DEPARTMENT OF JUSTICE  
DRUG ENFORCEMENT ADMINISTRATION  
WASHINGTON D.C. 20537

Sections 304 and 1008 (21 USC 824 and 958) of the Controlled Substances Act of 1970, as amended, provide that the Attorney General may revoke or suspend a registration to manufacture, distribute, dispense, import or export a controlled substance.

**THIS CERTIFICATE IS NOT TRANSFERABLE ON CHANGE OF OWNERSHIP, CONTROL, LOCATION, OR BUSINESS ACTIVITY, AND IT IS NOT VALID AFTER THE EXPIRATION DATE.**

CONTROLLED SUBSTANCE REGISTRATION CERTIFICATE  
UNITED STATES DEPARTMENT OF JUSTICE  
DRUG ENFORCEMENT ADMINISTRATION  
WASHINGTON D.C. 20537

| DEA REGISTRATION NUMBER | THIS REGISTRATION EXPIRES | FEE PAID |
|-------------------------|---------------------------|----------|
| R90595946               | 04-30-2022                | \$1850   |

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|   |
|---|
| 123 COMPLIANT LOGISTICS, LLC<br>188 M ST<br>SUITE B<br>AGAWAM, MA 010012043 |
|---|

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**THIS CERTIFICATE IS NOT TRANSFERABLE ON CHANGE OF OWNERSHIP, CONTROL, LOCATION, OR BUSINESS ACTIVITY, AND IT IS NOT VALID AFTER THE EXPIRATION DATE.**

Form DEA-223 (9/2016)

## Appendix E: Maps and Supportive Research

Please find attached, several maps of the County depicting the following information:

- The overall maps are color coded across the county for population density based upon 2018 data that is built into our mapping software.
- The yellow/neon green circles are the communities the Marin County Government has listed on their website. The ring size is based upon US.Census.org 2020 Data. A table of the data is attached below.
- Black triangles show the current locations of Med-Project with a 10 mile radius.
- Blue dots show our contracted kiosks locations with a 10 mile radius.
- Red dots show the mail-back locations with a 10 mile radius.

The first map shows the current coverage for the County of Marin with the current Med-Project locations.

The second map shows Inmar's coverage for the County of Marin, you will see we have a huge majority of the county covered with a location less than 10 miles from a county resident even in the rural and underserved communities in the Northwest of the County. We are working to have 100% coverage of that area.

The third map shows a combined county coverage for the residents.

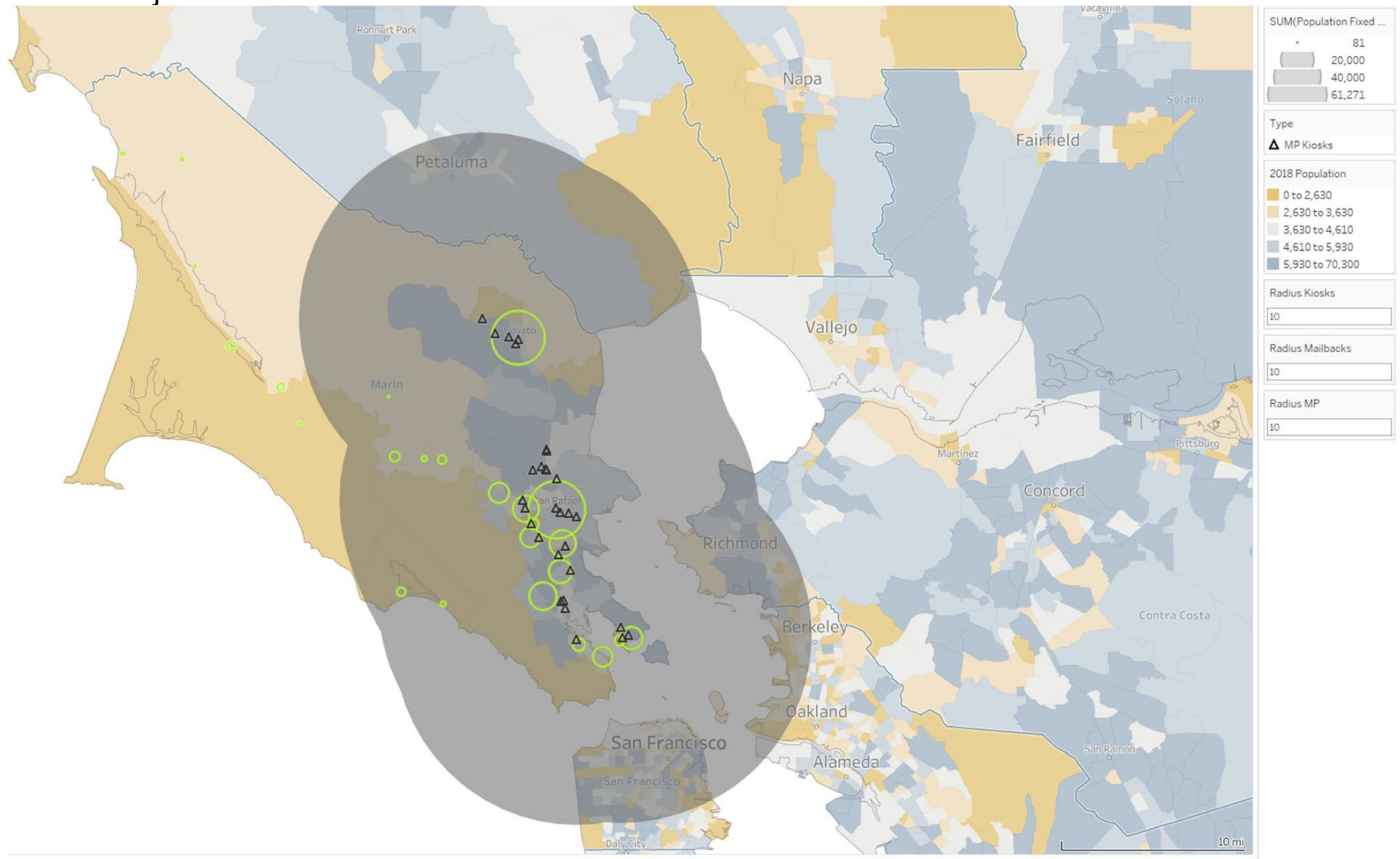


**Analysis of coverage for Marin County  
Population Locations from Marin County Website -**

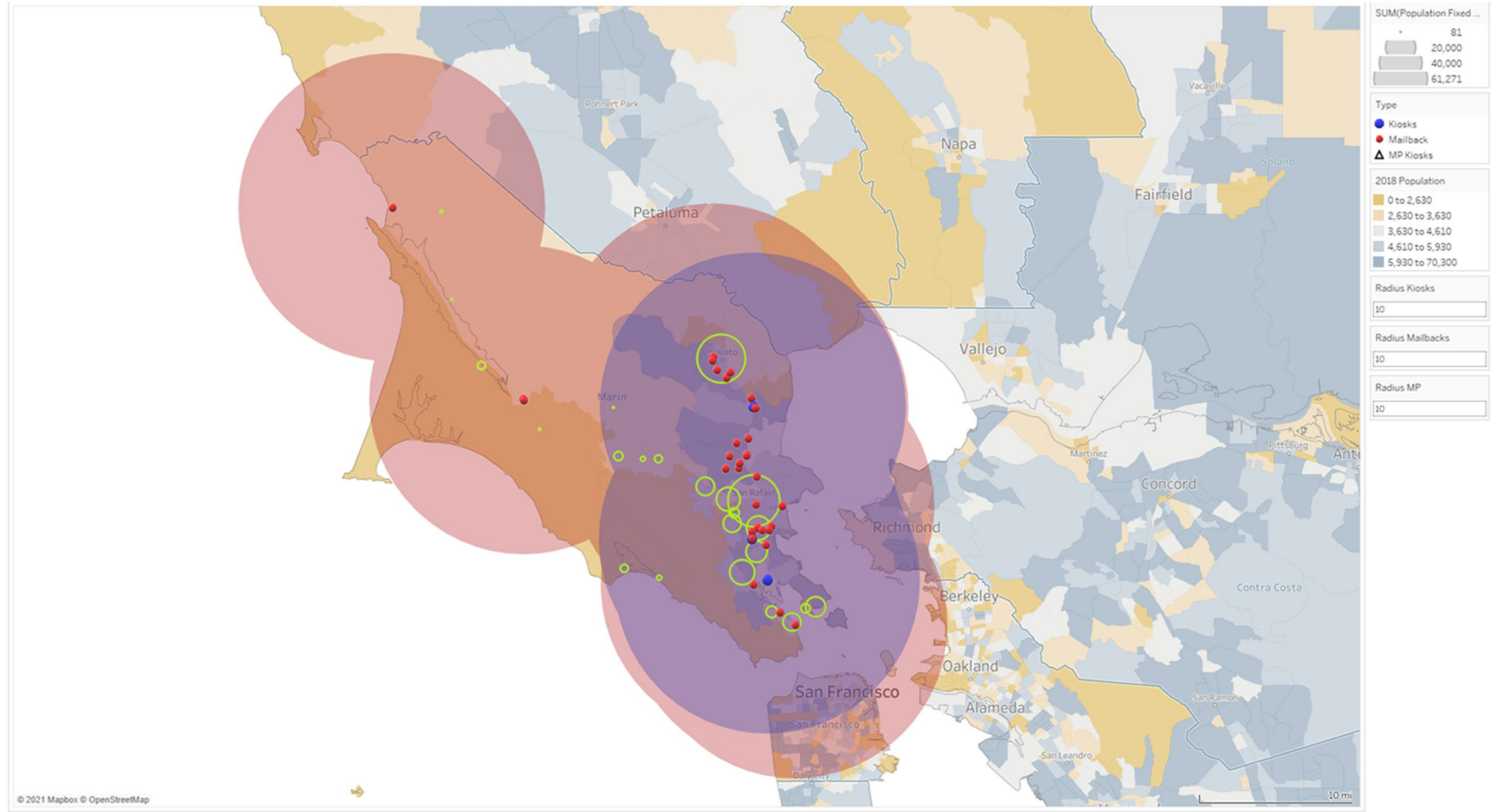
<https://www.marincounty.org/residents/community/marin-communities>

| Location                          | 2020 Population |
|-----------------------------------|-----------------|
| Belvedere, CA                     | 2,125           |
| Bolinas, CA                       | 1,483           |
| Corte Madera, CA                  | 10,222          |
| Dillon Beach, CA                  | 246             |
| Fairfax, CA                       | 7,605           |
| Inverness, CA                     | 1,379           |
| Kentfield, CA                     | 6,808           |
| Lagunitas - Forest Knolls CDP, CA | 1,924           |
| Larkspur, CA (includes Greenbrae) | 13,064          |
| Marin City, CA                    | 2,993           |
| Marshall, CA                      | 81              |
| Mill Valley, CA                   | 14,231          |
| Nicasio, CA                       | 81              |
| Novato, CA                        | 53,225          |
| Olema, CA                         | 81              |
| Point Reyes Station, CA           | 895             |
| Ross, CA                          | 2,338           |
| San Anselmo, CA                   | 12,830          |
| San Geronimo, CA                  | 510             |
| San Rafael, CA                    | 61,271          |
| Sausalito, CA                     | 7,269           |
| Stinson Beach, CA                 | 541             |
| Tiburon, CA                       | 9,146           |
| Tomales, CA                       | 187             |
| Woodacre, CA                      | 1,410           |

## County Coverage of Med-Project Locations



## County Coverage of Inmar Locations



## County Coverage of Combined Locations

