

## In 2022 Alone, PhRMA Gave Over \$16 Million To Groups Fighting Prescription Drug Price Negotiation Measures

**Summary:** On June 6, 2023, Pharmaceutical Research and Manufacturers of America (PhRMA) joined with several other industry groups to [challenge](#) the Biden Administration's prescription drug price negotiation measures introduced as part of the Inflation Reduction Act. The complaint argued price negotiations were unconstitutional and would lead to “drug shortages, rationing, and declining innovation.”

PhRMA also targeted price negotiation through extensive lobbying efforts. Since 2020, PhRMA has spent over [\\$105 Million](#) while lobbying against the Inflation Reduction Act (IRA), Build Back Better Act, Elijah E. Cummings Lower Drug Costs Now Act, Medicare Prescription Drug Price Negotiation Act of 2019, and Medicare Drug Price Negotiation Act.

**An Accountable.US review of tax documents shows that in 2022, PhRMA gave a combined [\\$16.1 million](#) to groups that directly spoke out against CMS price negotiation. Several groups received a majority or almost all of their revenue from PhRMA.**

- **We Work For Health**, an industry advocacy group dedicated to pushing back against “price controls,” received [\\$13.6 million](#) from PhRMA in 2022 while reporting roughly the same amount in total revenue the same year, while seemingly not disclosing this heavy PhRMA support on its website. The group has ardently opposed price negotiation measures. In an August 2023 [Business Wire](#) article, We Work For Health executive director [Dan Leonard](#) attacked price negotiation provisions in the Inflation Reduction Act, warning they were “short sighted” and would “essentially poison the industry’s innovation ecosystem.” Since Q3 2021, We Work For Health has spent [\\$430,000](#) while lobbying against drug pricing reforms, including the Inflation Reduction Act, Build Back Better, and The Elijah E. Cummings Lower Drug Costs Now Act. PhRMA has spent another [\\$30,000](#) lobbying against these bills on We Work For Health’s behalf.
- **Council For Affordable Health Coverage (CAHC)**, a group that claims to push back against “government run healthcare,” received [\\$210,000](#) from PhRMA, nearly [27%](#) of the organization's total revenue, despite seemingly not disclosing this connection on their website. The group has fought against the Inflation Reduction Act's price negotiation measures. In his October [International Business Times](#) article, CAHC president Joel White spoke out against IRA drug negotiation measures claiming “if congress repealed the IRA's price controls, we'd have more cures.” Since 2020, CAHC paid Horizon Government Affairs, which White also [owns](#), [\\$440,000](#) to lobby against drug pricing and Medicare Part D reform. In the same time period, Horizon Government Affairs received an additional [\\$850,000](#) directly from PhRMA.
- **Healthcare Leadership Council**, a [coalition](#) of healthcare CEOs that has worked to undermine healthcare reform efforts since the [1990s](#), received [\\$895,000](#) from PhRMA in 2022. Its [members](#) include Merck, and until February 2024, Bristol-Myers Squibb, who both [challenged](#) the IRA in court. In September 2023, HLC’s [Twitter](#) account shared a [Wall Street Journal](#) opinion piece from former Bristol-Myers Squibb CEO Giovanni Caforio, parroting his claims that price negotiation will “harm patients far more than it

helps them.” HLC has also fought IRA price negotiation measures, with president [Mary R. Grealy warning](#) they would stifle drug development. Since 2020, HLC spent [\\$720,000](#) while lobbying against drug price negotiation legislation, including the IRA, Build Back Better, and the Elijah E. Cummings Lower Drug Costs Now Act.

- **Incubate**, a healthcare venture capital advocacy group founded in 2019 to challenge Democrats’ healthcare reforms, received [\\$715,000](#) from PhRMA in 2022. **This makes up almost 100% of Incubate’s revenue**—the group seemingly does not disclose this financial connection on their website despite [Bart Forsyth](#), vice president of federal advocacy for PhRMA, serving on the group’s advisory board. Incubate has opposed IRA drug price provisions, with executive director [John Stanford warning](#) the policy “[throws a wrench](#)” into the drug development process. In an [Axios](#) interview, he added, “we’re investors, why on earth would you invest in something with nine years of returns when you could invest in 13?”. Since 2021, the group spent [\\$210,000](#) while lobbying against price negotiation legislation, including Build Back Better and the IRA.
- **RetireSafe**, a group that pushes for “[limited government](#)” in senior care and has opposed price negotiation measures for at least [a decade](#), received [\\$355,000](#) from PhRMA in 2022, making up [63%](#) of its total revenue for the year, despite seemingly not disclosing this connection on their website. In 2013, RetireSafe worked with PhRMA to publish a [letter](#) opposing the Obama administration’s price negotiation proposals. RetireSafe has also fought against recent price negotiation measure proposals as well, with president and CEO Mark Gibbons publishing a [Washington Times](#) opinion piece claiming IRA price negotiation would “plunge America’s ability to discover new cures into the darkness.” In 2022, RetireSafe spent [\\$50,000](#) while lobbying against the IRA.
- **Galen Institute**, a free market healthcare group working against “[government controlled medicine](#),” received [\\$100,000](#) from PhRMA in 2022, making up almost [88%](#) of its total revenue for the year, despite seemingly not disclosing this close connection on their website. The group has opposed price negotiation measures, with Galen Institute founder [Grace-Marie Turner praising](#) Merck for filing a lawsuit against IRA price negotiations, echoing the company’s claim that the policy is a “[draconian and deceptive scheme](#).”
- **The Heritage Foundation**, a [powerful](#) free-market [conservative think tank](#) that has driven Republican policy for decades, received [\\$125,000](#) from PhRMA in 2022. The group opposes price negotiation measures—in an August 2023 [Daily Signal](#) article, Heritage Foundation’s director of health and welfare policy [Nina Owcharenko Schaefer](#) dubbed the IRA “[The Innovation Reduction Act](#)” and parroted claims it would reduce drug development and impose “[draconian taxes](#).”
- **Washington Legal Foundation**, a free market law firm, received [\\$40,000](#) from PhRMA in 2022. In a February 2023 [Washington Times opinion piece](#), the group’s general counsel [Cory L. Andrews](#) called price provisions “[Orwellian](#)” and claimed they would reduce the supply of medicines.
- **Pioneer Institute**, a free market policy research [organization](#), received [\\$50,000](#) from PhRMA in 2022. In July 2023, [William S. Smith](#) senior fellow and director of Pioneer’s life sciences initiative, [warned](#) of a “nuclear winter” for the biotech industry, claiming price negotiations would decrease revenues and investment.

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**As Drug Prices Continue To Rise, The Pharmaceutical Research And Manufacturers Of America (PhRMA) Has Joined With Other Industry Groups To Challenge Medicare Drug Price Negotiation Measures In Court, Claiming They Will Limit Investment In New Treatments.**

**In January 2024, Pharmaceutical Companies Hiked Prices On 910 Drugs—including 8 Of The 10 Drugs Targeted For Price Negotiation—As 8 In 10 Americans Say Prescription Drug Prices Are Unreasonable, With 3 In 10 Struggling To Afford Medications.**

**An Analysis By The Drug Research Firm 46brooklyn Research Found Drug Companies Hiked The Prices On 910 Branded Drugs In January 2024, As The Biden Administration Is Set To "Rein In Drug Prices."** "As the federal government seeks to rein in drug prices, pharmaceutical companies this year have been raising prices on hundreds of name-brand drugs. An analysis by the drug research firm 46brooklyn Research found that companies increased prices on 910 branded drugs in January." [USA Today, [02/04/24](#)]

**The Month Of "January Is A Pivotal Month For Consumers" As Many Drug Companies Announce Price Hikes For The Year, Impacting If Households Can Squeeze Higher Costs Into Their Budgets.** "January is a pivotal month for consumers because more than half of annual drug price hikes in the past five years have launched during the first month of the year. Consumers – many buckling under the weight of inflation that's sent rent and groceries prices higher the past three years – must figure out how to fit higher drug costs into their household budgets for the rest of the year." [USA Today, [02/04/24](#)]

**According To The Health Policy Nonprofit KFF, "About 8 In 10 Adults Say The Cost Of Prescription Drugs Is Unreasonable" With 3 In 10 Adults Saying They "Had Trouble Affording Their Medications."** "About 8 in 10 adults say the cost of prescription drugs is unreasonable, according to a July 2023 survey by KFF, a nonprofit focused on health policy. The

survey found about 3 in 10 adults had trouble affording their medications." [USA Today, [02/04/24](#)]

**The Price Hikes Include 8 Of The 10 Drugs Selected For Medicare Price Negotiation, Including A 6% Increase For The Blood Thinner Eliquis.** "According to the latest data, most of the drugs tapped by Medicare for negotiations, are squeezing in price hikes before negotiations begin. Pharma companies announced price increases for eight of the 10 drugs selected for Medicare negotiations. Those price hikes ranged from a 6% increase from Bristol Myers Squibb and Pfizer for the blood thinner Eliquis to a 3% bump for the diabetes medications Jardiance and Farxiga. Other drugs with modest increases include Januvia, Enbrel, Xarelto, Entresto and Stelara." [USA Today, [02/04/24](#)]

### **In June 2023, The Pharmaceutical Research And Manufacturers Of America (PhRMA) Targeted Medicare Price Negotiation Measures In Court, Calling Them "Unconstitutional" Claiming They Would Lead To "Drug Shortages, Rationing, And Declining Innovation."**

**June 2023: The Pharmaceutical Research And Manufacturers Of America (PhRMA) Joined The National Infusion Center Association And The Global Colon Cancer Association In Filing A Lawsuit Against Medicare Price Negotiation Measures Arguing They Will Result In "Drug Shortages, Rationing, And Declining Innovation."** "Congress's recently enacted Inflation Reduction Act of 2022, Pub. L. 117-169 (IRA or the Act), however, upends this time-tested, market-based system for encouraging innovation. In its place, Congress established a system of price controls, seeking to reduce expenditures even at the cost of drastically slowing innovation, reducing drug availability, and worsening patient outcomes. But that type of scheme, if implemented transparently, would come at a high cost for Congress, resulting in significant public criticism and political blowback. Had Congress made clear that it was mandating price controls, the resulting drug shortages, rationing, and declining innovation would be clearly attributable to the elected officials who supported the law." [Pharmaceutical Research and Manufacturers of America, [06/21/23](#)]

**In Response To The Centers For Medicare & Medicaid Services Releasing Final Guidance On The Inflation Reduction Act (IRA) Drug Negotiation Provisions In June 2023, PhRMA Claimed These Provisions Are "Unconstitutional" And Will Disincentivize Manufacturers From Conducting Research And Development.** "Today, the Pharmaceutical Research and Manufacturers of America (PhRMA) issued the following statement in response to the Centers for Medicare & Medicaid Services (CMS) releasing final guidance on the Inflation Reduction Act's (IRA) price setting provisions: [...] 'The approach CMS took in this final guidance confirms what we claimed in our lawsuit – Congress' unconstitutional shortcuts taken in the law have given the administration far too much flexibility to set prices at their whim without any oversight or accountability to anyone. The final guidance demonstrates the administration is more focused on scoring political points than minimizing harm to patients, providers and future R&D [...] CMS is disincentivizing manufacturers from conducting research and development for new treatment options, which would especially affect younger patient populations and those with rare diseases who have significant unmet medical needs.'" [Pharmaceutical Research and Manufacturers of America, [06/30/23](#)]

**Since 2020, PhRMA Has Spent Over \$105 Million While Lobbying Against Several Pieces Of Legislation Aimed At Lowering The Cost Of Prescription Drugs.**

**PhRMA Has Spent \$105,060,000 On Lobbying Since 2020, Including Against The Inflation Reduction Act, Build Back Better Act, Elijah E. Cummings Lower Drug Costs Now Act, Medicare Prescription Drug Price Negotiation Act Of 2019, And Medicare Drug Price Negotiation Act.**

Client	Registrant	Filing	Relevant Lobbying	Amount
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q4 2023</a>	Inflation Reduction Act of 2022 (P.L. 117-169); CMS Guidance on the Medicare Drug Price Negotiation Program	\$6,430,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q3 2023</a>	Inflation Reduction Act of 2022 (P.L. 117-169); CMS Guidance on the Medicare Drug Price Negotiation Program	\$6,370,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q2 2023</a>	H.R. 5376: Inflation Reduction Act of 2022 (P.L. 117-169); CMS Guidance on the Medicare Drug Price Negotiation Program	\$6,300,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q1 2023</a>	H.R. 5376: Inflation Reduction Act of 2022 (P.L. 117-169); CMS Guidance on the Medicare Drug Price Negotiation Program	\$7,990,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q4 2022</a>	H.R. 5376: Inflation Reduction Act of 2022 (P.L. 117-169); H.R. 3: Elijah E. Cummings Lower Drug Costs Now Act - Provisions related to prescription drug pricing, non-interference, and intellectual property	\$6,610,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q3 2022</a>	H.R. 5376: Inflation Reduction Act of 2022 (P.L. 117-169); H.R. 2071: Medicare Prescription Drug Price Negotiation Act of 2021 - Provisions related to Part D and non-interference; H.R. 2139: Medicare Drug Price Negotiation Act - Provisions related to Part D and non-interference; H.R. 3: Elijah E. Cummings Lower Drug Costs Now Act - Provisions related to prescription drug pricing, non-interference, and intellectual property	\$7,270,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q2 2022</a>	H.R. 5376: Build Back Better Act; H.R. 2071: Medicare Prescription Drug Price Negotiation Act of 2021 - Provisions related to Part D and non-interference; H.R. 2139: Medicare Drug Price Negotiation Act - Provisions related to Part D and non-interference; H.R. 3: Elijah E. Cummings Lower Drug Costs Now Act - Provisions related to prescription drug pricing, non-interference, and intellectual property	\$6,340,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q1 2022</a>	H.R. 5376: Build Back Better Act; H.R. 3: Elijah E. Cummings Lower Drug Costs Now Act - Provisions related to prescription drug pricing, non-interference, and intellectual property; H.R. 2071: Medicare Prescription Drug Price Negotiation Act of 2021 - Provisions related to Part D and non-interference; H.R. 2139: Medicare Drug Price Negotiation Act - Provisions related to Part D and non-interference; S. 908: Medicare Drug Price Negotiation Act - Provisions related to prescription drug pricing and non-interference	\$8,070,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q4 2021</a>	S. 833: Empowering Medicare Seniors to Negotiate Drug Prices Act of 2021 - Provisions related to Part D and non-interference; S. 908: Medicare Drug Price Negotiation Act - Provisions related to prescription drug	\$7,160,000



			pricing and non-interference; H.R. 2071: Medicare Prescription Drug Price Negotiation Act of 2021 - Provisions related to Part D and non-interference; H.R. 2139: Medicare Drug Price Negotiation Act - Provisions related to Part D and non-interference; H.R. 5376: Build Back Better Act	
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q3 2021</a>	H.R. 5376: Build Back Better Act; S. 833: Empowering Medicare Seniors to Negotiate Drug Prices Act of 2021 - Provisions related to Part D and non-interference; S. 908: Medicare Drug Price Negotiation Act - Provisions related to prescription drug pricing and non-interference; H.R. 2071: Medicare Prescription Drug Price Negotiation Act of 2021 - Provisions related to Part D and non-interference; H.R. 2139: Medicare Drug Price Negotiation Act - Provisions related to Part D and non-interference; H.R. 3: Elijah E. Cummings Lower Drug Costs Now Act - Provisions related to prescription drug pricing, non-interference, and intellectual property	\$7,440,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q2 2021</a>	S. 833: Empowering Medicare Seniors to Negotiate Drug Prices Act of 2021 - Provisions related to Part D and non-interference; S. 908: Medicare Drug Price Negotiation Act - Provisions related to prescription drug pricing and non-interference; H.R. 2071: Medicare Prescription Drug Price Negotiation Act of 2021 - Provisions related to Part D and non-interference; H.R. 2139: Medicare Drug Price Negotiation Act - Provisions related to Part D and non-interference	\$6,430,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q1 2021</a>	S. 833: A bill to amend XVIII of the Social Security Act to allow the Secretary of Health and Human Services to negotiate fair prescription drug prices under part D of the Medicare program - Provisions related to Part D and non-interference; H.R. 2139: To amend title XVIII of the Social Security Act to provide for the negotiation of lower covered part D drug prices on behalf of Medicare beneficiaries and the establishment and application of a formulary by the Secretary of Health and Human Services under Medicare part D, and for other purposes - Provisions related to Part D and non-interference; H.R. 3: Lower Drug Costs Now Act of 2019	\$8,540,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q4 2020</a>	H.R. 3: Lower Drug Costs Now Act of 2019 - Provisions related to prescription drug pricing, foreign reference pricing, Part D, manufacturer rebates, and other provisions;	\$5,130,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q3 2020</a>	S. 3384: Lowering Prescription Drug Prices for America's Seniors and Families Act of 2020 - Provisions related to prescription drug price negotiation, importation, and other issues	\$5,960,000
Pharmaceutical Research and Manufacturers of America (PhRMA)	Pharmaceutical Research and Manufacturers of America	<a href="#">Q1 2020</a>	S. 3384: Lowering Prescription Drug Prices for America's Seniors and Families Act of 2020 - Provisions related to prescription drug price negotiation, importation, and other issues; S. 62: Empowering Medicare Seniors to Negotiate Drug Prices Act of 2019 - Provisions related to Part D and prescription drug price negotiation; H.R. 1046: Medicare Negotiation and Competitive Licensing Act of 2019 - Provisions related to Part D, drug pricing negotiation and compulsory licensing; H.R. 275: Medicare Prescription Drug Price Negotiation Act of 2019 - Provisions related to Part D and drug pricing negotiation	\$9,020,000
<b>TOTAL: \$105,060,000</b>				

**We Work for Health**

**We Work For Health—A “Cohesive, Industry-Sponsored Grassroots Program” Dedicated To Pushing Back Against “Price Controls”—Received \$13.6 Million From PhRMA In 2022.**

**In 2022, PhRMA Donated \$13.6 Million To We Work For Health, A Self Proclaimed Industry Advocacy Group Dedicated To Pushing Back Against “Price Controls” That Has Been Called A “Cohesive, Industry-Sponsored Grassroots Program.”**

**In 2022, PhRMA Donated \$13,612,690 To We Work For Health:**

<b>(11) WE WORK FOR HEALTH</b>			
950 F ST NW WASHINGTON, DC 20004	87-1154775	501 (C) 4	13,612,690.

[2022 IRS Form 990, [12/14/23](#)]

**In 2022, We Work For Health Had A Total Revenue Of \$13,164,690:**

		Prior Year	Current Year
<b>Revenue</b>	<b>8</b> Contributions and grants (Part VIII, line 1h) . . . . .	12,122,906	13,164,690
	<b>9</b> Program service revenue (Part VIII, line 2g) . . . . .	0	0
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d) . . . . .	1	0
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
	<b>12</b> Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	12,122,907	13,164,690

[Propublica, [11/15/23](#)]

**We Work For Health Is An Industry Advocacy Group Dedicated To Empowering “Life Science Innovation.”** “Our aim is to empower life science innovation in the United States by advocating for policies that support a strong biotechnology ecosystem. WWFH supports establishing a national strategy to preserve America’s leadership in the life sciences.” [We Work For Health, accessed [12/13/23](#)]

**A Case Study From 720 Strategies, A PR Firm Hired By We Work For Health, Identifies The Group As A “Cohesive, Industry-Sponsored Grassroots Program.”** “As the first initiative in PhRMA’s history to secure the approval of member companies to directly engage their employees in a cohesive, industry-sponsored grassroots program, WWFH aims to help advance policies that promote medical innovation in the U.S.” [720 Strategies, accessed [01/11/24](#)]

- **720 Strategies Lists PhRMA As One Of Its Clients:**

## OUR WORK

**WE HAVE AN INCREDIBLE LIST OF PUBLIC RELATIONS AND PUBLIC AFFAIRS CLIENTS FROM THE LAST 20 YEARS.**

We have worked with Fortune 500s, non-profits, and associations to help engage their customers, constituents, and members, both online and offline. Our public relations and public affairs expertise has supported clients like Southwest Airlines, Target, AARP, Accenture, Anheuser-Busch, and an incredible breadth of others.

We are proud to be a trusted part of their circle.



[720 Strategies, accessed [01/11/24](#)]

**The First Priority Of We Work For Health's Policy Framework Is Pushing Back Against "Government-Mandated Price Controls On Prescription Drug Prices."** "Developing new drugs requires significant investment and carries significant financial risk. It can take 10-15 years to develop a single drug and require over \$2 billion in investment. Meanwhile, 9 out of every 10 drugs that make it to clinical trials are never approved by the FDA. Unfortunately, recent efforts to impose government-mandated price controls on prescription drug prices threaten the development of new treatments and jeopardize investment in this sector. Some state and federal policymakers are proposing to take policies even further in the wrong direction. According to one estimate, expanding existing price controls could lead to 200+ fewer FDA approvals of new medicines over the next decade and threaten up to 1.1 million jobs." [We Work For Health, accessed [12/13/23](#)]

**We Work For Health Executive Director Dan Leonard Has Spoken Out Against Price Negotiation Measures, Arguing They Would "Poison The Industry's Innovation Ecosystem."**

**In An August 2023 Statement, We Work For Health Executive Director Dan Leonard Attacked Price Negotiation Provisions In The Inflation Reduction Act, Claiming They Were "Short Sighted" And Would "Essentially Poison The Industry's Innovation Ecosystem."**

**Dan Leonard Is Executive Director Of We Work For Health.** "At a time when preserving America's leadership in life sciences innovation is more important than ever, We Work For Health (WWFH) is announcing Dan Leonard as its new executive director. Leonard brings more than two decades of relevant professional, healthcare supply chain experience in strategic planning, advocacy, policy and public affairs." [We Work For Health, [08/08/23](#)]

**August 2023: In Reacting To The Centers for Medicare And Medicaid Services Announcing Prescription Drugs Selected For Price Negotiations, Leonard Called The Provisions A "Flawed, Short-Sighted Policy."** "Today's announcement lacks critical details for the American patients and workers who will be directly harmed by this flawed, short-sighted policy. While there has been so much attention placed on the list of drugs, the reality is that a



growing list of areas of unmet patient need will face even greater hurdles as a result of the flawed policies and implementation of the IRA.” [Business Wire, [08/29/23](#)]

**Leonard Further Argued The Inflation Reduction Act’s Price Negotiations Would “Poison The Industry’s Innovation Ecosystem.”** “IRA’s pricing provisions essentially poison the industry’s innovation ecosystem – impacting millions of Americans – at a time when the White House is touting a cancer moonshot program to lower rates of cancer. One is not possible without the other.” [Business Wire, [08/29/23](#)]

**Since 2021, We Work For Health Has Spent \$430,000 To Outside Firms That Lobbied Against Drug Pricing Reforms, With PhRMA Spending Another \$30,000 On Their Behalf.**

**Since Q3 2021, We Work For Health Has Spent \$430,000 While Lobbying Against Drug Pricing Reforms, Including The Inflation Reduction Act, Build Back Better Act, And The Elijah E. Cummings Lower Drug Costs Now Act.**

Client	Registrant	Filing	Relevant Lobbying	Amount
We Work For Health	Jeffrey J. Kimbell And Associates	<a href="#">Q3 2023</a>	Issues related to implementation of the Inflation Reduction Act of 2022, Issues relating to Medicare Part B and Medicare Part D drug pricing reforms.	\$30,000
We Work For Health	Randolph E. Cloud & Associates	<a href="#">Q3 2023</a>	Inflation Reduction Act, Drug Price Negotiation, 340B, PBM	\$10,000
We Work For Health	Randolph E. Cloud & Associates	<a href="#">Q2 2023</a>	Inflation Reduction Act, Drug Price Negotiation, 340B, PBM	\$10,000
We Work For Health	Randolph E. Cloud & Associates	<a href="#">Q1 2023</a>	Inflation Reduction Act, Drug Price Negotiation, 340B, PBM	\$10,000
We Work For Health	Junto Solutions, LLC	<a href="#">Q4 2022</a>	Non-interference, Prescription Drug Pricing, Medicare Parts B and D, Patient Access and Innovation.	\$10,000
We Work For Health	Randolph E. Cloud & Associates	<a href="#">Q4 2022</a>	Non-interference, drug pricing, Medicare Parts B and D, innovation, clinical trials	\$10,000
We Work For Health	Tiber Creek Group	<a href="#">Q4 2022</a>	Issues related to implementation of drug pricing and reimbursement of prescription drugs provision in The Inflation Reduction Act of 2022 (PL 117-169); issues relating to Medicare Part D and Part B Pricing Reform	\$20,000
We Work For Health	Junto Solutions, LLC	<a href="#">Q3 2022</a>	Non-interference, Prescription Drug Pricing, Medicare Parts B and D, Patient Access and Innovation.	\$10,000
We Work For Health	Klink Campaigns, Inc	<a href="#">Q3 2022</a>	Inflation Reduction Act	\$10,000
We Work For Health	Tiber Creek Group	<a href="#">Q3 2022</a>	H.R. 5376 - Build Back Better Act, Subtitle J; Inflation Reduction Act of 2022 (PL 117-169), Subtitle B - Prescription Drug Pricing Reform; issues relating to Medicare Part D and Part B Pricing Reform	\$20,000
We Work For Health	Junto Solutions, LLC	<a href="#">Q2 2022</a>	Non-interference, Prescription Drug Pricing, Medicare Parts B and D, Patient Access and Innovation.	\$10,000
We Work For Health	Tiber Creek Group	<a href="#">Q2 2022</a>	H.R. 5376 - Build Back Better Act, Subtitle J, issues relating to Medicare Part D and Part B Pricing Reform	\$50,000
We Work For Health	Junto Solutions, LLC	<a href="#">Q1 2022</a>	Non-interference, Prescription Drug Pricing, Medicare Parts B and D, Patient Access and Innovation.	\$10,000
We Work For Health	Tiber Creek Group	<a href="#">Q1 2022</a>	H.R. 5376 - Build Back Better Act, Subtitle J, issues relating to Medicare Part D and Part B Pricing Reform	\$40,000
We Work For Health	Desimone Consulting, LLC	<a href="#">Q4 2021</a>	Issues related to the development of new medical therapies including patient access and pricing. Issues related to policy	\$40,000

			changes to Medicare Part D; H.R.5376, Build Back Better Act.	
We Work For Health	Junto Solutions, LLC	<a href="#">Q4 2021</a>	Non-interference, Prescription Drug Pricing, Medicare Parts B and D, Patient Access and Innovation.	\$10,000
We Work For Health	Klink Campaigns, Inc	<a href="#">Q4 2021</a>	HR3, Pharmaceutical Benefits Manager Reform, Build Back Better Act	\$10,000
We Work For Health	Desimone Consulting, LLC	<a href="#">Q3 2021</a>	Issues related to the development of new medical therapies including patient access and pricing.	\$40,000
We Work For Health	Junto Solutions, LLC	<a href="#">Q3 2021</a>	Integrity of Medicare Part D Part B and the Affordable Care Act Public Law No: 111-148; H.R. 3 - Lower Drug Costs Now Act	\$10,000
We Work For Health	Klink Campaigns, Inc	<a href="#">Q3 2021</a>	HR3, Pharmaceutical Benefits Manager Reform	\$10,000
We Work For Health	Tiber Creek Group	<a href="#">Q3 2021</a>	Issues relating to Medicare Part D and Part B Pricing Reform.	\$30,000
We Work For Health	Tiber Creek Group	<a href="#">Q3 2021</a>	Issues related to Drug Pricing in Medicare Part D and B; Issues related to out-of-pocket caps in Part D.	\$30,000
				<b>TOTAL: \$430,000</b>

**In 2021, PhRMA Spent \$30,000 While Lobbying Against The Elijah E. Cummings Lower Drug Costs Now Act On Behalf Of We Work For Health.**

Client	Registrant	Filing	Relevant Lobbying	Amount
PhRMA (on behalf of We Work For Health)	Junto Solutions, LLC	<a href="#">Q2 2021</a>	Integrity of Medicare Part D Medicare Part B and the Affordable Care Act Public Law No: 111-148; H.R. 3 - Lower Drug Costs Now Act	\$10,000
PhRMA (on behalf of We Work For Health)	Junto Solutions, LLC	<a href="#">Q1 2021</a>	Integrity of Medicare Part D Medicare Part B and the Affordable Care Act Public Law No: 111-148; H.R. 3 - Lower Drug Costs Now Act	\$20,000
				<b>TOTAL: \$30,000</b>

## The Council For Affordable Health Coverage (CAHC)

**The Council For Affordable Health Coverage (CAHC)—A Group Claiming To Push Back Against "Government Run Healthcare"—Received \$210,000 From PhRMA In 2022, Nearly 27% Of The Organization's Total Revenue That Year.**

**In 2022, PhRMA Donated \$210,000 To The Council For Affordable Health Coverage (CAHC), Nearly 27% Of The Organization's Total Revenue.**

**In 2022, PhRMA Donated \$210,000 To The Council For Affordable Health Coverage (CAHC):**

<b>(5) COUNCIL FOR AFFORDABLE HEALTH COVERAGE</b>			
440 1ST ST NW STE 430 WASHINGTON, DC 20001	52-2345058	501(C)6	210,000.

[2022 IRS Form 990, [12/14/23](#)]

**In 2022, CAHC Had A Total Revenue of \$785,288:**

Revenue		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h) . . . . .	531,000	528,500
9	Program service revenue (Part VIII, line 2g) . . . . .	792,147	248,000
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d ) . . . . .	8,008	8,788
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,331,155	785,288

[Propublica, [10/23/23](#)]

## **CAHC Advocates For Market Solutions To Healthcare Problems And Pushes Back Against “Government-Run Healthcare” Arguing Instead For The Government To Expand Small Business Tax Credits.**

**According To Its Website, CAHC Is An Advocacy Group Claiming To Look For Solutions To Healthcare Affordability Through "Increased Competition, Informed Consumers, And More Choices."** “The Council for Affordable Health Coverage (CAHC) members believe that the cost of health coverage is too high and growing too fast. CAHC promotes policies that lower health costs through increased competition, informed consumers, and more choices to help promote access to affordable coverage.” [Council for Affordable Health Coverage, accessed [12/13/23](#)]

**March 2023: CAHC Published An Article Titled “Helping Small Business Afford Better Coverage Pushes Back Against "Government-Run Healthcare” In Which They Advocate For Small Business Tax Credits Instead Of Pushing Employees Into Medicaid Or ACA Plans.** “Time and again we have heard from Americans that they like and want to keep their health plan and support expanding employment-based coverage options. However, every year hardworking Americans’ only options are safety net programs like the ACA (Obamacare), where they struggle with high deductibles. Or, they are pushed into Medicaid, which has little access to doctors and drugs, but costs taxpayers more and more each year. Those taxpayers include small business employees already struggling with the high cost of healthcare. Congress should reinforce jobs-based coverage so that small businesses can offer affordable care to their employees. A good place to start is by reforming and expanding the existing small business tax credit and allowing small businesses to self-insure just like large employers.” [Council for Affordable Health Coverage, [03/22/23](#)]

**In October 2023, CAHC President Joel White Spoke Out Against The IRA's Drug Pricing Negotiation Measures Claiming If Congress Repealed Them “We’d Have More Cures.”**

**In An October 2023 International Business Times Op-Ed, CAHC President Joel White Spoke Out Against IRA Drug Price Negotiation Measures Claiming “If Congress Repealed The IRA's Price Controls, We'd Have More Cures.”**

**Joel White Is President Of The Council For Affordable Health Coverage.** “Joel White is the President of the Council for Affordable Health Coverage and its campaigns on transparency and

medication adherence, Campaign for Transformative Therapies.” [Council for Affordable Health Coverage, accessed [01/02/24](#)]

**October 2023: In His International Business Times Op-Ed, White Argued “If Congress Repealed The IRA's Price Controls, We'd Have More Cures.”** “The likely ramifications of this seismic shift have been studied at length. First, in countries that have adopted a similar system, patients have less access to drugs. This means fewer treatments, which means poorer health. Second, experts agree that, by forcing down prices, fewer products will be developed. If the government regulated the price of iPhones, we'd see fewer updates and features. That makes sense because Apple would have less money to make innovations that improve their product. In the drug space, sources ranging from the Congressional Budget Office and analytics firms to university economists, and health-industry analysts warn that IRA price setting will also deter crucial investments in research and development, resulting in fewer new medicines [...] If Congress repealed the IRA's price controls, we'd have more cures.” [International Business Times, [10/20/23](#)]

**Since 2020, CAHC Has Paid Joel White's Lobbying Firm, Horizon Government Affairs, \$420,000 While Lobbying Against Drug Price Negotiation Measures—Meanwhile, PhRMA Has Also Paid The Firm \$800,000 During The Same Timeframe.**

**Since 2020, CAHC Has Paid Horizon Government Affairs, Which White Also Owns, \$420,000 To Lobby On Drug Pricing And Medicare Part D Reform.**

**Joel White Is The Founder And President Of Horizon Government Affairs.** “Joel Is the Founder and President of Horizon Government Affairs, a health care consultancy that represents several dozen clients and runs four coalitions comprised of 200 organizations dedicated to reforms that improve our health system.” [Horizon Government Affairs, accessed [01/25/24](#)]

**CAHC Has Paid Joel White's Lobbying Firm, Horizon Government Affairs, \$440,000 While Working Against Price Negotiation Measures.**

Client	Registrant	Filing	Relevant Lobbying	Amount
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q4 2023</a>	Drug pricing	\$10,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q3 2023</a>	Drug pricing	\$20,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q2 2023</a>	Drug pricing	\$20,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q1 2023</a>	Drug pricing	\$30,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q4 2022</a>	Medicare Part D Reform; drug pricing	\$30,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q3 2022</a>	Medicare Part D Reform; drug pricing	\$30,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q2 2022</a>	Medicare Part D Reform; drug pricing	\$30,000

Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q1 2022</a>	Medicare Part D Reform; drug pricing	\$40,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q4 2021</a>	Medicare Part D Reform; drug pricing	\$60,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q3 2021</a>	Medicare Part D Reform; drug pricing	\$30,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q2 2021</a>	Medicare Part D Reform; drug pricing	\$30,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q1 2021</a>	Medicare Part D Reform; drug pricing	\$30,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q4 2020</a>	Medicare Part D Reform; drug pricing	\$10,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q3 2020</a>	Medicare Part D Reform; drug pricing	\$30,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q2 2020</a>	Medicare Part D Reform; drug pricing	\$20,000
Council for Affordable Health Coverage	Horizon Government Affairs	<a href="#">Q1 2020</a>	Medicare Part D Reform; drug pricing	\$20,000
<b>TOTAL: \$420,000</b>				

**During The Same Time Period, PhRMA Paid Horizon Government Affairs \$800,000 To Lobby On Drug Pricing, Medicare Part D Reform, Build Back Better Legislation, And The Inflation Reduction Act.**

**PhRMA Also Paid Horizon Government Affairs \$800,000 While Working To Lobby Against Price Negotiation Measures.**

Client	Registrant	Filing	Relevant Lobbying	Amount
PhRMA	Horizon Government Affairs	<a href="#">Q4 2023</a>	Medicare Part D; drug pricing; Inflation Reduction Act; Inflation Reduction Act implementation	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q3 2023</a>	Medicare Part D; drug pricing; Inflation Reduction Act; Inflation Reduction Act implementation	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q2 2023</a>	Medicare Part D; drug pricing; Inflation Reduction Act	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q1 2023</a>	Medicare Part D; drug pricing; Inflation Reduction Act; Inflation Reduction Act implementation	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q4 2022</a>	Medicare Part D; drug pricing; Inflation Reduction Act	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q3 2022</a>	Medicare Part D; drug pricing; Inflation Reduction Act	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q2 2022</a>	Medicare Part D; drug pricing; Build Back Better legislation	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q1 2022</a>	Medicare Part D; drug pricing; Build Back Better legislation	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q4 2021</a>	Medicare Part D; drug pricing; Build Back Better Legislation	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q3 2021</a>	Medicare Part D; drug pricing	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q2 2021</a>	Medicare Part D; drug pricing	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q1 2021</a>	Medicare Part D; drug pricing	\$50,000



Client	Registrant	Filing	Relevant Lobbying	Amount
PhRMA	Horizon Government Affairs	<a href="#">Q4 2023</a>	Medicare Part D; drug pricing; Inflation Reduction Act; Inflation Reduction Act implementation	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q4 2020</a>	Medicare Part D; drug pricing	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q3 2020</a>	Medicare Part D; drug pricing	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q2 2020</a>	Medicare Part D; drug pricing	\$50,000
PhRMA	Horizon Government Affairs	<a href="#">Q1 2020</a>	Medicare Part D; drug pricing	\$50,000
TOTAL: \$800,000				

## The Healthcare Leadership Council (HLC)

**The Healthcare Leadership Council, A Coalition Of Healthcare CEOs That Has Long Worked To Undermine Healthcare Reform Efforts, Received \$895,000 From PhRMA In 2022.**

**In 2022, PhRMA Gave \$895,000 To The Healthcare Leadership Council.**

**In 2022, PhRMA Donated \$895,000 To The Healthcare Leadership Council:**

<b>(2) HEALTHCARE LEADERSHIP COUNCIL</b>			
750 9TH ST NW STE 500 WASHINGTON, DC 20001	36-3668803	501 (C) 6	895,000.

[2022 IRS Form 990, [12/14/23](#)]

**In 2022, The Healthcare Leadership Council Had A Total Revenue Of \$7,225,139:**

		Prior Year	Current Year
Revenue	8 Contributions and grants (Part VIII, line 1h) . . . . .	6,125,000	6,067,500
	9 Program service revenue (Part VIII, line 2g) . . . . .	2,078,500	1,107,634
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d ) . . . . .	4,193	50,005
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	8,207,693	7,225,139

[Propublica, [4/5/23](#)]

**The Healthcare Leadership Council Is A Coalition Of Healthcare CEOs, Founded In 1990 Which Went On To Undermine The Clinton Administration's 1993 Health Care Reform Push.**

**The Healthcare Leadership Council Is A “Coalition Of Chief Executives From All Disciplines Within American Healthcare.”** “HLC is a coalition of chief executives from all disciplines within American healthcare. It is the exclusive forum for the nation’s healthcare leaders to jointly develop policies, plans, and programs to achieve their vision of a 21st century healthcare system that makes affordable high-quality care accessible to all Americans. Members of HLC – hospitals, academic health centers, health plans, pharmaceutical

companies, medical device manufacturers, laboratories, biotech firms, health product distributors, post-acute care providers, home care providers, and information technology companies – advocate for measures to increase the quality and efficiency of healthcare through a patient centered approach.” [Healthcare Leadership Council, accessed [12/14/23](#)]

**40 Healthcare CEOs Formed The Healthcare Leadership Council In January 1990 To “Advance Major Reforms In The Healthcare Delivery System.”** “January 22, 1990: A coalition of 40 chief executive officers from healthcare organizations and major industrial and insurance companies has formed a new advocacy group to advance major reforms in the healthcare delivery system. The CEOs in the new organization, called the Healthcare Leadership Council, met on Jan. 16 in Washington and selected Vernon Loucks Jr., CEO of Deerfield, Ill.-based Baxter International, as chairman of the group's 12-member board of directors.” [Modern Healthcare, 01/22/90]

**2019: Wendell Potter, Former Vice President Of Corporate Communications At Cigna, Wrote About His Experience Working With The Healthcare Leadership Council To Undermine The Clinton Administration's 1993 Health Care Reform Push.** “Soon after newly sworn-in President Bill Clinton announced in 1993 that his wife would lead an effort to make sure every American had access to health care, I was on a plane from Louisville, Kentucky — where I led public relations for Humana, one of America’s largest health insurance companies — to Washington, D.C. I had a clear mandate: Make sure the Clintons’ “Health Security Act” never became law [...] My destination in D.C. was the office of the Healthcare Leadership Council, a little-known group that the CEOs of big insurance, hospital, drug and medical device companies had formed a few years earlier to kill any health care reform proposals they didn’t like. Our efforts paid off. Thanks largely to the council’s multipronged attack, which included lobbying by corporate chief. executives and PR efforts to persuade reporters and television news anchors to use the industry’s preferred language about the Clinton plan, Congress never even voted on the Health Security Act.” [NBC News, [10/16/19](#)]

- **Wendell Potter Is A Former Vice President For Corporate Communications At Cigna And A Former Director Of Communications At Cigna Who Later Wrote A Book Titled, “‘Deadly Spin: An Insurance Company Insider Speaks Out on How Corporate PR Is Killing Health Care and Deceiving Americans.’”** “Wendell Potter is the president of Business for Medicare for All, former vice president for corporate communications at Cigna and former director of communications at Humana. He is the author of ‘Deadly Spin: An Insurance Company Insider Speaks Out on How Corporate PR Is Killing Health Care and Deceiving Americans.’” [NBC News, [10/16/19](#)]

**The Healthcare Leadership Council’s Members Include Merck And, Until February 2024, Bristol-Myers Squibb, Who Both Filed Lawsuits Against IRA Price Provisions And Warned They Would Harm Patients.**

**HLC’s Member List Included Pharmaceutical Companies Such As Bristol-Myers Squibb And Merck, As Of February 4, 2024:**

- AdventHealth
- Advocate Health
- Amazon
- Amgen
- AMN Healthcare
- Ascension
- Bassett Healthcare Network
- Baxter
- Blue Cross and Blue Shield of North Carolina
- Bristol-Myers Squibb
- Cencora
- City of Hope
- ConnectiveRx
- Cotiviti
- Elevance Health
- Epic
- Ferring Pharmaceuticals
- Guardant Health
- GuideWell
- IQVIA
- Johnson & Johnson
- Leidos
- LifeScience Logistics
- Marshfield Clinic Health System
- Mayo Clinic
- McKesson Corporation
- MemorialCare Health System
- Merck
- Mount Sinai Health System
- NewYork-Presbyterian Hospital
- Novartis
- Oracle Health
- Pfizer
- Premier
- Roots Food Group
- Senior Helpers
- Stryker
- Surescripts
- Texas Health Resources
- Tivity Health
- UnitedHealth Group
- Vizient
- Wellvana Health
- ZS

[Healthcare Leadership Council via Archive.org, captured 02/04/24 accessed [02/13/24](#)]

- **Bristol-Myers Squibb No Longer Appeared On HLC's Public Member List, As Of February 13, 2024.** [Healthcare Leadership Council, accessed [02/13/24](#)]

**Both Merck And Bristol-Myers Squibb Filed A “Bombshell” Lawsuit Against The Inflation Reduction Act’s Drug Pricing Provisions, Claiming They Violated The First And Fifth Amendments.** “After Merck filed a bombshell lawsuit challenging some measures in the Inflation Reduction Act (IRA), Bristol Myers Squibb has followed on with a case of its own. The New York-based pharma giant took the same approach as Merck, questioning the constitutionality of some aspects of the law. Specifically, BMS alleges that the IRA’s price-setting facets, which allow Medicare to negotiate and set prices for certain drugs, violate the First and the Fifth Amendments of the U.S. Constitution. BMS claims that the requirement that drugmakers provide their innovative meds at prices set by the government breaches the Fifth Amendment’s mandate that the government must pay a fair amount for property intended for the public good. Further, the act’s requirement that companies publicly endorse Medicare’s negotiated prices is forced speech that contradicts the First Amendment, the company alleges. BMS says it has ‘long supported’ efforts to increase patient access and lower out-of-pocket healthcare costs and that it supports some aspects of the IRA that will improve affordability, according to the company’s recent statement.” [Fierce Pharma, [06/20/23](#)]

**September 2023: The Healthcare Leadership Council’s Twitter Account Shared An Article From Former Bristol-Myers Squibb CEO Giovanni Caforio Parroting His Claims That Price Negotiation Would “Harm Patients Far More Than It Helps Them”:**



HLC  
@HealthInFocus

...

By stifling innovation, the Inflation Reduction Act will harm patients far more than it helps them. Dr. Giovanni Caforio, chairman and CEO of [@bmsnews](#) highlights the implications of government price setting in the [@WSJ](#)



Opinion | The High Cost of Price Controls on Eliquis and Other Drugs

From wsj.com

12:36 PM · Sep 22, 2023 · 56 Views

[X Post by @HealthInFocus, 09/22/23, accessed [02/13/24](#)]

- **Giovanni Caforio Is The Executive Chairman And Former CEO Of Bristol-Myers Squibb.** “Dr. Caforio, age 58, serves as executive chairman of Bristol Myers Squibb’s Board of Directors. Dr. Caforio was Bristol Myers Squibb’s chief executive officer from May 2015 to October 2023. He was chief executive officer designate from January to May 2015, our chief operating officer from June 2014 to May 2015, and he served as executive vice president and chief commercial officer from November 2013 to June 2014.” [Bristol-Myers Squibb, accessed [02/01/24](#)]

**The Healthcare Leadership Council Has Opposed IRA Price Negotiations, With Former President Mary R. Grealy Warning That Passage Of The Inflation Reduction Act Would Stifle Drug Development.**

**In July 2022, Then-HLC President Mary R. Grealy Released A Statement In Response To The Passage Of The Inflation Reduction Act Claiming It Would Impose “Take-It-Or-Leave-It” Prices And Stifle Development Of Treatments.**

**July 2022: Then-HLC President Mary R. Grealy Argued Price Negotiation Measures “Arbitrarily Impose A Take-It-Or-Leave-It Price” That Would “Inevitably Have An Impact On The Resources Available To Develop New Treatments.”** “Amidst reports that U.S. Senate Democrats have reached agreements on portions of a reconciliation package that will include drug pricing provisions, the president of the Healthcare Leadership Council (HLC) warned that

instituting federal price controls on prescription medications will have severe ramifications for patients and the nation's healthcare system. 'Negotiation' is a misnomer when Congress proposes an expansion of federal engagement in Medicare Part D drug pricing,' said HLC president Mary R. Grealy. 'It's replacing actual private sector price negotiations – which have been successful in keeping Part D premiums affordable since the inception of the program – with a dynamic in which the federal government can arbitrarily impose a take-it-or-leave-it price. Artificially-low price ceilings will inevitably have an impact on the resources available to develop new treatments, cures and vaccines.'" [Healthcare Leadership Council, [7/7/22](#)]

- Mary R. Grealy Was President Of HLC Until December 2023.** "Healthcare Leadership Council (HLC), the leading health industry association representing all disciplines of American health care, is proud to announce the selection of Maria Ghazal as its next President and CEO. Taking over for Mary R. Grealy, who is retiring after 24 years at the helm, Ghazal joins HLC following nearly two decades at Business Roundtable, an association of America's top CEOs, most recently as Senior Vice President and Counsel." [Healthcare Leadership Council, [12/12/23](#)]

## Since 2020, Healthcare Leadership Council Has Spent \$720,000 While Lobbying Against Drug Price Negotiation Legislation.

### Since 2020, HLC Has Spent \$720,000 Lobbying Against Drug Price Negotiation Legislation, Including The Inflation Reduction Act, Build Back Better, And The Elijah E. Cummings Lower Drug Costs Now Act.

Client	Registrant	Filing	Relevant Lobbying	Amount
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q4 2022</a>	Monitor drug pricing legislation, including H.R. 3, Elijah E. Cummings Lower Drug Costs Now; Prescription Drug Pricing Reduction Act; Inflation Reduction Act of 2022 (PL 117-169) - - creating Medicare negotiation of drugs	\$60,000
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q3 2022</a>	Monitor drug pricing legislation, including H.R. 3, Elijah E. Cummings Lower Drug Costs Now; Prescription Drug Pricing Reduction Act; Issues related to H.R. 5376, Inflation Reduction Act of 2022 (now PL 117-169) and implementation	\$60,000
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q2 2022</a>	Monitor drug pricing legislation, including H.R. 3, Elijah E. Cummings Lower Drug Costs Now; Prescription Drug Pricing Reduction Act; H.R. 5376, Build Back Better Act	\$60,000
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q1 2022</a>	Monitor drug pricing legislation, including H.R. 3, Elijah E. Cummings Lower Drug Costs Now; Prescription Drug Pricing Reduction Act; H.R. 5376, Build Back Better Act	\$60,000
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q4 2021</a>	Monitor drug pricing legislation, including H.R. 3, Elijah E. Cummings Lower Drug Costs Now; Prescription Drug Pricing Reduction Act; H.R. 5376, Build Back Better Act	\$60,000
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q3 2021</a>	H.R. 5376, Build Back Better Act, Continued monitoring of Elijah E. Cummings Lower Drug Costs Now Act from 116th Congress	\$60,000
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q2 2021</a>	Continued monitoring of Elijah E. Cummings Lower Drug Costs Now Act from 116th Congress	\$60,000
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q1 2021</a>	Continued monitoring of Elijah E. Cummings Lower Drug Costs Now Act from 116th Congress	\$60,000
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q4 2020</a>	H.R. 3, Elijah E. Cummings Lower Drug Costs Now Act	\$60,000
Healthcare Leadership	Avenue Solutions	<a href="#">Q3 2020</a>	H.R. 3, Elijah E. Cummings Lower Drug Costs Now Act	\$60,000



Council				
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q2 2020</a>	H.R. 3, Elijah E. Cummings Lower Drug Costs Now Act	\$60,000
Healthcare Leadership Council	Avenue Solutions	<a href="#">Q1 2020</a>	H.R. 3, Elijah E. Cummings Lower Drug Costs Now Act	\$60,000
				<b>TOTAL: \$720,000</b>

## Incubate

**Incubate, A Healthcare Venture Capital Advocacy Group Founded In 2019 To Challenge Democrats' Healthcare Reforms, Received \$715,000 From PhRMA In 2022, Making Up Almost 100% Of Its Revenue.**

**In 2022, PhRMA Donated \$715,000 To Incubate, Making Up Nearly 100% of Its Revenue That Year, While PhRMA's Vice President Of Federal Advocacy Sits On Incubate's Advisory Board.**

**In 2022, PhRMA Donated \$715,000 To An Organization Named Incubate:**

<b>(4) INCUBATE</b>			
1333 H ST NW, STE 800E WASHINGTON, DC 20005	85-4136963	501(C)4	715,000.

[2022 IRS Form 990, [12/14/23](#)]

**In 2022, Incubate's Total Revenue Was \$715,051:**

		Prior Year	Current Year
Revenue	<b>8</b> Contributions and grants (Part VIII, line 1h) . . . . .	720,000	715,000
	<b>9</b> Program service revenue (Part VIII, line 2g) . . . . .	1,555,025	0
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d) . . . . .	30	51
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
	<b>12</b> Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	2,275,055	715,051

[ProPublica, [11/15/23](#)]

**Bart Forsyth, Vice President Of Federal Advocacy At PhRMA, Is A Member Of Incubate's Advisory Board:**



**Bart Forsyth**

JD

Vice President,  
Federal Advocacy

PhRMA

[Incubate Coalition, accessed [1/10/24](#)]

### **Incubate Is A Healthcare Venture Capital Advocacy Group Founded In 2019 To Challenge Democrats' Lower Drug Costs Now Act And Other Healthcare Reforms.**

**Incubate Is A Healthcare Venture Capital Advocacy Group.** "Incubate is a 501(c)(4) organization of venture capital firms representing the patient, corporate, and investment communities. Our primary aim is to educate policymakers on the role of venture capital in bringing promising treatments to patients in need." [Incubate Coalition, accessed [12/14/23](#)]

**Incubate Was Founded In 2019 To Reportedly "Speak Out Against Democrats' Marque Drug Pricing Bill," H.R. 3, The Elijah E. Cummings Lower Drug Costs Now Act.** "Venture capitalists aren't exactly the most political types, but one group is trying to change that: Meet Incubate, a new lobbying coalition with the goal of correcting what the group's executive director is calling Congress' 'fundamental misunderstanding' of the world of venture capital and biotech. The group is just getting off the ground — it's not yet listed in the Senate lobbying database, and it hasn't even filed formal tax paperwork yet. Instead, it's being run out of the D.C. lobbying firm Prism Group. But it's already speaking out vociferously against Democrats' marque drug pricing bill." [STAT News, [11/19/19](#)]

- **At The Same Time, A Group Of Top Biotech Venture Capitalists Wrote A Letter In Opposition To H.R. 3, Claiming It Would Stifle Investment In Biomedical Innovations.** "A group of top biotech venture capitalists are issuing a stark warning to Congress: They won't be able to pour money into biotech research if Democrats' signature drug pricing bill becomes law. ;If policies such as those included within H.R. 3, the Lower Drug Costs Now Act, are passed, our ability to continue to invest in future

biomedical innovation will be severely constrained, thus crushing the hopes of millions of patients waiting for the next breakthroughs,; the letter states.” [STAT News [11/18/19](#)]

**Incubate Has Opposed IRA Drug Price Provisions, With Executive Director John Stanford Warning The Policy “Throws A Wrench” Into The Drug Development Process.**

**Incubate Has Opposed IRA Drug Price Provisions, Arguing The Policy “Throws A Wrench” In Drug Development, With Incubate Executive Director John Stanford Emphasizing That Drug Investors Are Primarily Interested In Maximizing Their Profits.**

John Stanford is Executive Director Of The Incubate Coalition:



**John Stanford**

Executive Director

[Incubate Coalition, accessed [01/04/24](#)]

**August 2023: Stanford Claimed Price Negotiation “Throws A Wrench” Into The Drug Development System.** “Incubate Coalition executive director John Stanford issued the following statement: [...] ‘Government price setting throws a wrench in the successful market-based drug development ecosystem that patients count on to deliver life-saving therapies. The uncertainty created by price controls will force many early-stage life sciences investors to direct their funds elsewhere.’” [Incubate, [08/29/23](#)]

**In An Interview With Axios On The Same Day, Stanford Suggested The Pharmaceutical Industry Is More Concerned With Squeezing More Profits Out Of Drugs, Asking, “Why On Earth” Investors Would Invest In A Drug With A 9 Year Window Of Returns Instead Of 13.** “We’re investors. Why on earth would you invest in something with nine years of returns when you could invest in 13?’ John Stanford, executive director of Incubate Coalition, a venture capital advocacy organization, told Axios. [...] The negotiations introduce an unacceptable amount of risk into what’s often an already risky R&D proposition, he said. ‘50% of a drug’s

revenues come in years nine to 13 ... so we're seeing money at the early stage flow away from small molecules towards biologics,' Stanford said.” [Axios, [08/29/23](#)]

## Since 2021, Incubate Has Spent \$210,000 While Lobbying Against Drug Price Negotiation Legislation.

### Since 2021, Incubate Has Spent \$210,000 While Lobbying Against Price Negotiation Legislation, Including The Inflation Reduction Act, Build Back Better, And H.R. 3, The Elijah E. Cummings Lower Drug Costs Now Act.

Client	Registrant	Filing	Relevant Lobbying	Amount
Incubate	Prism Group	<a href="#">Q3 2023</a>	Implementation of health care provisions of the Inflation Reduction Act (IRA)	\$30,000
Incubate	Prism Group	<a href="#">Q2 2023</a>	Implementation of health care provisions of the Inflation Reduction Act (IRA)	\$30,000
Incubate	Prism Group	<a href="#">Q1 2023</a>	Inflation Reduction Act	\$30,000
Incubate	Prism Group	<a href="#">Q3 2022</a>	Inflation Reduction Act	\$30,000
Incubate	Prism Group	<a href="#">Q1 2022</a>	HR 3	\$30,000
Incubate	Prism Group	<a href="#">Q4 2021</a>	Build Back Better Act; HR 3	\$30,000
Incubate	Prism Group	<a href="#">Q3 2021</a>	HR 3	\$30,000
TOTAL:				\$210,000

## RetireSafe

### **RetireSafe—A Group That Pushes For “Limited Government” In Senior Care And Has Opposed Price Negotiation Measures For At Least A Decade—Received \$355,000 From PhRMA In 2022, Making Up 63% Of Its Total Revenue For The Year.**

### Retiresafe Received \$355,000 From PhRMA In 2022, 63% Of The Group’s Total Revenue That Year.

In 2022, PhRMA Donated \$355,000 To RetireSafe:

<b>(1) RETIRESAFE</b>			
1616 H ST NW WASHINGTON, DC 20006	48-1108059	501(C)4	355,000.

[2022 IRS Form 990, [12/14/23](#)]

In 2022, RetireSafe Had A Total Revenue Of \$559,137:

Revenue		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h) . . . . .	1,159,666	559,101
9	Program service revenue (Part VIII, line 2g) . . . . .		0
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d) . . . . .	38	36
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		0
12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,159,704	559,137

[Propublica, [10/30/23](#)]

## **RetireSafe Claims To Be An Advocacy Organization For Older Americans Pushing For “Freedom Of Choice” In Healthcare, While Fighting Against “Government Interference.”**

**RetireSafe Was Founded In 1991 And Claims To Educate And Advocate On Behalf Of Mature Americans.** “As a grass-roots, non-profit organization formed in 1991, RetireSafe’s mission is to educate and advocate on behalf of mature Americans on issues including Social Security, Medicare, health, safe retirement and financial well-being.” [RetireSafe, accessed [12/19/23](#)]

**RetireSafe’s Platform Includes “Freedom of Choice In Healthcare, Retirement And Financial Wellbeing With Limited Government Interference And Intrusion.”** “Public policy must promote individual empowerment, self-reliance and accountability. Allow freedom of choice in healthcare, retirement and financial well-being with limited government interference and intrusion.” [RetireSafe, accessed [12/19/23](#)]

**More Than A Decade Ago, RetireSafe Worked With PhRMA To Publish A Letter Opposing Obama Administration Medicare Drug Price Negotiation Measures—Stirring Up Controversy By Including Some Proponents Of Price Negotiation In A Letter Opposing It.**

## **In March 2013, RetireSafe, In Collaboration With PhRMA, Wrote A Letter To Congress Opposing A Proposal For HHS To Negotiate Medicare Drug Prices, Arguing The Existing System “Works Well.”**

**2013: RetireSafe Sent A Letter Arguing Against Allowing The HHS Secretary To Negotiate Better Drug Prices Through Medicare, Insisting That The Existing System “Works Well.”** “The letter argues against a proposal to let the U.S. Health and Human Services Secretary use the purchasing power of Medicare to negotiate with pharmaceutical companies for lower prices on prescription drugs used by Medicare patients through the Part D program. [...] ‘We question the wisdom of requiring the Secretary to negotiate drug prices in a program that works well, continues to be significantly under budget forecasts, and that seniors and disabled individuals know and trust to meet their needs,’ the letter says.” [Forbes, [04/05/13](#)]

- **The Letter Was Written By RetireSafe, Which Claimed To Represent 400,000 Seniors At The Time.** “The letter was written by RetireSafe, a lobbying group that says it represents 400,000 seniors and works to preserve their options and benefits and to ‘maintain a government that is limited in both size and scope.’” [Forbes, [04/05/13](#)]



**PhRMA Spokeswoman Jenni Brewer Confirmed That PhRMA Collaborated With RetireSafe, Stating, “We Partner With And Support Diverse Stakeholders And Organizations Who Share The Same Goals.”** “PhRMA spokeswoman Jenni Brewer referred inquiries about the letter to RetireSafe but confirmed that the groups collaborate. ‘We partner with and support diverse stakeholders and organizations who share the same goals,’ she said in an email. [Forbes, [04/05/13](#)]

- **Ethan Rome, The Executive Director For Health Care For America, Argued That PhRMA Was Behind RetireSafe’s Letter, Calling It An “Astro-Turf” Campaign.** “Health Care for America Now Executive Director Ethan Rome said his group believes the Pharmaceutical Research and Manufacturing Association, PhRMA, was actually behind the RetireSafe letter. He derided it an ‘astro-turf’ campaign that appear to be grass-roots but was orchestrated by industry. ‘Astro-turf campaigns are common, but this one was unique, because they made up the astro and the turf,’ Rome said.” [Forbes, [04/05/13](#)]

### **Controversially, RetireSafe Included Groups That Supported Medicare Price Negotiation As Signatories Of The Letter Opposing The Policy, Including Doctors For America.**

**RetireSafe Included A Group Named Doctors For America As A Signatory Of The Letter, But Alice Chen, Executive Director Of The Group, Said She They Were Not Contacted And Was “Shocked Anyone Would Use [Their] Name To Support A Completely Opposite View.”** “There’s just one problem. Some of the groups listed didn’t sign the letter and are in fact opposed to its message. Healthcare for America Now (HCAN), an advocacy group that pushes for universal access to health care and insurance, noticed some unlikely signers on the list and randomly sampled some of the listed organizations. HCAN staffers identified five groups, including Occupy Baton Rouge and Doctors for America, which said they hadn’t been contacted or agreed to sign the letter [...] ‘We did not sign this letter and are shocked that anyone would use our name to support a completely opposite view,’ said Alice Chen, executive director of Doctors for America, a national group of doctors and medical students. Her organization ‘strongly supports allowing Medicare to negotiate drug prices on behalf of millions of seniors,’ she told me in an email.” [Forbes, [04/05/13](#)]

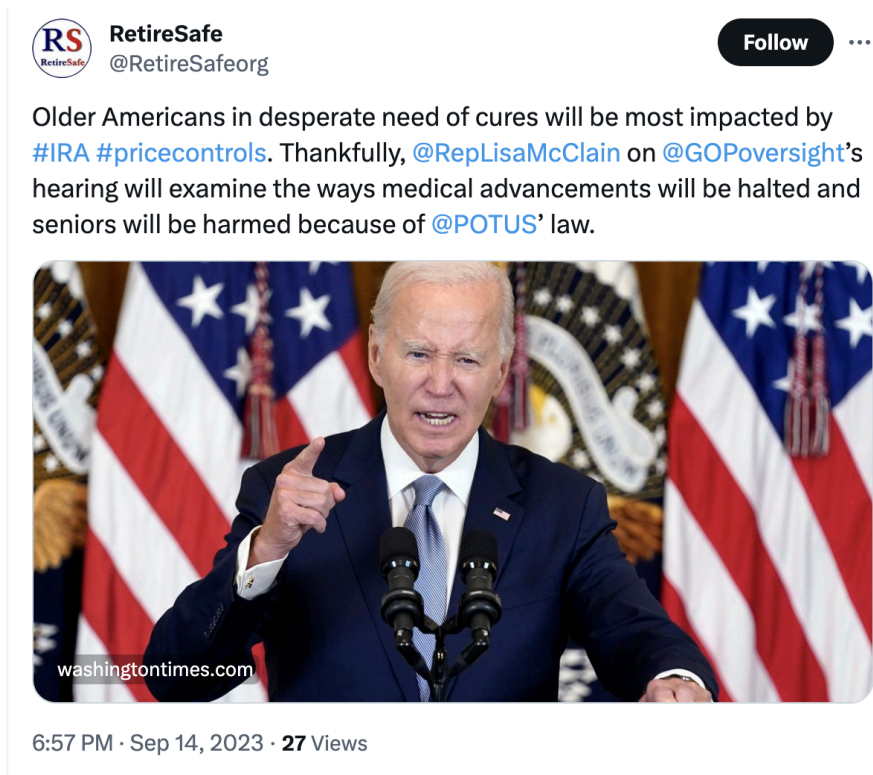
**RetireSafe President And CEO Mark Gibbons Has Spoken Out Against Medicare Price Negotiation Provisions In The Inflation Reduction Act, Warning They Would “Plunge America’s Ability To Discover New Cures Into The Darkness.”**

**In August 2023, RetireSafe President And CEO Mark Gibbons Penned A Washington Times Op-Ed Saying Medicare’s Price Negotiations Would “Plunge America’s Ability To Discover New Cures Into The Darkness.”**

**Mark Gibbons Is The President And CEO For RetireSafe.** “Mark Gibbons is the President/CEO for RetireSafe, helping to raise the platform in education and awareness for seniors across the nation.” [RetireSafe, accessed [01/30/24](#)]

**August 2023: In His Washington Times Op-Ed, Gibbons Claimed Medicare Price Negotiation Measures Would “Plunge America’s Ability To Discover New Cures Into The Darkness,” Establish “Arbitrary” Prices, And Harm Older Americans.** “This past Tuesday, Aug. 29, the White House celebrated a historic moment in the history of Medicare. Historic, yes. But worthy of celebration? Absolutely not. This celebration was of the naming of the first 10 drugs that will be subjected to the Inflation Reduction Act’s price negotiation program, a policy championed by Democrats and pointed to as a step that would improve our health care. Sadly, this program will have the opposite effect. It will reduce treatment options for older adults on Medicare and plunge America’s ability to discover new cures into the darkness. [Washington Times, [08/30/23](#)]

- **RetireSafe’s Accompanying Tweet Called Price Negotiations “Price Controls” And Thanked Rep. McClain And House Committee On Oversight and Accountability Republicans For Examining How “Medical Advancements Will Be Halted And Seniors Will Be Harmed”:**



[X Post by @RetireSafeOrg, 09/14/23, accessed [02/13/24](#)]

**Since 2022, RetireSafe Has Spent \$50,000 While Lobbying Against Drug Pricing Reforms.**

## **In 2022, RetireSafe Spent At Least \$50,000 While Lobbying Against Drug Pricing Reforms, Including The Inflation Reduction Act.**

RetireSafe Paid Emergent Strategies \$50,000 To Lobby On The Inflation Reduction Act And Other Issues In Q3 2022. [US Senate LDA, [10/20/22](#)]

## **Galen Institute Inc.**

**Galen Institute—A Free Market Healthcare Advocacy Organization Working Against “Government Controlled Medicine”—Received \$100,000 From PhRMA In 2022, Making Up Nearly 88% Of Its Total Revenue For The Year.**

## **The Galen Institute Received \$100,000 From PhRMA In 2022, Nearly 88% Of The Groups Total Revenue.**

In 2022, PhRMA Donated \$100,000 To The Galen Institute:

<b>(7)</b> GALEN INSTITUTE INC			
PO BOX 130 PAEONIAN SPRINGS, VA 20129	54-1770524	501 (C) 3	100,000.

[2022 IRS Form 990, [12/14/23](#)]

In 2022, The Galen Institute Had A Total Revenue Of \$114,244:

		Prior Year	Current Year
Revenue	<b>8</b> Contributions and grants (Part VIII, line 1h) . . . . .	890,547	113,950
	<b>9</b> Program service revenue (Part VIII, line 2g) . . . . .		0
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d ) . . . . .	11,950	294
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		0
	<b>12</b> Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	902,497	114,244

[Propublica, [03/07/23](#)]

## **The Galen Institute Is A Free Market Healthcare Advocacy Organization Claiming To Work Against “Government Controlled Medicine.”**

**The Galen Institute A Non-Profit That Advocates For “Individual Freedom, Consumer Choice, Competition, And Innovation In The Health Sector.”** “The Galen Institute was founded in 1995 as a non-profit, Section 501(c)(3) public policy research organization devoted to advancing ideas and policies to create a vibrant, patient-centered health sector. The mission is to facilitate public debate and education about proposals that support individual freedom, consumer choice, competition, and innovation in the health sector.” [Galen Institute, accessed [12/12/23](#)]

**Galen Institute Claims To Work Against “The March Toward Government-Controlled Medicine”.** “The Galen Institute has many plans to counter the march toward government-controlled medicine and shift the debate toward ideas that offer greater freedom and more affordable health care choices.” [Galen Institute, accessed [12/12/23](#)]

**Galen Institute Founder Grace-Marie Turner Praised Merck For Challenging “‘Draconian And Deceptive’” IRA Price Negotiations Measures In Court.**

**Galen Institute Founder Grace-Marie Turner Praised Merck For Filing A Lawsuit Against IRA Price Negotiation Provisions, Echoing Merck’s Claim That The Policy Was A “‘Draconian And Deceptive Scheme.’”**

**Grace-Marie Turner Is The Founder Of The Galen Institute.** Grace-Marie founded the Galen Institute, a public policy research organization, in 1995 to promote an informed debate over free-market ideas for health reform.” [Galen Institute, accessed [01/05/24](#)]

**June 2023: Turner Said It Was “Refreshing” To See Merck Stand Up To What It Called The Government’s “‘Draconian And Deceptive Scheme,’” While Other Companies Are Trying To “Outdo Each Other In Their “‘Wokeness.’”** “With Bud Light, Target, and North Face trying to outdo each other in their ‘wokeness,’ it is refreshing to see a company standing up for its rights and its customers—and quite forcefully. Merck filed a lawsuit this week to stop what it called the government’s ‘draconian and deceptive scheme’ to dictate drug prices through the ironically named ‘Inflation Reduction Act’ (IRA) that Congress passed last August.” [Galen Institute, [06/09/23](#)]

**Turner Further Backed Claims From Merck That The Price Negotiation Provisions Were A “‘Sham’” And Coercive.** “The government’s drug price program and CMS’s implementing guidelines are a ‘sham,’ the company says, involving ‘neither genuine ‘negotiations’ nor real ‘agreements.’ Instead of taking the (politically unpopular) path of imposing price controls directly, Merck says the IRA uses ‘political deception’ and ‘severe penalties’ without paying fair value ‘and then coerces manufacturers to smile, play along, and pretend it is all part of a ‘fair’ and voluntary exchange. This is political Kabuki theater.’ ‘If a manufacturer refuses to ‘agree’ to negotiate, it must pay an escalating daily ‘excise tax’ that starts at 186% and eventually reaches 1,900% of the drug’s daily revenues.’ Wow! Whoever thought a major corporation would so boldly challenge the government?” [Galen Institute, [06/09/23](#)]

## Heritage Foundation

**The Heritage Foundation, A Powerful Free-Market Conservative Think Tank That Has Driven Republican Policy For Decades, Received \$125,000 From Phrma In 2022.**

**Heritage Foundation Received \$125,000 From PhRMA In 2022.**

**In 2022, PhRMA Donated \$125,000 To The Heritage Foundation:**

<b>(6) HERITAGE FOUNDATION</b>			
214 MASS. AVE NE WASHINGTON, DC 20002	23-7327730	501 (C) 3	125,000.

[2022 IRS Form 990, [12/14/23](#)]

## **The Heritage Foundation Is A Conservative Think Tank Focused On Limiting Government And Promoting Free Markets, With The Group Touting That The Trump Administration “Embrace[d]” Over Two-Thirds Of Its Policy Prescriptions.**

**The Heritage Foundation Is A Conservative Think Tank Focused On Limiting Government Power And Promoting Free Markets.** “Heritage’s mission is to formulate and promote public policies based on the principles of free enterprise, limited government, individual freedom, traditional American values, and a strong national defense.” [Heritage Foundation, accessed [01/02/24](#)]

**The Heritage Foundation Touts That The Trump Administration Embraced 64% Of Heritage’s Policy Recommendations.** “The Trump administration’s embrace of 64% of Heritage policy prescriptions through its annual budget, regulatory guidance, or other actions.” [Heritage Foundation, accessed [01/30/24](#)]

**The Heritage Foundation Has Been Known As A “Powerhouse” Of Republican Policy And Has “Long Shaped Mainstream Republican Policy In Washington.”** “Heritage Foundation, former powerhouse of GOP policy, adjusts in face of new competition from Trump allies [...] The Heritage Foundation has long shaped mainstream Republican policy in Washington.” [The Washington Post, [02/07/22](#)]

**Nina Owcharenko Schaefer, Director Of Health And Welfare Policy At The Heritage Foundation, Attacked The Inflation Reduction Act, Dubbing It “The Innovation Reduction Act.”**

**In An August 2023 Daily Signal Article, Nina Owcharenko Schaefer, Director of Health And Welfare Policy At The Heritage Foundation, Called The Inflation Reduction Act “The Innovation Reduction Act” And Warned That It Would Reduce Drug Development, Not Lead To Significant Cost Savings, While Imposing “Draconian Taxes.”**

**Nina Owcharenko Schaefer Is The Director Of Health And Welfare Policy At The Heritage Foundation.** “Nina Owcharenko Schaefer is Director of the Center for Health and Welfare Policy at The Heritage Foundation. Prior to taking the reins as Director of the new Center, she was a Senior Research Fellow at Heritage and a nationally recognized expert in health care policy.” [Heritage Foundation, accessed [01/01/24](#)]

**August 2023: In A Daily Signal Article Schaefer Co-Authored, She Refers To The Inflation Reduction Act As “The Innovation Reduction Act.”** “The Biden administration is expected to announce, by Sept. 1, the first 10 prescription drugs it will target in its newly authorized drug

price 'negotiation' regime. Under the Inflation Reduction Act (more properly dubbed the Innovation Reduction Act), the Centers for Medicare and Medicaid Services will announce the 10 drugs under Medicare Part D that the agency will subject to its Drug Price Negotiation Program." [The Daily Signal, [08/22/23](#)]

- **Schaefer Cites Doug Holtz-Eakin, A Conservative Economist At The American Action Forum, Who Warned That Price Controls And “Draconian Taxes” Would Result In Fewer Drugs Being Brought To Market And Wouldn’t Lead To Substantial Savings For Consumers.** “Doug Holtz-Eakin, an economist who heads the American Action Forum, details the impact of the misguided program, which he says ‘features price controls and draconian taxes.’ Holtz-Eakin argues that although Biden and other Democrats advertised the Inflation Reduction Act as ‘substantially’ reducing drug costs for a wide swath of Medicare beneficiaries, in fact, fewer than 10% of seniors will benefit at all. For those who do see savings, he argues, they will be modest. Fully 69% of those who see any savings will pocket less than \$300.” [The Daily Signal, [08/22/23](#)]
- **Douglas Holtz-Eakin Is The President of the American Action Forum, A Center-Right Think-Tank.** “The American Action Forum (AAF), led by former Director of the Congressional Budget Office Douglas Holtz-Eakin, proudly leads the center-right on economic, domestic, and fiscal policy issues. It combines timely analysis and modern communications strategies to promote innovative, free-market solutions to build a stronger, more prosperous future.” [American Action Forum, accessed [02/08/24](#)]

## Washington Legal Foundation

**Washington Legal Foundation, A Free Market Law Firm, Received \$40,000 From PhRMA In 2022.**

### Washington Legal Foundation Received \$40,000 From PhRMA In 2022.

In 2022, PhRMA Donated \$40,000 To The Washington Legal Foundation:

<b>(6)</b> WASHINGTON LEGAL FOUNDATION			
2009 MASS. AVE NW WASHINGTON, DC 20036	52-1071570	501(C)3	40,000.

[2022 IRS Form 990, [12/14/23](#)]

### The Washington Legal Foundation Is A Free Market Public Interest Law Firm.

**The Washington Legal Foundation Is A Public Interest Law Firm That Advocates For Limited Government, Free Markets, And Business Civil Liberties.** “WLF is a national public-interest law firm and legal policy center. Our mission is to defend American free enterprise by litigating, educating, and advocating for a free market, a limited and accountable government, individual and business civil liberties, and the rule of law.” [Washington Legal Foundation, accessed [12/21/23](#)]



**In February 2023, Cory L. Andrews, General Counsel For The Washington Legal Foundation Called IRA Price Negotiation Measures “Orwellian.”**

**In February 2023, Cory L. Andrews, General Counsel For The Washington Legal Foundation Penned A Washington Times Opinion Piece Entitled “Inflation Reduction Act’s Drug Price Caps Scheme Will Reduce Supply Of Medicines” In Which He Calls IRA Medicine Price Provisions “Orwellian”**

**Cory L. Andrews Is The General Counsel And Vice President Of Litigation For Washington Legal Foundation.** “Cory joined WLF in 2009 as Senior Litigation Counsel. He became Vice President of Litigation in 2019, and was appointed General Counsel in 2021. As counsel of record for WLF and other clients, he has authored more than 100 briefs, at petition and merits stages, in the U.S. Supreme Court. He also frequently litigates in state and federal appellate courts.” [Washington Legal Foundation, accessed [12/21/23](#)]

**February 2023: In A Washington Times Opinion Piece, Andrews Called Price Negotiations And Maximum Fair Prices “Orwellian.”** “Yes, the law does nothing to reduce inflation. But there’s a far deeper and more cynical abuse of language at work in its pages. For example, the law’s debauched use of the words ‘negotiation’ and ‘fair’ befits even the most Orwellian regime. The Inflation Reduction Act, or IRA, authorizes the Department of Health and Human Services to negotiate a ‘maximum fair price’ for certain ‘negotiation-eligible’ prescription medicines. Here’s how the ‘negotiation’ works. If you are a manufacturer of an eligible medicine, the negotiation opens with HHS imposing a price cap that is a fraction of that medicine’s list price. If the manufacturer decides that selling its product at a loss is not only unfair but also unprofitable (and thus unworkable), ending the negotiation is not an option. The IRA exacts a ‘noncompliance’ excise tax of up to 1,900% of the medicine’s daily U.S. revenue until the manufacturer capitulates. The law also imposes steep monetary fines — up to \$1 million per day for failing to provide information when HHS demands it, and up to \$100 million for each piece of incorrect information “knowingly” provided to HHS.” [Washington Times, [02/27/23](#)]

- **Headline: Inflation Reduction Act’s drug price caps scheme will reduce supply of medicines** [Washington Times, [02/27/23](#)]

## **Pioneer Institute**

**Pioneer Institute, A Free Market Policy Research Organization, Received \$50,000 From PhRMA In 2022.**

**Pioneer Institute Received \$50,000 From PhRMA In 2022.**

**In 2022, PhRMA Donated \$50,000 To The Pioneer Institute:**

<b>(10) PIONEER INSTITUTE</b>			
185 DEVONSHIRE ST BOSTON, MA 02110	22-2632081	501 (C) 3	50,000.

[2022 IRS Form 990, [12/14/23](#)]

## **Pioneer Institute Is A Free Market Policy Research Organization.**

**Pioneer Institute Is A Massachusetts-Based Public Policy Research Organization Advocating For Limited Government And Free Enterprise.** “Pioneer’s mission is to develop and communicate dynamic ideas that advance prosperity and a vibrant civic life in Massachusetts and beyond. Pioneer’s vision of success is a state and nation where our people can prosper and our society thrive because we enjoy world-class options in education, healthcare, transportation and economic opportunity, and where our government is limited, accountable and transparent. Pioneer values an America where our citizenry is well-educated and willing to test our beliefs based on facts and the free exchange of ideas, and committed to liberty, personal responsibility, and free enterprise.” [Pioneer Institute, accessed [12/21/23](#)]

**In July 2023, William S. Smith, Senior Fellow And Director Of Life Sciences Initiative At The Pioneer Institute, Wrote An Article Warning Of A “Nuclear Winter” For The Biotech Industry Due To The Inflation Reduction Act’s Drug Pricing Provisions.**

## **In July 2023, William S. Smith, Senior Fellow And Director Of Life Sciences Initiative At The Pioneer Institute, Wrote An Article Warning Of A “Nuclear Winter” For The Biotech Industry.**

**William S. Smith Is Senior Fellow & Director Of The Pioneer Life Sciences Initiative.** “Dr. William S. Smith is Senior Fellow & Director of Pioneer Life Sciences Initiative. Dr. Smith has 25 years of experience in government and in corporate roles. His career includes senior staff positions for the Republican House leadership on Capitol Hill, the White House Office of National Drug Control Policy, and the Massachusetts Governor’s office where he served under Governors Weld and Cellucci.” [Pioneer Institute, accessed [01/05/24](#)]

**July 2023: In His Boston Business Journal Article, Smith Argues That IRA Price Provisions Will Lead To A “Nuclear Winter” For Drug And Research Development, Due To Lower Revenues And Decreased Investment.** “However, the life sciences sector in Massachusetts — which has been flying so high for so long — is about to experience a very hard landing. With the adoption of prescription drug price controls in the Inflation Reduction Act (IRA), drug research and development — the heart of the life sciences sector in Massachusetts — is about to experience a nuclear winter. Don’t take my word for it, here is what Forbes wrote about the law: ‘IRA’s provisions will have profound implications for the industry’s future by reducing investments in life-saving drug R&D, slowing economic growth and diminishing overall health care quality for U.S. patients.’ The well-respected consulting firm Vital Transformation concludes: “We estimate a loss of between 66,800 — 135,900 direct and 342,000 — 676,000 indirect jobs in the U.S. biopharma ecosystem.” Hundreds of R&D projects and clinical trials will be cancelled.” [Boston Business Journal, [11/24/23](#)]