

RxLegacy, CE, PAC Headline Retreat

Our 2016 Shareholder Retreat was our biggest and best ever. More than 350 shareholders, pharmacists, technicians, vendors and guests filled up our event, giving rave reviews for content, facilities, food and fun. It's hard to top that kind of success, but we think we can.

This year, we're adding an extended Thursday CE session on our new RxLegacy program that will cover the many facets of buying and selling a pharmacy, junior partnerships, financ-

ing and legal issues. We're inviting independent-minded students to the event, and immediately after the RxLegacy CE session on June 8, we'll have a meet & greet mixer where interested owners can hook up with students and young pharmacists interested in independent ownership — You might find a great junior partner candidate at that mixer!



We've got more great CE lined up as well. Gay Dodson, executive director of the Texas State Board of Pharmacy, will give a Texas Pharmacy Law Update, required for Texas pharmacists every two years. We've got a session on effective pharmacy marketing and another on using the powerful data analytics of RxCOMPASS to boost adherence, profits and Five Star ratings. On Saturday, we have a 2017 Legislative Update CE.

Like last year, we'll have Saturday breakout sessions on the Elevate network & Reconciliation, audits, business coaching and Front-End Solutions & Signage. Saturday afternoon, we're hosting a special reception for APRxPAC contributors that will feature special legislative guests, recognition of PAC donors and an update on federal lobby efforts in Washington.

As always, we'll have an Exhibit Hall full of top vendors that you can visit with Friday night and again on Saturday. We also have a welcome reception on Thursday night and our closing banquet on Saturday.

It's an Incredible Getaway & an Unbelievable Value

It all takes place June 8-10 at the beautiful La Cantera Resort & Spa in San Antonio with Fiesta Texas and the upscale Shops at La Cantera right next door. Registration fees are the same for the third straight year, the hotel rate rises just \$10 to \$249 (with free wifi) and Friday golf is still \$75. Early rates for two days are \$100 for shareholders and members through April 9, and \$150 for non-members. The full three-day package with Thursday CE is just \$150 for members and \$225 for non-members. **Plus, register and book your room by April 9 and your first night is FREE!**



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Our Growth & Success Won't Douse Our Fire

A Message FROM THE President



Valued Shareholders,

As American Pharmacies continues to grow in size and reputation, it might be tempting to rest on our laurels from time to time. After all, we are the dominant force in our market, we have enjoyed strong success with our legislative affiliates, and we continue to innovate and expand our services. We increasingly receive overtures from groups of stores who are attracted to our cooperative.

Growth and success hasn't caused us to become self-satisfied or lose focus because of the single-minded determination shared by every officer and employee of American Pharmacies and its affiliates. **We have one simple mission — doing everything in our power to advance and defend the business model of independent pharmacy.** That commitment sparked the birth of American Pharmacies in 2002 and continues to fuel the hard work and innovation that drive our success.

Your dedication to your patients, your entrepreneurial courage, your commitment to your communities — the fight you wage everyday to stay in business and make lives better: that's what fuels our passion to make a real difference to you. That fire will never cool.

Celebrate & Engage

There's no better way to see the essence of American Pharmacies than by attending our annual Shareholder Retreat. It's a great way to engage with other owners and experts, pick up essential knowledge with independent-focused CE and connect with high-quality vendors. The beautiful La Cantera Resort was a big hit in 2016 and hosts the event again this year with a new spa and high-end restaurant. The hotel has lots of activities for kids, and Fiesta Texas and the Shops at La Cantera are a short shuttle ride away.

Our PAC is Growing, But We Are Still Short of Our Goal

APRxPAC is essential to the mission of our Texas Pharmacy Business Council, the most successful state pharmacy advocacy group in the nation. TPBC uses APRxPAC funds to financially support the legislators who have made all our successes possible — victories like the nation's first comprehensive ban on transaction fees, which saves you thousands of dollars each year.

We are close to reaching our goal of being the largest pharmacy PAC In Texas, but we're not here yet. Supporting the PAC is simple: we can take the money directly out of your quarterly or annual rebates. The amount of money we have been paying out in rebates the last two years should make it an easy and affordable decision for you to stand up for those who constantly fight for your interests at the state level. The contribution form is on page 9 for your convenience.

As always thanks for your commitment and support — it empowers everything we do.

Mike Gohlke, President

"Ultimately, leadership is not about glorious crowning acts. It's about keeping your team focused on a goal and motivated to do their best to achieve it, especially when the stakes are high and the consequences really matter."

**Chris Hadfield
Engineer, Astronaut
& former RCAF
Fighter Pilot**

RxCOMPASS identifies key dispensing trends, lost patients and income opportunities by analyzing dispensing data through your Pharmacy Management System. It is a state-of-the-art APRx program with a level of detail and business analytics not available anywhere else in the marketplace.



Prioritizing Patient Outreach Using the Refills on Time Report

This important transactional report tracks the timeliness of refill activity and allows you to prioritize patient outreach based on many factors, including: patients with the largest gap(s) in therapy and/or highest gross-margin drug. Following 16 total periods of use (typically a week each), five participating member stores reported a substantial result: an average of two gained fills and \$223 in revenue per patient. With the focus of this outreach being maintenance medication users specifically, each patient is an ideal candidate for Med Sync or Auto-Refill. Considering the scope of the outreach, improvements to Five Star scores can be expected as well.

Actual Gains Reported by APRx Members

| Scripts Gained* | Patient Count | Fills per Patient | Revenue | Revenue per Script | Revenue Per Patient | Profit** | Profit per Rx | Profit per Patient |
|-----------------|---------------|-------------------|-----------|--------------------|---------------------|-------------|---------------|--------------------|
| 1,000 | 485 | 2.06 | \$108,300 | \$108.30 | \$223.30 | \$13,933.75 | \$13.93 | \$28.73 |

*Results are from 16 weeks to date from 5 APRx stores. **All profit values are pre-rebate.

To determine the overall financial impact of any fills you gain as a result of Refills on Time outreach, maintain a running list each week of all gained Rx numbers and send the data and the reporting period to your AP Pharmacy Business Consultant. Your PBC will relay that information to our internal analyst who will confidentially calculate the totals and resulting averages for you. It's that easy.

Accessing the Report

The Refills on Time report is automatically sent via email to all users. In the No Fills section, click the blue *Patients* count link to access the list of patients who had Rxs due to refill in the previous week, but did not fill them. You can export and print the report, allowing you to take action during periods of down time and delegate responsibility as needed. Taking the time to reach out to even a small handful of patients is worthwhile. These "baby steps" can produce real results that you can build on.

On-Demand Video Training Available

Click the Help tab to access a library of short, on-demand tutorials highlighting features and functionality of various reports. These tutorials simplify your use of RxCOMPASS to improve your performance and profitability. Among others, the tutorial topics include:

Boost Pharmacy Revenue & 5-Star Scores Using the Refills on Time Report

Identify patients that did not refill or refilled late | Pinpoint maintenance medication users & close gaps in therapy | Identify patient candidates for your Med Sync or Auto-Refill program.

Improve Patient Adherence Using the Refill Report

Pinpoint refills coming due to ensure continuity of therapy | Better understand your staffing needs for the coming week.

Vaccination Tracking

Easily identify patients who received vaccinations at your pharmacy | Determine which vaccines brought in the most revenue | Search by specific or all vaccine types | See detail from previous vaccination(s) claim activity.

Ad Hoc Reporting

Top payer by revenue, reimbursement, or Rx count | Top NDC of the same drug/strength by average reimbursement, revenue or co-pay | New patient trends by specific ZIP code in charts & graphs | Monitor brand vs. generic, 3rd party vs. cash, new Rx vs. refill by specific BIN/PCN/Group all at once.



"The great news about RxCOMPASS – using it doesn't take a tremendous amount of time. For me & my staff, it's a once-a-week task. Trust me, the time your staff spends calling patients who missed refills is not lost. It pays for itself."

Benjamin McNabb, Pharm.D.
Owner, Love Oak Pharmacy
Eastland, TX

RxLegacy To Get Big Boost at 2017 Retreat

Our new RxLegacy initiative is off to a fast start, and we are receiving a growing amount of contacts from buyers, sellers and young pharmacists/students interested in future pharmacy ownership.

In addition to fielding inquiries from potential buyers and sellers, APRx has reached out to the deans and career/place-ment officials at 15 schools of pharmacy in Texas, New Mexico, Oklahoma, Arkansas and Louisiana to make them aware of the program and our resources for future owners on our web pages.

On the afternoon of June 8, an RxLegacy CE session of 2.5-3 hours will take place at the 2017 Shareholder Retreat in San Antonio, covering the scope and services of the program and APRx's external partnerships for supporting independent pharmacy ownership. Afterwards, we'll have a meet-and-greet mixer where interested owners, students and young professionals can talk and exchange information.



CE Speakers will include:

- APRx General Counsel Amanda Fields
- Bob LaRose, Pharmacy Ownership Consultant for AmersourceBergen
- Bob Graul, Managing Director of Professional Services at First Financial Bank

Our dedication to the future vitality of independent pharmacy led us to partner with AmerisourceBergen to create RxLegacy. The goal of RxLegacy, launched in October 2016, is to strengthen the chain of independent pharmacy ownership by connecting like-minded, buyers, sellers and future partners. Whether you're looking to retire, buy or expand, or plot a course toward future ownership, we have free resources and consultation to help you reach your goals.



We Need Partnership Candidates!

We receive lots of inquiries from young pharmacists and P3|P4 students who are interested in pursuing a junior partnership opportunity. Consequently, we need to hear from owners willing to consider a junior partner arrangement.

Pharmacy college deans and career officials we speak with say there still is a high level of interest in pharmacy ownership among students. These young pharmacists have the energy and ideas that are needed to make a pharmacy successful, but usually lack the funding to purchase a business. A junior partnership can help make their ownership dream a reality.

Junior partnerships allow a young pharmacist to build an ownership stake while gaining valuable experience and working toward an eventual buy-out. Over a specified period, the junior partner increases his/her stake in the business while gradually assuming a greater management role. The senior partner trains the junior partner to take over the business, leading to a smoother transition in management and ownership.

For independent owners 50 or older, a junior partnership can be a great way to create an exit plan that unfolds over 8-10 years. If you are already thinking about your future exit or retirement, you should consider a junior partner:

- A junior partnership can provide a significant cash infusion at the start of the partnership.
- The arrangement provides peace of mind about your legacy by allowing you to train and prepare a successor owner who values the business you have built as much as you do.
- A junior partner can provide energy, ideas and clinical skills that can revitalize your operation.
- If you enjoy teaching and sharing knowledge, you can be a valuable mentor to something eager to learn.
- A buyout/transition in stages with someone you know well is simpler and less stressful than a traditional sale.

If you think you're a good candidate to take on a junior partner, please contact **General Counsel Amanda Fields**, who will work with you in absolute confidence to help you identify goals and start your road map. At no cost to you, she'll help connect you with potential junior partners while steering you to the business, legal and financial help you will need, especially the **ownership experts in AmerisourceBergen's Pharmacy Ownership Program**.

TPBC Targets Epidemic of Texas Opioid Thefts

Allies File Bills to Increase Penalties for Texas Thefts of Controlled Drugs

Sen. Juan Hinojosa, D-McAllen, and Rep. John Kuempel, R-Seguin, have introduced TPBC's bipartisan legislation to increase the criminal penalties for thefts of dangerous controlled drugs such as oxycodone and Fentanyl from Texas pharmacies, hospitals, clinics and nursing homes. **SB 536 | HB 1178 would make theft of a controlled substance from those Texas facilities a third-degree felony punishable by a prison term of two to 10 years.**

According to RxPatrol, a national pharmacy crime database, Texas has far more pharmacy break-ins than any other state, accounting for 30% of the national total from 2011-2016. RxPatrol reports 239 pharmacy burglaries in Texas, almost four times the amount of the #2-ranked state, California. Texas also ranks fourth in pharmacy robberies over the same period with 58 reported.



Rep. Kuempel (L)
Sen. Hinojosa (TOP)

Perpetrators who are convicted typically receive light sentences, even as repeat offenders, Kuempel said. **Many of them receive two years or less of jail time, even if they previously committed the same crime in Texas.** The penalties for stealing dangerous drugs are not appropriate to the level of harm the thefts create, Kuempel said.

"We must do more to protect our pharmacies and communities from the wave of property crime that is feeding the illegal opioid pipeline," Hinojosa said. "Increasing the penalties for theft of controlled substances sends a strong message that Texas is serious about targeting opioid abuse and the criminals who enable it."

Texas is also home to organized gangs that target retail pharmacies. The Houston-based Fifth Ward Circle gang has been implicated in a string of Texas pharmacy break-ins, as well as burglaries in Oklahoma, Louisiana and Mississippi and even Florida and Virginia. **Texas not only suffers the most from pharmacy crime, it is the source of organized criminal activity that targets pharmacies and communities in surrounding states.**

TPBC Highly Vigilant on PMP Monitoring Issue

It is TPBC's position that opioid abuse – as a systemic social and health-care crisis – requires a comprehensive approach that spreads responsibility among manufacturers, distributors, prescribers, dispensers and patients. Even so, some health-care groups continue to oppose a mandate that prescribers check patient names in the PMP database before prescribing a controlled drug, insisting that pharmacists should have that responsibility at the time of dispensing.

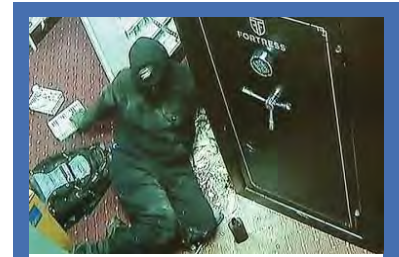
We strongly believe that pharmacies should not bear all the monitoring and reporting burden just because they are the endpoint of the distribution network. TPBC is working closely with its legislative allies to ensure that prescribers and pharmacists are treated equally in sharing responsibility for monitoring opioid drugs. Pharmacists do not prescribe high-risk painkillers and should not be forced to second-guess prescriber decisions through the PMP. As the gatekeepers of these highly addictive drugs, doctors must help monitor the patients to whom they prescribe them.

To read more about this issue, visit our dedicated website at txopioidcrisis.org.

Key Lawmakers File Our Bill to Ban Clawbacks

Sen. Charles Schwertner of Georgetown and Rep. Greg Bonnen of Friendswood have filed TPBC's legislation to prohibit a health plan issuer or its PBM from setting a copayment for a covered drug at the point of sale in an amount greater than the pharmacy's reimbursement. SB 1076 and HB 2360 were filed Feb. 23.

A pharmacist survey conducted by the National Community Pharmacists Association found that 83% of surveyed pharmacists said they experience clawbacks 10 or more times a month. Pharmacies are specifically prohibited under many PBM network contracts from offering to sell a drug at a lower cash price. They may risk expulsion from the PBM's network if they inform the patient that the copayment is higher than the drug's cash price.



Pharmacy Crime Slams TX Hardest

Learn more about pharmacy crime, opioid abuse, widespread overprescribing, PMP monitoring and TPBC's efforts to address the crisis:

txopioidcrisis.org

Texas Pharmacy
Business Council 

NMPBC Transaction Fee Bill Moving Quickly

Working its first full 60-day session since forming in late 2015, the New Mexico Pharmacy Business Council fulfilled an important priority with the filing of legislation to ban the imposition of transaction fees by PBMs on the adjudication of pharmacy claims.

SB 77 by Steven Neville (R-Farmington) and HB 122 by Carl Trujillo (D-Santa Fe), both filed in cooperation with NMPBC, would make it illegal for PBMs to charge a New Mexico pharmacy a fee for any action related to the processing of a claim, including:

- A. adjudication of a pharmacy benefit claim;
- B. processing or transmission of a pharmacy benefit claim;
- C. development or management of a claim processing or adjudication network; or
- D. participation in a claim processing or claim adjudication network.



HB 122 was heard by the House Business and Industry Committee on Jan. 27 and was voted out unanimously with a “Do Pass” recommendation. **The bill passed the House on Feb. 15 with a sponsor floor amendment on a 68-0 vote.** HB 122 has been referred to the Senate Corporations and Transportation Committee, where SB 77 was heard and voted out on Feb. 1. SB 77 was sent on to the Senate Judiciary Committee for a second hearing, where the substituted bill was approved Feb. 8 with a “Do Pass” recommendation. The next stop for SB 77 will be a floor vote by the full Senate.

Along with Lobbyist Minda McGonagle, NMPBC Board Chairman Danny Cross of Carlsbad testified in support of the legislation, as did APRx member Brian Hunt of Del Norte Pharmacy & Home Medical in Santa Fe.

The 60-day New Mexico session convened on Jan. 17 and will adjourn on March 18.

NMPBC Testifies Before Powerful Joint Interim Committee

NMPBC Lobbyist Minda McGonagle and Board Chairman Danny Cross of Carlsbad testified before the 13-member Legislative Health & Human Services Committee on Nov. 14, 2016. The joint Senate-House interim committee has a major influence on health legislation during the session. McGonagle and Cross outlined the major role that independent pharmacies play in New Mexico’s healthcare system, and detailed the many challenges threatening their survival.

“The LHHSC meeting was our big chance to tell our story,” McGonagle said. “— the story of the vital role and contributions of New Mexico’s independent pharmacies and the challenges we need to address.”

Other Activities

NMPBC worked closely with the Office of the Superintendent of Insurance in the development of the PBM complaint form and produced a guidance document to help pharmacists complete the form.

NMPBC launched its new website the second week of January. You can find lots of information on the group’s activities, important issues and resources for getting involved, all at www.nmpbc.org.



About 100 people attended NMPBC’s Jan. 28 reception in Albuquerque, where Chairman Danny Cross (R) gave an update on the group’s activities.

At the federal level, Cross recently submitted a letter to the New Mexico congressional delegation outlining the need for meaningful relief from DIR fees in Medicare Part D plans.

NMPBC Hosts Reception at NMPPhA Conference

On Saturday, Jan. 28, NMPBC sponsored an evening reception at the Albuquerque Marriott NE during the New Mexico Pharmacists Association’s two-day Mid-Winter Meeting.

About 100 New Mexico pharmacists and technicians attended the reception to mingle and discuss pharmacy issues. Cross and McGonagle gave a report on NMPBC’s activities, legislative issues confronting New Mexico independents and the provisions and progress of its transaction fees bills.

American Pharmacies provided financial and logistical support for the event.

SCHEDULE AT A GLANCE

(Preliminary & Subject to Change)

THURSDAY, JUNE 8

| | |
|---------------------|--|
| 10 a.m. – 4:00 p.m. | Registration Open |
| Noon – 1:30 p.m. | Pharmacy Legal & Regulatory Update (CE) |
| 1:45 – 4:15 p.m. | RxLegacy Overview (CE) |
| 4:15 – 5:30 p.m. | RxLegacy Meet & Greet for Owners, Students & Junior Partnership Candidates |
| 6:00 – 7:30 p.m. | Welcome Reception |

FRIDAY, JUNE 9

| | |
|--------------------|--|
| 7:00 a.m. – 6 p.m. | Registration Open |
| 8:00 – 9:30 a.m. | Pharmacy Marketing Essentials (CE) |
| 9:45 – 11:15 a.m. | Harnessing the Power of Data Analytics with RxCOMPASS (CE) |
| Noon – 5 p.m. | Shareholder/Exhibitor Golf Tournament (Separate \$75 Registration Fee) |
| 6:00 – 9:00 p.m. | Vendor Reception in Exhibit Hall |

SATURDAY, JUNE 10

| | |
|--------------------|--|
| 7:00 a.m. – Noon | Registration Open |
| 7:00 – 8:30 a.m. | Continental Breakfast Buffet |
| 8:00 – 10:00 a.m. | Shareholder Annual Meeting & Forum |
| 10:10 – 10:20 a.m. | Opening Remarks |
| 10:20 – 11:50 a.m. | 2017 Advocacy Update (CE) |
| 11:45 – Noon | Concluding Remarks |
| Noon – 3:00 p.m. | Exhibit Hall Opens |
| Noon – 1:30 p.m. | Lunch With Vendors in Exhibit Hall |
| 1:30 – 3:00 p.m. | Breakout Sessions With AmerisourceBergen |
| 3:00 – 4:15 p.m. | FDS Reconciliation Overview |
| 5:30 – 7:00 p.m. | PAC Reception with Guest Legislators & Awards Presentation (PAC Donors Only) |
| 7:00 – 10:00 p.m. | Dinner & Entertainment |



STAR 2017

APRX SHAREHOLDER RETREAT

The luxurious 498-room La Cantera Resort sits atop soaring ridges west of San Antonio and offers spectacular views of the surrounding Hill Country and the downtown skyline. Two championship golf courses—including the renowned Arnold Palmer course—wind through majestic live oaks and limestone creeks. The seven-story property is a mile from Fiesta Texas and the hotel offers free shuttle service to the theme park and the nearby Shops at La Cantera.

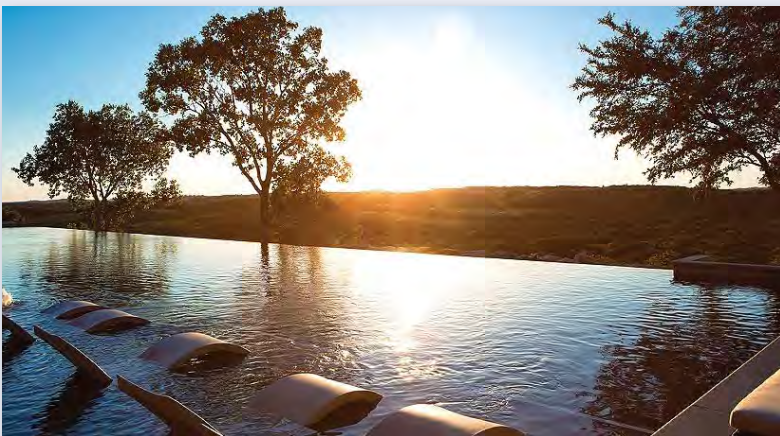
Food & Drink

- Signature—Elegant Euro-Tex cuisine by award-winning chef Andrew Weissman
- SweetFire Kitchen—Contemporary Grill
- Primero Cantina—Fine Mexican Dining
- Vista Grille—Poolside Drinks & Dining
- Topaz—Sophisticated Poolside Drinks & Healthy Cuisine
- La Cantera Grille—Casual 19th Hole Grill / Bar
- Palmer Grille at the Clubhouse—Breakfast & Lunch



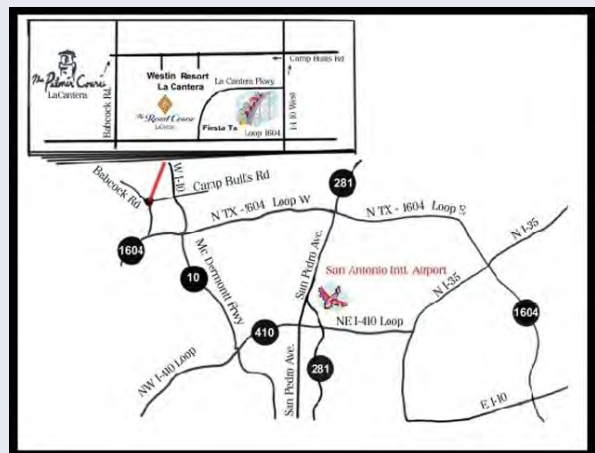
ALL ACCOMMODATIONS FEATURE

- Free High-Speed Internet
- Full Bath Amenities, Hair Dryer & Bathrobes
- Keurig Coffeemaker
- Hill Country & Skyline Views Available
- Kids Stay Free (charge for extra beds & cribs)



AMENITIES

- Championship golf courses designed by PGA legend Arnold Palmer & Jay Morrish/Tom Weiskopf. Driving range, pro shop & PGA instruction.
- Loma de Vida Spa—Full-service spa for massage, facials, manicures, pedicures & hair styling
- 5 pools, including adult infinity pool & kids pool with waterslides. Luxury cabanas, multiple hot tubs & pool-side bars/dining.
- 76,000 sq ft. fitness club, scenic running trails
- Free Kids Club, Kids Camp & Teen Lounge



You Can Be Part of Our Legislative Success

APRxPAC empowers the work of Texas Pharmacy Business Council and the legislative allies who have passed such landmark bills as our 2015 transaction fee fan, 2013 MAC transparency bill and the nation's strongest audit and prompt-pay protections. Our work has saved Texas pharmacies millions of dollars and created a blueprint being followed by advocacy groups in many other states.

Support of our legislative friends is vital to our continued success. The record rebates being paid by American Pharmacies to its shareholders make it easy to stand up for Texas pharmacy — Just use the form below to sign up for rebate deduction — We'll withhold the amount(s) from your quarterly or annual payments.



To pay by credit card, fax the completed form to **512-992-1391**. For checks, please make payable to "APRxPAC" and mail with this completed form to: **823 Congress Ave., Suite 650 | Austin, TX 78701**

YES! I Want to Support APRxPAC Now

Donations to APRxPAC continue on a recurring basis until cancelled in writing.

Name: _____ Pharmacy Name: _____

Position: _____ Home Address: _____

City _____ State _____ ZIP _____

Phone: _____ FAX: _____ Email: _____

CREDIT CARD PAYMENTS: Visa MC AMEX

Monthly Contribution of: \$250 \$100 \$50 Other Amount: _____

Annual Contribution of: \$5,000 \$2,500 \$1,000 \$500 \$365 (\$1 a Day)

Card #: _____ Exp. Date: _____ Security Code: _____

Name on Card: _____ Signature: _____

QUARTERLY OR ANNUAL DEDUCTION:

I authorize American Pharmacies to deduct the contribution elected below from my rebate payment:

Annual Deduction of: \$5,000 \$2,500 \$1,000 \$500 \$365 (\$1 a Day)

Quarterly Deduction of: \$1,000 \$ 750 \$ 500 \$250

Note: Contributions made by rebate deduction are considered taxable income and you must report them to the IRS under your SSN, not your pharmacy's tax ID number.

Name: _____ Signature: _____

Please Check This Box to Verify The Following:

1. I am making this contribution with my own **personal** funds. **(Corporate contributions are not allowed.)**
2. I am a U.S. citizen or legal resident and I am not a federal contractor.
3. I am not being reimbursed or compensated for making this contribution.
4. I understand that my contribution is subject to the provisions of state and federal campaign finance laws.
5. I understand that my contributions will continue on a recurring basis until such time that I instruct APRxPAC in writing to halt those contributions.

APRxPAC | 823 Congress Ave., Suite 650 | Austin, TX 78701 | 512-992-1219 | Fax: 512-992-1391