



AMERICAN ACADEMY OF
FAMILY PHYSICIANS

STRONG MEDICINE FOR AMERICA

December 21, 2009

VIA EMAIL @ Brian_Downey@finance-rep.senate.gov

The Honorable Charles Grassley
United States Senate
Committee on Finance
Washington, DC 20510-6200

Re: Your inquiry letter dated December 7, 2009

Dear Senator Grassley:

I received the subject letter and in response have enclosed an accounting of industry funding that reflects receipts received by the American Academy of Family Physicians ("AAFP") during the period from January 2006 through October 2009; this also includes some preliminary figures for November and December 2009. Based on our understanding of your inquiry and the deadline therein, we believe this to be a complete and accurate accounting. In addition to the accounting, I offer the following in response to the specific questions posed in your inquiry.

1) Please describe the policies for accepting industry funding and whether or not AAFP allows companies to place restrictions or provide guidance on how funding will be spent.

Each instance of industry funding accepted by the AAFP is for a specific purpose, project or program as determined by the AAFP and, in some cases, for use in accordance with a budget prepared by the AAFP for the corresponding purpose, project or program. We do not, however, permit the companies providing such funding to otherwise direct or influence how the funding is spent.

I have included a copy of each of the following policies that provide further details with respect to organizational and individual relationships with industry:

- AAFP Policies on Proprietary Practices – this is the AAFP decision-making process regarding AAFP participation in or endorsement of specific projects, services or items of information. Since the AAFP's journals include continuing medical education ("CME"), they are bound by and follow this policy as applicable. While not specifically aimed at

industry funding, this policy is pertinent in at least two respects. One, it confirms the AAFP's adoption of the Accreditation Council for Continuing Medical Education's ("ACCME") Standards for Commercial Support. Two, it is illustrative of the elements that the AAFP considers in evaluating third-party relationships, including sources of industry funding.

- ACCME Standards for Commercial Support-Standards to Ensure the Independence of CME Activities – the AAFP has adopted and follows these standards and principles that govern the relationships between CME providers (e.g. the AAFP) and industry. These policies and principles establish our baseline in the CME area and may be exceeded in some respects (scope and/or rigor) by the AAFP's own internal policies.
- AAFP CME Policy and Procedures for Full Disclosure and Identification and Resolution of Conflicts of Interest – this internal policy governs all AAFP-produced CME activities. It is consistent with and in some cases supplements the ACCME Standards for Commercial Support.
- Principles for American Academy of Family Physicians National Research Network for Industry Funded Research – the National Research Network ("NRN") referred to in this policy is the practice-based research network established by the AAFP. This document includes principles and guidelines governing the NRN's relationship with industry and industry funding.
- Criteria for Consideration in AAFP Involvement in Clinical Practice Guideline Development – this document addresses those instances in which the AAFP is involved in developing clinical practice guidelines and includes criteria relative to industry involvement and funding of that development.
- Publication Ethics Policies for Medical Journals – this policy is provided by the World Association of Medical Editors and has been adopted by the AAFP as our print journal policy on ethics, including relationships with industry.
- Online Advertising Policy, Principles and Acceptance – this constitutes the AAFP's internally developed and adopted policy regarding advertising on our journal web sites. It is the companion policy to the immediately preceding policy that deals with the print version of the AAFP's journals.
- Application for Exhibit Space and the attached Conditions of Applications-Rules and Regulations – this document was used for the AAFP's Annual Scientific Assembly held in Boston, Massachusetts in October 2009 and is typical of those required from exhibitors at our conferences. Page 2 of the attached Conditions of Applications includes the AAFP's policy on "give-a-ways/booth activities" and specifically references the new PhRMA Code on Interactions with Healthcare Professionals.

2) If AAFP allows companies to place restrictions on industry funding, then please explain all restrictions and/or guidance for each transfer of value from industry.

The AAFP does not permit such restrictions.

3) Please explain what policies, if any, that AAFP plans to adopt to ensure transparency of funding in order to provide a greater public trust in the independence of your organization.

We strongly believe that the AAFP currently has good and effective policies in place to insulate our programs and projects from inappropriate influence by industry and that make information regarding that funding publicly available. We regularly review those policies to ensure that they continue to satisfy all applicable legal and regulatory requirements as well as our own internal standards and goals.

Furthermore, we look for opportunities to review and adopt best practices applicable to this issue. For example, as a member of the Council of Medical Specialty Societies ("CMSS"), the AAFP is actively participating in a CMSS-sponsored project to develop a new medical specialty society code for interactions with industry that will, in part, address the insulation from inappropriate influence as well as transparency with respect to industry funding. The intent of this code is to provide a set of uniform guidelines that may be adopted by medical specialty societies such as the AAFP to supplement or enhance existing society policies to help maintain actual and perceived independence from industry influence. The principles contained in this new code will specifically address solicitation, acceptance and use of industry funds as well as the acknowledgment and disclosure of the receipt of those funds. It is anticipated that this new code will be completed and approved by the CMSS in 2010, possibly in the first half of that year. Following that approval, the CMSS will make the code available for adoption and it is our expectation that the AAFP will do so.

4) Please explain your policies on disclosure of outside income by your top executive and board members.

I have attached a copy of the AAFP's current Conflict of Interest Policy that applies to all members of our Board of Directors, all AAFP officers, all AAFP members that serve in other organizational capacities, and AAFP representatives to external entities as well all as "exempt" AAFP employees. This Policy requires each covered individual to complete and submit an annual written disclosure of

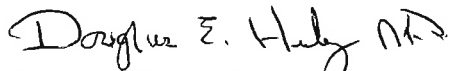
all conflicts of interest, such disclosure to specifically include, but not be limited to, any compensation arrangement that the individual (which, for purposes of this Policy, includes that individual's spouse, children, parents or siblings) with any entity or individual with which the AAFP has a transaction or arrangement. While required annually, each covered individual's disclosures are to be updated upon any change that might occur throughout the year.

5) Please provide the disclosures of outside income filed with your organizations by your top executives and board members.

In response, I have attached the disclosures submitted by each member of our Board of Directors as well as those submitted by our top executives. For purposes of this response, we have identified our top executives to be the Executive Vice President/CEO, the Deputy Executive Vice President/COO, and the five organizational segment vice presidents.

I trust that the information provided herein along with the attachments are responsive to your inquiry. If you have questions or need additional information, please contact me.

Sincerely,

A handwritten signature in black ink that reads "Douglas E. Henley MD". The signature is written in a cursive style with a large, stylized 'D' and 'H'.

Douglas E. Henley, MD, FAAFP
Executive Vice President/CEO

American Academy of Family Physicians
Funding 2006

Year	Company	Category	Sub-Category	Amount
2006	A&D Medical - LifeSource	Exhibits		\$ 2,900.00
2006	Aaron Medical, A Bovie Co.	Exhibits		\$ 2,900.00
2006	Abaxis	Exhibits		\$ 2,500.00
2006	Abbott Laboratories			
		Educational - CME		\$ 20,000.00
		Educational - Non CME		\$ 50,000.00
		Exhibits		\$ 48,875.00
		Sponsorships		\$ 24,800.00
				\$ 143,675.00
2006	Abbott/Knoll	Advertising	Journals	\$ 507,930.00
2006	Adams Lab	Advertising	Journals	\$ 281,562.00
2006	Adams Respiratory Therapeutics	Exhibits		\$ 14,500.00
2006	Advanced Aesthetic Concepts	Exhibits		\$ 5,400.00
2006	Advanced Meditech Int'l	Exhibits		\$ 2,500.00
2006	Advanced Neuromodulation Syst.	Exhibits		\$ 2,500.00
2006	Advancis	Advertising	Journals	\$ 140,866.00
2006	Aesthera Corporation	Exhibits		\$ 2,900.00
2006	Aetna	Advertising	Journals	\$ 36,868.00
2006	Aircast, Inc.	Exhibits		\$ 2,900.00
2006	Alcon			
		Advertising	Journals	\$ 231,259.00
		Exhibits		\$ 27,000.00
		Sponsorships		\$ 6,875.00
				\$ 265,134.00
2006	Alliant Pharmaceuticals, Inc.	Exhibits		\$ 2,900.00
2006	Allianz Pharma LLC	Exhibits		\$ 2,900.00
2006	Alma Lasers	Exhibits		\$ 5,400.00
2006	Alpharma			
		Advertising	Journals	\$ 326,451.00
		Exhibits		\$ 14,500.00
				\$ 340,951.00
2006	Altana Pharma	Exhibits		\$ 48,875.00
2006	Amylin Pharmaceuticals	Sponsorships		\$ 26,000.00
2006	Amylin/Lilly Alliance	Exhibits		\$ 20,750.00
2006	Anthony Products, Inc.	Exhibits		\$ 5,800.00
2006	Antigen Laboratories Inc.	Exhibits		\$ 2,900.00
2006	ARUP Laboratories			
		Advertising	Journals	\$ 45,585.00
		Exhibits		\$ 14,500.00
				\$ 60,085.00
2006	Astellas	Advertising	Journals	\$ 128,350.00
2006	Astra Zeneca			
		Exhibits		\$ 135,250.00
		Advertising	Journals	\$ 689,517.00
		Sponsorships		\$ 172,000.00
				\$ 996,767.00
2006	Barr Labs	Advertising	Journals	\$ 161,606.00
2006	Barrier Therapeutics, Inc.	Exhibits		\$ 5,800.00
2006	Bayer	Advertising	Journals	\$ 122,145.00
2006	Bayer Diagnostics			
		Exhibits		\$ 20,750.00
		Sponsorships		\$ 6,875.00
				\$ 27,625.00
2006	BD Medical	Advertising	Journals	\$ 31,263.00
2006	Beckman Coulter, Inc.	Exhibits		\$ 5,800.00
2006	Berlex Laboratories	Exhibits		\$ 27,000.00
2006	Biosite	Advertising	Journals	\$ 41,684.00
2006	Biovail Pharmaceuticals, Inc.	Exhibits		\$ 5,400.00
2006	Boehringer Ingelheim			
		Advertising	Journals	\$ 506,697.00
		Educational - CME		\$ 885,000.00
		Exhibits		\$ 63,375.00
		Sponsorships		\$ 56,000.00
				\$ 1,511,072.00
2006	Bristol-Myers Squibb			
		Educational - CME		\$ 5,000.00
		Educational - Non CME		\$ 10,000.00
				\$ 15,000.00

American Academy of Family Physicians
Funding 2006

Year	Company	Category	Sub-Category	Amount
2006	Brymill Cryogenic Systems	Exhibits		\$ 5,000.00
2006	Burdick, Inc.	Exhibits		\$ 5,400.00
2006	Burton Medical Products	Exhibits		\$ 2,900.00
2006	C.B. Fleet Company Inc.	Exhibits		\$ 8,300.00
2006	Candela			
		Educational - CME		\$ 5,000.00
		Exhibits		\$ 14,500.00
				\$ 19,500.00
2006	CardioLabs, Inc.	Exhibits		\$ 2,900.00
2006	Cephalon			
		Advertising	Journals	\$ 569,976.00
		Educational - Non CME		\$ 25,000.00
		Exhibits		\$ 40,962.50
				\$ 635,938.50
2006	Complete Medical Services	Exhibits		\$ 2,500.00
2006	Conmed Corp.	Exhibits		\$ 4,400.00
2006	Cooper Surgical	Educational - Non CME		\$ 3,400.00
2006	Cornerstone Biopharma	Exhibits		\$ 2,500.00
2006	CryoPen, LLC	Exhibits		\$ 2,900.00
2006	CryoSurgery, Inc.	Exhibits		\$ 2,900.00
2006	Cryosurgical Concepts	Exhibits		\$ 2,500.00
2006	Cutera	Exhibits		\$ 2,900.00
2006	Cynosure, Inc.	Exhibits		\$ 14,500.00
2006	Daiichi Pharmaceutical Corp.	Exhibits		\$ 14,500.00
2006	Daiichi Sankyo Inc.	Sponsorships		\$ 15,000.00
2006	Dermik Laboratories, Inc.	Exhibits		\$ 5,800.00
2006	Dey, L.P.	Exhibits		\$ 5,800.00
2006	Diagnostic Ultrasound			
		Advertising	Journals	\$ 164,404.00
		Exhibits		\$ 5,400.00
				\$ 169,804.00
2006	Digene			
		Advertising	Journals	\$ 41,684.00
		Exhibits		\$ 5,000.00
				\$ 46,684.00
2006	Duramed Pharmaceuticals, Inc	Exhibits		\$ 20,750.00
2006	Eli Lilly			
		Advertising	Journals	\$ 914,596.00
		Educational - CME		\$ 6,000.00
		Educational - Non CME		\$ 45,000.00
		Exhibits		\$ 48,875.00
				\$ 1,014,471.00
2006	Ellman International, Inc.	Exhibits		\$ 5,800.00
2006	Endo			
		Advertising	Journals	\$ 26,537.00
		Educational - CME		\$ 21,500.00
				\$ 48,037.00
2006	Esaote	Exhibits		\$ 5,800.00
2006	Ethicon Endo			
		Educational - CME		\$ 262,000.00
		Educational - Non CME		\$ 24,150.00
				\$ 286,150.00
2006	Ethicon Endo-Surgery, Inc.	Exhibits		\$ 14,500.00
2006	ETHICON Womens Health and Urology	Educational - CME		\$ 5,000.00
2006	Focus Medical LLC	Exhibits		\$ 2,500.00
2006	Forest Laboratoris, Inc.			
		Advertising	Journals	\$ 892,042.00
		Exhibits		\$ 48,875.00
		Sponsorships		\$ 60,000.00
				\$ 1,000,917.00
2006	Fotona USA	Exhibits		\$ 14,500.00
2006	FriendlyLight	Exhibits		\$ 5,800.00
2006	GE Medical Systems	Exhibits		\$ 14,500.00
2006	Gebauer Company	Exhibits		\$ 2,500.00
2006	Gilead			
		Exhibits		\$ 14,500.00
		Sponsorships		\$ 50,000.00
				\$ 64,500.00

American Academy of Family Physicians
Funding 2006

Year	Company	Category	Sub-Category	Amount
2006	GlaxoSmithKline	Advertising	Journals	\$ 438,370.00
		Educational - CME		\$ 6,000.00
		Educational - Non CME		\$ 70,000.00
		Exhibits		\$ 85,250.00
		Sponsorships		\$ 6,875.00
				\$ 606,495.00
2006	Graceway	Educational - CME		\$ 51,000.00
2006	Gynetics	Exhibits		\$ 2,900.00
2006	Heine USA Ltd.	Exhibits		\$ 2,900.00
2006	HemoSense, Inc.	Exhibits		\$ 2,900.00
2006	Hologic, Inc.	Exhibits		\$ 5,800.00
2006	Hoya ConBio Lasers	Exhibits		\$ 2,900.00
2006	IASIS Healthcare	Sponsorships		\$ 2,400.00
2006	Intercure	Exhibits		\$ 5,400.00
2006	J&J	Advertising	Journals	\$ 1,130,948.00
2006	Kaiser Permanente	Sponsorships		\$ 2,400.00
2006	King Pharmaceuticals	Sponsorships		\$ 56,000.00
2006	Kos Pharmaceuticals, Inc.	Exhibits		\$ 5,400.00
2006	Laserscope	Exhibits		\$ 5,400.00
2006	LifeScan, Inc.	Exhibits		\$ 5,800.00
2006	Ligand	Advertising	Journals	\$ 10,977.00
2006	Liposcience, Inc.	Exhibits		\$ 14,500.00
2006	Lumenis	Exhibits		\$ 5,400.00
2006	Maico Diagnostics	Exhibits		\$ 2,900.00
2006	Mallinckrodt	Exhibits		\$ 5,800.00
2006	Marina Medical Instruments	Exhibits		\$ 2,900.00
2006	McKesson Medical-Surgical	Exhibits		\$ 20,750.00
2006	McNeil Consumer	Exhibits		\$ 43,650.00
2006	McNeil Pediatrics			
		Educational - CME		\$ 15,000.00
		Educational - Non CME		\$ 250,000.00
		Sponsorships		\$ 4,000.00
				\$ 269,000.00
2006	Medfusion, Inc.	Exhibits		\$ 2,500.00
2006	Medison America, Inc.	Exhibits		\$ 5,400.00
2006	MedSurge Advances	Advertising	Journals	\$ 7,596.00
2006	Medsurge Technologies	Exhibits		\$ 14,500.00
2006	MegaPeel	Exhibits		\$ 2,900.00
2006	Merck			
		Advertising	Journals	\$ 1,385,495.00
		Educational - CME		\$ 421,000.00
		Exhibits		\$ 2,500.00
		Sponsorships		\$ 12,000.00
				\$ 1,820,995.00
2006	Merck Human Health			
		Exhibits		\$ 100,875.00
		Sponsorships		\$ 70,000.00
				\$ 170,875.00
2006	Merck Schering-Plough			
		Exhibits		\$ 80,125.00
		Educational - CME		\$ 116,000.00
		Sponsorships		\$ 60,000.00
				\$ 256,125.00
2006	Micromedics	Exhibits		\$ 5,400.00
2006	Monarch	Advertising	Journals	\$ 28,900.00
2006	Monarch Pharmaceuticals	Exhibits		\$ 69,625.00
2006	Mortara Instrument, Inc.	Exhibits		\$ 2,900.00
2006	Neilmed Pharmaceuticals, Inc.	Exhibits		\$ 2,500.00
2006	NeuMed	Exhibits		\$ 5,800.00
2006	Neurocrine Pfizer Alliance	Sponsorships		\$ 90,000.00
2006	Neurometrix	Exhibits		\$ 14,500.00
2006	Nonin Medical	Advertising	Journals	\$ 29,495.00
2006	Novartis			
		Advertising	Journals	\$ 431,107.00
		Exhibits		\$ 48,875.00
				\$ 479,982.00
2006	Novo Nordisk			
		Advertising	Journals	\$ 731,662.00

American Academy of Family Physicians
Funding 2006

Year	Company	Category	Sub-Category	Amount
		Educational - CME		\$ 38,000.00
		Educational - Non CME		\$ 40,000.00
		Sponsorships		\$ 354,000.00
		Exhibits		\$ 81,625.00
				\$ 1,245,287.00
2006	Nymox Pharmaceutical Corp.	Exhibits		\$ 2,500.00
2006	Omron	Advertising	Journals	\$ 8,002.00
2006	Organon Inc.	Exhibits		\$ 25,375.00
2006	Ortho Biotech	Sponsorships		\$ 26,505.00
2006	Ortho-McNeil Neurology	Exhibits		\$ 64,500.00
2006	Palomar Medical Technologies	Exhibits		\$ 14,500.00
2006	PBM Pharm	Advertising	Journals	\$ 112,710.00
2006	Pfizer			
		Advertising	Journals	\$ 1,940,094.00
		Educational - CME		\$ 60,000.00
		Educational - Non CME		\$ 219,150.00
		Exhibits		\$ 116,775.00
				\$ 2,336,019.00
2006	Photo Therapeutics, Inc.	Exhibits		\$ 2,900.00
2006	Polar Electro	Exhibits		\$ 2,900.00
2006	Procter & Gamble	Advertising	Journals	\$ 200,991.00
2006	ProCyt Corporation	Exhibits		\$ 2,900.00
2006	Provell Pharmaceuticals, LLC	Exhibits		\$ 2,500.00
2006	Purdue			
		Educational - CME		\$ 36,000.00
		Exhibits		\$ 27,000.00
				\$ 63,000.00
2006	Radiancy, Inc.	Exhibits		\$ 2,900.00
2006	Reliant	Advertising	Journals	\$ 267,813.00
2006	Reliant Pharmaceuticals, LLC	Exhibits		\$ 14,500.00
2006	Roche			
		Advertising	Journals	\$ 114,197.00
		Educational - CME		\$ 34,600.00
		Exhibits		\$ 14,500.00
				\$ 163,297.00
2006	Sandstone Medical Technologies	Exhibits		\$ 5,000.00
2006	sanofi pasteur			
		Educational - CME		\$ 175,000.00
		Exhibits		\$ 41,000.00
		Sponsorships		\$ 50,000.00
				\$ 266,000.00
2006	sanofi-aventis			
		Advertising	Journals	\$ 733,631.00
		Educational - CME		\$ 105,000.40
		Exhibits		\$ 127,087.50
		Sponsorships		\$ 92,500.00
				\$ 1,058,218.90
2006	Santarus	Advertising	Journals	\$ 83,661.00
2006	Schering-Plough	Educational - CME		\$ 255,770.00
2006	Schiller America, Inc.	Exhibits		\$ 14,500.00
2006	Schwarz Pharma, Inc.	Exhibits		\$ 20,750.00
2006	Science Innovative Aesthetics	Exhibits		\$ 2,900.00
2006	Sciton, Inc.	Exhibits		\$ 14,500.00
2006	SDI Diagnostics, Inc.	Exhibits		\$ 2,900.00
2006	Sepracor			
		Advertising	Journals	\$ 538,150.00
		Sponsorships		\$ 72,000.00
		Exhibits		\$ 152,275.00
				\$ 762,425.00
2006	Shimadzu Ultrasound	Exhibits		\$ 2,900.00
2006	Sigvaris, Inc.	Exhibits		\$ 2,900.00
2006	Smith & Nephew			
		Advertising	Journals	\$ 54,888.00
		Exhibits		\$ 2,900.00
				\$ 57,788.00
2006	Sometech Corporation	Exhibits		\$ 5,000.00
2006	SonoSite, Inc.	Exhibits		\$ 14,500.00

American Academy of Family Physicians
Funding 2006

Year	Company	Category	Sub-Category	Amount
2006	Sybaritic, Inc.	Exhibits		\$ 7,900.00
2006	Syneron	Exhibits		\$ 2,900.00
2006	Takeda			
		Advertising	Journals	\$ 984,231.00
		Educational - CME		\$ 83,594.00
		Sponsorships		\$ 191,000.00
		Exhibits		\$ 205,100.00
				\$ 1,463,925.00
2006	Taro Pharmaceuticals Inc	Exhibits		\$ 2,500.00
2006	Toronto LaparoscopicBAND Centr	Exhibits		\$ 2,500.00
2006	Wallach Surgical Devices Inc.	Exhibits		\$ 7,900.00
2006	Welch Allyn			
		Exhibits		\$ 26,150.00
		Sponsorships		\$ 2,500.00
				\$ 28,650.00
2006	Wyeth			
		Advertising	Journals	\$ 1,502,993.00
		Educational - CME		\$ 183,500.00
		Educational - Non CME		\$ 1,200.00
		Exhibits		\$ 20,750.00
		Sponsorships		\$ 20,625.00
				\$ 1,729,068.00
2006	Wyeth Consumer Healthcare	Educational - CME		\$ 6,500.00
2006	Wyeth-Ayerst Pharmaceuticals	Exhibits		\$ 41,500.00
2006	Zanfel Laboratories Inc	Exhibits		\$ 5,400.00
Grand Total: \$				24,194,927.40

American Academy of Family Physicians
Funding 2007

Year	Company	Category	Sub-Category	Amount
2007	3Gen	Educational - CME		\$ 5,000.00
2007	Aaron Medical, A Bovie Co.	Exhibits		\$ 2,900.00
2007	Abaxis	Advertising	Journals	\$ 21,471.00
2007	Abbott Laboratories			
		Advertising	Web	\$ 538.15
		Advertising	Journals	\$ 418,473.00
		Educational - CME		\$ 205,000.00
		Exhibits		\$ 63,375.00
		Sponsorship		\$ 25,300.00
				\$ 712,686.15
2007	Adams Respiratory Therapeutics	Exhibits		\$ 27,000.00
2007	Advance	Exhibits		\$ 2,900.00
2007	Advancis	Advertising	Journals	\$ 92,671.00
2007	Aesthera Corporation	Exhibits		\$ 2,900.00
2007	Akorn, Inc.	Exhibits		\$ 2,900.00
2007	Alcon			
		Advertising	Journals	\$ 109,926.00
		Sponsorships		\$ 44,680.00
		Exhibits		\$ 27,000.00
				\$ 181,606.00
2007	Alfa Wasserman			
		Advertising	Journals	\$ 24,735.00
		Sponsorships		\$ 5,000.00
		Exhibits		\$ 14,500.00
				\$ 44,235.00
2007	Allergan			
		Educational - CME		In kind
		Exhibits		\$ 14,500.00
		Sponsorships		\$ 31,900.00
				\$ 46,400.00
2007	Alliant Pharmaceuticals, Inc.	Exhibits		\$ 5,400.00
2007	Alma Lasers	Exhibits		\$ 2,900.00
2007	Alpharma			
		Advertising	Journals	\$ 48,807.00
		Exhibits		\$ 14,500.00
		Sponsorships		\$ 24,200.00
				\$ 87,507.00
2007	Amylin Pharmaceuticals			
		Exhibits		\$ 20,750.00
		Sponsorships		\$ 111,000.00
				\$ 131,750.00
2007	Anda, Inc.	Exhibits		\$ 5,800.00
2007	Anthony Products, Inc.	Exhibits		\$ 8,300.00
2007	Antigen Laboratories Inc.	Exhibits		\$ 2,500.00
2007	ARUP Laboratories			
		Exhibits		\$ 20,750.00
		Sponsorships		\$ 37,830.00
				\$ 58,580.00
2007	Astellas	Advertising	Journals	\$ 141,083.00
2007	Astra Zeneca			
		Advertising	Journals	\$ 580,039.00
		Exhibits		\$ 36,656.25
		Sponsorships		\$ 93,000.00
				\$ 709,695.25
2007	Aurora Health Care	Sponsorships		\$ 5,000.00
2007	Auxilium Pharmaceuticals			
		Exhibits		\$ 20,750.00
		Sponsorships		\$ 22,900.00
				\$ 43,650.00
2007	Barr Labs	Advertising	Journals	\$ 67,524.00
2007	Bayer	Advertising	Journals	\$ 115,332.00
2007	Bayer Diagnostic Division	Exhibits		\$ 27,000.00
2007	Berlex Laboratories	Exhibits		\$ 27,000.00
2007	Boehringer Ingelheim			
		Advertising	Journals	\$ 502,914.00
		Educational - CME		\$ 327,000.00
		Exhibits		\$ 84,125.00

American Academy of Family Physicians
Funding 2007

Year	Company	Category	Sub-Category	Amount
		Sponsorships		\$ 70,000.00
				\$ 984,039.00
2007	Bristol-Myers Squibb			
		Advertising	Web	\$ 202.90
		Educational - CME		\$ 10,000.00
				\$ 10,202.90
2007	Brymill Cryogenic Systems	Exhibits		\$ 2,900.00
2007	BSN Medical	Exhibits		\$ 5,800.00
2007	C.B. Fleet Company Inc.	Exhibits		\$ 2,900.00
2007	Calloway Labs	Exhibits		\$ 5,400.00
2007	Calmoseptine, Inc.	Exhibits		\$ 2,900.00
2007	Candela Corporation	Exhibits		\$ 14,500.00
2007	Canfield Imaging Systems	Exhibits		\$ 2,900.00
2007	CardioLabs, Inc.	Exhibits		\$ 2,900.00
2007	Cephalon			
		Advertising	Journals	\$ 392,467.00
		Exhibits		\$ 15,750.00
				\$ 408,217.00
2007	CMI	Sponsorships		\$ 87,350.00
2007	Conceptus, Inc.	Exhibits		\$ 14,500.00
2007	Conmed Corp.	Exhibits		\$ 2,900.00
2007	Cornerstone Biopharma	Exhibits		\$ 2,900.00
2007	Cranial Technologies, Inc.	Exhibits		\$ 2,900.00
2007	CryoProbe	Exhibits		\$ 2,900.00
2007	CryoSurgery, Inc.	Exhibits		\$ 2,900.00
2007	CSL Biotherapy	Advertising	Journals	\$ 46,316.00
2007	Cutera	Exhibits		\$ 2,900.00
2007	Cynosure, Inc.	Exhibits		\$ 14,500.00
2007	Daiichi Pharmaceutical Corp.	Exhibits		\$ 20,300.00
2007	Daiichi Sankyo Inc	Sponsorships		\$ 17,000.00
2007	Decode Genetics			
		Exhibits		\$ 2,900.00
		Sponsorships		\$ 31,650.00
				\$ 34,550.00
2007	Dermalogix Partners, Inc.	Exhibits		\$ 2,500.00
2007	Dey			
		Advertising	Journals	\$ 145,095.00
		Educational - CME		\$ 150,000.00
		Exhibits		\$ 26,150.00
				\$ 321,245.00
2007	Diagnostic Ultrasound	Exhibits		\$ 2,900.00
2007	Digene	Advertising	Journals	\$ 21,471.00
2007	Digene Corporation	Exhibits		\$ 2,900.00
2007	Duramed Pharmaceuticals, Inc	Exhibits		\$ 20,750.00
2007	Eli Lilly			
		Advertising	Journals	\$ 743,245.00
		Advertising	Web	\$ 5,926.33
		Educational - CME		\$ 50,000.00
		Educational - Non CME		\$ 40,000.00
		Exhibits		\$ 79,000.00
		Sponsorship		\$ 120,250.00
				\$ 1,038,421.33
2007	Ellman International, Inc.	Exhibits		\$ 8,300.00
2007	Endo			
		Advertising	Journals	\$ 174,993.00
		Educational - CME		\$ 5,000.00
				\$ 179,993.00
2007	Ethicon Endo-Surgery, Inc.	Exhibits		\$ 5,800.00
2007	ETHICON Womens Health and Urology	Educational - CME		\$ 178,350.00
2007	Ethicon, Inc.	Educational - CME		In kind
2007	Forest Labs			
		Advertising	Journals	\$ 806,584.00
		Advertising	Web	\$ 796.07
		Educational - Non CME		\$ 184,437.00
		Exhibits		\$ 64,500.00
		Sponsorships		\$ 140,500.00
				\$ 1,196,817.07
2007	Fotona USA	Exhibits		\$ 14,500.00

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Funding 2007

Year	Company	Category	Sub-Category	Amount
2007	FriendlyLight	Exhibits		\$ 2,900.00
2007	Gebauer Company	Exhibits		\$ 2,500.00
2007	Genentech	Advertising	Web	\$ 282.87
2007	Gilead Sciences, Inc.	Exhibits		\$ 14,500.00
2007	GlaxoSmithKline			
		Advertising	Journals	\$ 217,099.00
		Advertising	Web	\$ 555.71
		Educational - CME		\$ 10,000.00
		Exhibit		\$ 50,000.00
		Sponsorship		\$ 40,410.00
				\$ 318,064.71
2007	Graceway	Educational - CME		\$ 3,000.00
2007	Gynetics	Exhibits		\$ 2,500.00
2007	HemoSense, Inc.	Exhibits		\$ 2,900.00
2007	Hologic, Inc.	Exhibits		\$ 5,400.00
2007	Huot Instruments, LLC	Exhibits		\$ 2,500.00
2007	IASIS Healthcare	Sponsorships		\$ 2,600.00
2007	Indevus	Advertising	Journals	\$ 50,566.00
2007	Inspire			
		Advertising	Journals	\$ 100,049.00
		Exhibits		\$ 7,900.00
		Sponsorships		\$ 15,000.00
				\$ 122,949.00
2007	Intercure	Exhibits		\$ 5,400.00
2007	International SOS	Advertising	Journals	\$ 21,471.00
2007	Johnson & Johnson/Ortho Partnership			
		Advertising	Journals	\$ 488,184.00
		Advertising	Web	\$ 11,924.54
				\$ 500,108.54
2007	Kaiser Permanente	Sponsorships		\$ 2,600.00
2007	King Pharma	Advertising	Journals	\$ 111,205.00
2007	Korr Medical Technologies	Exhibits		\$ 5,400.00
2007	LifeScan, Inc.	Exhibits		\$ 2,900.00
2007	Liposcience, Inc.	Exhibits		\$ 14,500.00
2007	Mallinckrodt	Exhibits		\$ 5,400.00
2007	Marina Medical Instruments	Exhibits		\$ 2,900.00
2007	McNeil Consumer & Specialty Ph	Exhibits		\$ 35,300.00
2007	McNeil Consumer Healthcare	Educational - CME		\$ 250,000.00
2007	McNeil Pediatrics	Exhibits		\$ 14,500.00
2007	Meda	Educational - CME		\$ 5,000.00
2007	MedImmune, Inc.	Exhibits		\$ 2,900.00
2007	Medison America, Inc.	Exhibits		\$ 5,000.00
2007	MedPointe Pharmaceuticals	Exhibits		\$ 27,000.00
2007	Medsurge Technologies	Exhibits		\$ 2,900.00
2007	MegaPeel	Exhibits		\$ 2,900.00
2007	Merck			
		Advertising	Journals	\$ 1,353,336.00
		Educational - CME		\$ 705,000.00
		Educational - Non CME		\$ 213,365.00
		Exhibits		\$ 2,900.00
		Sponsorship		\$ 29,900.00
				\$ 2,304,501.00
2007	Merck Human Health			
		Exhibits		\$ 163,850.00
		Sponsorships		\$ 325,872.00
				\$ 489,722.00
2007	Merck Schering-Plough			
		Educational - CME		\$ 598,000.00
		Exhibits		\$ 80,125.00
		Sponsorships		\$ 70,000.00
				\$ 748,125.00
2007	Merck Vaccine Division	Sponsorships		\$ 37,836.00
2007	Meretek	Advertising	Journals	\$ 42,806.00
2007	Micromedics	Exhibits		\$ 5,800.00
2007	Monarch	Advertising	Journals	\$ 37,068.00
2007	Monarch Pharmaceuticals	Exhibits		\$ 48,875.00
2007	Murine	Advertising	Journals	\$ 21,471.00
2007	N Spire Health	Exhibits		\$ 2,900.00
2007	Neilmed Pharmaceuticals, Inc.	Exhibits		\$ 2,900.00
2007	Neurometrix	Exhibits		\$ 14,500.00

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Year	Company	Category	Sub-Category	Amount
2007	Novartis	Advertising	Journals	\$ 357,850.00
		Advertising	Web	\$ 2,277.54
		Educational - CME		\$ 5,000.00
		Exhibits		\$ 48,875.00
				\$ 414,002.54
2007	Novo Nordisk	Advertising	Journals	\$ 555,528.00
		Educational - CME		\$ 55,000.00
		Educational - Non CME		\$ 30,000.00
		Exhibits		\$ 82,725.00
		Sponsorship		\$ 184,680.00
				\$ 907,933.00
2007	Nutramax Laboratories, Inc.	Exhibits		\$ 5,400.00
2007	Organon Inc.	Exhibits		\$ 5,800.00
2007	Ortho McNeil	Educational - CME		\$ 22,000.00
2007	Palomar Medical Technologies	Exhibits		\$ 14,500.00
		Sponsorships		\$ 15,000.00
				\$ 29,500.00
2007	PBM Pharm	Advertising	Journals	\$ 171,156.00
2007	Pfizer	Advertising	Journals	\$ 1,760,739.00
		Advertising	Web	\$ 5,566.28
		Educational - CME		\$ 276,100.00
		Educational - Non CME		\$ 117,250.00
		Exhibits		\$ 100,875.00
		Sponsorships		\$ 72,950.00
				\$ 2,333,480.28
2007	PriCara	Sponsorships		\$ 5,000.00
2007	Procter & Gamble	Advertising	Journals	\$ 118,098.00
2007	Purdue	Exhibits		\$ 27,000.00
		Sponsorships		\$ 30,000.00
				\$ 57,000.00
2007	Quidel Corp	Advertising	Journals	\$ 53,677.00
		Exhibits		\$ 5,800.00
				\$ 59,477.00
2007	Redfield Corporation	Exhibits		\$ 2,500.00
2007	Reliant	Advertising	Journals	\$ 249,785.00
		Exhibits		\$ 14,500.00
				\$ 264,285.00
2007	Rhytec, Inc.	Exhibits		\$ 2,500.00
2007	Roche	Advertising	Journals	\$ 82,182.00
		Educational - CME		\$ 217,500.00
		Exhibit		\$ 42,000.00
				\$ 341,682.00
2007	Roche Diagnostics Corp.	Exhibits		\$ 5,800.00
2007	Ross Products Division	Exhibits		\$ 2,900.00
2007	Rxperience, Inc.	Sponsorships		\$ 16,650.00
2007	Sandstone Medical Technologies	Exhibits		\$ 5,000.00
2007	sanofi pasteur	Educational - CME		\$ 20,000.00
		Exhibits		\$ 41,100.00
		Sponsorships		\$ 23,800.00
				\$ 84,900.00
2007	sanofi-aventis	Advertising	Journals	\$ 813,776.00
		Advertising	Web	\$ 2,324.29
		Educational - CME		\$ 697,500.00
		Exhibits		\$ 142,375.00
		Sponsorships		\$ 24,050.00
				\$ 1,680,025.29

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Year	Company	Category	Sub-Category	Amount
2007	Santarus	Advertising	Journals	\$ 250,767.00
2007	Schering	Advertising	Journals	\$ 84,889.00
2007	Schering/Key Pharmaceuticals	Exhibits		\$ 5,400.00
2007	Schering-Plough	Sponsorships		\$ 15,850.00
2007	Schiller America, Inc.	Exhibits		\$ 14,500.00
2007	Schwarz	Advertising	Journals	\$ 133,560.00
2007	Sciton, Inc.	Exhibits		\$ 8,300.00
2007	SDI Diagnostics, Inc.	Exhibits		\$ 2,900.00
2007	Sepracor			
		Advertising	Journals	\$ 264,146.00
		Educational - CME		\$ 12,260.00
		Exhibits		\$ 96,625.00
		Sponsorships		\$ 117,400.00
				\$ 490,431.00
2007	Shimadzu Ultrasound	Exhibits		\$ 4,500.00
2007	Shire US Inc.	Advertising	Web	\$ 1,749.80
2007	Sigvaris, Inc.	Exhibits		\$ 2,900.00
2007	Solvay	Educational - CME		\$ 5,000.00
2007	Sybaritic, Inc.	Exhibits		\$ 5,400.00
2007	Syneron	Exhibits		\$ 2,900.00
2007	Takeda			
		Advertising	Journals	\$ 733,132.00
		Educational - CME		\$ 834,217.00
		Exhibits		\$ 107,350.00
		Sponsorships		\$ 542,538.00
				\$ 2,217,237.00
2007	Teva			
		Advertising	Journals	\$ 121,690.00
		Sponsorships		\$ 50,000.00
				\$ 171,690.00
2007	Theda Care Inc	Exhibits		\$ 2,900.00
2007	Thermage	Exhibits		\$ 14,500.00
2007	Thomson Micromedex	Sponsorships		\$ 8,500.00
2007	UCB Pharma			
		Advertising	Web	\$ 68.42
		Sponsorships		\$ 45,000.00
				\$ 45,068.42
2007	United Healthcare	Sponsorship		\$ 10,000.00
2007	Upsher-Smith Laboratories	Exhibits		\$ 5,400.00
2007	Vatring Pharmaceuticals, Inc.	Exhibits		\$ 5,400.00
2007	Venture Care, LLC	Exhibits		\$ 2,900.00
2007	Verathon	Advertising	Journals	\$ 92,767.00
2007	Viora	Exhibits		\$ 2,900.00
2007	Wallach Surgical Devices Inc.	Exhibits		\$ 2,900.00
2007	Welch Allyn			
		Exhibits		\$ 26,150.00
		Sponsorship		\$ 2,500.00
				\$ 28,650.00
2007	Wellpoint	Educational - CME		\$ 113,000.00
2007	Wyeth			
		Advertising	Journals	\$ 767,016.00
		Educational - CME		\$ 5,000.00
		Educational - Non CME		\$ 1,200.00
		Exhibits		\$ 56,600.00
		Sponsorship		\$ 135,625.00
				\$ 965,441.00
2007	Zanfel Laboratories Inc			
		Exhibits		\$ 5,400.00
		Sponsorships		\$ 7,900.00
				\$ 13,300.00

Grand Total: \$ 23,841,453.15

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Funding 2008

Year	Company	Category	Sub-Category	Amount
2008	3Gen	Educational - CME		\$ 5,000.00
2008	3M	Educational - CME		In Kind
2008	A&D Medical-LifeSource	Exhibits		\$ 1,500.00
2008	Aaron Medical/Bovie Medical	Educational - CME		In Kind
2008	Abaxis			
		Advertising	Journals	\$ 22,117.00
		Exhibits		\$ 5,600.00
				\$ 27,717.00
2008	Abbott			
		Advertising	Journals	\$ 276,101.00
		Educational - CME		\$ 212,000.00
		Exhibits		\$ 62,500.00
		Sponsorship		\$ 9,300.00
				\$ 559,901.00
2008	Abbott Nutrition	Exhibits		\$ 3,000.00
2008	Accera, Inc.	Exhibits		\$ 3,000.00
2008	Adams Lab	Advertising	Journals	\$ 44,234.00
2008	Adams Respiratory Therapeutics	Exhibits		\$ 28,000.00
2008	Advance	Exhibits		\$ 2,600.00
2008	Advanced Aesthetic Concepts	Exhibits		\$ 3,000.00
2008	Advanced Medical Int'l	Educational - CME		In Kind
2008	Aerolase (formerly FriendlyLight)	Exhibits		\$ 2,800.00
2008	Aesthera Corporation	Exhibits		\$ 3,000.00
2008	Akorn, Inc.	Exhibits		\$ 3,000.00
2008	Alcon			
		Advertising	Journals	\$ 192,639.00
		Exhibits		\$ 28,000.00
		Sponsorships		\$ 48,580.00
				\$ 269,219.00
2008	Alfa Wassermann Diagnostic Technologies	Exhibits		\$ 6,000.00
2008	Allergan			
		Advertising	Journals	\$ 59,568.00
		Educational - CME		In Kind
		Educational - CME		\$ 10,000.00
		Exhibits		\$ 15,000.00
				\$ 84,568.00
2008	Alma Lasers	Exhibits		\$ 5,600.00
2008	Alpharma			
		Advertising	Journals	\$ 327,602.00
		Educational - CME		\$ 400,000.00
		Exhibits		\$ 50,750.00
				\$ 778,352.00
2008	Alpharma Pain Balance	Exhibits		\$ 5,600.00
2008	Amylin Pharmaceuticals			
		Sponsorships		\$ 57,823.00
		Exhibits		\$ 21,500.00
				\$ 79,323.00
2008	Anew Inc.	Exhibits		\$ 3,000.00
2008	Antigen Laboratories, Inc.	Exhibits		\$ 3,000.00
2008	ARUP Laboratories			
		Sponsorships		\$ 34,400.00
		Exhibits		\$ 21,500.00
				\$ 55,900.00
2008	Astellas	Advertising	Journals	\$ 88,468.00
2008	AstraZeneca			
		Advertising	Journals	\$ 668,383.00
		Educational - CME		\$ 54,750.00
		Educational - Non CME		\$ 40,000.00
		Exhibits		\$ 5,075.00
				\$ 768,208.00
2008	Auxilium Pharmaceuticals, Inc.	Exhibits		\$ 21,500.00
2008	Bayer			
		Advertising	Journals	\$ 88,468.00
		Advertising	Web	\$ 613.00
				\$ 89,081.00
2008	Bayer HealthCare	Exhibits		\$ 37,660.00
2008	BD	Exhibits		\$ 3,000.00

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Year	Company	Category	Sub-Category	Amount
2008	Berna Products	Exhibits		\$ 2,600.00
2008	Bionix Medical Technologies	Exhibits		\$ 7,300.00
2008	Bio-Rad Laboratories	Exhibits		\$ 5,600.00
2008	Biosite	Advertising	Journals	\$ 11,058.00
2008	Bioteque America Inc.	Exhibits		\$ 3,000.00
2008	Boehringer Ingelheim			
		Advertising	Web	\$ 238.96
		Advertising	Journals	\$ 398,990.00
		Educational - CME		\$ 200,685.00
		Exhibits		\$ 248,250.00
		Sponsorships		\$ 5,000.00
				\$ 853,163.96
2008	Boston Medical Group	Exhibits		\$ 5,600.00
2008	Bovie/Aaron Medical	Exhibits		\$ 3,000.00
2008	Bristol-Myers Squibb			
		Advertising	Journals	\$ 296,888.00
		Educational - CME		\$ 12,000.00
		Exhibits		\$ 28,000.00
				\$ 336,888.00
2008	Brymill Cryogenic Systems			
		Educational - CME		In Kind
		Exhibits		\$ 3,000.00
				\$ 3,000.00
2008	BSN Medical			
		Educational - CME		In Kind
		Exhibits		\$ 560.00
				\$ 560.00
2008	Burdick	Exhibits		\$ 5,600.00
2008	Candela			
		Educational - CME		In Kind
		Educational - CME		\$ 12,000.00
		Exhibits		\$ 15,000.00
				\$ 27,000.00
2008	CardioDynamics	Exhibits		\$ 3,000.00
2008	Cephalon			
		Advertising	Journals	\$ 134,880.00
		Advertising	Web	\$ 3,321.09
		Exhibits		\$ 54,000.00
				\$ 192,201.09
2008	CMI (Eli Lilly)	Sponsorships		\$ 7,900.00
2008	Coloplast	Exhibits		\$ 3,000.00
2008	Conceptus Inc.	Exhibits		\$ 3,000.00
2008	ConMed Corporation			
		Educational - CME		In Kind
		Exhibits		\$ 3,000.00
				\$ 3,000.00
2008	Corgenix	Advertising	Journals	\$ 40,698.00
2008	Cornerstone Biopharma	Exhibits		\$ 3,000.00
2008	Covidien			
		Advertising	Journals	\$ 100,470.00
		Exhibits		\$ 15,000.00
				\$ 115,470.00
2008	CryoPen			
		Educational - CME		In Kind
		Exhibits		\$ 3,000.00
				\$ 3,000.00
2008	CryoProbe- US	Exhibits		\$ 3,000.00
2008	Cryosurgery, Inc.			
		Educational - CME		In Kind
		Exhibits		\$ 3,000.00
				\$ 3,000.00
2008	Cutera	Exhibits		\$ 6,000.00
2008	Cynosure			
		Educational - CME		In Kind
		Sponsorships		\$ 7,900.00
		Exhibits		\$ 15,000.00

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Funding 2008

Year	Company	Category	Sub-Category	Amount
				\$ 22,900.00
2008	Daiichi Sankyo	Advertising	Journals	\$ 216,809.00
		Sponsorships		\$ 122,900.00
		Exhibits		\$ 66,010.00
				\$ 405,719.00
2008	DayForce Radiology	Exhibits		\$ 3,000.00
2008	deCODE Genetics	Sponsorships		\$ 7,900.00
		Exhibits		\$ 15,000.00
				\$ 22,900.00
2008	DermaMed Intl	Exhibits		\$ 3,000.00
2008	Dermasweep	Educational - CME		In Kind
2008	Dey, L.P.	Exhibits		\$ 21,500.00
2008	Dominion Diagnostics	Exhibits		\$ 3,000.00
2008	Douglas Laboratories	Exhibits		\$ 6,000.00
2008	Duramed Pharmaceuticals, Inc.	Exhibits		\$ 21,500.00
2008	DUSA Pharmaceuticals	Educational - CME		In Kind
2008	Eleme Medical	Sponsorships		\$ 5,000.00
2008	Eli Lilly	Advertising	Journals	\$ 926,249.00
		Advertising	Web	\$ 6,005.03
		Educational - CME		\$ 214,000.00
		Educational - Non CME		\$ 40,000.00
		Exhibits		\$ 82,000.00
				\$ 1,268,254.03
2008	Ellman International	Educational - CME		In Kind
		Exhibits		\$ 6,000.00
				\$ 6,000.00
2008	eMed	Educational - CME		In Kind
2008	Endo	Advertising	Journals	\$ 388,488.00
		Educational - CME		\$ 298,000.00
		Exhibits		\$ 5,200.00
				\$ 691,688.00
2008	Enlyten Medical Technologies	Exhibits		\$ 2,600.00
2008	Ethex	Advertising	Journals	\$ 53,996.00
2008	Ethicon Endo-Surgery	Exhibits		\$ 2,800.00
2008	ETHICON Womens Health and Urology	Educational - CME		\$ 25,000.00
2008	Ethicon, Inc.	Educational - CME		In Kind
		Educational - CME		\$ 5,000.00
				\$ 5,000.00
2008	Focus Medical LLC	Exhibits		\$ 2,600.00
2008	Forest Labs	Advertising	Journals	\$ 1,455,110.00
		Advertising	Web	\$ 4,415.51
		Exhibits		\$ 50,750.00
		Sponsorships		\$ 38,800.00
		Sponsorship		\$ 11,620.00
				\$ 1,560,695.51
2008	Fortis Spectrum	Sponsorships		\$ 16,600.00
2008	Fotona USA	Exhibits		\$ 15,000.00
2008	GE Healthcare	Sponsorships		\$ 7,900.00
		Exhibits		\$ 6,000.00
				\$ 13,900.00
2008	Genentech	Advertising	Web	\$ 59.20
2008	Genova Diagnostics	Exhibits		\$ 15,000.00
2008	Genzyme Biosurgery	Exhibits		\$ 3,000.00
2008	Given Imaging	Educational - CME		\$ 3,000.00
		Exhibits		\$ 5,600.00
				\$ 8,600.00

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Year	Company	Category	Sub-Category	Amount
2008	GlaxoSmithKline	Advertising	Journals	\$ 322,583.00
		Advertising	Web	\$ 5,957.19
		Educational - CME		\$ 265,000.00
		Educational - CME	In Kind	
		Exhibits		\$ 17,600.00
		Sponsorships		\$ 45,000.00
				\$ 656,140.19
2008	Greenway Medical Technologies	Exhibits		\$ 15,000.00
2008	Group Health Permanente	Exhibits		\$ 4,600.00
2008	Hayden Medical, Inc.	Exhibits		\$ 2,600.00
2008	Hemosense	Advertising	Journals	\$ 22,117.00
		Exhibits		\$ 2,600.00
				\$ 24,717.00
2008	Henry Schein	Exhibits		\$ 1,500.00
2008	Hologic, Inc.	Exhibits		\$ 6,000.00
2008	Hoya ConBio Medical Lasers	Exhibits		\$ 3,000.00
		Educational - CME	In Kind	
				\$ 3,000.00
2008	Humana Military Healthcare Services	Exhibits		\$ 3,000.00
2008	INOVA Diagnostics, Inc.	Exhibits		\$ 3,000.00
2008	Inverness Medical Professional Diagnostics	Exhibits		\$ 15,000.00
2008	Johnson & Johnson/McNeil	Advertising	Journals	\$ 301,685.00
		Advertising	Web	\$ 16,837.57
				\$ 318,522.57
2008	Johnson & Johnson/Ortho Partnership	Advertising	Web	\$ 14,036.24
2008	Kaiser Permanente	Exhibits		\$ 6,900.00
		Sponsorships		\$ 2,600.00
				\$ 9,500.00
2008	King Pharmaceuticals	Advertising	Journals	\$ 256,899.00
		Exhibits		\$ 11,407.25
				\$ 268,306.25
2008	Lansinoh Laboratories	Exhibits		\$ 2,600.00
2008	Lasering USA	Exhibits		\$ 2,600.00
2008	Legacy Health System	Exhibits		\$ 2,600.00
2008	Liberty Medical Supply	Exhibits		\$ 21,500.00
2008	Liberty Mutual	Exhibits		\$ 2,600.00
		Sponsorships		\$ 3,255.00
				\$ 5,855.00
2008	Lifescan, Inc.	Exhibits		\$ 300.00
2008	LipoScience	Exhibits		\$ 15,000.00
2008	Logical Images, Inc.	Exhibits		\$ 2,600.00
2008	Maico Diagnostics	Exhibits		\$ 3,000.00
2008	Marina Medical Instruments	Exhibits		\$ 3,000.00
2008	McNeil Consumer Healthcare	Exhibits		\$ 15,000.00
2008	McNeil Pediatrics	Advertising	Web	\$ 8,587.05
		Educational - CME		\$ 11,000.00
		Exhibits		\$ 15,000.00
				\$ 34,587.05
2008	Meda	Advertising	Journals	\$ 76,364.00
2008	MedImmune	Educational - CME		\$ 70,000.00
2008	Merck	Advertising	Journals	\$ 860,735.00
		Advertising	Web	\$ 42,983.20
		Educational - CME		\$ 773,520.00
		Educational - Non CME		\$ 99,287.00
		Exhibits		\$ 166,500.00
		Sponsorships		\$ 76,580.00
				\$ 2,019,605.20

American Academy of Family Physicians
Funding 2008

Year	Company	Category	Sub-Category	Amount
2008	Merck Vaccine Division	Advertising	Web	\$ 829.37
		Sponsorships		\$ 100,985.00
				\$ 101,814.37
2008	Merck/Schering Plough Pharmaceuticals	Educational - CME		\$ 472,000.00
		Exhibits		\$ 83,250.00
				\$ 555,250.00
2008	Meretek	Advertising	Journals	\$ 30,145.00
2008	Metagenics, Inc.	Exhibits		\$ 1,300.00
2008	Micro Direct, Inc.	Exhibits		\$ 3,000.00
2008	Micromedics	Exhibits		\$ 5,600.00
2008	ModernMed	Exhibits		\$ 3,000.00
2008	NDD Medical Technologies, Inc	Exhibits		\$ 3,000.00
2008	Neilmed Pharmaceuticals, Inc.	Exhibits		\$ 5,600.00
2008	Neostrata	Educational - CME	In Kind	
2008	NeuroMetrix	Exhibits		\$ 15,000.00
2008	Nihon Kohden America, Inc.	Exhibits		\$ 3,000.00
2008	Novartis	Advertising	Journals	\$ 631,116.00
		Advertising	Web	\$ 1,199.11
		Exhibits		\$ 11,200.00
				\$ 643,515.11
2008	Novo Nordisk	Advertising	Journals	\$ 184,414.00
		Advertising	Web	\$ 2,357.62
		Educational - CME		\$ 26,500.00
		Exhibits		\$ 57,450.00
		Sponsorships		\$ 47,500.00
				\$ 318,221.62
2008	nSpire Health	Exhibits		\$ 3,000.00
2008	Nutramax Laboratories, Inc.	Exhibits		\$ 5,600.00
2008	Ortho McNeil Neurologics	Advertising	Web	\$ 53,564.36
		Educational - CME		\$ 5,000.00
				\$ 58,564.36
2008	Ortho-McNeil-Janssen Pharmaceuticals	Advertising	Web	\$ 62.07
2008	Palomar	Educational - CME	In Kind	
		Exhibits		\$ 15,000.00
		Sponsorships		\$ 27,900.00
				\$ 42,900.00
2008	PBM Pharm	Advertising	Journals	\$ 30,668.00
2008	Pfizer	Advertising	Journals	\$ 576,341.00
		Advertising	Web	\$ 12,450.89
		Educational - CME		\$ 505,500.00
		Educational - Non CME		\$ 109,100.00
		Exhibits		\$ 72,250.00
		Sponsorship		\$ 99,706.00
				\$ 1,375,347.89
2008	Physician Engineered Products, Inc.	Exhibits		\$ 2,600.00
2008	Polymedco, Inc	Exhibits		\$ 2,600.00
2008	PriCara	Educational - CME		\$ 597,280.00
2008	Procter & Gamble	Advertising	Journals	\$ 10,799.00
		Educational - CME		\$ 11,000.00
		Exhibits		\$ 5,600.00
				\$ 27,399.00
2008	Provell Pharmaceuticals	Exhibits		\$ 3,000.00
2008	Purdue	Advertising	Journals	\$ 171,819.00
		Advertising	Web	\$ 4,007.86
		Educational - CME		\$ 411,000.00
		Exhibits		\$ 28,000.00
		Sponsorships		\$ 5,000.00
				\$ 619,826.86

American Academy of Family Physicians
Funding 2008

Year	Company	Category	Sub-Category	Amount
2008	QOL Medical	Exhibits		\$ 6,000.00
2008	Quidel Corporation	Exhibits		\$ 5,600.00
2008	Reckitt Benckiser	Advertising	Web	\$ 9,721.60
2008	RLC Labs			
		Exhibits		\$ 3,000.00
		Sponsorships		\$ 3,550.00
				\$ 6,550.00
2008	Roche			
		Advertising	Web	\$ 307.34
		Educational - CME		\$ 80,308.00
		Educational - CME	In Kind	
		Exhibits		\$ 15,000.00
		Sponsorships		\$ 35,000.00
				\$ 130,615.34
2008	Roche Diagnostics			
		Exhibits		\$ 3,000.00
		Sponsorships		\$ 18,230.00
				\$ 21,230.00
2008	RocheExchange.com	Exhibits		\$ 3,000.00
2008	sanofi pasteur			
		Exhibits		\$ 42,600.00
		Sponsorships		\$ 15,800.00
				\$ 58,400.00
2008	sanofi-aventis			
		Advertising	Journals	\$ 13,640.00
		Advertising	Web	\$ 473.64
		Educational - CME		\$ 220,000.00
		Exhibits		\$ 123,000.00
				\$ 357,113.64
2008	Schering			
		Advertising	Journals	\$ 284,277.00
		Sponsorships		\$ 5,300.00
				\$ 289,577.00
2008	Schering Plough	Exhibits		\$ 5,600.00
2008	Sciele Pharma	Exhibits		\$ 20,600.00
2008	Sciton	Exhibits		\$ 3,000.00
2008	SDI Diagnostics			
		Educational - CME	In Kind	
		Exhibits		\$ 3,000.00
				\$ 3,000.00
2008	Sepracor			
		Advertising	Journals	\$ 130,697.00
		Educational - CME		\$ 7,000.00
				\$ 137,697.00
2008	Shire			
		Advertising	Web	\$ 17,539.38
		Educational - CME		\$ 5,000.00
				\$ 22,539.38
2008	Signostics, Inc.	Exhibits		\$ 3,000.00
2008	Sigvaris, Inc.	Exhibits		\$ 3,000.00
2008	Solvay Pharmaceuticals, Inc.	Exhibits		\$ 25,375.00
2008	Sound Surgical Tech	Exhibits		\$ 3,000.00
2008	Spina Care	Sponsorship		\$ 5,000.00
2008	Stryker Interventional Spine	Exhibits		\$ 3,000.00
2008	Summit Doppler Systems, Inc.	Exhibits		\$ 3,000.00
2008	Sybaritic, Inc.	Exhibits		\$ 8,600.00
2008	Synapse	Sponsorships		\$ 5,000.00
2008	SynerMed Communications	Sponsorships		\$ 12,900.00
2008	Synemon			
		Educational - CME	In Kind	
		Exhibits		\$ 5,600.00
				\$ 5,600.00
2008	Takeda			
		Advertising	Journals	\$ 491,007.00
		Educational - CME		\$ 220,000.00

American Academy of Family Physicians
Funding 2008

Year	Company	Category	Sub-Category	Amount
		Exhibits		\$ 99,500.00
		Sponsorships		\$ 25,800.00
				\$ 836,307.00
2008	Tenet Healthcare	Exhibits		\$ 2,600.00
2008	Terumo Medical Corporation	Exhibits		\$ 5,600.00
2008	Teva Respiratory	Exhibits		\$ 50,750.00
2008	The TOVA Company	Exhibits		\$ 3,000.00
2008	Thermage	Exhibits		\$ 15,000.00
2008	Thinklabs	Exhibits		\$ 3,000.00
2008	Tiba Medical, Inc.	Exhibits		\$ 3,000.00
2008	UCB Healthcare	Advertising	Journals	\$ 19,609.00
2008	UCB Pharma			
		Advertising	Web	\$ 8,822.47
		Exhibits		\$ 28,000.00
				\$ 36,822.47
2008	UltraScope	Exhibits		\$ 2,600.00
2008	Ultroid Technologies	Exhibits		\$ 3,000.00
2008	United Healthcare			
		Educational - CME		\$ 228,000.00
		Educational - Non CME		\$ 61,802.00
		Exhibits		\$ 3,000.00
				\$ 292,802.00
2008	Verathon Medical	Exhibits		\$ 3,000.00
2008	W.A. Baum Co.	Exhibits		\$ 3,000.00
2008	Wallach Surgical Devices	Exhibits		\$ 3,000.00
2008	Welch Allyn			
		Educational - CME		In Kind
		Sponsorship		\$ 2,500.00
		Exhibits		\$ 27,500.00
				\$ 30,000.00
2008	Wyeth			
		Advertising	Journals	\$ 658,322.00
		Educational - CME		\$ 118,085.00
				\$ 776,407.00
2008	Wyeth Consumer Healthcare	Exhibits		\$ 43,000.00
2008	Wynnpharm	Exhibits		\$ 3,000.00
2008	Zanfel Laboratories Inc	Sponsorships		\$ 7,900.00
Grand Total:				\$ 20,219,126.00

American Academy of Family Physicians
Funding 2009

Year	Company	Category	Sub-Category	Amount
2009	3Gen	Education - CME		\$ 17,000.00
		Education - CME	In Kind	
		Exhibits		\$ 3,000.00
				\$ 20,000.00
2009	3M	Advertising	Web	\$ 3,558.18
2009	Aaron/Bovie Medical	Education - CME		In Kind
2009	Abaxis	Exhibits		\$ 3,000.00
2009	Abbott	Advertising	Web	\$ 817.17
		Advertising	Journals	\$ 258,306.00
		Exhibits		\$ 2,800.00
				\$ 261,923.17
2009	Advanced Diagnostic Solutions	Exhibits		\$ 2,600.00
2009	Advanced Medical Int'l	Education - CME		In Kind
2009	Alcon Laboratories Inc.	Advertising	Journals	\$ 71,298.00
		Exhibits		\$ 28,000.00
				\$ 99,298.00
2009	Allergan	Education - CME		\$ 2,000.00
		Education - CME	In Kind	
		Exhibits		\$ 8,600.00
		Sponsorship		\$ 22,050.00
				\$ 32,650.00
2009	Alma Lasers	Exhibits		\$ 5,600.00
2009	Alpharma	Advertising	Journals	\$ 46,155.00
2009	Amgen	Education - CME		\$ 19,000.00
		Exhibits		\$ 171,250.00
		Sponsorship		\$ 128,400.00
				\$ 318,650.00
2009	Amylin Pharmaceuticals	Advertising	Web	\$ 2.21
		Exhibits		\$ 21,500.00
		Sponsorship		\$ 44,208.00
				\$ 65,710.21
2009	Arkray, Inc.	Advertising	Web	\$ 867.96
2009	Astellas	Advertising	Journals	\$ 23,077.00
		Education - CME		\$ 147,800.00
				\$ 170,877.00
2009	Astra Zeneca	Advertising	Journals	\$ 310,083.00
		Education - CME		\$ 23,000.00
		Education - Non CME		\$ 70,000.00
		Sponsorship		\$ 54,200.00
				\$ 457,283.00
2009	Bayer Pharmaceuticals	Advertising	Web	\$ 1,517.05
		Advertising	Journals	\$ 80,771.00
				\$ 82,288.05
2009	Bayer Schering	Advertising	Web	\$ 3,570.00
2009	BD	Exhibits		\$ 3,000.00
2009	Biomet Orthopedics	Exhibits		\$ 3,000.00
2009	Bionix Medical Technologies	Exhibits		\$ 6,550.00
2009	BioSphere Medical, Inc.	Exhibits		\$ 5,600.00
2009	Blue Cross Blue Shield	Advertising	Web	\$ 1,019.24
2009	Boehringer Ingelheim	Advertising	Journals	\$ 41,038.00
		Education - CME		\$ 216,000.00
		Exhibits		\$ 117,000.00
		Sponsorship		\$ 99,380.00
				\$ 473,418.00

American Academy of Family Physicians
Funding 2009

Year	Company	Category	Sub-Category	Amount
2009	Bristol-Myers Squibb	Advertising	Web	\$ 13,861.15
		Education - CME		\$ 5,000.00
		Exhibits		\$ 2,600.00
		Sponsorship		\$ 40,000.00
				\$ 61,461.15
2009	Brymill	Education - CME		In Kind
		Education - CME		\$ 1,500.00
		Exhibits		\$ 77,375.00
				\$ 78,875.00
2009	BSN	Education - CME		In Kind
2009	Calmoseptine, Inc.	Exhibits		\$ 2,600.00
2009	Candela	Education - CME		In Kind
2009	Cephalon	Advertising	Journals	\$ 234,595.00
		Advertising	Web	\$ 29,743.73
		Exhibits		\$ 2,600.00
				\$ 266,938.73
2009	Coloplast	Exhibits		\$ 2,600.00
2009	Conceptus Inc.	Exhibits		\$ 3,000.00
2009	ConMed	Education - CME		In Kind
		Education - CME		\$ 1,500.00
				\$ 1,500.00
2009	Cooper Surgical	Education - CME		In Kind
2009	Covidien	Advertising	Journals	\$ 64,115.00
2009	CryoPen	Education - CME		In Kind
		Education - CME		\$ 1,500.00
				\$ 1,500.00
2009	Cynosure	Education - CME		In Kind
2009	Daiichi	Advertising	Journals	\$ 158,117.00
		Education - CME		\$ 30,000.00
		Exhibits		\$ 2,600.00
		Sponsorship		\$ 7,900.00
				\$ 198,617.00
2009	DaVinci Laboratories of Vermont	Exhibits		\$ 3,000.00
2009	deCODE Genetics	Exhibits		\$ 48,200.00
2009	DePuy, a Johnson & Johnson Co.	Exhibits		\$ 3,000.00
2009	DermaMed Intl	Exhibits		\$ 1,300.00
2009	Dey, L.P.	Education - CME		\$ 11,000.00
		Exhibits		\$ 3,000.00
				\$ 14,000.00
2009	Duramed Pharmaceuticals, Inc.	Exhibits		\$ 2,600.00
2009	DUSA Pharmaceuticals	Education - CME		In Kind
2009	Eli Lilly	Advertising	Journals	\$ 972,683.00
		Advertising	Web	\$ 3,970.77
		Education - CME		\$ 915,200.00
		Exhibits		\$ 3,950.00
		Sponsorship		\$ 104,162.00
				\$ 1,999,965.77
2009	Ellman	Education - CME		In Kind
		Education - CME		\$ 1,500.00
				\$ 1,500.00
2009	eMed	Education - CME		In Kind
2009	Endo	Advertising	Journals	\$ 156,208.00
		Education - CME		\$ 55,000.00
		Exhibits		\$ 104,500.00
				\$ 315,708.00

American Academy of Family Physicians
Funding 2009

Year	Company	Category	Sub-Category	Amount
2009	ENT Resources Inc.	Exhibits		\$ 5,600.00
2009	Ethicon, Inc.	Education - CME		In Kind
2009	Forest	Advertising	Journals	\$ 1,949,460.00
		Education - CME		\$ 5,000.00
		Exhibits		\$ 1,500.00
		Sponsorship		\$ 91,500.00
				\$ 2,047,460.00
2009	FUJIFILM Medical Systems USA, Inc.	Exhibits		\$ 102,250.00
2009	GE Healthcare	Exhibits		\$ 3,000.00
2009	Genzyme Biosurgery	Exhibits		\$ 2,600.00
2009	Gilead	Education - CME		\$ 2,000.00
2009	GlaxoSmithKline	Advertising	Journals	\$ 57,693.00
		Advertising	Web	\$ 7,182.07
		Education - CME		\$ 227,228.00
		Education - Non CME		\$ 20,000.00
		Exhibits		\$ 6,550.00
				\$ 318,653.07
2009	Greenway Medical Technologies	Sponsorship		\$ 3,150.00
2009	Group Health Permanente	Exhibits		\$ 3,000.00
		Sponsorship		\$ 1,500.00
				\$ 4,500.00
2009	Hapad	Education - CME		In Kind
2009	Harrison Medical	Sponsorship		\$ 3,150.00
2009	Hoya-ConBio	Education - CME		In Kind
2009	Huot	Education - CME		In Kind
2009	Johnson & Johnson	Advertising	Journals	\$ 387,403.00
2009	Kaiser Permanente	Exhibits		\$ 5,125.00
		Sponsorship		\$ 1,500.00
				\$ 6,625.00
2009	King Pharmaceuticals	Advertising	Journals	\$ 263,619.00
		Exhibits		\$ 3,000.00
				\$ 266,619.00
2009	Meda	Advertising	Journals	\$ 173,625.00
2009	McNeil Pediatrics	Education - CME		\$ 5,393.00
2009	MedImmune	Education - Non CME		\$ 15,000.00
		Exhibits		\$ 15,000.00
				\$ 30,000.00
2009	Medtronic	Advertising	Web	\$ 1,484.06
		Education - CME		\$ 8,000.00
				\$ 9,484.06
2009	Merck	Advertising	Journals	\$ 430,015.00
		Advertising	Web	\$ 18,062.50
		Education - CME		\$ 175,000.00
		Education - Non CME		\$ 384,500.00
		Exhibits		\$ 3,000.00
		Sponsorship		\$ 255,294.00
				\$ 1,265,871.50
2009	Merck Vaccine	Sponsorship		\$ 71,838.00
2009	Merck/Schering Plough Pharmaceuticals	Advertising	Web	\$ 3,688.52
		Education - CME		\$ 432,000.00
		Exhibits		\$ 2,600.00
				\$ 438,288.52
2009	MiddleBrook Pharmaceuticals	Advertising	Journals	\$ 144,942.00
		Advertising	Web	\$ 735.48
		Exhibits		\$ 3,000.00
				\$ 148,677.48

American Academy of Family Physicians
Funding 2009

Year	Company	Category	Sub-Category	Amount
2009	Midmark Corporation	Exhibits		\$ 3,000.00
2009	Neilmmed Pharmaceuticals, Inc.	Exhibits		\$ 1,500.00
2009	Neostrata	Education - CME		In Kind
2009	NeuroMetrix			
		Exhibits		\$ 3,000.00
		Sponsorship		\$ 41,500.00
				\$ 44,500.00
2009	NexCura	Advertising	Web	\$ 215.90
2009	NicOx			
		Exhibits		\$ 2,600.00
		Sponsorship		\$ 15,800.00
				\$ 18,400.00
2009	Novartis			
		Advertising	Journals	\$ 79,963.00
		Exhibits		\$ 2,600.00
		Sponsorship		\$ 20,000.00
				\$ 102,563.00
2009	Novo Nordisk			
		Advertising	Journals	\$ 198,266.00
		Education - CME		\$ 182,838.00
		Exhibits		\$ 3,000.00
		Sponsorship		\$ 216,099.00
				\$ 600,203.00
2009	Palomar			
		Education - CME		In Kind
		Exhibits		\$ 3,000.00
		Sponsorship		\$ 7,900.00
				\$ 10,900.00
2009	PCEC	Sponsorship		\$ 11,880.00
2009	Pfizer			
		Advertising	Journals	\$ 1,241,555.00
		Advertising	Web	\$ 18,407.83
		Education - CME		\$ 783,000.00
		Education - Non CME		\$ 114,502.00
		Exhibits		\$ 3,000.00
		Sponsorship		\$ 152,987.00
				\$ 2,313,451.83
2009	PriCara			
		Education - CME		\$ 65,920.00
		Exhibits		\$ 5,600.00
		Sponsorship		\$ 105,462.00
				\$ 176,982.00
2009	Prudential	Exhibits		\$ 3,000.00
2009	Purdue			
		Advertising	Journals	\$ 61,557.00
		Education - CME		\$ 400,000.00
		Exhibits		\$ 76,600.00
		Sponsorship		\$ 78,900.00
				\$ 617,057.00
2009	Reckitt Benckiser	Exhibits		\$ 6,000.00
2009	Roche			
		Advertising	Journals	\$ 23,077.00
		Advertising	Web	\$ 1,083.76
		Exhibits		\$ 2,600.00
				\$ 26,760.76
2009	RS Medical	Education - Non CME		\$ 95,508.00
2009	sanofi pasteur			
		Education - CME		\$ 11,000.00
		Exhibits		\$ 15,950.00
		Sponsorship		\$ 23,950.00
				\$ 50,900.00
2009	sanofi-aventis			
		Advertising	Journals	\$ 403,767.00
		Education - CME		\$ 250,000.00
		Exhibits		\$ 2,600.00
		Sponsorship		\$ 40,255.00

American Academy of Family Physicians
Funding 2009

Year	Company	Category	Sub-Category	Amount
				\$ 696,622.00
2009	<u>Schering Corporation</u>	Advertising	Web	\$ 670.77
		Advertising	Journals	\$ 103,848.00
				\$ 104,518.77
2009	<u>Schering Plough</u>	Exhibits		\$ 3,000.00
2009	<u>Shire</u>	Advertising	Web	\$ 62,537.36
		Advertising	Journals	\$ 230,298.00
				\$ 292,835.36
2009	<u>SiemPharma</u>	Advertising	Web	\$ 1.76
2009	<u>Solvay</u>	Advertising	Journals	\$ 32,057.00
2009	<u>Takeda</u>	Advertising	Journals	\$ 583,962.00
		Advertising	Web	\$ 2,700.00
		Education - CME		\$ 105,595.00
		Sponsorship		\$ 7,900.00
				\$ 700,157.00
2009	<u>Teva Respiratory</u>	Exhibits		\$ 2,600.00
2009	<u>ThermotekUSA</u>	Education - CME		In Kind
2009	<u>United HealthCare</u>	Advertising	Web	\$ 75.41
		Education - Non CME		\$ 68,503.00
				\$ 68,578.41
2009	<u>URL</u>	Advertising	Web	\$ 1,589.81
2009	<u>Valeant</u>	Education - CME		\$ 3,000.00
2009	<u>Wallach Surgical Devices</u>	Education - CME		In Kind
		Exhibits		\$ 3,000.00
				\$ 3,000.00
2009	<u>Watermark Medical</u>	Sponsorship		\$ 7,500.00
2009	<u>Welch Allyn</u>	Education - CME		In Kind
		Exhibits		\$ 5,600.00
		Sponsorship		\$ 6,500.00
				\$ 12,100.00
2009	<u>Wiley-Blackwell</u>	Sponsorship		\$ 7,900.00
2009	<u>Wyeth</u>	Advertising	Journals	\$ 592,263.00
		Education - CME		\$ 5,000.00
		Education - Non CME		\$ 251,772.00
				\$ 849,035.00
2009	<u>Xanodyne Pharmaceuticals, Inc.</u>	Exhibits		\$ 2,600.00
Grand Total:				\$ 17,303,202.69

Organizational Policies 1-4

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1) **Proprietary Practices, AAFP Policies on**

From time to time, the Academy will be approached by outside, proprietary entities seeking the Academy's endorsement, or participation in a specific project, service, or item of information. In reaching a decision as to whether or not Academy participation or endorsement is appropriate, the following decision elements should be used:

- Is there an appropriate balance between the interests of the proprietary entity and the interests of the Academy, as a member service organization;
- Is the project, service or item of information consistent with the AAFP's intent to provide responsible advocacy for and education of patients and the public in all health-related matters;
- Is the information or service to be provided accurate and relevant to members' needs and interests;
- Is the information or service provided devoid of specific product endorsement;
- Is the entire information package, or service provided, when reviewed as a whole, ethical in its approach;
- Is there full disclosure of the sponsor's participation;
- In those cases where such consideration is appropriate, is the Academy willing to enter into a specified relationship with an outside entity to the exclusion of similar such relationships with other entities.

When the above questions can be answered satisfactorily, in the judgment of the appropriate Academy commission, committee and Board of Directors, then it is deemed appropriate that the Academy enter into the proposed relationship. (B1990) (2008)

The AAFP affirms the AMA Council of Ethical and Judicial Affairs Opinion E-8.061, entitled "Gifts to Physicians from Industry" (December 1990, Updated June 1996 and June 1998) and the ACCME "Updated Standards for Commercial Support" (adopted by ACCME in September 2004, adopted by AAFP in March 2005). The former should serve as a guide to individual members; the latter should serve as a guide for the development of all continuing medical education activities by the AAFP.

The AAFP is of the opinion that the AMA guidelines are open to interpretation. The AAFP believes that it has the right and responsibility to interpret the guidelines for the organization and its members on an ongoing basis.

The AAFP extends the AMA guidelines to cover relationships with all proprietary health-related entities that might create a conflict of interest rather than limiting the application of the principles to "pharmaceutical, device and medical equipment industries." (1991) (2008)

The AAFP opposes federal or state government efforts to enforce these guidelines. The issue of enforcement is the responsibility of physicians and their organizations. (1991) (2008)

AAFP's Education Activities

The AAFP affirms that it must maintain responsibility for control over the selection of content, faculty,

education methods and materials in all of its continuing medical education activities, to ensure objectivity, balance, scientific rigor and independence. "Responsibility" and "control" are to be interpreted as follows: Program development, including agenda preparation and speaker selection, will be conducted by the AAFP.

The AAFP appreciates the financial support given to its continuing medical education programs by proprietary entities. Any funds for this purpose must be in the form of an educational grant made payable to the AAFP as the accredited sponsor for the support programming. (1991) (2008)

Individual Physicians and Proprietary Practices

In any activity or interchange involving a pharmaceutical or other health care product industry, the physician needs to be sensitive as to whether the activity is primarily educational rather than promotional and, accordingly, must make an appropriate response. In many cases, the burden of decision regarding the appropriateness of an activity may fall to the physician, who may be called upon to investigate an activity's agenda, participants, intent, and expected outcome to arrive at such a decision. (1991) (2008)

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2)

ACCME STANDARDS FOR COMMERCIAL SUPPORTSM

*Standards to Ensure the
Independence of CME
Activities*

The ACCME Standards for Commercial SupportSM

Standards to Ensure Independence in CME Activities

STANDARD 1: Independence

- 1.1 A CME provider must ensure that the following decisions were made free of the control of a commercial interest. (See www.accme.org for a definition of a 'commercial interest' and some exemptions.)
- (a) Identification of CME needs;
 - (b) Determination of educational objectives;
 - (c) Selection and presentation of content;
 - (d) Selection of all persons and organizations that will be in a position to control the content of the CME;
 - (e) Selection of educational methods;
 - (f) Evaluation of the activity.
- 1.2 A commercial interest cannot take the role of non-accredited partner in a joint sponsorship relationship.⌘

STANDARD 2: Resolution of Personal Conflicts of Interest

- 2.1 The provider must be able to show that everyone who is in a position to control the content of an education activity has disclosed all relevant financial relationships with any commercial interest to the provider. The ACCME defines "relevant" financial relationships" as financial relationships in any amount occurring within the past 12 months that create a conflict of interest.
- 2.2 An individual who refuses to disclose relevant financial relationships will be disqualified from being a planning committee member, a teacher, or an author of CME, and cannot have control of, or responsibility for, the development, management, presentation or evaluation of the CME activity.
- 2.3 The provider must have implemented a mechanism to identify and resolve all conflicts of interest prior to the education activity being delivered to learners.⌘

STANDARD 3: Appropriate Use of Commercial Support

- 3.1 The provider must make all decisions regarding the disposition and disbursement of commercial support.
- 3.2 A provider cannot be required by a commercial interest to accept advice or services concerning teachers, authors, or participants or other education matters, including content, from a commercial interest as conditions of contributing funds or services.

- 3.3 All commercial support associated with a CME activity must be given with the full knowledge and approval of the provider.

Written agreement documenting terms of support

- 3.4 The terms, conditions, and purposes of the commercial support must be documented in a written agreement between the commercial supporter that includes the provider and its educational partner(s). The agreement must include the provider, even if the support is given directly to the provider's educational partner or a joint sponsor.
- 3.5 The written agreement must specify the commercial interest that is the source of commercial support.
- 3.6 Both the commercial supporter and the provider must sign the written agreement between the commercial supporter and the provider.

Expenditures for an individual providing CME

- 3.7 The provider must have written policies and procedures governing honoraria and reimbursement of out-of-pocket expenses for planners, teachers and authors.
- 3.8 The provider, the joint sponsor, or designated educational partner must pay directly any teacher or author honoraria or reimbursement of out-of-pocket expenses in compliance with the provider's written policies and procedures.
- 3.9 No other payment shall be given to the director of the activity, planning committee members, teachers or authors, joint sponsor, or any others involved with the supported activity.
- 3.10 If teachers or authors are listed on the agenda as facilitating or conducting a presentation or session, but participate in the remainder of an educational event as a learner, their expenses can be reimbursed and honoraria can be paid for their teacher or author role only.

Expenditures for learners

- 3.11 Social events or meals at CME activities cannot compete with or take precedence over the educational events.

3.12 The provider may not use commercial support to pay for travel, lodging, honoraria, or personal expenses for non-teacher or non-author participants of a CME activity. The provider may use commercial support to pay for travel, lodging, honoraria, or personal expenses for bona fide employees and volunteers of the provider, joint sponsor or educational partner.

Accountability

3.13 The provider must be able to produce accurate documentation detailing the receipt and expenditure of the commercial support. ¶

STANDARD 4. Appropriate Management of Associated Commercial Promotion

4.1 Arrangements for commercial exhibits or advertisements cannot influence planning or interfere with the presentation, nor can they be a condition of the provision of commercial support for CME activities.

4.2 Product-promotion material or product-specific advertisement of any type is prohibited in or during CME activities. The juxtaposition of editorial and advertising material on the same products or subjects must be avoided. Live (staffed exhibits, presentations) or enduring (printed or electronic advertisements) promotional activities must be kept separate from CME.

- For *print*, advertisements and promotional materials will not be interleaved within the pages of the CME content. Advertisements and promotional materials may face the first or last pages of printed CME content as long as these materials are not related to the CME content they face and are not paid for by the commercial supporters of the CME activity.
- For *computer based*, advertisements and promotional materials will not be visible on the screen at the same time as the CME content and not interleaved between computer 'windows' or screens of the CME content
- For *audio and video recording*, advertisements and promotional materials will not be included within the CME. There will be no 'commercial breaks.'
- For *live, face-to-face CME*, advertisements and promotional materials cannot be displayed or distributed in the educational space immediately before, during, or after a CME activity. Providers cannot allow representatives of Commercial Interests to engage in sales or promotional activities while in the space or place of the CME activity.

4.3 Educational materials that are part of a CME activity, such as slides, abstracts and handouts, cannot contain any advertising, trade name or a product-group message.

4.4 Print or electronic information distributed about the non-CME elements of a CME activity that are not directly related to the transfer of education to the learner, such as schedules and content descriptions, may include product-promotion material or product-specific advertisement.

4.5 A provider cannot use a commercial interest as the agent providing a CME activity to learners, e.g., distribution of self-study CME activities or arranging for electronic access to CME activities. ¶

STANDARD 5. Content and Format without Commercial Bias

5.1 The content or format of a CME activity or its related materials must promote improvements or quality in healthcare and not a specific proprietary business interest of a commercial interest.

5.2 Presentations must give a balanced view of therapeutic options. Use of generic names will contribute to this impartiality. If the CME educational material or content includes trade names, where available trade names from several companies should be used, not just trade names from a single company.¶

STANDARD 6. Disclosures Relevant to Potential Commercial Bias

Relevant financial relationships of those with control over CME content

6.1 An individual must disclose to learners any relevant financial relationship(s), to include the following information:

- The name of the individual;
- The name of the commercial interest(s);
- The nature of the relationship the person has with each commercial interest.

6.2 For an individual with no relevant financial relationship(s) the learners must be informed that no relevant financial relationship(s) exist.

Commercial support for the CME activity.

6.3 The source of all support from commercial interests must be disclosed to learners. When commercial support is 'in-kind' the nature of the support must be disclosed to learners.

6.4 'Disclosure' must never include the use of a trade name or a product-group message.

Timing of disclosure

6.5 A provider must disclose the above information to learners prior to the beginning of the educational activity. ¶

3) CME Policy and Procedures for Full Disclosure and Identification and Resolution of Conflicts of Interest



The following policy governs all American Academy of Family Physicians (AAFP)-produced CME activities of all types, including live, performance improvement in practice, point of care, enduring materials, medical journals.

1. Disclosure of Financial Relationships

The existence of any financial relationship or interest an individual in a position to control content currently has, or has had, within the previous 12 months must be disclosed in writing to learners prior to presentation. Disclosure information must be received and reviewed by AAFP prior to confirmation of the individual's participation. Any conflicts of interest must be identified and resolved prior to the individual's confirmation as an activity planner, faculty, author, or other content controlling role. It is necessary to update disclosure information should the status change during the course of the CME activity.

The intent of this policy is not to prevent individuals from participating, but rather is to identify and resolve any conflicts of interest. Should resolution be impossible, a replacement for the individual must be chosen.

Because the review, identification, and resolution process must take place prior to the activity, all individuals in a position to control content must return the disclosure information by the due date. Additional clarification is asked of those who participate in speakers' bureaus to assist the AAFP reviewers in understanding the nature of the speakers' bureau relationship (a list of recommended speakers acting independently of any guidance or direction from a commercial interest versus a list of speakers who are acting as agents, or who are contractually bound as agents of the commercial interest) in order to assure that participation will not be in conflict with previous commitments. Additional clarification is asked about manuscript preparation to clarify the role of the author and any others who participated in creation of a manuscript for print or other enduring educational materials.

The disclosure information will be reviewed and, should a potential conflict be identified, additional information or dialogue may be required. Failure to disclose within the necessary timeframe will result in withdrawal of the invitation to participate.

Acknowledgement of all disclosures—i.e., nothing to disclose or existence of affiliation(s), and/or financial relationship(s) or interest(s)—for every individual who serves in a position to control content of the educational activity must be presented in writing to the learners.

2. Disclosure of Unlabeled/Investigational Uses of Products

AAFP believes that it is important for faculty and authors to clarify for learners when an unlabeled use of a commercial product, or an investigational use not yet approved for any purpose, is discussed within an educational activity. Faculty and authors should disclose that the product is not labeled for the use under discussion or that the product is still investigational.

For live activities, should an unplanned discussion of unlabeled or investigational uses of a product occur (usually in the course of a question and answer session), faculty should clarify for the learners that the use under question/discussion is unlabeled or investigational prior to answering the question or responding to the discussion point.

Acknowledgement of planned discussion of unapproved or investigational uses of products should be presented in writing to the learners prior to the start of the activity, or (for enduring materials/medical journals) at the point that first mention is made of the unapproved/investigational use in the activity.

3. Failure or Refusal to Disclose/False Disclosure

Failure or refusal to disclose, false disclosure, or inability to work with the AAFP to resolve an identified conflict of interest will result in withdrawal of the invitation to participate and replacement of the individual.

4. Identification and Resolution of Conflicts of Interest

- A. The AAFP will inform all individuals who are invited to serve in roles that can control the content of an educational activity (faculty, planners, authors, editors, staff, etc.) of the AAFP Policy on Full Disclosure. Confirmation of service is contingent upon provision of online disclosure by the date requested, and review of disclosure information and resolution of any conflicts of interest.
- B. Each individual nominated for a content-controlling role must complete his/her disclosure online. That individual is the only person who will be given the entry passcode to his/her individual disclosure record and who will be authorized to enter and update information on their disclosure form. The AAFP will have read-only access, will proceed through a review of the submitted information and, should any of the disclosed information trigger a concern regarding a possible conflict of interest, may seek input from the candidate and/or other individuals prior to confirming the candidate's service.
- C. Should no conflict of interest be identified, the individual may be confirmed in his or her role in the activity.
- D. Should a potential conflict of interest be identified, the individual will be contacted and asked for clarification or additional information. Upon receipt and review of this additional information, methods of resolution will be identified and discussed with the individual. Resolution methods may include, but not be limited to, one or more of the following:
 - Assuring valid content through:
 - Evidence-based content using best available, highest strength of evidence
 - Peer review of content prior to the activity; activity faculty or authors must be responsive to revision requirements*
 - Assigning a different topic for the individual
 - Assigning a different faculty/author for a topic
 - Cancellation of the faculty/author
- E. The resolution process and outcome will be documented in the activity file, with a copy forwarded to the AAFP CME Accreditation Department for tracking and reporting purposes.
- F. On-site and post-activity audits will be conducted at random to ensure that AAFP CME activities are unbiased and reflect fair balance.

*The American Academy of Family Physicians considers independent peer review for evidence-based content appropriate action to resolve conflict of interest on the part of speakers and authors.

Full Disclosure for CME Activities

Which of the following role(s) do you hold (check all that apply):

- ☐ AAFP Physician Leadership
- ☐ Author
- ☐ Content Developer
- ☐ Editor
- ☐ Moderator
- ☐ Peer Reviewer
- ☐ Planning Committee Member
- ☐ Presentation Faculty
- ☐ Speaker
- ☐ Staff

DISCLOSURE OF FINANCIAL RELATIONSHIPS WITHIN THE PRIOR 12 MONTHS OF THE COMPLETION DATE OF THIS FORM AND 12 MONTHS INTO THE FORESEEABLE FUTURE

A **commercial interest** is any entity producing, marketing, re-selling, or distributing health care goods or services consumed by, or used on, patients.

- ☐ **A.** Neither I nor an immediate family member (parent, sibling, spouse, partner, or child) has a financial relationship with or interest in a commercial interest.
- ☐ **B.** I have or my immediate family member (parent, sibling, spouse, partner, or child) has a financial relationship with or interest in a commercial interest.

If you checked item B, please check all relationships/interests that apply:

- | | |
|---|---|
| <input type="checkbox"/> Consultant or Advisory Board | <input type="checkbox"/> Receipt of equipment or supplies |
| <input type="checkbox"/> Employment | <input type="checkbox"/> Research Grants or support |
| <input type="checkbox"/> Honorarium | <input type="checkbox"/> Speakers' Bureaus* |
| <input type="checkbox"/> Manuscript Preparation Assistance ** | <input type="checkbox"/> Stock/Bond Holdings (excluding mutual funds) |
| <input type="checkbox"/> Ownership | <input type="checkbox"/> Other financial support (please list) |
| <input type="checkbox"/> Partnership | <input type="checkbox"/> Other personal or professional relationships (please list) |

Please indicate the names of the organizations with which you have a financial relationship or interest, and the specific clinical areas that correspond to the relationship. If more than four relationships/interests exist, please list on a separate page.

Organization with which Relationship Exists	Topic Area(s) Involved
1.	1.
2.	2.
3.	3.
4.	4.

Add Another Relationship - Button

*If you checked "Speakers' Bureaus" in item B, please indicate:

- | | |
|---|--|
| • Did you participate in company-provided speaker training? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| • Did you travel to participate in this training? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| • Did the company provide you with slides of a presentation in which you were trained as a speaker? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| • Did the company pay the travel/lodging/other expenses? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| • Did you receive an honorarium or consulting fee for participating in this training? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| • Have you received any other type of compensation from the company? Please specify: | <input type="checkbox"/> Yes <input type="checkbox"/> No |

**If you checked "Manuscript Preparation Assistance" in item B, please indicate:

- Was any assistance provided by a medical communications company or professional writer? ☐ Yes ☐ No
- If so, who provided this assistance and who paid for it? _____
- Was the topic suggested by a medical communications company or a commercial interest? ☐ Yes ☐ No
- Was the topic suggested by an advisory panel that receives support (for example, educational grants) from a commercial interest? ☐ Yes ☐ No

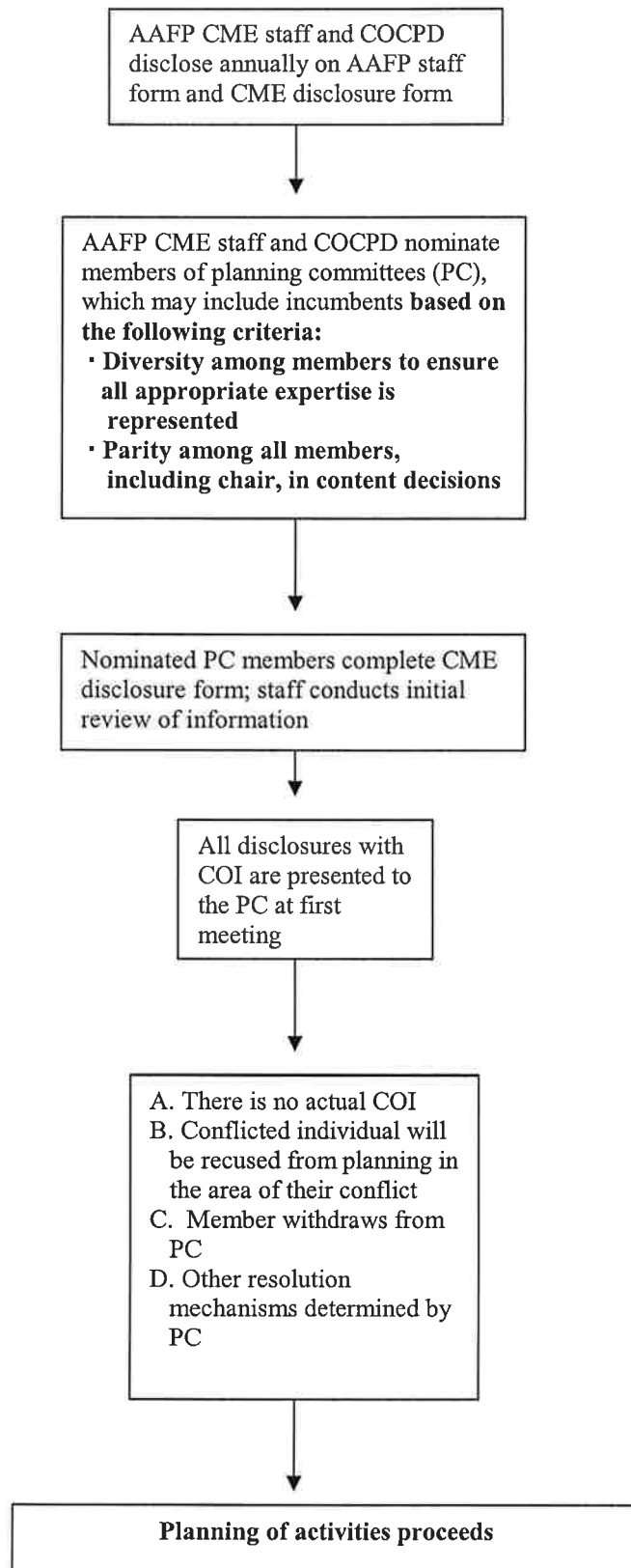
For Faculty/Authors only:

- If serving as faculty or author for the AAFP, will you use slides or other materials provided by a commercial interest for your presentation/handout materials or manuscript? ☐ Yes ☐ No
- Will you use information or data obtained from commercial speaker training in preparing your AAFP educational materials? ☐ Yes ☐ No

I have read the AAFP policy on full disclosure. If I have indicated a financial relationship or interest, I understand that this information will be reviewed to determine whether this relationship precludes my participation, and I may be asked to provide additional information. I understand that failure or refusal to disclose, false disclosure, or inability to resolve conflicts of interest will disqualify me from participating in this activity.

Signature _____ Date: _____

AAFP Protocol for Identification and Resolution of Conflicts of Interest for Planning Committees



AAFP Full Disclosure, Identification, and Resolution of Conflicts of Interest Documentation Report

This documentation template should be used to document instances where a conflict of interest was identified and how it was resolved prior to the CME activity.

- **Attach copy of related disclosure form**
- **Place one copy of this report and disclosure form in the activity documentation folder**
- **Send a second copy of report and disclosure form to CME Accreditation Department**

Individual completing form: _____

Date: _____

Name of activity: _____

Name of faculty/planner/author/editor/staff: _____

Who conducted the review that identified the conflict of interest? _____

Date identified: _____

Brief description of the conflict of interest and the review process, including listing of all individuals involved in the process: _____

Date of resolution: _____

Description of resolution:

<input type="checkbox"/>	Content will be AAFP-approved as EB CME
<input type="checkbox"/>	Peer review of content prior to activity
<input type="checkbox"/>	Different topic assigned to faculty
<input type="checkbox"/>	Different faculty assigned to topic
<input type="checkbox"/>	Cancelled faculty
<input type="checkbox"/>	Other, please describe: _____

Principles for American Academy of Family Physicians National Research Network for Industry Funded Research

- 1) Overarching Guidelines
 - a) The research project must be relevant to family medicine.
 - b) The research project must be of interest to the American Academy of Family Physicians National Research Network (AAFP NRN) membership. (Note- a and b will be determined by AAFP NRN project vetting process through the AAFP NRN Scientific Committee).
 - c) All research that involves human subjects must conform to the ICMJE registration guidelines¹.
 - d) The AAFP NRN intends to conform to the NIH data sharing principles² for all data that underlie and support publications arising from AAFP NRN research.
 - e) The conduct of a company funded research project in no way constitutes an endorsement by the AAFP of the product or the company providing funds.
 - f) The AAFP name may not be used in conjunction with the product or company without prior, written authorization by the AAFP Executive Vice President or designee.
- 2) Statistical Analysis
 - a) The AAFP NRN and its sub-contractors will perform or review all statistical analyses used for public reports, presentations or publications that include any data derived from research in which the AAFP NRN is involved.
- 3) Publication
 - a) It is the expectation of the AAFP NRN to publish research results in peer reviewed medical journals.
 - b) Publication of results should occur in a timely manner. Generally the primary paper is expected to be published within one year of the completion of data collection.
 - c) Information deemed "confidential" by the funding company prior to commencing the research project may be withheld from publication, but all findings and discoveries that are derived from the research project will be available for publication. New patentable discoveries may have publication delayed for up to 18 months. The company that funds the research must apply for a patent pertaining to the discovery within 12 months of the completion of data collection to continue to invoke this clause.
 - d) Interpretation and publication of study findings by the AAFP NRN is the sole responsibility of the AAFP NRN. Any expectations of non-binding company review of manuscripts prior to publication must be clearly stated prior to the beginning of data collection for the research project.

Manuscript review must be completed with comments back to the AAFP NRN within 21 days of the time the manuscript is sent out for review by the AAFP NRN.

e) The AAFP NRN will follow its written Publication Policies.

4) Research Grants

- a) The AAFP NRN is responsible for the development of research protocol(s).
- b) The AAFP NRN is responsible for conducting the research project.
- c) The AAFP NRN retains all raw data related to the research project and conducts all analyses.
- d) The AAFP NRN will provide timely interim and final reports of the research project to the funding company(ies).
- e) Presentations, abstracts and manuscripts developed from the research project are not expected to be reviewed by the funding company, but the AAFP NRN may engage a non-binding review at their discretion. This review will conform to the guidelines under 3 above.

5) Collaborative Research Projects

- a) Collaborative research with industry is considered only when a research grant option is not practicable. In general, this falls within one of the following categories below:
 - i) The project involves the use of the intellectual property of the funding company and such use can only be reasonably performed at the company site. [e.g. a specific lab test only the company can perform; computer based activities that are hosted by the company; an analysis of clinical data that is integral to the project (note – this analysis cannot be an outcome variable within the project)].
 - ii) The project involves intellectual property that has not been made available for clinical use, whether through licensing, purchase or publicly availability.
 - iii) The project is highly likely to result in the development of new intellectual property that is patentable.
- b) All data collected during a collaborative project must be made available to the AAFP NRN for independent analysis.
- c) The conduct of the research project, including practice, clinician and patient recruitment is managed by the AAFP NRN.
- d) The AAFP NRN must be the sole site of the project. The AAFP NRN with agreement of the funding company may include other affiliated research networks, network clinicians and patients cared for within said affiliated networks under the AAFP NRN site.
- e) The statistical analysis guidelines outlined above apply to all research conducted by the AAFP NRN.
- f) The publication guidelines outlined above apply to all research conducted by the AAFP NRN.

- g) The AAFP NRN will utilize its contract template for all collaborative research projects.

¹ DeAngelis, C. et al., *Clinical Trial Registration: a Statement from the International Committee of Medical Journal Editors*, N.Engl.J.Med. 2004; 351:1250-51. This document basically states that all clinical trials that randomize treatments at any level must be registered prior to data collection to be accepted for publication. Registration is the system in place to keep companies from hiding unfavorable results.

² http://grants.nih.gov/grants/policy/data_sharing/ This policy basically states that study data, once de-identified and information that would reveal intellectual property removed should be shared on a public site for other researchers to use and analyze. Typically this occurs one to two years after closure of data collection.

Organizational Policies 5-8

"AAFP POLICY ON THE JOINT DEVELOPMENT OF CLINICAL POLICIES WITH OTHER ORGANIZATIONS"

Board Approved March 2002

"The AAFP advocates the development of explicit patient-centered practice policies which focus on what should be done for patients rather than who should do it. When policies address the issue of who should provide care, then recommendations for management, consultation or referral should emphasize appropriate specific competencies, rather than a clinician's specialty designation. The AAFP may participate with other medical organizations in the development of policies (also known as practice parameters or clinical practice guidelines) when the appropriate criteria are met."

The Academy has developed this position in light of the following difficulties when trying to pursue referral guidelines:

1. There is no good methodology for doing scientifically valid referral guidelines that takes into account both the direct and indirect benefits and harms to physicians and patients.
2. There are few, if any, data that describe the effects of specialty, training, experience, or continuity of care on patient outcomes.
3. There is significant variation in training, experience, interest, and expertise among practitioners of the same specialty.
4. Development of requirements to refer (or not refer) could be considered restraint of trade and may subject to potential liability the organizations that produce such guidelines absent strong scientific evidence. Even when all the relevant specialties are represented, individual physicians could claim that they are personally harmed.

5)

CRITERIA FOR CONSIDERATION IN AAFP INVOLVEMENT IN CLINICAL PRACTICE GUIDELINE DEVELOPMENT

The criteria are based on separate categories with different requirements for the different levels.

1. The process focuses on what to do not who does it.
2. The process may be sponsored under AAFP protocol for acceptance of such funds.
 - A. Funding must be obtained from multiple sources and pooled. In general, this would require that at least three sources in the same business must participate or a combination of sources from different fields.
 - B. The funders would not participate with the guideline panel in the selection of topics or the development of the clinical practice guidelines.
 - C. Funding would be in the form of an unrestricted grant to the AAFP or if more appropriate, to the AAFP Foundation (or other professional organization with whom AAFP is collaborating.) Standard protocols for the solicitation and administration of such funds would be followed.
 - D. Funding for dissemination or related products (e.g. development of quality measures) could be sought at the same time.
3. AAFP is involved in the initial formulation of the problem, not just participating in a predefined agenda.
4. AAFP or its representative(s) have the right to include a minority report if needed (or to opt out of the process as in #6 below).
5. AAFP or its representative(s) are involved in all key steps in the process and are not surprised by the final document.
6. AAFP or its representative(s) may opt out of the process at any time.

7. Endorsement if any will follow normal AAFP policy and the final document will be reviewed by AAFP prior to any endorsement.
8. The product represents a true partnership with appropriate voice and representation in the process.
9. The process used is explicitly documented in the resulting policy.
10. Intellectual property rights to the resulting work and the data used include the AAFP and/or its representative(s).
11. The authorship statement of the resultant policy includes the AAFP and/or its representative(s).

Criteria For Working With Outside Organizations

Level 1: This level includes joint policy processes with all parties contributing personnel, financial support and where the aim is to produce a policy which would be accepted by all parties.

Level 2: At this level the other organization expects to produce its own policy and would like an official representation from the AAFP. The other organization desires to be in charge of the process and provide the dominant support. The AAFP might or might not pay for the expenses of the AAFP representative(s).

Level 3: At this level the other organization only wants the AAFP to supply names of appropriate family physicians to serve in their process. No official representative is desired.

Criterion	Level 1	Level 2	Level 3
Process focussed on what to do not who does it	Required	Required	Optional in special cases
The process may be sponsored under AAFP protocol for acceptance of such funds.	Permitted	Permitted	Permitted
AAFP involved in problem formulation	Required	May be waived if problem well defined	Not required
AAFP or rep has to a minority report or to opt out	Mutual rights spelled out in agreement	Required	Participant negotiates
AAFP or rep involved in all key steps and are not surprised by result	Not applicable	Required	Required
AAFP or rep may opt out of the process at any time	Not applicable	Required	Required
Endorsement if any follows normal AAFP policy and AAFP reviews prior to endorsement	Negotiated	Negotiated recognizing AAFP usually doesn't endorse outside products	AAFP doesn't endorse outside products
Product represents a true partnership with appropriate voice and representation	Required	Not applicable	Not applicable
Process explicitly documented in the policy	Required	Required	Participant negotiates
AAFP or rep included in intellectual property rights	To be determined	To be determined	To be determined
AAFP or rep included in authorship	Required	Not prohibited subject to option to minority report or opt out	Negotiable, not required

6) **Publication Ethics Policies for Medical Journals**

Prepared by the WAME Publication Ethics Committee

- Conflict of Interest in Peer-Reviewed Medical Journals
- Study Design and Ethics
- Authorship
- Peer Review
- Editorial Decisions
- Originality, Prior Publication, and Media Relations
- Plagiarism
- Advertising
- Responding to Allegations of Possible Misconduct
- Relation of the Journal to the Sponsoring Society (if applicable)

The purpose of a policy on ethical principles

Medical journals aspire to select, through peer review, the highest quality science. To achieve this, the entire peer review and publication process must be thorough, objective, and fair. Almost every aspect of this process involves important ethical principles and decisions, which are seldom explicitly stated and even less often shared with the readership. Journals' reputations depend on the trust of readers, authors, researchers, reviewers, editors, patients, research subjects, funding agencies, and administrators of public health policy. This trust is enhanced by describing as explicitly as possible the journal's policies to ensure the ethical treatment of all participants in the publication process.

A comprehensive policy on publication ethics is summarized in this article, which addresses all the major areas of ethics we believe contemporary science journals should consider. Our aim is to encourage editors of journals to use these to develop such policies for their journals and make them accessible to their constituents by publishing them in print or on the web. The document makes recommendations on what we consider to be the best solutions to address these ethical problems, but we expect individual journals to customize the policies to best fit their own situations.

However, we believe that every journal should have an explicit policy on each of these issues, and that these policies should be published in each journal so they are accessible to readers, authors, and reviewers.

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Study Design and Ethics

Good research should be well justified, well planned, and appropriately designed, so that it can properly address the research question. Statistical issues, including power calculations, should be considered early in study design, to avoid futile studies that produce subject risk without enrollment sufficient to answer the research question. Outcomes should be specified at the start of the study. Research should be conducted to high standards of quality control and data analysis. Data and records must be retained and produced for review upon request. Fabrication, falsification, concealment, deceptive reporting, or misrepresentation of data constitute scientific misconduct.

Documented review and approval from a formally constituted review board (Institutional Review Board or Ethics committee) should be required for all studies involving people, medical records, and human tissues. For those investigators who do not have access to formal ethics review committees, the principles outlined in the Declaration of Helsinki should be followed. If the study is judged exempt from review, a statement from the committee should be required. Informed consent by participants should always be sought. If not possible, an institutional review board must decide if this is ethically acceptable. Journals should have explicit policies as to whether these review board approvals must be documented by the authors, or simply attested to in their cover letter, and how they should be described in the manuscript itself.

Animal experiments should require full compliance with local, national, ethical, and regulatory principles, and local licensing arrangements.

Journal recommendations for preferred presentation and analysis of data should be described in the Information for Contributors or Authors. Wherever possible, recommendations should be based on evidence about methods of data presentation that are readable and most likely to be interpreted correctly by readers. Editors should keep themselves informed of this research and adapt their recommendations as it evolves.

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Authorship

Journals should publish guidance about what constitutes authorship. While there is no universally agreed definition of authorship, contributors should be made aware of the guidelines developed by the International Committee of Medical Journal Editors (available at <http://www.icmje.org/#author>).

Authorship implies a significant intellectual contribution to the work, some role in writing the manuscript and reviewing the final draft of the manuscript, but authorship roles can vary. Who will be an author, and in what sequence, should be determined by the participants early in the research process, to avoid disputes and misunderstandings which can delay or prevent publication of a paper.

For all manuscripts, the corresponding author should be required to provide information on the specific contributions each author has made to the article. (Alternatively, since authors may differ on the nature and magnitude of contributions, each author may be asked to describe their own.) All authors are responsible for the quality, accuracy, and ethics of the work, but one author must be identified who will reply if questions arise or more information is needed, and who will take responsibility for the work as a whole. This description of author contributions should be printed with the article. The authors are responsible for creating all components of the manuscript. If writers are provided by the sponsoring or funding institution or corporation to draft or revise the article, the name of the writer and their sponsoring organization must be provided. Their names and contributions will be provided with the acknowledgments. Journals should discourage "honorary" authorship (when authorship is granted as a favor to someone powerful or prestigious who would not have qualified for it otherwise) and should also try to ensure that all those who qualify as authors are listed.

All authors must take responsibility in writing for the accuracy of the manuscript, and one author must be the guarantor and take responsibility for the work as a whole. A growing trend among journals is to also require that for reports containing original data, at least one author (eg, the principal investigator) should indicate that she or he had full access to all the data in the study and takes responsibility for the integrity of the data and the accuracy of the data analysis. This helps assure that authors, and not funding sources, have final say over the analysis and reporting of their results.

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Peer Review

Peer review is fundamental to the scientific publication process and the dissemination of sound science. Peer reviewers are experts chosen by editors to provide written assessment of the strengths and weaknesses of written research, with the aim of improving the reporting of research and identifying the most appropriate and highest quality material for the journal. Regular reviewers selected for the journal should be required to meet minimum standards (as determined and promulgated by each journal) regarding their background in original research, publication of articles, formal training, and previous critical appraisal of manuscripts.

Peer reviewers should be experts in the scientific topic addressed in the articles they review, and should be selected for their objectivity and scientific knowledge. Individuals who do not have such expertise should not be reviewers, and there is no role for review of articles by individuals who have a major competing interest in the subject of the article (e.g. those working for a company whose product was tested, its competitors, those with special political or ideological agendas, etc.)

Reviews will be expected to be professional, honest, courteous, prompt, and constructive. The desired major elements of a high-quality review should be as follows:

- The reviewer should have identified and commented on major strengths and weaknesses of study design and methodology
- The reviewer should comment accurately and constructively upon the quality of the author's interpretation of the data, including acknowledgment of its limitations.
- The reviewer should comment on major strengths and weaknesses of the manuscript as a written communication, independent of the design, methodology, results, and interpretation of the study.
- The reviewer should comment on any ethical concerns raised by the study, or any possible evidence of low standards of scientific conduct.
- The reviewer should provide the author with useful suggestions for improvement of the manuscript.
- The reviewer's comments to the author should be constructive and professional
- The review should provide the editor the proper context and perspective to make a decision on acceptance (and/or revision) of the manuscript. (Some journals may wish a recommendation on whether the article should be published; others will not, as such decisions are usually made on priorities different than the reviewer's).

All reviewers should be informed of the journal's expectations and editors should make an effort to educate them and suggest educational materials (such as articles on how to peer review):

The editors should routinely assess all reviews for quality; they may also edit reviews before sending them to authors, or simply not send them if they feel they are not constructive or appropriate. Ratings of review quality and other performance characteristics of reviewers should be periodically assessed to assure optimal journal performance, and must contribute to decisions on reappointment or ongoing review requests (for journals that do not formally appoint reviewers). Individual performance data must be kept confidential. Performance measures such as review completion times should be used to assess changes in process that might improve journal performance.

The type of review process should be stated, such as the number of reviewers, blinded as to author or institution or not, authors blinded as to reviewer identity or not, etc. Any policy on suggesting reviewers or on requests to not use certain reviewers should be described.

The submitted manuscript is a privileged communication; reviewers must treat it as confidential. It should not be retained or copied. Also, reviewers must not share the manuscript with any colleagues without the explicit permission of the editor. Reviewers and editors must not make any personal or professional use of the data, arguments, or interpretations (other than those directly involved in its peer review) prior to publication unless they have the authors' specific permission or are writing an editorial or commentary to accompany the article.

If reviewers suspect misconduct, they should notify the editor in confidence, and should not share their concerns with other parties unless officially notified by the journal that they may do so.

High-quality review is important, but equally important is that readers be able to readily determine which contents of the journal are peer reviewed. The journal should describe which types of articles are peer reviewed, and by whom (ie, only by editorial board members, by outside expert reviewers, or both). Editors should strongly consider having a statistician review reports of original research that are being considered for publication, if this feasible, since studies have shown that typical nonstatistician reviewers do not identify many major errors in research.

Journals should publish annual audits of acceptance rates, publication intervals, percentage of submissions sent out for external peer review, and other performance data.

Review materials and original submitted manuscripts may sometimes be useful for educational purposes, for review by other parties in the peer review process (other than the decision editor or other reviewers of the same manuscript) or in educational products. No reviews or manuscripts should be so used without the express written permission of the reviewer or authors, respectively. (One procedure may be to have a blanket permission for autonomous internal quality assurance use included in the submission requirements for the manuscript, and the reviewer's assignment agreement).

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Editorial Decisions

Decisions about a manuscript should be based only on its importance, originality, clarity, and relevance to the journal's scope and content. Studies with negative results despite adequate power, or those challenging previously published work, should receive equal consideration.

There should be an explicit written policy on the procedure that will be followed if an author appeals a decision.

If a published paper is subsequently found to have errors or major flaws, the Editor should take responsibility for promptly correcting the written record in the journal. The specific content of the correction may address whether the errors originated with the author or the journal. The correction should be listed in the table of contents to ensure that it is linked to the article to which it pertains in public databases such as PubMed.

Ratings of review quality and other performance characteristics of editors should be periodically assessed to assure optimal journal performance, and must contribute to decisions on reappointment. Individual performance data must be confidential. These performance measures should also be used to assess changes in process that might improve journal performance.

The handling of manuscripts that may represent a conflict of interest for editors is described under the section on conflict of interest.

The process by which candidates are nominated to the Editorial Board, and the qualities sought in candidates, should be explicitly described.

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Originality, Prior Publication, and Media Relations

Journals should state their policies on what type of content they accept for publication. Journals should generally seek original work that has not been previously published. Web and other electronic publication should be considered the same as print publication for this purpose. Redundant publication occurs when multiple papers, without full cross reference in the text, share the same data, or results. Republication of a paper in another language, or simultaneously in multiple journals with different audiences, may be acceptable, provided that there is full and prominent disclosure of its original source at the time of submission of the manuscript. At the time of submission, authors should disclose details of related papers they have authored, even if in a different language, similar papers in press, and any closely related papers previously published or currently under review at another journal.

Because medical research findings are of increasing interest to the lay media, journalists attend scientific meetings at which preliminary research findings are presented, which can lead to their premature publication in the mass media. Publication of details not included in the abstract or meeting presentation is not advised until the article has appeared in a peer-reviewed journal, as this means that enough detailed evidence has been provided to satisfy peer reviewers and editors. Where this is not possible, authors should help journalists to produce accurate reports, but refrain from supplying additional data, if they wish their material to be of sufficient original interest to warrant publication in peer-reviewed journals. Authors should be discouraged from holding press conferences to publicize their abstract results, as these results are preliminary and generally the complete report has not yet undergone peer review. Journals should address these concerns in their formal policies on originality of submitted materials.

Previous publication of an abstract during the proceedings of meetings (in print or electronically) does not preclude subsequent submission for publication, but full disclosure should be made at the time of submission.

The journal's embargo policy (on release of information to the press about upcoming contents) should be made available.

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Plagiarism

Plagiarism is the use of others' published and unpublished ideas or words (or other intellectual property) without attribution or permission, and presenting them as new and original rather than derived from an existing source. The intent and effect of plagiarism is to mislead the reader as to the contributions of the plagiarizer. This applies whether the ideas or words are taken from abstracts, research grant applications, Institutional Review Board applications, or unpublished or published manuscripts in any publication format (print or electronic).

Plagiarism is scientific misconduct and should be addressed as such (see prior section).

Self-plagiarism refers to the practice of an author using portions of their previous writings on the same

topic in another of their publications, without specifically citing it formally in quotes. This practice is widespread and sometimes unintentional, as there are only so many ways to say the same thing on many occasions, particularly when writing the Methods section of an article. Although this usually violates the copyright that has been assigned to the publisher, there is no consensus as to whether this is a form of scientific misconduct, or how many of one's own words one can use before it is truly "plagiarism." Probably for this reason self-plagiarism is not regarded in the same light as plagiarism of the ideas and words of other individuals. If journals have developed a policy on this matter, it should be clearly stated for authors.

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Advertising

Many scientific journals derive a substantial income from advertising or reprints, creating a potential conflict of interest. Editorial decisions should not be influenced by advertising revenue or reprint potential. Editorial and advertising functions at the journal should be independent. Advertisers and donors should have no control over editorial material under any circumstances.

Reprinted articles must be published as they originally appeared in the journal (including subsequent corrections); that is, there is no alteration or revision of articles for a supplement or reprint other than corrections. The content of special supplementary issues (if any) should be determined only by the usual editorial process and not be influenced in any way by the funding source or advertisers. Limitations on how reprinted articles may be combined with advertisements or endorsements of a product or company should be explicitly addressed in journal policy. If supplements do not undergo peer review or undergo a peer review process different from the rest of the journal, that should be explicitly stated.

Journals should have a formal advertising policy and this should be made available to all constituents of the journal. Briefly, journals should require all advertisements to clearly identify the advertiser and the product or service being offered. In the case of drug advertisements, the full generic name of each active ingredient should appear. Commercial advertisements should not be placed adjacent to any editorial matter that discusses the product being advertised, nor adjacent to any article reporting research on the advertised product, nor should they refer to an article in the same issue in which they appear. Limitations on how reprinted articles may be combined with advertisements or endorsements of a product or company should be explicitly addressed in journal policy. Ads should have a different appearance from editorial material so there is no confusion between the two. Similar limitations (for the regular journal as well as supplements) may include placement of ads for related products on the front, rear, or inside cover pages of an issue that carries an editorial or original article on that topic. Policies on these issues should be explicit, and published in print or on the Web.

Products or services being advertised should be germane to (a) the practice of medicine, (b) medical education, or (c) health care delivery.

Advertisements may not be deceptive or misleading. Exaggerated or extravagantly worded copy should not be allowed. Advertisements should not be accepted if they appear to be indecent or offensive in either text or artwork, or contain negative content of a personal, racial, ethnic, sexual orientation, or religious character.

Journals must have the right to refuse any advertisement for any reason. The decision as to acceptance (and any questions about eligibility raised by readers or others) should be made in consultation with the journal's editorial content team and the editorial team should be regularly informed about the evaluation of advertising, especially those that are refused due to non-compliance with the journal's

guidelines.

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Responding to Allegations of Possible Misconduct

Journals should have a clear policy on handling concerns or allegations about misconduct, which can arise regarding authors, reviewers, editors, and others. Journals do not have the resources or authority to conduct a formal judicial inquiry or arrive at a formal conclusion regarding misconduct. That process is the role of the individual's employer, university, granting agency, or regulatory body. However, journals do have a responsibility to help protect the integrity of the public scientific record by sharing reasonable concerns with authorities who can conduct such an investigation.

Deception may be deliberate, by reckless disregard of possible consequences, or by ignorance. Since the underlying goal of misconduct is to deliberately deceive others as to the truth, the journal's preliminary investigation of potential misconduct must take into account not only the particular act or omission, but also the apparent intention (as best it can be determined) of the person involved. Misconduct does not include unintentional error. The most common forms of scientific misconduct include (the following are taken with minor modification from the ORI publication *Analysis of Institutional Policies for Responding to Allegations of Scientific Misconduct* [<http://ori.dhhs.gov/html/polanal2.htm>, full report in PDF format <http://ori.dhhs.gov/html/publications/studies.asp>, accessed 3/13/04]):

- **Falsification of data:** ranges from fabrication to deceptive selective reporting of findings and omission of conflicting data, or willful suppression and/or distortion of data.
- **Plagiarism:** The appropriation of the language, ideas, or thoughts of another without crediting their true source, and representation of them as one's own original work.
- **Improprieties of authorship:** Improper assignment of credit, such as excluding others, misrepresentation of the same material as original in more than one publication, inclusion of individuals as authors who have not made a definite contribution to the work published; or submission of multi-authored publications without the concurrence of all authors.
- **Misappropriation of the ideas of others:** an important aspect of scholarly activity is the exchange of ideas among colleagues. Scholars can acquire novel ideas from others during the process of reviewing grant applications and manuscripts. However, improper use of such information can constitute fraud. Wholesale appropriation of such material constitutes misconduct.
- **Violation of generally accepted research practices:** Serious deviation from accepted practices in proposing or carrying out research, improper manipulation of experiments to obtain biased results, deceptive statistical or analytical manipulations, or improper reporting of results.
- **Material failure to comply with legislative and regulatory requirements affecting research:** Including but not limited to serious or substantial, repeated, willful violations of applicable local regulations and law involving the use of funds, care of animals, human subjects, investigational drugs, recombinant products, new devices, or radioactive, biologic, or chemical materials.
- **Inappropriate behavior in relation to misconduct:** this includes unfounded or knowingly false accusations of misconduct, failure to report known or suspected misconduct, withholding or destruction of information relevant to a claim of misconduct and retaliation against persons involved in the allegation or investigation.

Deliberate misrepresentation of qualifications, experience, or research accomplishments to advance the research program, to obtain external funding, or for other professional advancement.

Responses to possible misconduct

Journals should have an explicit policy describing the process by which they will respond to allegations of misconduct. In drafting such a policy, the guidance provided to editors by a publication of the US Office of Research Integrity may be useful (ori.dhhs.gov/multimedia/acrobat/masm.pdf, accessed 12/2/03). The process described in the following 2 paragraphs is an example of a policy for an individual journal:

All allegations of misconduct will be referred to the Editor-In-Chief, who will review the circumstances in consultation with the deputy editors. Initial fact-finding will usually include a request to all the involved parties to state their case, and explain the circumstances, in writing. In questions of research misconduct centering on methods or technical issues, the Editor-In-Chief may confidentially consult experts who are blinded to the identity of the individuals, or if the allegation is against an editor, an outside editor expert. The Editor-In-Chief and deputy editors will arrive at a conclusion as to whether there is enough evidence to lead a reasonable person to believe there is a possibility of misconduct. Their goal is not to determine if actual misconduct occurred, or the precise details of that misconduct.

When allegations concern authors, the peer review and publication process for the manuscript in question will be halted while the process above is carried out. The investigation described above will be completed even if the authors withdraw their paper, and the responses below will still be considered. In the case of allegations against reviewers or editors, they will be replaced in the review process while the matter is investigated.

All such allegations should be kept confidential; the number of inquiries and those involved should be kept to the minimum necessary to achieve this end. Whenever possible, references to the case in writing should be kept anonymous.

Journals have an obligation to readers and patients to ensure that their published research is both accurate and adheres to the highest ethical standard. Therefore, if the inquiry concludes there is a reasonable possibility of misconduct, responses should be undertaken, chosen in accordance with the apparent magnitude of the misconduct. Responses may be applied separately or combined, and their implementation should depend on the circumstances of the case as well as the responses of the participating parties and institutions. The following options are ranked in approximate order of severity:

- A letter of explanation (and education) sent only to the person against whom the complaint is made, where there appears to be a genuine and innocent misunderstanding of principles or procedure.
- A letter of reprimand to the same party, warning of the consequences of future such instances, where the misunderstanding appears to be not entirely innocent.
- A formal letter as above, including a written request to the supervising institution that a investigation be carried out and the findings of that inquiry reported in writing to the journal.
- Publication of a notice of redundant or duplicate publication or plagiarism, if appropriate (and unequivocally documented). Such publication will not require approval of authors, and should be reported to their institution.
- Formal withdrawal or retraction of the paper from the scientific literature, published in the journal, informing readers and the indexing authorities (National Library of Medicine, etc), if there is a formal finding of misconduct by an institution. Such publication will not require approval of authors, should be reported to their institution, and should be readily visible and identifiable in the journal. It should also meet other requirements established by the International Committee of Journal Editors(www.icmje.org/#correct, accessed 12/2/03). It is recommended that editors inform readers and authors of their reservation of the right to

publish a retraction if it meets these conditions, thereby helping decrease arguments with authors.

Editors or reviewers who are found to have engaged in scientific misconduct should be removed from further association with the journal, and this fact reported to their institution.

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Relation of the Journal to the Sponsoring Society (if applicable)

The journal should have an explicit policy describing its governance and relationship to the sponsoring society. Editors-in-chief and the owners of their journals both want the journals to succeed, but they have different roles. The primary responsibilities of the editors-in-chief are to inform and educate readers, with attention to the accuracy and importance of journal articles, and to protect and strengthen the integrity and quality of the journal and its processes. Owners are ultimately responsible for all aspects of publishing the journal, including its staff, budget, and business policies. The relationship between owners and editors-in-chief should be based on mutual respect and trust, and recognition of each other's authority and responsibilities, because conflicts can damage the intellectual integrity and reputation of the journal and its financial success.

The following are guidelines for protecting the responsibility and authority of editors-in-chief and owners:

- The conditions of the editors-in-chief's employment, including authority, responsibilities, term of appointment, and mechanisms for resolving conflict, should be explicitly stated and approved by both editor and owners before the editor is appointed.
- Editors-in-chief should have full authority over the editorial content of the journal, generally referred to as "editorial independence." Owners should not interfere in the evaluation, selection, or editing of individual articles, either directly or by creating an environment in which editorial decisions are strongly influenced.
- Editorial decisions should be based mainly on the validity of the work and its importance to readers, not the commercial success of the journal. Editors should be free to express critical but responsible views about all aspects of medicine without fear of retribution, even if these views might conflict with the commercial goals of the publisher. To maintain this position, editors should seek input from a broad array of advisors, such as reviewers, editorial staff, an editorial board, and readers.
- Editors-in-chief should establish procedures that guard against the influence of commercial and personal self-interest on editorial decisions.
- Owners have the right to hire and fire editors-in-chief, but they should dismiss them only for substantial reasons, such as a pattern of irresponsible editorial decisions, scientific misconduct, disagreement with the long-term editorial direction of the journal, or personal behavior (such as criminal acts), that are incompatible with a position of trust. Furthermore it is preferable that any evaluation on which hiring or firing is based should be performed by a panel of independent experts, rather than a small number of executives of the owning organization.
- Editors-in-chief should report to the highest governing body of the owning organization, not its administrative officers. Major decisions regarding the editor's employment should be made by this body with open discussion and time to hear from all interested parties. Some owners have found it useful to appoint an independent board to advise them on major decisions regarding their editor and journal.
- Editors should resist any actions that might compromise these principles in their journals, even if it places their own position at stake. If major transgressions do occur, editors should participate in drawing them to the attention of the international medical community.

Acknowledgments: This document was drafted with the assistance of the Ethics Committee of WAME, and is based on similar documents developed by *Annals of Emergency Medicine* and COPE, among others. We thank all the experts and editors who have helped develop it.

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7) **Online Advertising Policy, Principles and Acceptance**

American Academy of Family Physicians accepts advertising on the *American Family Physician* (AFP) and *Family Practice Management* (FPM) Web sites. The appearance of advertising on these Web sites does not imply endorsement of the advertised company or product, nor is advertising allowed to affect editorial decisions or editorial content. The information on this page is also available [as a PDF](#) (2 pages; [About PDFs](#)).

Advertising Acceptance

The AAFP has the right to refuse any advertisement that is inappropriate or incompatible with our mission and to stop accepting any advertisement previously accepted.

The following types of advertisements are prohibited on *AFP* and *FPM* Web sites:

- Advertisements for alcohol and tobacco
- Advertisements for weapons, firearms, ammunition and fireworks
- Gambling and lottery advertisements
- Advertisements for pornography and related materials and services
- Political and religious advertisements
- Advertisements that claim to offer a “miracle” cure or method
- Advertisements that make unsubstantiated health claims for the products advertised
- Advertisements directed at children

The following advertisement formats are prohibited:

- Pop-ups and floating ads
- Advertisements that are designed to collect personally identifiable information from visitors to the *AFP* or *FPM* Web site without their knowledge or permission
- Ads that expand across or down the page or send visitors to another site without the visitor having clicked on the ad

Advertising Policy

1. Advertisements new to the *AFP* or *FPM* Web sites require AAFP approval before they can appear on the sites. Such review will extend to any landing page(s) the advertisement links to. The company sponsoring the Web site of any landing page must be clearly identified on that page.
2. Advertisements, advertising icons and advertiser logos must be clearly distinguishable from editorial content. In addition, *AFP* and *FPM* Web pages are designed to label all advertisements with the word “advertisement.”
3. Advertisers may be required to submit supporting documentation to substantiate claims.
4. The AAFP does not allow targeted placement of advertising adjacent to editorial content of similar nature. Advertisements are placed at random and do not appear adjacent to relevant editorial except by chance.
5. Advertisements may not imply endorsement by the AAFP or its journals.
6. Neither advertisers nor their agents may collect any personal information from any user viewing the

AFP or *FPM* Web site except with the user's knowledge and permission and only after giving the user substantive information about the uses to which the information will be put. Similarly, cookies, applets and other such files are prohibited if those files transmit any personally identifiable information to the advertisers or agencies without the user's knowledge and permission.

7. The full rules for any market research or promotion associated with an advertisement must be displayed in the ad or available via a prominent link.

Advertising revenue is used to support the American Academy of Family Physicians. For questions about online advertising on the *AFP* and *FPM* Web sites, contact our online sales team:

e-Healthcare Solutions, Inc
810 Bear Tavern Road, Suite 102
Ewing, NJ 08628
Phone: (609) 882-8887
Fax: (425) 671-7796
Email: sales@e-healthcaresolutions.com
[Visit e-Healthcare Solutions, Inc Web site](#)

For information about advertising in the print journals, see our information for advertisers for [*AFP*](#) or [*FPM*](#).

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8) Application for Exhibit Space

AAFP Scientific Assembly Exposition
October 15 - 17, 2009 • Boston Convention and Exhibition Center

AAFP SCIENTIFIC
assembly
boston

1. Company Information — NOTE: The organization name listed below is how your company will appear in all AAFP printed material including badges. It is the responsibility of prospective exhibitors to inform the AAFP of any other company names under which it may have accrued points. **Agencies requesting space for clients must provide a letter of authorization from the client.**

COMPANY NAME

STREET ADDRESS

CITY/STATE/ZIP

COMPANY PHONE NO.

COMPANY FAX NO.

COMPANY WEB ADDRESS

The KEY CONTACT PERSON listed below will receive ALL exhibitor communications.

KEY CONTACT PERSON NAME/TITLE

KEY CONTACT PHONE NUMBER

KEY CONTACT FAX NUMBER

KEY CONTACT EMAIL ADDRESS — MANDATORY — FOR AAFP USE ONLY

2. Eligibility — To assist us in determining eligibility, please check the category related to the products or services your company proposes to promote. **IF INFORMATION BELOW IS NOT PROVIDED, REQUEST FOR SPACE WILL BE DECLINED.**

- ☐ Products which require marketing approval of the Food and Drug Administration (FDA).
- ☐ By submitting this application, you are signifying that FDA approval has been granted.
- ☐ Food products. List product names and descriptions
(attach a separate sheet if necessary):
- _____
- ☐ Other products and services not covered above. List product names and descriptions on a separate sheet:
- _____

Do you plan to exhibit dietary or nutritional supplements? ☐ Yes ☐ No

List product names and descriptions (attach a separate sheet if necessary):

3. Preferred Space Selection — NOTE: See floor plan for special exhibit area designated for non-profit exhibitors. www.aafp.org/assembly/exhibits

Preferred location: if preferred spaces are not available, the AAFP will assign the best available space:

1st Choice: _____ 2nd Choice: _____ 3rd Choice: _____
4th Choice: _____ 5th Choice: _____ 6th Choice: _____

NUMBER OF BOOTHS	X	RATE	=	TOTAL AMOUNT \$
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Exhibit Booth Description:

Deadline for submission is **1 May 2009**. Exhibitor must submit via exhibitor log-in at www.aafp.org.

TOTAL AMOUNT \$

A nonrefundable deposit (U.S. Dollars) must accompany this application. An invoice will be included as part of space confirmation (see payment policy). The balance is due before 12 June 2009. Applications received on or after 12 June 2009 must include full payment.

4. Payment Information

Amount being paid: \$ _____

After 12 June 2009, full payment is required with application.

- ☐ Check Make checks payable to American Academy of Family Physicians
- ☐ Credit Card (If paying by credit card please complete the section below)

(check one) ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Card Number: _____

Expiration Date: _____

Card Holder's Name: _____

I, the undersigned, authorize the American Academy of Family Physicians to charge my credit card for the amount listed on this Application for Exhibit Space. There will be an additional 2.5% convenience fee added to the amount paid.

Card Holder's Signature: _____

Phone (with area code): _____

Email: _____

AAFP acceptance of application and assignment of space are subject to subsequent verification of applicant's eligibility criteria. Assignment of space does not constitute an endorsement, sanctioning or approval of a company's product/service by AAFP. Exhibiting companies may not convey or give the above false impression in any promotional materials either before, during or after the Assembly.

By signing below I am indicating my company's agreement to abide by the AAFP's rules and regulations for Assembly exhibitors as the same may be amended from time to time. I accept responsibility for informing all of our employees and agents of these conditions and for ensuring that they will abide by them also. I further understand the violation, cancellation policies and have reviewed the complete list of rules and regulations stated at www.aafp.org/assembly/exhibits.

DATE _____

AUTHORIZED SIGNATURE — This line must be signed for acceptance of contract.

TITLE _____



AMERICAN ACADEMY OF
FAMILY PHYSICIANS

Mail or fax with deposit (see payment policy;
full payment required if submitted after 12 June 2009) to:
Exhibit Sales, AAFP, 11400 Tomahawk Creek Parkway,
Leawood, KS 66211-2672 or fax 913-906-6082

AAFP USE ONLY

EXHIBIT SPACE ASSIGNED
American Academy of Family Physicians

MASTER ID # _____

Application Procedure

Please complete the Application Contract for Exhibit Space. All required information must be completed. Applications cannot be processed until complete, and payment has been received. For application to be accepted and to receive a space assignment, the following information must be provided:

1. Company Name
2. Contact Person's Name and Title
3. Complete Mailing Address
4. Email Address — **Required**
(NOTE: All correspondence will be sent to you via email. This is for AAFP Exhibit Staff use only, so please list the person who handles exhibits.)
5. Signature
6. Eligibility Information
7. Preferred Space Selection
8. Payment Information — full payment must accompany application on or after 12 June 2009. If paying by credit card, an additional 2.5% convenience fee will be added to the booth price.

Submit your application:

By Fax: 913-906-6082

By Mail: American Academy of Family Physicians
11400 Tomahawk Creek Parkway
Leawood, KS 66211-2672

Payment Policy:

- On or after 1 November 2008 but before 2 February 2009
– 10% deposit for total exhibit space assigned required with application
- On or after 2 February 2009 but before 12 June 2009
– 50% deposit for total cost of exhibit space assigned required with application
- On or after 12 June 2009
– 100% payment for total cost of exhibit space assigned required with application

Cancellation Policy:

- Application withdrawals or cancellations received:
 - on or after 1 November 2008 and before 2 February 2009 will result in a 10% forfeiture of the total cost of the exhibit space assigned.
 - on or after 2 February 2009 but before 12 June 2009 will result in a 50% forfeiture of the total cost of the exhibit space assigned.
 - on or after 12 June 2009 will result in a 100% forfeiture of the total cost of the exhibit space assigned.
- All cancellations must be received in writing at the AAFP Headquarters.
- It is the exhibitor's responsibility to cancel all other arrangements made in connection with exhibiting, including hotel reservations, requests for the services of official vendors, or any other contracted services associated with the 2009 Assembly. Exhibitor is liable for any and all fees or penalties associated with the cancellation of said services, including without limitation, attrition charges imposed by Assembly hotels to the extent applicable to exhibitors cancellation.

Reduction Policy:

- In the event an exhibitor reduces its exhibit space, the AAFP reserves the right to maintain the continuity of the Exposition Hall. Every attempt will be made to accommodate the request.
- If, at the discretion of the AAFP, the exhibit space can be re-sized and remain in the current location, the exhibitor will pay the applicable cancellation penalty plus the fee for the new space.
- If, at the discretion of the AAFP, the exhibit space cannot be resized and remain in the current location without jeopardizing the continuity of the Exposition Hall, the exhibitor will be re-located to a space of its choice based on best available locations. Applicable cancellation fees plus the new space fee will apply.

Non-Profit*

A non-profit exhibit fee and exhibit area is available to qualified organizations. It is limited to non-profit organizations, IRS tax code 501 [c][3]. Supporting documentation must be submitted with application. In the event this area is at capacity or exhibitor chooses space in the general exhibit area, standard fees will apply. **This category/rate does not include job placement/recruitment.**

2009 Booth Prices

10' x 10' Non-profit Inline*	\$1,500
10' x 10' Non-profit Corner*	\$1,500
10' x 10' Inline	\$2,600
10' x 10' Corner	\$3,000
20' x 20'	\$15,000
20' x 30'	\$21,500
20' x 40'	\$28,000
20' x 50'	\$34,500
20' x 60'	\$41,000
30' x 50'	\$50,750
40' x 50'	\$67,000
50' x 50'	\$83,250
50' x 60'	\$99,500
50' x 70'	\$115,750

American Academy of Family Physicians Conditions of Applications – Rules and Regulations

By signing the front of this application, all exhibits and exhibitors are subject to the following regulations and the complete list on the AAFP website at www.aafp.org/assembly. The words, "management," "association" and "AAFP" herein refer to the American Academy of Family Physicians acting through its officers, employees or agents in the management of the exhibition.

Exhibit Regulations

The rules and regulations reflect the Healthcare Convention & Exhibitors Association's (HCEA) Guidelines for U.S. Healthcare Conventions. The purpose is to ensure the convention's integrity while creating a quality marketing opportunity for exhibitors while serving the needs of our members.

Exhibitors agree to abide by the conditions published and all conditions under which space at the Boston Convention and Exposition Center in Boston is leased. Exhibitors also accept responsibility for informing their employees and agents of these conditions and agree that they will abide by them also. Your signature on your exhibit application indicates you have accepted these terms and conditions. Your understanding and conformance is greatly appreciated.

Before any exhibit may be removed from the building, exhibitors must make arrangements satisfactory to the AAFP, the Boston Convention and Exposition Center, and the AAFP's official vendors for the payment of any charges incurred by the exhibitor in connection with presenting their exhibit.

The AAFP reserves the right to revise the floor plan in the event of conflicts regarding space requests or conditions beyond its control.

Liability

The AAFP assumes no liability for any act or omission in connection with any loss or damage suffered by an exhibitor as a result of any act or omission of any vendor, service provider, or other exhibitor or party. Exhibitors and their representatives release the AAFP from any and all liabilities for loss or damage ensuing from any cause whatsoever, except for actual damages resulting from the AAFP's failure to fulfill its obligations as described.

The AAFP disclaims any and all liability for injury or other damages to an individual based on products or services displayed at the meeting and for all claims that may arise out of the use of the displayed products or services.

Exhibitors agree to indemnify and hold harmless the AAFP and its officers, directors, employees, agents and contractors from any judgment, loss or other expense (including reasonable attorney's fees) arising from allegations, claims, lawsuits and other actions relating to (1) their own products or services or (2) their own actions or omissions or those of their employees, agents or contractors.

Eligibility to Exhibit

The AAFP retains sole authority to determine the eligibility of any company or product to exhibit subject to the following.

The three categories of exhibits permitted at the AAFP's Scientific Assembly with additional specific re-

quirements applicable of each category are as follows:

- A. Products, which require approval of the Food and Drug Administration (FDA) for marketing, must receive FDA approval to be eligible to exhibit at the Assembly. Exhibitors may be required to show evidence of FDA approval. This requirement applies to medical devices, drugs, cosmetics, and other FDA-regulated products. In accordance with this policy, if non-FDA approved products or services, which require FDA approval, are exhibited, the AAFP may deny installation privileges, or require removal, of the exhibit or discontinuance of any promotion wholly or in part.
- B. Exhibits promoting food products must not promote harmful or unhealthy products. If claims are made regarding the health benefits of a particular food product, the AAFP at its sole discretion may require that the potential exhibitor provide appropriate documentation to substantiate claims made.
- C. Other products and services not covered by A or B above which: (1) meet the standards of generally accepted medical practice or (2) are of interest to Assembly attendees because of their relevance to the clinical or socioeconomic aspects of the practice of medicine. At the AAFP's sole discretion it may require potential exhibitors of a product or service in this category to provide technical data and scientific documentation to substantiate the safety and effectiveness of the product or service, as well as the accuracy of the claims made regarding it. If the safety, effectiveness and accuracy of claims made for such product or service have not been demonstrated to the AAFP's satisfaction, the application to exhibit will not be accepted.

(NOTE: Exhibits for nutritional or dietary supplements and vitamin preparations are not eligible unless the product is approved for marketing by the FDA or its efficacy and safety is substantiated by clinical studies acceptable to the AAFP – generally meaning studies that have independent support in authoritative, evidence-based medical literature. More specific guidelines are available from the AAFP. Applications and studies must be received by August 14, 2009 to allow sufficient time for review by the eligibility panel.)

The acceptance of a product or service for exhibit does not constitute an AAFP endorsement, or a guarantee that the product or procedure is appropriate for the medical situations indicated.

Exhibits will not be accepted if the AAFP deems them to include false or misleading statements.

Displays for tobacco products and alcoholic beverages will not be accepted. No exhibit will be accepted if the AAFP determines the exhibit is in poor taste, offensive to persons in attendance, promotes an activity that is unethical or illegal or in general, is not in keeping with the character and purpose of the Scientific Assembly.

The AAFP may deny installation privileges or require removal of any exhibit or promotion (wholly or in part) that it finds objectionable for the reasons stated above.

The AAFP follows the American Medical Association's Code of Medical Ethics Opinion 8.063 regarding the sale of health-related products from physicians' offices. Consequently, no exhibit will be accepted that promotes the sale of health-related products from physician's offices unless documentation submitted with an exhibit application clearly meets the guidelines set forth in Opinion 8.063. Similarly, Code of Medical Ethics Opinion 8.03 prohibits physicians from placing their own financial interests above the welfare of their patients. In most instances the AAFP will not accept exhibits that offer referral or other fees to physicians in exchange for recommending products or services to patients.

Non-contracted Exhibit Space

Individuals, companies and organizations that have not contracted with the AAFP for exhibit space are not permitted to display or demonstrate products, processes or services; solicit orders; or distribute advertising materials in convention facilities, parking lots or hotels contracted by the AAFP. Noncompliance will result in the prompt removal of the offending person(s) and property from that area.

Subletting Space

Subletting booth space is not allowed. Two or more firms may not exhibit in the same single space without receiving AAFP approval.

Outstanding Invoices

Outstanding invoices due to the AAFP, as a result from previous transactions, must be paid before exhibit space will be assigned.

Terms of Payment

- On or after November 1, 2008 but before February 2, 2009
 - 10% deposit for total exhibit space assigned required with application
- On or after February 2, 2009 but before June 12, 2009
 - 50% deposit for total cost of exhibit space assigned required with application
- On or after June 12, 2009
 - 100% payment for total cost of exhibit space assigned required with application

Booth Relocation

The AAFP does not relocate booths. In those rare occasions when this would occur, exhibitors are notified with the reason. If the reassigned space is not acceptable, exhibitors have the option to cancel and receive a full refund.

Installation

The following are non-negotiable deadlines. Failure to comply may jeopardize future eligibility to exhibit. All exhibit construction or set-up for exhibits in the Boston Convention and Exposition Center must be completed by 3:00 p.m. Wednesday, October 14.

- The AAFP reserves the right to assign labor to set up any display that is not in the process of being erected by 2:00 p.m. on Wednesday, October 14. The exhibitor is responsible for all costs.

continued on back side



Questions?
Call us at (800) 274-2237, ext. 5304

AAFP SCIENTIFIC
assembly
boston

- All crates, cartons, containers must be labeled and ready for removal by 3:00 p.m. on Wednesday, October 14. Any exhibitor placing empty crates, cartons or containers in the aisles after aisle carpet has been installed and/or after the aisles have been cleaned will be charged for removal and re-cleaning.
- Children under the age of 18 are not allowed on the exhibit floor during installation.
- Exhibitors may hand-carry items without assistance from union workers

Admission to the exhibit floor is by official badge only. Exhibitor personnel will be badged in the AAFF Registration area of the Boston Convention and Exposition Center. All exhibitor designated contractor and labor personnel will be checked-in and badged at the loading dock. More specific instructions will be in the Exhibitor Service Manual.

All set-up equipment including ladders, job boxes, carts, etc. must be removed from the exhibit floor no later than 8:00 p.m. on Wednesday, October 14.

Boston fire codes strictly prohibit the storage of cartons or other material behind your booth or back drape. Arrangements for accessible storage can be made at the FREEMAN Service Center located in Hall C.

AAFF requires that all exhibits be carpeted and cleaned.

Dismantling Dates and Times

Saturday, October 17 — *2:00 – 9:00 p.m.
Coordinate airline flights to accommodate the above schedule.

Exhibits must remain intact until 2:00 p.m., Saturday, October 17. Dismantling or packing of materials/supplies can begin only at 2:00 p.m.

Sunday, October 18 — 8:00 a.m. – 5:00 p.m.

Monday, October 19 — 8:00 a.m. – 5:00 p.m.

Dismantling/Move-out Procedures

The packing of products and material may begin at 2:00 p.m. on October 17. However, in order to give attendees time to exit the exhibit hall and for the official contractor to remove any high drape near dock doors, equipment (including ladders, job boxes, carts, etc.) may not be brought into the exhibit halls until 2:30 p.m. on October 17.

In the event that drape near dock doors is not removed by 2:30 p.m., for safety purposes, the AAFF reserves the right to change the time equipment may be brought into the halls. Please note this and plan your labor call accordingly.

The dismantling or packing of an exhibit and/or exhibit materials prior to the close of the exhibits may result in forfeiture of all priority points earned over the past five years and prevent the exhibitor from participating in future AAFF exhibitions.

The exposition hall must be cleared no later than 5:00 p.m. on Monday, October 19. This deadline will be strictly enforced. All exhibit personnel not responsible for coordinating the physical dismantling of the exhibit must leave the exposition hall by 1:00 p.m., Monday, October 19. Children under the age of 18 are not allowed on the exhibit floor during dismantling.

Give-a-ways/Booth Activities

The new PhRMA Code on Interactions with Healthcare Professionals (www.phrma.org) and the newly enacted laws in the Commonwealth of Massachusetts include strict limitations on the ability of research based pharmaceutical and biotechnology companies to provide food, beverages, non-educational and other non-practice related items to healthcare professionals. As a result, the AAFF has decided to prohibit all food, beverage and other exhibitor give-a-ways that are not directly practice or patient related, before,

during or after the 2009 Scientific Assembly. The PhRMA Code states that providing healthcare professionals with items, even practice-related items of minimal value, such as clipboards, pens, mugs or other reminder objects with or without company logos or product names imprinted on them even if they are accompanied by educational materials could foster misperceptions that interaction with healthcare professionals is not based on providing information about products or health conditions. It may, however, be appropriate to distribute educational related items or items designed primarily for the education of patients or healthcare professionals provided they are not of substantial value (\$100.00 or less) and do not have value to the healthcare professional outside of their professional responsibilities. Payments in cash or cash equivalents (such as gift certificates, gift cards) should not be offered to healthcare professionals either directly or indirectly. These guidelines apply to all 2009 Scientific Assembly exhibitors. For complete PhRMA Code guidelines please go to www.phrma.org.

Lead Retrieval

An electronic lead system designed to help exhibitors capture sales leads will be available. The lead retrieval cards given to attendees do not include phone numbers, and fax numbers, based on AAFF policy to protect our member's privacy. E-mail addresses are only included if provided by attendee at the time of registration. Information on renting a lead retrieval unit will be included in the Exhibitor Service Manual.

Cancellation of Booth Rental

- Application withdrawals or cancellations received:
 - on or after November 1, 2008 and before February 2, 2009 will result in a 10% forfeiture of the total cost of the exhibit space assigned.
 - on or after February 2, 2009 but before June 12, 2009 will result in a 50% forfeiture of the total cost of the exhibit space assigned.
 - on or after June 12, 2009 will result in a 100% forfeiture of the total cost of the exhibit space assigned.
- All cancellations must be received in writing at the AAFF Headquarters.

It is the exhibitor's responsibility to cancel all other arrangements made in connection with exhibiting, including hotel reservations, requests for the services of official vendors, or any other contracted services associated with the 2009 Assembly. Exhibitor is liable for any and all fees or penalties associated with the cancellation of said services, including without limitation, attrition charges imposed by Assembly hotels to the extent applicable to exhibitors cancellation.

Reduction Policy

In the event an exhibitor reduces its exhibit space, the AAFF reserves the right to maintain the continuity of the Exposition Hall. Every attempt will be made to accommodate the request.

- If, at the discretion of the AAFF, the exhibit space can be re-sized and remain in the current location, the exhibitor will pay the applicable cancellation penalty plus the fee for the new space.
- If, at the discretion of the AAFF, the exhibit space cannot be resized and remain in the current location without jeopardizing the continuity of the Exposition Hall, the exhibitor will be re-located to a space of its choice based on best available locations. Applicable cancellation fees plus the new space fee will apply.

No Shows

A company that reserves booth space and fails to inform AAFF in writing of its plans not to attend:

- Automatically forfeits all priority points earned over the past five years,
- May not be permitted to participate in future AAFF exhibitions, and
- Forfeits 100% of the total cost of the exhibit space assigned.

Violations

By applying for exhibit space, an exhibitor, its employees, contractors and agents agree to adhere to all rules and regulations outlines. Violations will subject the exhibiting company to the following:

- When possible, an on-the-spot warning will be issued outlining the actions that are in violation of the policies and regulations.
- Prior years' warnings and penalties may be taken into account in assessing penalties for current year's violations.
- First violation will result in the company not accruing exhibit participation points for the current year.
- Second violation will result in the company losing one-half its accrued exhibit participation points.
- Third violation will result in the company losing all of its accrued exhibit participation points.
- Fourth violation will result in the company not being eligible to exhibit at future AAFF meetings and exhibits.

When appropriate, disciplinary action will progress through the steps described above. However, the AAFF, at its discretion, reserves the right to levy a more severe penalty without progressing through these successive steps, including refusal of or immediate termination of the exhibit.

Exhibitors are expected to contribute to an overall professional environment and the AAFF reserves the right to restrict and/or dismiss any exhibit that it determines to be inappropriate or offensive to attendees and other exhibitors.

In the event of restriction or eviction, the AAFF is not liable for any refund, rentals or other exhibit expenses.

The dismantling or packaging of an exhibit or exhibit material prior to the close of the exhibits may result in the forfeiture of all priority points earned over the past five years. In addition, such action may prevent the exhibitor from participating in future AAFF exhibitions.

The AAFF has full authority to interpret or amend the exhibitor rules and regulations, and its decisions are final. All issues not addressed here are subject to the decision of the AAFF.

Cancellation of Exposition

It is mutually agreed that in the event the Scientific Assembly Exposition does not open or cannot be continued due to causes beyond the reasonable control of the AAFF, such as fire, strikes, natural disasters (threatened or actual), governmental regulations, terrorism, (threatened or actual), or other causes, the AAFF and exhibitors have not further contractual obligations to each other. At such time, AAFF management will determine an equitable basis for refunding a portion of the exhibit fees after due consideration of expenditures and commitments already made. AAFF is not responsible under any circumstances for an exhibitor's expenses such as airfare, lodging or exhibit shipping.

Official Service Contractor

Freeman
1515 Washington St.
Braintree, MA 02184
781-380-7550

2009 American Academy of Family Physicians Scientific Assembly Sponsorship Agreement

This serves as the official agreement between the AAFP and the 2009 Scientific Assembly sponsor named herein.

Product Name: Savella	Sponsorship Type: Product Theater 3 Forest Pharmaceuticals Inc	Date: 4 March 2009
Company Name: Forest Pharmaceuticals Inc.		Billing Information
Contact Name: Denise Padellan	Sponsorship Fee: \$35,500	Company Name and Address: Forest Pharmaceuticals, Inc. 909 Third Avenue New York, NY 10022
Contact Phone: 212-224-6676	Details: 12:45 – 1:30 Thursday, Oct 15, 2009	
Contact Fax:		
Contact Email: denise.padellan@frx.com		
Printed Materials Due:		Total Amount Due: \$35,500

Signing this agreement confirms a commitment in accordance with the 2009 printed sponsorship rate materials. A faxed, signed copy of this agreement is binding.

Payment Policy based on a fully signed agreement being received by the AAFP:

- On or after 2 February 2009 but before 12 June 2009
 - 50% deposit for total cost of sponsorship required with agreement
 - Remaining 50% due June 12, 2009
- On or after 12 June 2009
 - 100% payment for total cost of sponsorship required with agreement
- Cancellation
 - Cancellation of this agreement will result in a 100% forfeiture of the total cost of the sponsorship

Payment, in full, is due prior to any implementation of the sponsorship, at the 2009 AAFP Scientific Assembly in Boston, MA.

Agency and/or client sponsor are liable should one or the other default. Any agency signing for a client sponsor will be held responsible for the fulfillment of this agreement.

Agency and/or agency agree that the AAFP's liability on any omissions or errors in such sponsorship shall not exceed the amount of the total contract charges of the sponsorship for which the error or omission occurred.

There are no additional financial allowances provided for any discounted or adjusted sponsorship rates.

Reproduction quality of photographs, screen tints, or artwork provided cannot be guaranteed.

In the event of any conflict or inconsistency between the terms and conditions of this sponsorship agreement and those contained in any other agreement between the parties regarding the subject matter hereof, the terms and conditions of this letter of agreement shall prevail and be binding upon the parties.

Signature _____

Date _____

Please verify that all information contained in this document is complete and correct,

Sign the form and send or fax to:

American Academy of Family Physicians

Attn: Don Allison

11400 Tomahawk Creek Parkway

Leawood, Kansas 66211

Phone: (800) 274-2237 x5318 Fax: (913) 906-6082

Tom Robinett - LCC 2010 PRIORITIES - KJ Working Copy.doc

From: Kevin Jeffries <kevinj@leawoodchamber.org>
To: "Tom Robinett (trobinet@aafp.org)" <trobinet@aafp.org>
Date: 12/17/2009 1:18 AM
Subject: LCC 2010 PRIORITIES - KJ Working Copy.doc
CC: Stephanie Scholfield <stephanies@leawoodchamber.org>, Kevin Jeffries <ke...
Attachments: LCC 2010 PRIORITIES - KJ Working Copy.doc

Here is a combined effort from Stephanie and me based on our conversations last week. Should we send this out as is to the Task Force (those attending + Chris Carroll) for discussion, or do you have a few items that we should tweak? Thanks Tom?

Kevin W. Jeffries, President & CEO
Leawood Chamber of Commerce
4707 W. 135th St. Suite 270
Leawood, KS 66224
913-498-1514(voice) 913-645-8237(mobile) 913-491-0134(fax)
www.leawoodchamber.org kevinj@leawoodchamber.org

If you would prefer not to receive emails from the Leawood Chamber, please reply & type REMOVE in the subject line.