

Company	2006	2007	2008	2009	Reason(s) for Funding
GRANTS/CONTRIBUTIONS					
BCBS of Mass	\$ 5,000	\$ 5,000	\$ 5,000	\$ 2,500	Trust Award- Annual award and reception honoring an individual who has exhibited visionary leadership and symbolizes commitment and desire to rebuild trust within health care and community
BCBS of Mass (subgrant)	\$ 120,000	\$ 165,000			Trustee Role in Quality - develop curriculum for educating trustees, pilot test, and develop resources for implementation
BCBS of Mass				\$ 55,000	Trustee Role in Quality - Evaluate effectiveness of curriculum
Baxter International Foundation	\$ 105,000	\$ 105,000	\$ 105,000	\$ 105,000	Foster McGraw Prize Sponsor
Cardinal Health Foundation	\$ 105,000	\$ 105,000	\$ 105,000	\$ 105,000	Foster McGraw Prize Sponsor
GE Healthcare		\$ 2,500			Award
Group Health Cooperative	\$ 5,000				Trust Award
Hospira	\$ 45,000	\$ 50,000			Trust Award
Hospira		\$ 75,000	\$ 35,000		"Greening Health Care" a leadership education program to expand the health care field's capacity to adopt more ecologically sustainable practices
Hospira			\$ 110,000	\$ 55,000	Trustee Core Competencies - Develop report on essential competencies for effective board members and educational resources to assist trustees in achieving them
Johnson and Johnson	\$ 5,000			\$ 1,000	Trust Award
Kaiser Permanente				\$ 5,000	Trust Award

Company	2006	2007	2008	2009	Reason(s) for Funding
McKesson	\$ 25,000	\$ 25,000			Trust Award
McKesson	\$ 5,000				Seed Grant
McKesson Foundation	\$ 200,000	\$ 225,000		\$ 300,000	Quest for Quality Prize Sponsor
Med Assets Supply Chain System		\$ 5,000	\$ 10,000		Trust Award
Metlife			\$ 11,000		Trust Award
Metlife		\$ 11,000	\$ 11,000	\$ 15,000	Scholarship
Siemens Medical Solutions	\$ 3,000				Scholarship
Siemens	\$ 3,000	\$ 3,000	\$ 5,000		Seed Grant, scholarship
United Health Care			\$ 3,000	\$ 5,500	Award, Scholarship
ENDORSEMENTS					
Allen J. Flood Companies, Inc.	\$ 29,986	\$ 27,500	\$ 26,423	\$ 27,382	Endorsement
American Fidelity Assurance Company	\$ 172,975	\$ 160,692	\$ 143,661	\$ 102,618	Endorsement
ARJOHuntleigh / Diligent Services	\$ 40,000	\$ 89,044			Endorsement
Boston Mutual Life Insurance Company	\$ 408,544	\$ 316,024	\$ 307,071	\$ 389,629	Endorsement
Central States Health & Life Co. of Omaha	\$ 19,662	\$ 6,616	\$ 5,411	\$ 4,202	Endorsement
Chubb		\$ 45,166	\$ 44,493	\$ 43,761	Endorsement
Genworth Life & Assurance Company	\$ 3,042	\$ 2,901	\$ 2,420	\$ 1,571	Endorsement
Great American Life Insurance Company	\$ 50,000	\$ 50,000	\$ 50,000		Endorsement
Lloyds of London		\$ 3,938	\$ 4,106	\$ 2,923	Endorsement
National Employee Benefit Co., Inc.	\$ 75,000				Endorsement
Protective Life Insurance Company	\$ 84,719	\$ 76,015	\$ 52,583	\$ 35,810	Endorsement
Reliastar Life Insurance Company	\$ 106,820	\$ 78,142	\$ 75,000	\$ 75,000	Endorsement
Travelers		\$ 3,640			Endorsement
United Concordia	\$ 43,576	\$ 13,418	\$ 45,810	\$ 30,000	Endorsement
Unum Provident	\$ 1,326	\$ 843	\$ 2,640	\$ 1,988	Endorsement
Vertical Claims Management	\$ 116,513	\$ 75,000		\$ 35,000	Endorsement
Westlake Financial Group Inc	\$ 2,685				Endorsement
SPONSORSHIP, ADVERTISER, EXHIBITOR					
3M	\$ 51,998		\$ 22,534		Sponsor, Advertiser

Company	2006	2007	2008	2009	Reason(s) for Funding
A. J. Renner & Associates / Vista Insurance Partners of Illinois, Inc.		\$ 2,650			Exhibitor
Abbott Diabetes Care, Inc.					Exhibitor
Ace Medical Equipment Inc.				\$ 2,650	Exhibitor
ACE Medical Risk	\$ 10,000	\$ 12,100	\$ 10,300		Sponsor, Advertiser, Exhibitor
Acute Care Pharmaceuticals				\$ 2,650	Exhibitor
Adjusters International					Exhibitor
Advance Medical Designs, Inc.	\$ 2,700				Exhibitor
Advisen, Ltd.		\$ 2,050			Exhibitor
Aethon, Inc	\$ 16,600				Advertiser, Exhibitor
Aflac Incorporated				\$ 8,200	Exhibitor
AIG Consultants		\$ 4,000			Exhibitor
AIG Healthcare	\$ 3,500	\$ 14,550	\$ 17,200	\$ 9,200	Sponsor, Advertiser, Exhibitor
Air Products	\$ 5,150				Exhibitor
AIU Holdings, LLC (Lexington Insurance)					Exhibitor
AliMed, Inc.				\$ 2,650	Exhibitor
Alliant Insurance Services, Inc.		\$ 16,300	\$ 16,240	\$ 19,200	Sponsor, Exhibitor
American Appraisal Associates		\$ 2,150	\$ 2,200	\$ 4,450	Exhibitor
American Fidelity Assurance Company	\$ 3,600	\$ 3,700	\$ 4,300	\$ 4,000	Sponsor, Exhibitor
Amico Corporation			\$ 2,550	\$ 2,900	Exhibitor
Amvex Corporation	\$ 2,700	\$ 2,750	\$ 2,800		Exhibitor
Andover Healthcare, Inc			\$ 2,800		Exhibitor
Ansell Healthcare	\$ 4,900	\$ 4,900	\$ 5,200	\$ 2,650	Sponsor, Exhibitor
Aon	\$ 7,500	\$ 15,000	\$ 4,000		Sponsor, Exhibitor
AON eSolutions					Exhibitor
Aptium / AstraZeneca	\$ 36,088	\$ 53,998	\$ 15,000	\$ 58,378	Sponsor, Advertiser
Aragon Surgical, Inc.			\$ 2,875		Exhibitor
Arch Insurance Group	\$ 4,000	\$ 400	\$ 9,195	\$ 7,200	Sponsor, Exhibitor, Advertiser
Ardus Medical, Inc.	\$ 2,700		\$ 2,550		Exhibitor
Aria Medical Equipment			\$ 5,350		Exhibitor
Arizant Healthcare	\$ 2,538	\$ 3,825	\$ 4,530	\$ 8,875	Advertiser, Exhibitor
ArjoHuntleigh	\$ 100,400	\$ 103,650	\$ 168,250	\$ 168,700	Sponsor, Exhibitor
Armstrong Medical Industries	\$ 5,500	\$ 5,350	\$ 5,250	\$ 5,550	Exhibitor

Company	2006	2007	2008	2009	Reason(s) for Funding
Arthur J. Gallagher Risk Management / Gallagher Healthcare			\$ 16,800	\$ 16,800	Sponsor, Exhibitor
Atlas Insurance Management		\$ 2,050			Exhibitor
Axlotl				\$ 3,000	Sponsor
B. E. Smith			\$ 2,500		Sponsor
Batrik Medical Manufacturing Inc.		\$ 2,750			Exhibitor
Bausch & Lomb			\$ 2,550	\$ 2,650	Exhibitor
Baxter International				\$ 5,627	Advertiser
Bayer Healthcare Pharmaceuticals		\$ 5,250	\$ 11,200	\$ 8,200	Exhibitor
BD		\$ 2,750			Exhibitor
Beazley Group		\$ 2,150	\$ 1,600	\$ 10,695	Sponsor, Advertiser, Exhibitor
Bed-Check	\$ 648	\$ 2,050	\$ 2,200		Advertiser, Exhibitor
Beecher Carlson Insurance Services		\$ 8,600	\$ 6,800	\$ 9,200	Exhibitor
Benefits Planning Corporation	\$ 1,400				Exhibitor
Berlex Laboratories	\$ 5,150				Exhibitor
Bermuda Insurance Market		\$ 4,600	\$ 4,695	\$ 9,495	Advertiser, Exhibitor
BioCare				\$ 2,650	Exhibitor
Bioseal Systems				\$ 2,900	Exhibitor
Biosite	\$ 84,976	\$ 65,965	\$ 74,289		Sponsor, Advertiser
Blenheim Insurance Management (BVI) Limited				\$ 2,300	Exhibitor
BLUE ENDO		\$ 5,500			Exhibitor
BOC Medical	\$ 5,150	\$ 5,250			Exhibitor
Boston Mutual Life Insurance Company	\$ 1,750	\$ 1,900			Exhibitor
Breg, Inc.	\$ 2,450	\$ 2,700	\$ 2,750	\$ 2,900	Exhibitor
BSN Medical		\$ 2,500	\$ 2,800		Exhibitor
Business Insurance			\$ 2,300	\$ 2,300	Exhibitor
C.R. Bard, Inc.	\$ 7,150	\$ 7,700	\$ 7,800	\$ 7,850	Sponsor, Exhibitor
Cardinal Health	\$ 141,105	\$ 100,899	\$ 95,341	\$ 41,400	Sponsor, Advertiser, Exhibitor
Carmel Pharma, Inc.		\$ 2,650	\$ 9,600	\$ 2,700	Advertiser, Exhibitor
Cayman Islands Financial Services		\$ 4,200	\$ 4,300	\$ 4,500	Exhibitor
Cetylite Industries	\$ 2,700	\$ 2,850			Exhibitor
Chubb & Son			\$ 10,000	\$ 9,200	Sponsor, Exhibitor

Company	2006	2007	2008	2009	Reason(s) for Funding
Chubb Specialty Insurance	\$ 10,000	\$ 18,600	\$ 10,800		Sponsor, Exhibitor
CitiStreet (now ING)	\$ 9,430	\$ 7,050	\$ 6,950	\$ 5,000	Sponsor, Advertiser, Exhibitor
Clarity Group			\$ 395	\$ 790	Advertiser
CNA HealthPro		\$ 350	\$ 11,800	\$ 14,200	Sponsor, Advertiser, Exhibitor
Colemont Insurance Brokers		\$ 2,150			Exhibitor
Compression Therapy Concepts			\$ 2,975	\$ 8,400	Sponsor, Advertiser, Exhibitor
Corporate Benefit Services of America	\$ 1,400				Exhibitor
Covidien		\$ 5,250	\$ 9,450	\$ 5,550	Sponsor, Exhibitor
CS STARS				\$ 2,800	Exhibitor
Darwin Professional Underwriters	\$ 15,000	\$ 20,250	\$ 20,000	\$ 38,600	Sponsor, Advertiser, Exhibitor
Dempsey Partners LLC			\$ 1,700		Exhibitor
DERMASAVER / HIPSAVER		\$ 2,150			Exhibitor
DeRoyal	\$ 6,000	\$ 8,400	\$ 6,450	\$ 6,800	Sponsor, Exhibitor
Diagnostic Test Group				\$ 2,650	Exhibitor
Dion, Durrell + Associates Inc.		\$ 2,150			Exhibitor
dj Orthopedics	\$ 2,700	\$ 2,750			Exhibitor
DJO, LLC		\$ 950			Sponsor
DM Systems Inc.	\$ 2,700				Exhibitor
Dornier MedTech			\$ 2,550		Exhibitor
Draeger		\$ 19,669	\$ 10,000	\$ 123,821	Sponsor, Advertiser
DSI		\$ 2,750	\$ 6,075	\$ 5,300	Sponsor
Dukal Corporation	\$ 2,700	\$ 2,750			Exhibitor
Eclipsys			\$ 15,000	\$ 117,850	Sponsor, Advertiser
Eloquest Healthcare				\$ 2,650	Exhibitor
Encision, Inc.		\$ 3,600	\$ 1,995	\$ 2,595	Advertiser, Exhibitor
Encompass Group	\$ 6,050	\$ 6,300	\$ 6,250	\$ 8,450	Sponsor, Exhibitor
Endurance Services Limited		\$ 855	\$ 2,650	\$ 2,650	Advertiser, Exhibitor
EPS Settlements Group		\$ 4,700	\$ 5,590	\$ 5,395	Sponsor, Advertiser, Exhibitor
ESIS, Inc				\$ 2,800	Exhibitor
Ethicon		\$ 8,000	\$ 9,000	\$ 9,500	Sponsor
Ethicon Endo-Surgery	\$ 2,450	\$ 2,750	\$ 5,450	\$ 6,300	Advertiser, Exhibitor
Ferris Mfg. Corp			\$ 2,875		Exhibitor
Fidelity Investments	\$ 12,880	\$ 10,000	\$ 18,800	\$ 20,000	Sponsor, Exhibitor

Company	2006	2007	2008	2009	Reason(s) for Funding
Fireman's Fund Insurance Company			\$ 7,300	\$ 15,700	Sponsor, Exhibitor
Freedom Medical, Inc.			\$ 2,550		Exhibitor
Fujinon Inc	\$ 2,700	\$ 2,750	\$ 2,500		Exhibitor
Gallagher Healthcare Insurance Services	\$ 15,000	\$ 18,600	\$ 2,000	\$ 6,395	Sponsor, Advertiser, Exhibitor
GE	\$ 104,958	\$ 152,518	\$ 86,484	\$ 113,390	Sponsor, Advertiser
GE Healthcare	\$ 7,000	\$ 3,175	\$ 3,200	\$ 2,700	Sponsor, Exhibitor
Gore & Associates		\$ 2,500			Exhibitor
Great-West Retirement Services	\$ 2,880	\$ 9,700	\$ 9,265	\$ 8,000	Sponsor, Advertiser, Exhibitor
Haworth, Inc.	\$ 1,000				Sponsor
Health Care Logistics	\$ 2,700	\$ 7,750	\$ 7,900	\$ 8,310	Exhibitor
Healthcare Insurance Professionals, Inc.		\$ 4,200	\$ 4,300		Exhibitor
Healthcare Liability Solutions, Inc.		\$ 4,400	\$ 4,300	\$ 5,000	Exhibitor
Heartland Therapy Provider Network				\$ 2,400	Exhibitor
Hilb Rogal and Hobbs	\$ 5,500	\$ 11,600	\$ 13,800		Sponsor, Exhibitor
Hill Rom				\$ 80,000	Sponsor
Hill-Rom	\$ 4,550	\$ 2,450	\$ 7,500		Sponsor, Exhibitor
Hiscox USA				\$ 2,400	Exhibitor
Hot Dog (Augustine Biomedical)			\$ 2,800	\$ 2,900	Exhibitor
Hudson Insurance Group		\$ 8,850		\$ 9,200	Exhibitor
ICU Medical, Inc.	\$ 2,450	\$ 10,300	\$ 7,300		Advertiser, Exhibitor
Impulse Monitoring Inc.			\$ 2,200	\$ 100	Exhibitor
IMS				\$ 10,000	Sponsor
Inservco Insurance Services Co.				\$ 395	Advertiser
InsMed Insurance Age	\$ 1,850	\$ 1,900	\$ 1,850		Exhibitor
Integra Jarit	\$ 2,700	\$ 2,750	\$ 2,800	\$ 2,900	Exhibitor
Integrated Medical Systems			\$ 10,000	\$ 3,000	Sponsor
Integro Insurance Brokers	\$ 5,000	\$ 17,700	\$ 18,600	\$ 14,200	Sponsor, Exhibitor
Intercare Insurance Services			\$ 2,200	\$ 1,700	Exhibitor
Isabel Healthcare Inc.			\$ 395		Advertiser
J. Smith Lanier & Co.		\$ 2,150	\$ 2,200		Exhibitor
Jardine Lloyd Thompson, LLC	\$ 12,000				Sponsor
Joslin Orthopedic Gear				\$ 2,900	Exhibitor
Kaiser Permanente	\$ 350	\$ 2,150			Exhibitor

Company	2006	2007	2008	2009	Reason(s) for Funding
KCI	\$ 4,800	\$ 5,250	\$ 5,100	\$ 5,550	Exhibitor
Kevin F. Donoghue & Associates			\$ 2,300	\$ 2,200	Exhibitor
Key Surgical	\$ 2,700			\$ 2,900	Exhibitor
Kimberly-Clark Corporation	\$ 33,300	\$ 30,500	\$ 30,045	\$ 14,485	Sponsor, Exhibitor
Kopp Development Inc.		\$ 2,150	\$ 2,200	\$ 2,300	Exhibitor
Laclede/Biotene	\$ 2,700	\$ 2,500			Exhibitor
Lantiseptic Division, Summit Industries	\$ 2,450				Exhibitor
Lanzko Consulting, Inc.				\$ 2,300	Exhibitor
Laydee Lorayne, Inc.	\$ 2,450				Exhibitor
Lincoln Financial Group	\$ 2,880	\$ 3,340	\$ 6,300	\$ 4,100	Sponsor, Advertiser, Exhibitor
Lincoln Financial Group				\$ 2,800	Exhibitor
LTC Alliance		\$ 4,100	\$ 4,300	\$ 4,500	Exhibitor
MarketLab, Inc.		\$ 5,250			Exhibitor
Marsh USA Inc.	\$ 15,000	\$ 32,300	\$ 10,000	\$ 10,000	Sponsor, Exhibitor
Masimo	\$ 5,150	\$ 2,750	\$ 2,800		Exhibitor
Mass Mutual Retirement	\$ 1,750	\$ 1,900	\$ 1,850		Exhibitor
McKesson			\$ 10,000	\$ 10,000	Sponsor
McKesson	\$ 231,406	\$ 243,800	\$ 265,922	\$ 255,050	Sponsor, Advertiser, Exhibitor
McKesson Medical-Surgical	\$ 18,500				Sponsor
Meadowbrook Insurance Group				\$ 395	Advertiser
Med Law Claims Corp.			\$ 2,695	\$ 2,200	Advertiser, Exhibitor
Med-E-Quip	\$ 2,450	\$ 2,500	\$ 2,550		Exhibitor
Medical Action Industries	\$ 2,450		\$ 2,550	\$ 2,650	Exhibitor
Medical Protective		\$ 7,700	\$ 11,590	\$ 15,495	Sponsor, Advertiser, Exhibitor
MediConnect Global			\$ 2,300		Exhibitor
Medline	\$ 2,100	\$ 3,500	\$ 6,000	\$ 3,900	Sponsor
Medline Industries	\$ 5,150	\$ 5,250	\$ 5,350	\$ 5,550	Exhibitor
MedStat / Thomson Reuters	\$ 18,750				
MEGADYNE Medical Products	\$ 2,650	\$ 2,850	\$ 2,800		Exhibitor
Merastar Insurance Company		\$ 1,900			Exhibitor
MetLife Resources	\$ 1,000	\$ 5,500	\$ 3,800	\$ 4,000	Advertiser, Exhibitor
MHA Insurance Company	\$ 250	\$ 2,750	\$ 395		Advertiser
Mobile Instrument Service & Repair	\$ 22,200	\$ 19,325	\$ 7,750	\$ 11,050	Sponsor, Advertiser, Exhibitor

Company	2006	2007	2008	2009	Reason(s) for Funding
Molnlycke Health Care			\$ 2,800	\$ 2,650	Exhibitor
Monitor Liability Managers, Inc.		\$ 2,150			Exhibitor
Myron Steves Healthcare Solutions	\$ 500	\$ 6,750	\$ 4,590		Sponsor, Advertiser, Exhibitor
Neace Lukens	\$ 500	\$ 6,950			Exhibitor
NORCAL Mutual Insurance Company		\$ 6,850	\$ 3,200	\$ 3,400	Advertiser, Exhibitor
Nova Biomedical Corporation			\$ 2,200		Exhibitor
OHIC Insurance Co.		\$ 2,810			Advertiser, Exhibitor
OHIC Insurance/The Doctors Company					Exhibitor
Olympus America	\$ 5,150	\$ 5,250	\$ 2,550		Exhibitor
OneBeacon Professional Partners			\$ 3,000		Sponsor
Ortho McNeil / Johnson & Johnson			\$ 172,000	\$ 329,750	Sponsor, Advertiser
Osteotech	\$ 2,450	\$ 2,750	\$ 2,800	\$ 2,900	Exhibitor
Otsuka Pharmaceutical				\$ 10,000	Sponsor
Owens & Minor	\$ 10,650	\$ 16,700	\$ 21,700	\$ 23,000	Sponsor, Exhibitor
Pacific Wholesale Insurance Brokers			\$ 2,350		Exhibitor
Pall Medical				\$ 2,300	Exhibitor
PARI Respiratory Equipment	\$ 2,700				Exhibitor
Patient Safety & Risk Solutions, LLC		\$ 2,050	\$ 9,200	\$ 500	Advertiser, Exhibitor
PDI - Professional Disposables, Inc.	\$ 2,450	\$ 2,750	\$ 2,975	\$ 2,650	Exhibitor
Perr & Knight, Inc.		\$ 1,650			Exhibitor
Pfizer				\$ 30,000	Sponsor
PGI/Chicopee		\$ 2,500			Exhibitor
Pharmaconsultant Inc.			\$ 2,300		Exhibitor
Posey Company		\$ 2,050	\$ 2,200	\$ 2,300	Exhibitor, Advertiser
Praxair Healthcare Services	\$ 5,050	\$ 5,250	\$ 8,550	\$ 5,550	Exhibitor, Advertiser
Premier Insurance	\$ 1,400	\$ 1,800			Exhibitor
ProClaim America, Inc.	\$ 150	\$ 8,600	\$ 5,800		Exhibitor
Procter & Gamble	\$ 2,700	\$ 2,750	\$ 2,800	\$ 2,900	Exhibitor
Professional Risk Management Services, Inc. - PRMS		\$ 4,495	\$ 4,595	\$ 395	Exhibitor, Advertiser
ProMutual Group				\$ 2,695	Advertiser, Exhibitor
Propper Manufacturing	\$ 2,450	\$ 2,500	\$ 2,550	\$ 2,650	Exhibitor
Prudential Financial		\$ 3,700			Exhibitor

Company	2006	2007	2008	2009	Reason(s) for Funding
Prudential Retirement				\$ 2,050	Exhibitor
RADAR Medical Systems, LLC		\$ 2,150			Exhibitor
ReliaMed			\$ 2,550		Exhibitor
RF Surgical Systems, Inc.		\$ 3,800	\$ 2,745	\$ 9,745	Advertiser, Exhibitor
Ringler Associates		\$ 4,100	\$ 4,595		Advertiser, Exhibitor
Risk & Insurance			\$ 2,200		Exhibitor
Risk Enterprise Management Limited				\$ 2,400	Exhibitor
Risk Management Solutions			\$ 395	\$ 395	Advertiser
Risk Services, Inc.			\$ 2,200		Exhibitor
RMS Medical Products/Repro-Med Systems		\$ 2,500			Exhibitor
S & W Healthcare Corp.	\$ 2,700	\$ 2,750	\$ 2,800	\$ 2,900	Exhibitor
Safety Medical International, Inc.	\$ 2,700				Exhibitor
Safety National Casualty Corporation		\$ 4,700	\$ 18,090	\$ 12,595	Sponsor, Advertiser, Exhibitor
Sandel Medical Industries		\$ 2,250			Exhibitor
SanoFi-Aventis US LLC		\$ 4,100	\$ 3,300		Exhibitor
Scanlan International, Inc.			\$ 2,800	\$ 2,900	Exhibitor
Scios	\$ 25,000				Sponsor, Advertiser
Sedgwick CMS		\$ 11,250	\$ 7,590	\$ 17,645	Advertiser, Exhibitor
Senior Risk, LLC			\$ 2,200	\$ 2,300	Exhibitor
Shoulder Dystocia Litigation Consultants			\$ 2,200		Exhibitor
Siemens	\$ 215,500	\$ 113,500	\$ 127,500	\$ 282,600	Sponsor, Advertiser
Siemens Medical				\$ 25,000	Sponsor
Siemens Medical Solutions	\$ 18,000	\$ 15,000	\$ 20,000		Sponsor
Siesko Partners, LLC			\$ 2,200		Exhibitor
Sklar Instruments				\$ 2,650	Exhibitor
Skyview Loss Prevention Services		\$ 1,550		\$ 1,700	Exhibitor
Smith Bell & Thompson, Inc.		\$ 2,050	\$ 395		Exhibitor, Advertiser
SOMA Technologies	\$ 2,450				Exhibitor
Soma Technology, Inc			\$ 400		advertiser
South Carolina Captive Insurance Association (SCCIA)					Exhibitor
Spectrum Surgical	\$ 1,700	\$ 3,630	\$ 5,790	\$ 6,186	advertiser
Spectrum Surgical Instruments			\$ 2,800	\$ 2,900	Exhibitor

Company	2006	2007	2008	2009	Reason(s) for Funding
SSI Ultra/Ultra Containers		\$ 2,500	\$ 2,550		Exhibitor
Standard Malaysian Glove	\$ 10,800	\$ 6,850		\$ 2,900	Advertiser, Exhibitor
State of Vermont		\$ 1,550	\$ 1,600	\$ 500	Exhibitor
SterilMed, Inc.	\$ 2,450	\$ 5,450	\$ 2,800	\$ 2,900	Exhibitor
Structured Financial Associates, Inc. / SFA			\$ 2,595	\$ 1,700	Advertiser, Exhibitor
Stryker	\$ 5,150	\$ 2,750		\$ 2,650	Exhibitor
Summit Doppler Systems			\$ 2,800		Exhibitor
Superior Vision Services, Inc.				\$ 2,050	Exhibitor
SurgiCount Medical			\$ 2,300	\$ 9,600	Exhibitor
Techlem Medical Corporation				\$ 2,900	Exhibitor
Technicuff	\$ 5,150			\$ 5,300	Exhibitor
Terrier Claims Services			\$ 2,200		Exhibitor
TGM2				\$ 2,650	Exhibitor
The Doctors Company	\$ 950	\$ 500		\$ 2,200	Advertiser, Exhibitor
The Hartford	\$ 25,380	\$ 25,460	\$ 27,125	\$ 26,050	Sponsor, Advertiser, Exhibitor
TIAA-CREF	\$ 11,100	\$ 11,200	\$ 1,560	\$ 4,000	Sponsor, Exhibitor
Tidi Products				\$ 2,900	Exhibitor
TopoTarget USA, Inc.			\$ 4,500		Exhibitor
Towers Perrin (Towers Watson)		\$ 1,700	\$ 1,950	\$ 6,500	Sponsor, Advertiser, Exhibitor
Travelers Companies, Inc.			\$ 2,200	\$ 5,900	Exhibitor
Trimline Medical Products corp.	\$ 2,700	\$ 2,750	\$ 3,350	\$ 2,850	Sponsor, Exhibitor
U.S. Risk Insurance Group		\$ 4,200	\$ 3,300		Exhibitor
US Med-Equip, Inc.			\$ 2,800		Exhibitor
VALIC (AIG)	\$ 1,000	\$ 5,200	\$ 1,500	\$ 27,050	Sponsor, Advertiser, Exhibitor
Vanuatu Captive Insurance Association				\$ 2,400	Exhibitor
Ventana Medical Systems, Inc.				\$ 2,300	Exhibitor
Vertical Claims Management	\$ 6,150	\$ 11,700	\$ 9,695		Sponsor, Advertiser, Exhibitor
Wachovia Insurance Services		\$ 8,600			Exhibitor
Walgreens	\$ 15,000	\$ 25,000	\$ 12,000	\$ 11,000	Sponsor, Exhibitor
WCMA, Inc	\$ 2,500	\$ 3,500			Advertiser, Exhibitor
Wells Fargo Insurance Trust			\$ 2,200		Exhibitor
Western Litigation, Inc.		\$ 2,500	\$ 1,995	\$ 2,990	Advertiser, Exhibitor
Wexford Underwriting Managers, Inc.		\$ 1,550			Exhibitor

Company	2006	2007	2008	2009	Reason(s) for Funding
Willis Corroon Corp.		\$ 6,600			Exhibitor
Willis Healthcare Practice	\$ 10,000	\$ 10,000	\$ 19,590	\$ 11,000	Sponsor, Advertiser, Exhibitor
Willis HRH Healthcare				\$ 395	Advertiser
Willis North America		\$ 2,000		\$ 4,500	Exhibitor
Windstone Medical Packaging		\$ 2,500	\$ 2,550		Exhibitor
Zurich North America		\$ 250	\$ 8,800	\$ 9,200	Exhibitor
ZymoGenetics, Inc.				\$ 2,800	Exhibitor



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January 26, 2010

Via Electronic Transmission

The Honorable Charles E. Grassley
Ranking Minority Member
Senate Finance Committee
Washington, DC 20510

Dear Senator Grassley:

This letter responds to your inquiry regarding the American Hospital Association's (AHA) receipt of funding from pharmaceutical companies, medical device companies, foundations established by these companies, or insurance companies. The AHA was among a number of organizations to receive this request.

The AHA, a section 501(c)(6) trade association, represents approximately 5,000 hospitals, health care systems and other health care organizations, as well as 352 associate members and 37,000 individual members. The AHA's activities are predominately supported by member dues, which represent over half of operating revenue. The AHA's total operating revenue in 2008 was \$131 million.

As described in your letter, the background for this request is a separate inquiry you conducted regarding pharmaceutical company funding for consulting arrangements and continuing medical education (CME), and a concern about the lack of transparency regarding the receipt of funding. The discussion below describes the ways in which AHA makes its sources of funding public.

Attached to this letter is a chart providing information on the amounts of revenue received from pharmaceutical, medical device, and insurance companies, and the purpose of the funding for AHA and its tax-exempt affiliates and taxable subsidiaries; this includes contractual relationships between taxable entities and companies in the named industries.ⁱ

The following are responses to the additional five questions requesting information.



1) Describe the policies for accepting industry funds and whether a company may place restrictions or provide guidance on how the funding is spent.

The AHA's activities are conducted to support achievement of its mission and strategic plan. The AHA exercises ultimate control over how outside funding is spent. An exception is the use of donations and grants that fund award programs and research and education to foster excellence in patient care and improvements in community health and the delivery of care. The industry funding received is predominately for sponsorship opportunities (e.g., meetings, events, special inserts in publications), endorsements of insurance products to assist hospitals in meeting corporate responsibilities, advertising and grants. In some instances, sponsorship opportunities in publications or other communication vehicles related to new or emerging issues are suggested by a company and may, after vetting by the AHA, be accepted. The content and editorial control remains with the AHA; input may be offered by the company.

2) Explain any situations in which restrictions apply to the use of funding.

The Foster G. McGaw Prize and the Quest for Quality Prize are two of the grant-funded programs. Additional donation- or grant-funded programs are highlighted in the chart attached.

The Foster G. McGaw Prize recognizes hospitals that have distinguished themselves through efforts to improve the health and well-being of everyone in their communities. It has been funded by donations from The Baxter International Foundation, Cardinal Health Foundation and the AHA. During the period 2006-2009, the outside funding was the same for each year: \$105,000 from each foundation for prize money to the award recipients and for administrative expenses other than staffing. The AHA contributed \$80,000 each year to administer the prize. Administrative expenses are related to staffing, costs for vetting the potential recipients, including on-site, multi-day visits at four locations; and honoring the winners and finalists, including publicizing their community service efforts as examples for others. More information about these awards is available on our Web site: www.aha.org/aha/news-center/awards.

The Quest for Quality Prize recognizes hospital achievements in pursuing the Institute of Medicine's six quality aims and the development of models and systems that can be used by the hospital field. It is funded by the McKesson Foundation: \$200,000 in 2006, \$225,000 in 2007, and \$300,000 in 2009.

3) Explain any plans to adopt policies to ensure transparency of funding.

Financial support received from the industry is currently publicly disclosed through a variety of means. Funding for an award program is recognized through the naming of the award and/or in all related promotional and recognition materials. Similarly, grant projects acknowledge and recognize the financial support of the funder. Sponsorship is publicly recognized as part of the meeting, event or activity and often in advance promotional or related program materials.

Endorsed products are publicized on the Web site. The AHA is reviewing its practices and will consider those best practices consistent in the field and promoted by organizations such as ASAE and the Association Forum of Chicagoland, and other such professional organizations, with the intent to establish formal policies.

4) Explain policies on disclosure of outside income by top executives and board members.

The AHA's board-approved conflict of interest statement requires that AHA officers, board members and employees uphold the highest standards of ethical behavior. As described below, board members and all employees must make full disclosure of any interest that might result in or be deemed to involve a conflict on their part. This would include an affiliation that constitutes a source of income that might reasonably be deemed to involve a possible conflict of interest. Any disclosure of a potential conflict is reviewed and appropriate action taken.

The following is an excerpt from the policy:

It is the responsibility of AHA governance participants to make full disclosure of any interest which might result in a conflict on their part. The Board of Trustees makes a like requirement of an employee and forbids any material conflict of interest on the part of an employee (including an officer who is also an employee).

5) Provide disclosures of outside income filed by top executives and board members.

The AHA's conflict of interest statement and questionnaire, for board members and top executives, was updated last year to capture the information on governance policies requested in Form 990 Part VI Governance, Management and Disclosure about the types of interests that could "give rise to conflicts." The questionnaire, like Form 990, focuses on "relationships" that could give rise to a conflict. There were no disclosures involving conflicts of interest for the industries at issue.

As the national advocate for hospitals, the American Hospital Association has consistently supported our members as they develop policies and practices towards becoming more accessible to and transparent with their patients and communities. The hospital field has a strong historic commitment to transparency, and we're committed to doing even more to build and strengthen the relationships with our patients and communities.

The AHA follows a similar policy of transparency within our own organization, with our leadership and board, with our hospital membership and with the broader public. We support having policies and practices in place to assure that when AHA engages in relationships with vendors its mission is served and the relationship is transparent to members and others who turn to the AHA for information.

The Honorable Charles E. Grassley

January 26, 2010

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For more information, please contact Melinda Hatton, AHA's General Counsel, at mhatton@aha.org or (202) 626-2336.

Sincerely,

A handwritten signature in black ink, appearing to read "Rich Umbdenstock". The signature is fluid and cursive, with the first name "Rich" and last name "Umbdenstock" clearly distinguishable.

Rich Umbdenstock

President & CEO

Attachment

ⁱ Through one of the Association's associate membership categories, firms, including those in the pharmaceutical, medical device and insurance industries, have the opportunity to become associate members. The benefits available to associate members are the same regardless of the member affiliation. Information about AHA's associate membership program is available at: <http://www.aha.org/aha/member-center/associate-members/becomemember.html>.