



# Board of Directors Report D to the 2017 Congress of Delegates

## AAFP Non-Dues Revenue

(1) This is an informational Board of Directors report that provides an annual update on the sources of non-dues revenue for the American Academy of Family Physicians (AAFP) and the development of new sources through public and private foundations; federal grants and contracts; and the General Services Administration (GSA).

### AAFP Non-Dues Revenue

(2) The AAFP provides a wide range of products and services to fulfill its mission. Currently, the AAFP's annual operational expenditures are approximately \$85 million; however, revenue from dues comprises only \$29 million—or about 34%—of the funds needed to cover AAFP operations. The remaining 66% is funded from non-dues revenue sources. AAFP senior staff members, under the leadership of the AAFP Board of Directors, have made a concerted effort over the past several years to diversify the AAFP's non-dues revenue streams. In addition, they have worked diligently to ensure that the AAFP's current non-dues revenue drivers are maintained or strengthened to continue supporting the AAFP's overall programming.

(3) Historically, the AAFP has received substantial funding from pharmaceutical companies. Current industry trends in funding are similar to last year's trends. Therefore, the AAFP has been strategically diversifying its product offerings and funding sources to better capitalize on pharmaceutical funding and reach a more diverse audience.

(4) FY16-17 non-dues gross revenue from federal sources (including prime grant awards, subcontracts, and other federal contract mechanisms) exceeds \$1.8 million. As a recipient of federal grant dollars, the AAFP is subject to compliance with audit requirements of the federal Office of Management and Budget (OMB) Circular A-133. A detailed schedule of federal awards and any related audit findings are published in the AAFP's audit report, which is submitted to AAFP leadership independent of this Board report.

(5) The AAFP's Grants Management Office (GMO) develops and maintains policies and procedures for grants management; provides training for internal staff (i.e., grants and program staff); provides technical oversight of all grants staff; and serves as a liaison between grantors and program staff on all issues related to grants management. The GMO also helps to assess performance based on resource effectiveness (e.g., time spent seeking grants, relationship building, grants management), success rate, diversity of funding mix, and funding trends.

(6) The AAFP's top 20 non-dues supporters in gross dollars for FY16-17 are listed below. Sources of non-dues funding include journal advertising (print and online); AAFP Family Medicine Experience (FMX) support (i.e., exhibits, general sponsorships, satellite programs, and product theaters); and other grant and contract support (i.e., continuing medical education [CME], sponsorships, non-accredited education programs, and research). Journal advertising support in FY16-17 decreased from FY15-16 by \$2,149,864. FMX sponsorships in FY16-17 decreased from FY15-16 by \$236,625. Federal dollars secured through prime and subcontract grants and contracts total more than \$1.9 million in non-dues funding for FY16-17. The AAFP's GSA contract awarded a total of \$926,393 in federal dollars through the Health Resources and Services Administration (HRSA) for FY16-17 and appears in the list of top 20 sources of non-dues funding.

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External Support to AAFP (Top 20)  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Programs	Other Support	Grand Total
GlaxoSmithKline	\$ 2,377,294.74	\$ 88,900.00	\$ -	\$ -	\$ 2,466,194.74
YourMembership	\$ 1,402,893.00	\$ -	\$ -	\$ -	\$ 1,402,893.00
Eli Lilly & Company	\$ 1,216,322.50	\$ -	\$ -	\$ -	\$ 1,216,322.50
Health Resources & Services Administration	\$ -	\$ -	\$ 926,392.53	\$ -	\$ 926,392.53
Sanofi	\$ 679,558.00	\$ 210,300.00	\$ 31,000.00	\$ -	\$ 920,858.00
Pfizer Inc.	\$ 860,117.23	\$ 15,000.00	\$ 20,000.00	\$ -	\$ 895,117.23
Gilead Sciences	\$ 562,112.75	\$ 94,100.00	\$ -	\$ -	\$ 656,212.75
AstraZeneca Pharmaceuticals LP	\$ 553,239.63	\$ 33,000.00	\$ -	\$ -	\$ 586,239.63
Merck	\$ 93,840.00	\$ 26,600.00	\$ 460,517.00	\$ -	\$ 580,957.00
Shire Pharma	\$ 524,265.89	\$ 51,500.00	\$ -	\$ -	\$ 575,765.89
American Academy of Family Physicians Foundation (AAFPF)	\$ -	\$ 900.00	\$ 476,602.00	\$ 250.00	\$ 477,752.00
Janssen Pharmaceuticals, Inc.	\$ 302,916.73	\$ 108,100.00	\$ -	\$ -	\$ 411,016.73
Teva Pharmaceutical Industries Ltd.	\$ 255,552.50	\$ 140,700.00	\$ -	\$ -	\$ 396,252.50
Novartis Pharmaceuticals Corporation	\$ 121,022.45	\$ 246,700.00	\$ -	\$ -	\$ 367,722.45
Pharmavite LLC	\$ -	\$ -	\$ 343,541.10	\$ -	\$ 343,541.10
Amgen Inc.	\$ 204,246.50	\$ 99,900.00	\$ -	\$ -	\$ 304,146.50
Bayer	\$ 289,714.00	\$ 9,600.00	\$ -	\$ 1,500.00	\$ 300,814.00
Boehringer Ingelheim Pharmaceuticals, Inc.	\$ 136,586.44	\$ -	\$ 158,978.00	\$ -	\$ 295,564.44
PCORI	\$ -	\$ -	\$ 248,109.83	\$ -	\$ 248,109.83
Centers for Disease Control & Prevention (CDC)	\$ 27,911.50	\$ 10,000.00	\$ 204,957.00	\$ 3,000.00	\$ 245,868.50
	<b>\$ 9,607,593.87</b>	<b>\$ 1,135,300.00</b>	<b>\$ 2,870,097.46</b>	<b>\$ 4,750.00</b>	<b>\$ 13,617,741.33</b>

## State of External Support

(7) The last Board report to the Congress of Delegates (COD) noted that the AAFP continues to experience changes in relationships with pharmaceutical and medical device companies. Challenges persist due to an increase in significant late-stage failures in the research pipelines of major pharmaceutical players, the loss of patent exclusivity for blockbuster drugs, fewer new blockbuster drugs, and a shift to generic prescribing due to increased costs for newer medications. New challenges of note this year are the pharmaceutical companies' increased struggle to get new drugs on formularies and large pharmaceutical players working together to bring drugs to market. Both factors have a strong effect on the amount of money being spent on advertising and education. The uncertain political climate has also caused many companies to be somewhat more cautious in their approach to marketing and grant-related spending.

(8) The pharmaceutical/industry environment remains competitive, and opportunities continue to narrow to specific initiatives. Opportunities for funding to support accredited and non-accredited educational programming require targeted versus broad objectives, impact and reach beyond the family physician, and a high level of outcomes. Multi-year, large dollar (>\$300,000) opportunities are no longer "the norm."

(9) Funding from federal sources is dependent on money made available to agencies in the federal budget. The administration has the greatest influence on the federal budget and funding priorities. Emergent public health issues (e.g., Zika, Ebola virus) and needs may also impact availability of federal funds. The GMO follows the federal budget and appropriations closely. While we do not expect a significant impact on our traditional federal funding sources, we are proactively expanding relationships with agencies that could realize an increase in funding.

(10) The foundation funding environment remains stable. Opportunities for financial support from public and private foundations are generally limited to each foundation's specific mission, priorities, and areas of interest/focus. The reality of this funding stream is that opportunities are limited in frequency (i.e., how often opportunities are available) and longevity (i.e., funding is for a limited time frame). Timing for submissions to foundations is unpredictable; therefore, funding opportunities require constant monitoring. Many foundations do not accept unsolicited applications/proposals, so having a relationship with these foundations is critical to the AAFP's success. In addition, most foundations allow for limited or no recovery of indirect costs. The Strategic Partnerships Division (SPD) and its internal partners must carefully consider the

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1 financial impact of operating a project—especially one that inflicts a heavy administrative burden—within  
2 these limitations.

3  
4 (11) Most pharmaceutical and health care companies are implementing a higher level of scrutiny and  
5 review of proposed programs to ensure their expenditure results in a high return on investment. As  
6 competition increases for funding, it will be crucial to strengthen our initial proposals and our outcomes  
7 reporting. Limited requests for proposals (RFPs) and restricted opportunities for grant submissions continue  
8 to be the norm. Supporters are shying away from single-support activities and are encouraging multi-support  
9 programs/grants instead. This increases the complexity of securing support for a single activity.

10  
11 (12) Industry's funding environment affects support for CME produced by the AAFP and its chapters. The  
12 Continuing Medical Education Division and the SPD continue to work together closely to identify programs  
13 that will benefit chapters and the AAFP. Although industry support for accredited CME is unlikely to  
14 disappear entirely, greater restrictions have resulted from cultural, regulatory, and economic changes.

15  
16 (13) Funding secured for sponsored projects (both CME and non-CME) in FY16-17 decreased by \$2.8  
17 million from FY15-16. Support for CME programs in FY16-17 decreased by more than \$800,000 from the  
18 previous year. Funding secured for non-accredited projects, including dollars secured from foundation and  
19 federal sources, decreased by \$1.9 million from FY15-16. The SPD continues to secure equipment for in-  
20 kind support of FMX and national procedural skills CME programs.

### 21 22 23 **AAFP Family Medicine Experience and National Conference**

24  
25 (14) The AAFP Family Medicine Experience continues to be a major source of non-dues revenue, with a  
26 consistent number of companies exhibiting. While larger exhibit booths are beginning to shrink in size due  
27 to exhibitors' budget constraints, the number of smaller company exhibitors has increased, which has  
28 resulted in a maintained level of square footage for the FMX Expo Hall. In FY16-17, total non-dues revenue  
29 from FMX sales decreased by \$236,625 from FY15-16. Revenue from FMX exhibit sales, sponsorships, and  
30 satellite CME events decreased by \$351,488 in FY16-17. Revenue from registration and other meeting-  
31 related income increased by \$331,507 from the previous year. Grant support (both CME and non-CME) for  
32 FMX increased by \$114,863 from FY15-16.

33  
34 (15) Exhibit and sponsorship revenue from the National Conference of Family Medicine Residents and  
35 Medical Students increased in FY16-17 by \$32,050 from the previous year.

### 36 37 38 **AAFP Journal Advertising Revenue**

39  
40 (16) Journal advertising produced \$11,987,734 in revenue in FY16-17, 68% of which was for advertising  
41 in *American Family Physician (AFP)*. Pharmaceutical advertising—particularly print advertising—is  
42 overwhelmingly the largest source of journal revenue. It is predominantly impacted by external forces  
43 beyond the control of any medical journal, namely, pharmaceutical product development activity and  
44 pharmaceutical economic factors that impact spending decisions. Because this phenomenon impacts all  
45 medical journals, *AFP's* advertising market share remains strong in both up years and down years, and *AFP*  
46 is still the top advertising buy in primary care.

47  
48 (17) Non-pharmaceutical products now represent 45% of all AAFP journal advertisers. However, due to  
49 their smaller budgets and single-page ads, they represent only 14% of total advertising revenue.

50  
51 (18) Online (i.e., website) advertising is approximately 20% of the journals' total advertising revenue, with  
52 \$2.4 million in gross revenue generated by the journals in FY16-17.

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1 (19) Print classified (i.e., recruitment) advertising also contributes to the AAFP's non-dues revenue, with  
2 \$1.4 million in gross revenue generated by the journals in FY16-17.

3  
4 (20) *Family Practice Management (FPM)* generated approximately \$322,988 in total advertising revenue  
5 in FY16-17; approximately 81% of this revenue is from online advertising. *FPM* advertising is sold primarily  
6 in conjunction with *AFP* advertising through package buys, which help both *AFP* and *FPM*.

### 8 **June 1, 2016 to May 31, 2017**

9 Journal Print Display Advertising	\$8,136,514
10 Online Advertising	\$2,448,327
11 Classified and Other Advertising	\$1,402,893
12 <b><u>FY16-17 Total Advertising</u></b>	<b><u>\$11,987,734</u></b>

### 13 14 15 **Educational Programs**

16  
17 (21) Support for AAFP CME programming in FY16-17 decreased from FY15-16 by \$832,944. Support for  
18 non-accredited education (e.g., office-based tools, patient education, and research) decreased by  
19 \$1,994,545 from the previous year.

20  
21 (22) The challenges in securing support for CME can be attributed, in part, to ongoing regulatory  
22 pressures. In addition, industry grant offices continue to dedicate less money to exclusively support large,  
23 longitudinal CME programs that offer a higher level of learning, are comprehensive, have outcomes  
24 analyses, and can accurately measure impact on patient and population health. RFPs that include specific  
25 requirements to support a structured selection process are common, and many industry grant offices have  
26 implemented limited grant-funding cycles. These cycles give the AAFP only one or two opportunities per  
27 year to submit proposals.

28  
29 (23) Industry views the AAFP as a leader in producing CME programs. Therefore, the AAFP still captures  
30 a portion of the market and is a key organization that industry will continue to support.

### 31 32 **Transparency**

33  
34 (24) In April 2011, the AAFP adopted the Council of Medical Specialty Societies (CMSS) *Code for*  
35 *Interactions with Companies*. The AAFP has endorsed these guidelines to reinforce core principles that help  
36 us maintain actual and perceived independence, as well as to ensure that interactions with companies  
37 benefit patients and members and improve quality of care. Appendix A is included as part of this report and  
38 posted on [aafp.org](http://aafp.org) in support of the CMSS code and in the interest of transparency to AAFP members and  
39 the public.

### 40 41 **Future**

42  
43 (25) Non-dues sources of funding make up most of the AAFP's revenue and, therefore, are critical to its  
44 ongoing success. As a not-for-profit, health-related membership organization, the AAFP limits its sources of  
45 non-dues revenue to those that are ethical, aligned with the AAFP's mission, and consistent with the values  
46 and expectations of AAFP members and their patients. To that end, the AAFP is committed to creating a  
47 diverse portfolio of non-dues revenue opportunities that deliver quality products and services to save AAFP  
48 members time and provide up-to-date, evidence-based information for members and the patients they serve.

49  
50 (26) Industry support continues to decline due to the impact of numerous regulations and the lack of new  
51 blockbuster primary care drugs. SPD staff members have been—and will continue to be—focused on  
52 diversifying sources of support in addition to pharmaceutical and medical device companies. Building and

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1 maintaining relationships is a critical component of the AAFP's success. The SPD, through its Grants  
2 Management Office, has intensified efforts to cultivate relationships with foundations, government agencies,  
3 and other non-traditional sources and to identify funding opportunities from these sources. Cultivating  
4 relationships in the industry sector has proven the need for greater focus on communicating relevance and  
5 return on investment so that the AAFP can be competitive despite narrowed budgets and the structured  
6 decision making implemented by industry to more closely mirror behaviors of federal and foundation  
7 sources.

8  
9 (27) AAFP leadership will continue to develop a three- to five-year plan to strategically identify funding  
10 sources in a cost-efficient and targeted manner in order to optimize and sustain support for important  
11 member programming and AAFP strategic priorities.

12  
13 (28) The AAFP believes it is important for members and the public to be informed regarding sources of  
14 non-dues revenue. Toward that end, partnerships and collaborations are publicized through a variety of  
15 communications, such as news stories, acknowledgments, and other Board reports. These communication  
16 mechanisms are more effective and more timely, and provide greater context than a one-time-per-year  
17 Board report that simply lists names and amounts. Therefore, the Board of Directors is recommending that  
18 this annual Board report be discontinued after 2017. The AAFP Board remains committed to accepting  
19 outside funding only in accordance with the highest ethical and organizational standards, with full disclosure  
20 of sources in all appropriate circumstances.

21  
22 **Recommendation:**

23  
24 (29) *That this annual AAFP Non-Dues Revenue Board Report be discontinued following the 2017*  
25 *Congress of Delegates.*

# APPENDIX A, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total
2RTI - RTI International	9,807.95				\$	9,807.95
3Gen Inc.	34,119.00	3,400.00			\$	37,519.00
3RNet		3,300.00		5,250.00	\$	8,550.00
5 Senses Beyond		3,100.00			\$	3,100.00
AAFP CareerLink				10,200.00	\$	10,200.00
AAFP Exhibit & Marketplace				1,200.00	\$	1,200.00
AAFP Insurance Program		4,800.00			\$	4,800.00
AAFP Member Advantage		58,500.00			\$	58,500.00
AAFP News Now				1,000.00	\$	1,000.00
AAAMC Global Health Learning Opportunities				1,500.00	\$	1,500.00
Abbott Nutrition		3,300.00			\$	3,300.00
AbbVie Inc.	101,886.89	15,500.00			\$	117,386.89
ABFM PRIME Support & Alignment Network		2,200.00			\$	2,200.00
Abington Family Medicine				1,200.00	\$	1,200.00
Abrazo Health Care				1,200.00	\$	1,200.00
Acadia Healthcare Powered by Physician Career Line		3,300.00			\$	3,300.00
Adena Health System				3,000.00	\$	3,000.00
Adkisson Search Consultants		3,100.00		1,500.00	\$	4,600.00
Advanced Data Systems		1,650.00			\$	1,650.00
AdvantageCare Physicians		6,700.00			\$	6,700.00
Adventist Hinsdale Hospital FMR				1,200.00	\$	1,200.00
Advocate Christ Medical Center				1,200.00	\$	1,200.00
Advocate Illinois Masonic Family Medicine Residency				1,200.00	\$	1,200.00
Advocate Lutheran General Hospital Family Medicine Residency Program				1,200.00	\$	1,200.00
Africa Health Placements		2,000.00			\$	2,000.00
Agency for Healthcare Research and Quality (AHRQ)		3,100.00	119,900.00		\$	123,000.00
Aidance Scientific, LLC		3,300.00			\$	3,300.00
AIDS Healthcare Foundation		2,000.00			\$	2,000.00
Air Force Civilian Service		6,400.00			\$	6,400.00
Air Force Recruiting Services				1,500.00	\$	1,500.00
Air National Guard				1,500.00	\$	1,500.00
Alaska Family Medicine Residency				1,500.00	\$	1,500.00
Albany Medical College FMRP				1,200.00	\$	1,200.00
Aledade, Inc.		3,100.00			\$	3,100.00
Allergan	41,175.52	15,500.00			\$	56,675.52
Allergy & Asthma Network				-	\$	-
Allina Health				1,450.00	\$	1,450.00
Alzheimer's Association		2,000.00			\$	2,000.00
Amazing Charts/InLight EHR		6,600.00			\$	6,600.00
Ambry Genetics		3,100.00			\$	3,100.00
American Academy of Dermatology	6,655.50				\$	6,655.50
American Academy of Family Physicians Foundation (AAFPF)		900.00	476,602.00	250.00	\$	477,752.00
American Academy of HIV Medicine (AAHIVM)				1,500.00	\$	1,500.00
American Academy of Orthopaedic Surgeons		3,100.00			\$	3,100.00
American Academy of Pediatrics (AAP)	4,750.00		169,781.00		\$	174,531.00
American Association of Clinical Endocrinologists	9,370.00				\$	9,370.00
American Board of Aesthetic Medicine		3,100.00			\$	3,100.00
American Board of Family Medicine Foundation, Inc. (ABFM Foundation, Inc.)			100,000.00		\$	100,000.00
American Board of Family Medicine, Inc. (ABFM)		6,200.00	124,973.00		\$	131,173.00
American Board of Physician Specialties (ABPS)		3,300.00			\$	3,300.00
American Board of Wound Medicine and Surgery		3,300.00			\$	3,300.00
American College of Foot and Ankle Surgeons	106,986.00	13,300.00			\$	120,286.00
American College of Lifestyle Medicine		3,100.00			\$	3,100.00
American College of Preventive Medicine	900.00	5,300.00			\$	6,200.00
American Family Care				1,500.00	\$	1,500.00
American Health Network Physicians		3,300.00			\$	3,300.00
American Medical Association (AMA)		7,900.00		3,500.00	\$	11,400.00
American Medical Society for Sports Medicine				1,500.00	\$	1,500.00
American Occupational Therapy Association		2,000.00			\$	2,000.00
American Physical Therapy Association	2,983.50				\$	2,983.50
American Screening, LLC		3,300.00			\$	3,300.00
American Society of Addictive Medicine		3,100.00			\$	3,100.00
American Society of Clinical Oncology/Cancer.Net		2,000.00			\$	2,000.00
American Well		1,200.00			\$	1,200.00
AmeriCares		2,000.00		1,500.00	\$	3,500.00
AMGA	7,199.96				\$	7,199.96
Amgen Inc.	204,246.50	99,900.00			\$	304,146.50
AnMed Health FMR				1,200.00	\$	1,200.00
AppleGate Health Services		3,100.00			\$	3,100.00
Applied Proteomics, Inc.		5,150.00			\$	5,150.00
Aprima Medical Software		6,600.00			\$	6,600.00
Aralez	154,674.50				\$	154,674.50
Ardmore Institute of Health		6,400.00			\$	6,400.00
Arizona Center for Integrative Medicine				1,500.00	\$	1,500.00
Armor Correctional Health Services, Inc.		3,300.00			\$	3,300.00
Army Medical Recruiting		9,800.00		11,700.00	\$	21,500.00
Association of Family Medicine Residency Directors				-	\$	-
Astellas Pharma Us, Inc.		31,000.00			\$	31,000.00
AstraZeneca Pharmaceuticals LP	553,239.63	33,000.00			\$	586,239.63
athenahealth, Inc/epocrates		9,800.00			\$	9,800.00
Aurora Health Care		3,300.00		1,500.00	\$	4,800.00
Austin Regional Clinic		3,100.00			\$	3,100.00
Avera Medical Group				1,500.00	\$	1,500.00
Avizia		5,000.00			\$	5,000.00
AXA Association Business Solutions	16,320.00				\$	16,320.00
Axovant Sciences, INC		41,200.00			\$	41,200.00
Ball Memorial FMR (Indiana University Health)				1,450.00	\$	1,450.00
Bank of America Practice Solutions		3,100.00			\$	3,100.00
Banner Health		6,850.00			\$	6,850.00

# BOARD OF DIRECTORS REPORT D, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total	
Banyan		3,300.00			\$	3,300.00	
Baptist Health				2,000.00	\$	2,000.00	
Barton Associates		3,100.00		1,500.00	\$	4,600.00	
BayCare Medical Group		6,600.00			\$	6,600.00	
Bayer	289,714.00	9,600.00		1,500.00	\$	300,814.00	
Bayfront Health - St. Petersburg				1,200.00	\$	1,200.00	
Bayhealth Medical Center		3,300.00			\$	3,300.00	
Baylor College of Medicine			69,000.00	2,400.00	\$	71,400.00	
Baylor Scott & White Health		28,300.00		1,750.00	\$	30,050.00	
BeamMed Inc.		3,550.00			\$	3,550.00	
BeHealth Solutions		3,300.00			\$	3,300.00	
Bellin Health				1,500.00	\$	1,500.00	
Bethesda Family Medicine Residency				1,200.00	\$	1,200.00	
BioFire Diagnostics	24,689.08				\$	24,689.08	
Bionet America Inc.		3,100.00			\$	3,100.00	
Bionix Medical Technologies		3,400.00		1,500.00	\$	4,900.00	
BioReference Laboratories/OPKO Health		6,600.00			\$	6,600.00	
BJC Medical Group		3,100.00		1,500.00	\$	4,600.00	
Blue Ridge X-Ray Co. Inc.		3,100.00			\$	3,100.00	
Boehringer Ingelheim Pharmaceuticals, Inc.	136,586.44		158,978.00		\$	295,564.44	
Boehringer-Ingelheim & Eli Lilly	200,092.28				\$	200,092.28	
Boston Heart Diagnostics				1,500.00	\$	1,500.00	
Boston University FMR				1,200.00	\$	1,200.00	
Bothwell Regional Health Center				1,500.00	\$	1,500.00	
Bovie Medical Corporation		3,200.00			\$	3,200.00	
Box Butte General Hospital				1,750.00	\$	1,750.00	
Brain Test Inc.		3,300.00			\$	3,300.00	
Brandeis University EMBA for Physicians		3,300.00			\$	3,300.00	
Bright.md		4,000.00			\$	4,000.00	
Bristol Bay Area Health Corporation				1,500.00	\$	1,500.00	
Bristol-Myers Squibb	14,700.00	77,500.00			\$	92,200.00	
Broadlawn Medical Center FMR				1,200.00	\$	1,200.00	
BrownUniversity FMR				1,200.00	\$	1,200.00	
Brymill Cryogenic Systems		3,400.00			\$	3,400.00	
BSN Medical Inc.					0	\$	-
Bynix Medical		3,300.00			\$	3,300.00	
Cabarrus FMRP				1,200.00	\$	1,200.00	
Cahaba FMR				1,200.00	\$	1,200.00	
California Correctional Health Care Services		3,100.00		1,700.00	\$	4,800.00	
California Hospital/USC FMRP				1,200.00	\$	1,200.00	
Calmoseptine Inc.		3,100.00			\$	3,100.00	
Camellia Foundation		4,000.00			\$	4,000.00	
Canon U.S.A., Inc.		3,300.00			\$	3,300.00	
Carbon Health		3,300.00			\$	3,300.00	
CareCredit		3,100.00			\$	3,100.00	
Cargill		3,300.00			\$	3,300.00	
Carilion FMR				1,450.00	\$	1,450.00	
Carolinas Medical Center FMRP-Charlotte				1,200.00	\$	1,200.00	
Cascades East FMRP				1,200.00	\$	1,200.00	
CaseNetwork				1,500.00	\$	1,500.00	
Catholic Medical Center				1,750.00	\$	1,750.00	
Cedar Rapids FMRP				1,200.00	\$	1,200.00	
Cedars-Sinai		3,100.00			\$	3,100.00	
Cempra	96,925.50				\$	96,925.50	
Cempra Inc.		3,300.00			\$	3,300.00	
Cempra Med		6,400.00			\$	6,400.00	
Censeo Health		3,100.00			0	\$	3,100.00
Centering Healthcare Institute		2,000.00			\$	2,000.00	
Centers for Disease Control & Prevention (CDC)	27,911.50	10,000.00	204,957.00	3,000.00	\$	245,868.50	
Centers for Medicare and Medicaid Services (CMS)		3,100.00		1,500.00	\$	4,600.00	
Central Intelligence Agency		2,000.00			\$	2,000.00	
Central Maine Medical Center FMR				1,200.00	\$	1,200.00	
Central MichiganUniversity College of Medicine				1,200.00	\$	1,200.00	
Central Washington FMR				1,200.00	\$	1,200.00	
Centura Health		5,300.00			\$	5,300.00	
CEP America				4,250.00	\$	4,250.00	
Cerebral Assessment Systems		3,100.00			\$	3,100.00	
Cerner Corporation		4,100.00			\$	4,100.00	
Challenger Corporation		3,300.00			\$	3,300.00	
Chestnut Hill FMR				1,200.00	\$	1,200.00	
CHG Healthcare Services	21,556.00				\$	21,556.00	
CHI Franciscan Health- Franciscan Medical Group				1,750.00	\$	1,750.00	
CHI Health Clinics - The Physician Network				3,000.00	\$	3,000.00	
CHI St. Anthony Hospital - Pendleton, Oregon				1,750.00	\$	1,750.00	
Chickasaw Nation Department of Health				1,700.00	\$	1,700.00	
Children's Mercy Hospital	1,500.30				\$	1,500.30	
CHPA Educational Foundation			40,000.00		\$	40,000.00	
Christian Medical & Dental Associations		2,000.00		1,500.00	\$	3,500.00	
Christiana Care Health System Family Medicine Residency Program and Emergency Medicine/Family Medicine Residency Program				1,700.00	\$	1,700.00	
CHRISTUS Physician Group		6,200.00			\$	6,200.00	
Christus Santa Rosa FMRP				2,400.00	\$	2,400.00	
Christus Spohn Medical Corpus Christi FMRP				2,400.00	\$	2,400.00	
Christus St. Vincent FMR - Affiliated with theUniversity of New Mexico Santa Fe				1,200.00	\$	1,200.00	
Citizens Memorial Hospital		4,700.00		1,500.00	\$	6,200.00	
Collagen P.I.N./Induction Therapies		3,100.00			\$	3,100.00	
Colorado Rural Health Center				1,200.00	\$	1,200.00	
Colorado Rural Training Track FMR Programs				1,200.00	\$	1,200.00	
Columbia Valley Community Health				1,500.00	\$	1,500.00	
Columbus FMR				1,200.00	\$	1,200.00	

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# APPENDIX A, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total	
Commonwealth Laboratories, LLC	13,736.00	16,400.00			\$	30,136.00	
Community Health Association of Mountain/Plains States				1,500.00	\$	1,500.00	
Community Health Care FMR				1,200.00	\$	1,200.00	
Community Health Centers, Inc.			108,762.16		\$	108,762.16	
Community Health Systems		3,300.00			\$	3,300.00	
Community Hospital Corporation		2,000.00			\$	2,000.00	
Community Hospital East FMRP				1,950.00	\$	1,950.00	
Compass Health				1,500.00	\$	1,500.00	
CompHealth		6,400.00		2,250.00	\$	8,650.00	
Computers Made Effective		3,100.00			\$	3,100.00	
Concentra		3,300.00			0	\$	3,300.00
Concierge Choice Physicians		6,200.00			\$	6,200.00	
Concord Hospital Medical Group		3,100.00			\$	3,100.00	
Cone Health		3,100.00		1,500.00	\$	4,600.00	
Cone Health Family Medicine Residency				1,200.00	\$	1,200.00	
Confluence Health		3,100.00		2,000.00	\$	5,100.00	
Conroe FMR				1,200.00	\$	1,200.00	
Consortium of Multiple Sclerosis Centers		44,000.00			\$	44,000.00	
Consultant		3,300.00			\$	3,300.00	
Contec Medical Systems Co., Ltd.		3,100.00			\$	3,100.00	
Continuum Health Alliance	4,921.50				\$	4,921.50	
Contra Costa FMRP				2,900.00	\$	2,900.00	
Cook County Family Medicine				1,200.00	\$	1,200.00	
Core Content Review of Family Medicine		6,600.00			\$	6,600.00	
Corizon Health				1,500.00	\$	1,500.00	
Cornerstone Wellness		-			\$	-	
Covenant Medical Group		6,200.00			\$	6,200.00	
CoverMyMeds		3,300.00			\$	3,300.00	
Cox FMR				1,200.00	\$	1,200.00	
CoxHealth				1,500.00	\$	1,500.00	
CPP Buying Group		3,100.00			\$	3,100.00	
Crane USA		3,100.00			\$	3,100.00	
CRAssociates, Inc.		6,200.00			\$	6,200.00	
Creighton University Family Medicine				1,200.00	\$	1,200.00	
Crozer-Keystone FMR				1,200.00	\$	1,200.00	
CryoProbe		6,600.00			\$	6,600.00	
Cynosure, A Hologic Company		6,200.00			\$	6,200.00	
DAICHI-SANKYO	75,344.00				\$	75,344.00	
Dannon	42,075.00				\$	42,075.00	
Dartmouth-Hitchcock Medical Center		3,300.00			\$	3,300.00	
DBC Pri-Med, LLC/Amazing Charts		3,100.00			\$	3,100.00	
Dearborn County Hospital Physician Partners		3,100.00		2,250.00	\$	5,350.00	
Decision Health	4,500.00				\$	4,500.00	
Delta Companies		3,300.00			\$	3,300.00	
Department of Veterans Affairs				1,750.00	\$	1,750.00	
DermapenWorld		3,200.00			\$	3,200.00	
DeTar Family Medicine Residency				1,200.00	\$	1,200.00	
Dickinson County Healthcare System				1,500.00	\$	1,500.00	
Dignity Health St. Joseph's Hospital & Medical Center				1,200.00	\$	1,200.00	
Diva International Inc.		3,300.00			\$	3,300.00	
Docs Who Care				1,500.00	\$	1,500.00	
drchrono, Inc.		3,100.00			\$	3,100.00	
Drug Enforcement Administration				1,500.00	\$	1,500.00	
DSM Nutritional Products, LLC		3,500.00			\$	3,500.00	
Duke FMRP				1,200.00	\$	1,200.00	
Duke Primary Care		3,100.00			\$	3,100.00	
Duke Primary Care				1,500.00	\$	1,500.00	
Duke/Southern Regional AHEC FMR				1,200.00	\$	1,200.00	
DukeUniversity			50,000.00		\$	50,000.00	
East CarolinaUniversity Dept. FM				1,200.00	\$	1,200.00	
East Kentucky FMRP				1,200.00	\$	1,200.00	
East Tennessee State University-Bristol, Kingsport Johnson City FMR				2,400.00	\$	2,400.00	
Eastern Maine Medical Center FPRP				1,200.00	\$	1,200.00	
Easy Pay Solutions	450.00				\$	450.00	
Eating Recovery Center	18,334.50				\$	18,334.50	
Echo Locum Tenens		6,300.00			\$	6,300.00	
eClinicalWorks		16,400.00			\$	16,400.00	
eHS Network	59,479.70				\$	59,479.70	
Eisenhower Medical Center FMR				1,200.00	\$	1,200.00	
Elbowoods Memorial Health Center		3,100.00			\$	3,100.00	
Eli Lilly & Company	1,216,322.50				\$	1,216,322.50	
Elite Medical Scribes		3,300.00			\$	3,300.00	
Elliot Health System		2,000.00			\$	2,000.00	
Ellman, A Cynosure Company		3,100.00			\$	3,100.00	
Elsevier		6,400.00		1,500.00	\$	7,900.00	
Emergent Medical Associates				1,500.00	\$	1,500.00	
Emmi Solutions		-			\$	-	
Emory FMRP				1,200.00	\$	1,200.00	
Endo	48,093.00				\$	48,093.00	
Enovative Technologies		3,100.00			\$	3,100.00	
Enterprise Medical Services		3,300.00			\$	3,300.00	
Envision Physician Services		3,300.00		1,500.00	\$	4,800.00	
Epigenomics		8,700.00			\$	8,700.00	
Erickson Health Medical Group		1,650.00			\$	1,650.00	
Essentia Health				2,000.00	\$	2,000.00	
Ethicon, Inc.					0	\$	-
Evergreen Family Medicine - Centennial Medical Group East				1,500.00	\$	1,500.00	
Exact Sciences		58,400.00			\$	58,400.00	
Executive Communication Systems		3,300.00			\$	3,300.00	
Fairview Health Services				1,500.00	\$	1,500.00	

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# APPENDIX A, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total
Family Health Centers of San Diego		2,000.00		2,950.00	\$	4,950.00
Family Healthcare Network		3,300.00		1,500.00	\$	4,800.00
Family Medicine Education Consortium, Inc.				1,500.00	\$	1,500.00
Family Medicine for America's Health		25,000.00	44,525.00	6,000.00	\$	75,525.00
Family Medicine Interest Group				5,000.00	\$	5,000.00
Family Medicine of SW Washington				1,200.00	\$	1,200.00
Family Medicine Residency of Idaho				2,400.00	\$	2,400.00
Feel Good, Inc.		3,300.00			\$	3,300.00
Florida Academy of Family Physicians				1,200.00	\$	1,200.00
Florida Hospital		4,000.00		1,200.00	\$	5,200.00
Floyd FPRP				1,200.00	\$	1,200.00
Food and Drug Administration (FDA)	3,500.00	6,200.00	156,786.00	3,250.00	\$	169,736.00
Forbes FMR				1,200.00	\$	1,200.00
Forrest General Hospital FMR				1,450.00	\$	1,450.00
Fort Wayne FMR				1,450.00	\$	1,450.00
Fotona		3,100.00			\$	3,100.00
Franciscan St. Francis Health FMR				1,450.00	\$	1,450.00
Frontline Primary Care Publications		6,400.00			\$	6,400.00
Ft. Collins FMR				1,200.00	\$	1,200.00
GE Healthcare					\$	-
Geisinger Kistler FMR				1,950.00	\$	1,950.00
Genesis Healthcare System		3,200.00			\$	3,200.00
Genesis Quad Cities FMRP				1,700.00	\$	1,700.00
Georgetown University			47,630.72	1,450.00	\$	49,080.72
Gilead Sciences	562,112.75	94,100.00			\$	656,212.75
Glacier Community Health Center				1,500.00	\$	1,500.00
GlaxoSmithKline	2,377,294.74	88,900.00			\$	2,466,194.74
Glendale Adventist Medical Center FMR				1,200.00	\$	1,200.00
Global Medical Staffing		3,300.00			\$	3,300.00
GOJO Industries, Inc.		3,300.00			\$	3,300.00
Gonzaba Medical Group		3,100.00			\$	3,100.00
GoodRx	17,578.00			1,750.00	\$	19,328.00
Grand Rapids FMR				1,200.00	\$	1,200.00
Grand Strand Family Medicine				1,200.00	\$	1,200.00
Grant FMRP				1,200.00	\$	1,200.00
Greater Hudson Valley Health System		3,100.00			\$	3,100.00
Greenville Health System		3,300.00			\$	3,300.00
Greenville Hospital System FMR				1,200.00	\$	1,200.00
Group Health FMR				1,200.00	\$	1,200.00
Gulfcoast Ultrasound Institute		3,300.00			\$	3,300.00
Gundersen Health System				1,500.00	\$	1,500.00
Gundersen Medical Foundation FMRP				1,200.00	\$	1,200.00
Guthrie Medical Group, P.C.		3,300.00		1,200.00	\$	4,500.00
Gwinnett Medical Center FMRP				1,200.00	\$	1,200.00
Hackensack Meridian Health				1,500.00	\$	1,500.00
Halifax Medical Center				1,200.00	\$	1,200.00
Hallmark Health Medical Association		6,400.00			\$	6,400.00
Halyard Health		3,300.00			\$	3,300.00
Harbor-UCLA FMRP				1,200.00	\$	1,200.00
Harlem FMRP				1,200.00	\$	1,200.00
Harrison Medical Center				1,200.00	\$	1,200.00
Hattiesburg Clinic				1,750.00	\$	1,750.00
Hawaiian Moon		3,300.00		1,750.00	\$	5,050.00
Haymarket Medical Education		44,000.00			\$	44,000.00
HCA Training Program Outreach				1,750.00	\$	1,750.00
Healogics		3,300.00			\$	3,300.00
Health eCareers		6,600.00			\$	6,600.00
Health Match BC		3,300.00			\$	3,300.00
Health Resources & Services Administration			926,392.53		\$	926,392.53
HealthCare Partners		9,700.00			\$	9,700.00
HealthEast Care System		3,300.00		1,750.00	\$	5,050.00
Healthfinch		3,500.00			\$	3,500.00
HealthFusion, Inc.			50,000.00		\$	50,000.00
HealthInsight Oregon		2,000.00			\$	2,000.00
HealthPartners Medical Group				3,500.00	\$	3,500.00
HealthPartners Western Wisconsin Rural Family Medicine Residency Program				1,200.00	\$	1,200.00
Heart of Florida Regional Medical Center/Lake Wales Medical Center		3,100.00			\$	3,100.00
Heine USA LTD		3,100.00			\$	3,100.00
Hendricks Regional Health				1,750.00	\$	1,750.00
Hennepin County FMRP				1,200.00	\$	1,200.00
Henry Schein MicroMD		6,200.00			\$	6,200.00
Heritage Valley FMRP				1,200.00	\$	1,200.00
Herman Miller		-			\$	-
Hidalgo Medical Service FMRP				1,200.00	\$	1,200.00
Hippo Education		7,050.00			\$	7,050.00
Hospital Corporation of American (HCA)		16,400.00		1,500.00	\$	17,900.00
Houston Healthcare FMRP				1,200.00	\$	1,200.00
HowardUniversity Hospital FMRP				1,450.00	\$	1,450.00
HSHS Medical Group				1,750.00	\$	1,750.00
Humana Inc Talent Acquisition		3,300.00			\$	3,300.00
Humana Inc.		49,100.00			\$	49,100.00
Hunterdon FMR				1,450.00	\$	1,450.00
Hydralyte LLC		4,800.00			\$	4,800.00
IASIS Healthcare				1,500.00	\$	1,500.00
Idaho StateUniversity FMR				1,200.00	\$	1,200.00
Ideal Protein		3,300.00		1,500.00	\$	4,800.00
iHealth Labs, Inc.		3,300.00			\$	3,300.00
In His Image FMRP				2,400.00	\$	2,400.00
Indian Health Service				1,500.00	\$	1,500.00
IndianaUniversity Health				2,900.00	\$	2,900.00

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# APPENDIX A, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total
IndianaUniversity Kelley Business of Medicine Physician MBA		3,200.00			\$	3,200.00
Indivior PLC		105,000.00		1,500.00	\$	106,500.00
InferScience, Inc.		1,200.00			\$	1,200.00
Infinite Therapeutics		6,400.00			\$	6,400.00
Infinity-Meds, LLP		3,100.00			\$	3,100.00
Infra Waves		3,300.00			\$	3,300.00
Innov8: Entrepreneurship & Humanitarianism in Medicine-NOT ELIGIBLE TO EXHIBIT				1,500.00	\$	1,500.00
Institute for Medical and Nursing Education		44,000.00			\$	44,000.00
Intarcia	62,966.20				\$	62,966.20
Intarcia Therapeutics, Inc.		25,000.00			\$	25,000.00
Integrity Locums		3,300.00			\$	3,300.00
Intelligent Retinal Imaging Systems (IRIS)		6,400.00			\$	6,400.00
International Association of Fire Chiefs (IAFC)		2,000.00			\$	2,000.00
International Essential Tremor Foundation		2,000.00			\$	2,000.00
Iora Health		3,100.00		1,500.00	\$	4,600.00
Iowa Lutheran Hospital FMR				1,200.00	\$	1,200.00
IPC Healthcare		3,100.00			\$	3,100.00
IQ Technologies				1,500.00	\$	1,500.00
Jackson & Coker		6,200.00			\$	6,200.00
Jackson Memorial Hospital				1,200.00	\$	1,200.00
Jackson Physician Search		3,400.00			\$	3,400.00
Janssen Pharmaceuticals, Inc.	302,916.73	108,100.00			\$	411,016.73
John Muir Health Family Medicine Residency Program				1,450.00	\$	1,450.00
John Peter Smith Hospital FMR				2,400.00	\$	2,400.00
Jones & Bartlett Learning				2,000.00	\$	2,000.00
Kadlec Family Medicine Residency				1,200.00	\$	1,200.00
Kaiser Permanente		6,400.00			\$	6,400.00
Kaiser Permanente				3,500.00	\$	3,500.00
Kaiser Permanente Northern California - Napa-Solano Family Medicine Residency Program				1,200.00	\$	1,200.00
Kaiser Permanente Northern California FMRPs				2,400.00	\$	2,400.00
Kaiser Permanente Northern California San Jose Family Medicine Residency Program				1,200.00	\$	1,200.00
Kaiser Permanente Northern California Santa Rosa Family Medicine Residency Program				1,200.00	\$	1,200.00
Kaiser Permanente Southern California				7,500.00	\$	7,500.00
Kareo		6,200.00			\$	6,200.00
Kaweah Delta Health Care District FMR				1,200.00	\$	1,200.00
KHN - Soin Family Medicine Residency Program				1,200.00	\$	1,200.00
Kootenai Family Medicine Coeur d'Alene Residency				1,200.00	\$	1,200.00
Krohn Clinic				1,500.00	\$	1,500.00
KVK Tech, Inc.		9,500.00			\$	9,500.00
LaCrosse-Mayo FMR				1,200.00	\$	1,200.00
Lancaster General Health FMR				2,900.00	\$	2,900.00
Lansinoh Laboratories				1,500.00	\$	1,500.00
Lawrence FMR				1,200.00	\$	1,200.00
LD Realty Capital, LLC - NO SHOW 2016 FMX		3,100.00			\$	3,100.00
Lehigh Valley Health Network FMR				1,200.00	\$	1,200.00
Lexington Clinic		3,300.00			\$	3,300.00
LifePoint Health		3,200.00		1,750.00	\$	4,950.00
Lilly USA, LLC		58,750.00			\$	58,750.00
Lincoln Family Medicine Program				1,200.00	\$	1,200.00
Lipo Technology		15,150.00			\$	15,150.00
Live Oak Bank		3,100.00			\$	3,100.00
LiveHealthOnline		-			\$	-
Locum Leaders		3,100.00			\$	3,100.00
locumstory.com		26,125.00			\$	26,125.00
LocumTenens.com		3,400.00			\$	3,400.00
Loma LindaUniversity Health				1,200.00	\$	1,200.00
Long Beach Memorial FMRP				1,200.00	\$	1,200.00
Louisiana Academy of Family Physicians				1,450.00	\$	1,450.00
Lourdes Hospital		2,000.00			\$	2,000.00
Lucidity Direct		3,100.00			\$	3,100.00
Lundbeck		31,000.00			\$	31,000.00
Lupus Foundation of America, Inc.			30,000.00		\$	30,000.00
Lyme Association of Greater Kansas City, Inc.				1,500.00	\$	1,500.00
Lynchburg FMR				1,200.00	\$	1,200.00
MA Department of Health	4,500.00				\$	4,500.00
MacNeal FMRP				1,200.00	\$	1,200.00
Madigan Army Medical Center		3,100.00			\$	3,100.00
MAHEC FMRP - Asheville				1,200.00	\$	1,200.00
MAHEC Hendersonville FMRP				1,200.00	\$	1,200.00
Maine General Medical Center		2,000.00			\$	2,000.00
Maine Medical Center FMRP				1,200.00	\$	1,200.00
Maine-Dartmouth Family Medicine Residency				1,200.00	\$	1,200.00
Making Medicines: The Process of Drug Development Course				3,000.00	\$	3,000.00
Manillaq Health Center				1,500.00	\$	1,500.00
Mankato Clinic				3,000.00	\$	3,000.00
Marathon Health				1,500.00	\$	1,500.00
Marian FMR				1,200.00	\$	1,200.00
Marquette FMRP				1,200.00	\$	1,200.00
Marshfield Clinic		2,000.00			\$	2,000.00
Mayo Clinic	4,950.00				\$	4,950.00
Mayo Clinic		2,000.00			\$	2,000.00
Mayo Clinic				1,500.00	\$	1,500.00
Mayo Clinic - Duplicate Record		2,000.00			\$	2,000.00
Mayo Clinic FMRP - Eau Claire				1,200.00	\$	1,200.00
Mayo Clinic Rochester FMRP				1,200.00	\$	1,200.00
McFarland Clinic				1,500.00	\$	1,500.00
McKay-Dee FMRP				1,200.00	\$	1,200.00
McLeod FMRP				1,200.00	\$	1,200.00
McNeil	40,258.89				\$	40,258.89
MD.com Telemedicine		2,400.00			\$	2,400.00

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# APPENDIX A, continued

External Support to AAFP  
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Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total
MDLIVE		6,600.00				\$ 6,600.00
Med- IQ	6,399.90					\$ 6,399.90
MedCareerGuide				1,500.00		\$ 1,500.00
MedExpress Urgent Care		3,300.00		3,000.00		\$ 6,300.00
Medical Board Review Academy				1,500.00		\$ 1,500.00
Medical Books by Success Concepts		3,300.00				\$ 3,300.00
Medical Center of Central Georgia FMRP				1,200.00		\$ 1,200.00
Medical College of Georgia Augusta				1,200.00		\$ 1,200.00
Medical College of Wisconsin FMRPs				3,600.00		\$ 3,600.00
Medical Doctor Associates		3,100.00				\$ 3,100.00
Medical Economics/Physicians Practice		3,100.00				\$ 3,100.00
Medical Education Cooperation with Cuba (MEDICC)				1,500.00		\$ 1,500.00
MediCCM		6,600.00				\$ 6,600.00
Medicus Healthcare Solutions		6,300.00				\$ 6,300.00
MediTouch EHR-HealthFusion Inc		4,800.00				\$ 4,800.00
Medscape		115,200.00		11,750.00		\$ 126,950.00
MedStar Franklin Square FMR				1,450.00		\$ 1,450.00
Medtronic MiniMed Inc.		3,300.00				\$ 3,300.00
Meharry Medical College FMRP				1,200.00		\$ 1,200.00
Memorial FMRP - Indiana				2,900.00		\$ 2,900.00
Memorial FMRP - Texas				1,200.00		\$ 1,200.00
Memorial Health System		2,000.00				\$ 2,000.00
Memorial Healthcare System		6,850.00				\$ 6,850.00
Memorial Hermann Health System		2,000.00		1,500.00		\$ 3,500.00
Mend		1,200.00				\$ 1,200.00
Merck	93,840.00	26,600.00	460,517.00			\$ 580,957.00
Merck Manuals		3,300.00				\$ 3,300.00
Mercy Clinic		5,300.00		1,500.00		\$ 6,800.00
Mercy FMR				2,650.00		\$ 2,650.00
Mercy Health Family Medicine Residency Program				1,200.00		\$ 1,200.00
Mercy Medical Center				2,400.00		\$ 2,400.00
Mercy/Methodist FPRP				1,200.00		\$ 1,200.00
Mercyhealth FMRP - Duplicate Record				1,200.00		\$ 1,200.00
Merritt Hawkins		-				\$ -
Methapharm		3,100.00				\$ 3,100.00
Methodist Charlton FMRP				1,200.00		\$ 1,200.00
MHM Services, Inc./Centurion				1,500.00		\$ 1,500.00
Michigan Anticoagulation Quality Improvement Initiative		2,000.00				\$ 2,000.00
Micro Direct, Inc.		3,400.00				\$ 3,400.00
Middlesex Hospital FMR				1,200.00		\$ 1,200.00
Midmark Corporation		6,600.00				\$ 6,600.00
MidMichigan Medical Center - Midland Family Medicine Residency Program				1,200.00		\$ 1,200.00
Millennium Health	12,223.00					\$ 12,223.00
Mindray North America					0	\$ -
Ministry Health Care		2,000.00				\$ 2,000.00
Minnesota Academy of Family Physicians				-		\$ -
MIR-Medical International Research Inc.		3,300.00				\$ 3,300.00
Missouri Health Professional Placement Services				1,500.00		\$ 1,500.00
Mohawk Valley Health System		2,000.00				\$ 2,000.00
Molina Healthcare		3,100.00		1,500.00		\$ 4,600.00
Monsanto		3,100.00				\$ 3,100.00
Montana Family Medicine Residency Program				1,200.00		\$ 1,200.00
Montefiore Medical Center Albert Einstein College of Medicine-Residency Program in Social Medicine				1,200.00		\$ 1,200.00
Montgomery FMRP				1,200.00		\$ 1,200.00
Morehouse FPR				1,200.00		\$ 1,200.00
Multicare East Pierce FMR				1,200.00		\$ 1,200.00
MultiCare Tacoma FMRP				1,450.00		\$ 1,450.00
Mylan Inc.		3,100.00				\$ 3,100.00
Myriad Genetic Laboratories, Inc.		3,400.00				\$ 3,400.00
National Business Furniture		3,100.00				\$ 3,100.00
National Headache Foundation		2,000.00				\$ 2,000.00
National Health Service Corps.				1,500.00		\$ 1,500.00
National Institute of Diabetes & Digestive & Kidney Diseases		3,200.00				\$ 3,200.00
National Institute of Neurological Disorders and Stroke		2,000.00				\$ 2,000.00
National Institute on Alcohol Abuse & Alcoholism (NIAAA)		2,000.00				\$ 2,000.00
Natividad Medical Center-FMR				1,200.00		\$ 1,200.00
Nature Made Nutritional Products		56,800.00		1,750.00		\$ 58,550.00
NC Office of Rural Health and Community Care				1,500.00		\$ 1,500.00
NCIRD Adolescent	11,732.51					\$ 11,732.51
NEJM Group		9,900.00				\$ 9,900.00
Neuropsych Health, LLC		3,100.00				\$ 3,100.00
New Balance Athletic Inc.		12,600.00				\$ 12,600.00
New Hanover Regional Medical Center				1,200.00		\$ 1,200.00
New York Medical College Phelps FMRP				1,200.00		\$ 1,200.00
New York Presbyterian - Columbia FMRP				1,200.00		\$ 1,200.00
New York State Dept of Health	150,470.55					\$ 150,470.55
NextGen Healthcare Information Systems, Inc.		16,800.00				\$ 16,800.00
NH Dartmouth FMR				1,200.00		\$ 1,200.00
Nomax Inc.		3,300.00				\$ 3,300.00
North American Primary Care Research Group				-		\$ -
North Carolina Academy of Family Physicians		49,500.00				\$ 49,500.00
North Clinic, P.A.				3,000.00		\$ 3,000.00
North Colorado FMR				1,200.00		\$ 1,200.00
North Country Healthcare FMR				1,200.00		\$ 1,200.00
Northeast Iowa FMRP				1,200.00		\$ 1,200.00
Northridge FMRP				1,450.00		\$ 1,450.00
Northwell Health				1,450.00		\$ 1,450.00
Northwestern Family Medicine Humboldt Park				1,200.00		\$ 1,200.00
Northwestern McGaw Family Medicine				1,200.00		\$ 1,200.00
Northwestern Medical Center		3,750.00				\$ 3,750.00

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# APPENDIX A, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total
Northwestern Mutual				1,500.00	\$	1,500.00
Norton Sound Health Corporation				1,500.00	\$	1,500.00
Norwegian American Hospital				1,200.00	\$	1,200.00
Nova Biomedical		6,400.00			\$	6,400.00
Nova Enterprises LLC - Outstanding Balance/See Notes		3,100.00			\$	3,100.00
Nova Innovations		9,900.00			\$	9,900.00
Nova Medical Centers		3,100.00			\$	3,100.00
Novant Health Family Medicine Residency Program				1,450.00	\$	1,450.00
Novartis Pharmaceuticals Corporation	121,022.45	246,700.00			\$	367,722.45
NovaSom, Inc.		3,100.00			\$	3,100.00
Novavax	37,850.00				\$	37,850.00
Novo Nordisk Inc.		106,334.00	50,000.00		\$	156,334.00
NOWDiagnostics		3,300.00			\$	3,300.00
Nutramax Laboratories, Inc.		6,400.00			\$	6,400.00
Oak Street Health		3,300.00			\$	3,300.00
Oakwood Annapolis FMR at Beaumont Hospital-Wayne				1,200.00	\$	1,200.00
O'Bleness Family Medicine Residency				-	\$	-
Ohio Legal Assistance Foundation (OLAF)			51,413.63		\$	51,413.63
Ohio StateUniversity FMRP				1,200.00	\$	1,200.00
OhioHealth Dublin Methodist Family Medicine Residency				1,200.00	\$	1,200.00
Olympus America Inc.		3,200.00			\$	3,200.00
Omni Family Health		2,000.00			\$	2,000.00
One Medical Group		3,100.00		1,500.00	\$	4,600.00
Open Door Community Health Centers		5,750.00		3,250.00	\$	9,000.00
Optum360 Coding and Solutions		1,200.00			\$	1,200.00
OptumCare				1,750.00	\$	1,750.00
Opus Solutions Group		3,100.00			\$	3,100.00
Orange Peel Inc DBA Infinite Aloe		3,300.00			\$	3,300.00
OraSure Technologies, Inc.		6,600.00			\$	6,600.00
Oregon Health & ScienceUniversity (OHSU)			47,042.63	2,400.00	\$	49,442.63
Organic Beauty		3,300.00			\$	3,300.00
Orlando Veteran Affairs Medical Center		2,000.00			\$	2,000.00
OSF Healthcare System		3,100.00		1,500.00	\$	4,600.00
Otsuka America Pharmaceutical, Inc.	159,926.48				\$	159,926.48
Otto Trading, Inc.		6,400.00			\$	6,400.00
Overlake Medical Center		3,100.00			\$	3,100.00
Ozarks Medical Center				1,500.00	\$	1,500.00
Palmetto Health FMRP				1,200.00	\$	1,200.00
Paradigm Medical Communications		50,000.00			\$	50,000.00
Parkview Health				1,750.00	\$	1,750.00
PASS Program				3,000.00	\$	3,000.00
Patient Direct		6,200.00		3,500.00	\$	9,700.00
Patient First		5,900.00		3,500.00	\$	9,400.00
Patient-Centered Primary Care Collaborative (PCPCC)			20,000.00		\$	20,000.00
PatientPop		3,100.00			\$	3,100.00
PC Connection		-			\$	-
PCORI			248,109.83		\$	248,109.83
PeaceHealth		3,100.00		1,500.00	\$	4,600.00
PedsPal		3,300.00			\$	3,300.00
Penn Highlands Healthcare		3,100.00			\$	3,100.00
Penn State Health Milton S. Hershey Medical Center		3,100.00			\$	3,100.00
Penn State Hershey FMR at Mount Nittany Medical Center				1,200.00	\$	1,200.00
Penn State Hershey FMRP				1,450.00	\$	1,450.00
Perrigo Company		9,800.00			\$	9,800.00
Pfizer Inc.	860,117.23	15,000.00	20,000.00		\$	895,117.23
PharmaTech		3,100.00			\$	3,100.00
Pharmavite LLC			343,541.10		\$	343,541.10
Phoebe Family Medicine Residency				1,200.00	\$	1,200.00
Physicians Choice Recruiting		3,100.00		1,500.00	\$	4,600.00
Physicians Desk Reference, LLC (PDR)		3,300.00			\$	3,300.00
Physicians Education Resource		39,000.00			\$	39,000.00
Physicians for a National Health Program		2,000.00			\$	2,000.00
Physicians Immediate Care		-			\$	-
Piedmont Healthcare				3,250.00	\$	3,250.00
Pinnacle Health Group		3,100.00			\$	3,100.00
Pinnacle Health System				1,750.00	\$	1,750.00
Pisacano Leadership Foundation			33,000.00		\$	33,000.00
Plusoptix, Inc.		3,100.00			\$	3,100.00
Podium		3,300.00			\$	3,300.00
Pomona Valley Hosp Med Ctr FMRP				1,200.00	\$	1,200.00
Practice EHR		3,300.00			\$	3,300.00
Practice Match				1,500.00	\$	1,500.00
Practice Velocity/Urgent Care Consultants		16,400.00			\$	16,400.00
PracticeLink		3,300.00		2,250.00	\$	5,550.00
PracticeMatch Services, LLC		3,100.00			\$	3,100.00
Premier Hospital Services, LLC				1,500.00	\$	1,500.00
Premier Medical Products		3,100.00			\$	3,100.00
Premise Health		3,100.00			\$	3,100.00
Presbyterian Healthcare Services		3,100.00		1,500.00	\$	4,600.00
Presbyterian Medical Services				1,500.00	\$	1,500.00
Presence Saints Mary and Elizabeth FMR				1,200.00	\$	1,200.00
Prevea Health				1,500.00	\$	1,500.00
Primary Care Education Consortium		5,500.00			\$	5,500.00
Pri-Med				1,500.00	\$	1,500.00
Privia Medical Group		3,100.00			\$	3,100.00
Procter & Gamble	108,774.50				\$	108,774.50
Progeny Systems Corp		2,850.00			\$	2,850.00
Promedica Toledo Hospital FMR				600.00	\$	600.00
Propel Medical Solutions	6,450.00				\$	6,450.00
Providence FMR				1,200.00	\$	1,200.00

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# APPENDIX A, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total
Providence FMR Spokane				1,200.00	\$	1,200.00
Providence Health & Services		3,300.00			\$	3,300.00
Providence Oregon/Milwaukie FMR				2,400.00	\$	2,400.00
Providence St. Peter FMR				1,200.00	\$	1,200.00
PsychU		3,200.00			\$	3,200.00
Pulmonary Hypertension Association		2,000.00			\$	2,000.00
Purdue	61,812.00				\$	61,812.00
Purdue Pharma, LP			30,000.00		\$	30,000.00
Qiagen		6,600.00			\$	6,600.00
Qsource					0	\$ -
QTC Medical Services		6,200.00			\$	6,200.00
QuadMed		3,100.00			\$	3,100.00
Quest Diagnostics	90,164.00	41,400.00			\$	131,564.00
Quten Research Institute, LLC		3,300.00			\$	3,300.00
Rainbow Light Nutritional Systems		3,300.00			\$	3,300.00
Randstad Healthcare		3,100.00			\$	3,100.00
RCCH Healthcare Partners				1,750.00	\$	1,750.00
Reading Hospital FMRP				1,200.00	\$	1,200.00
Redlands Yucaipa Medical Group				1,750.00	\$	1,750.00
Regents of theUniversity of Michigan			25,544.00		\$	25,544.00
Reid Health FMRP				1,200.00	\$	1,200.00
Reproductive Health Education in Family Medicine (RHEDI)				1,750.00	\$	1,750.00
Research FMRP				1,450.00	\$	1,450.00
Resurrection Family Medicine Residency				2,400.00	\$	2,400.00
RGS Healthcare					0	\$ -
Robert Wood Johnson Foundation			85,000.00		\$	85,000.00
Roche Diagnostics Corp	82,850.00				\$	82,850.00
Roche-Point of Care		3,300.00			\$	3,300.00
Rome Foundation		2,000.00			\$	2,000.00
Rose FMR				1,200.00	\$	1,200.00
Rosh Review		3,300.00			\$	3,300.00
RossUniversity School of Medicine				3,000.00	\$	3,000.00
Rural Doctors Workforce Agency		6,600.00			\$	6,600.00
Rush-Copley FMR				1,200.00	\$	1,200.00
Saint Alphonsus Health System		3,100.00		1,500.00	\$	4,600.00
Saint Francis Health System				-	\$	-
Saint Francis Healthcare FMR				1,200.00	\$	1,200.00
Saint Joseph Regional Medical Center				1,200.00	\$	1,200.00
Saint LouisUniversity Belleville FMRP				1,200.00	\$	1,200.00
Salix Pharmaceuticals	48,943.00				\$	48,943.00
Samaritan Health Services Family Medicine Residency				600.00	\$	600.00
San Joaquin General Hospital FMRP				1,200.00	\$	1,200.00
San Jose-O'Connor Hospital FMRP				1,200.00	\$	1,200.00
Sandoz Pharmaceuticals		6,600.00			\$	6,600.00
Sanford Health-Sioux Falls				1,200.00	\$	1,200.00
Sanofi	679,558.00	210,300.00	31,000.00		\$	920,858.00
Santa Rosa FMRP				1,200.00	\$	1,200.00
Savannah FPRP				1,200.00	\$	1,200.00
Scenic Rivers Health Services				1,500.00	\$	1,500.00
Schumacher Clinical Partners				-	\$	-
Scott & White FMR				1,200.00	\$	1,200.00
Scott & White Memorial Hospital (Round Rock) FMRP				1,200.00	\$	1,200.00
Scottsdale Osborn Medical Center				1,200.00	\$	1,200.00
Scripps FMRP				1,200.00	\$	1,200.00
Sea Mar Community Health Centers		6,600.00		1,200.00	\$	7,800.00
Self Regional Healthcare FMRP				1,200.00	\$	1,200.00
Seneca Lakes Rural RP				1,200.00	\$	1,200.00
Seqirus	159,625.12				\$	159,625.12
Shawnee Mission Health-Shawnee Mission Physicians Group				1,500.00	\$	1,500.00
Shire Pharma	524,265.89	51,500.00			\$	575,765.89
Sioux Falls FMR				1,700.00	\$	1,700.00
Siouxland Medical Education Foundation				1,200.00	\$	1,200.00
SIU FMR-Carbondale				1,200.00	\$	1,200.00
SIU Springfield FMRP				1,200.00	\$	1,200.00
Sky Ridge FMR				1,200.00	\$	1,200.00
SmartBrief, Inc.		6,200.00			\$	6,200.00
Smartlink Mobile Systems		3,100.00			\$	3,100.00
Smoky Hill FMRP				1,200.00	\$	1,200.00
Society of Teachers of Family Medicine			26,000.00		\$	26,000.00
Somerset FMRP				1,500.00	\$	1,500.00
SonoSim, Inc		3,200.00		3,250.00	\$	6,450.00
Sonosite, Inc.					0	\$ -
South Baldwin Regional Medical Center FMRP				1,450.00	\$	1,450.00
South Carolina Family Medicine Residency Programs				-	\$	-
Southampton Hospital Stony Brook Medicine				2,400.00	\$	2,400.00
Southcentral Foundation		3,200.00		1,500.00	\$	4,700.00
Southeast Community Health Systems				1,500.00	\$	1,500.00
Southern Colorado FMRP				1,200.00	\$	1,200.00
Southern Illinois University School of Medicine Quincy FMRP				1,200.00	\$	1,200.00
Southern IllinoisUniversity Decatur FMR				1,450.00	\$	1,450.00
Southern New Hampshire Health		3,100.00		3,000.00	\$	6,100.00
Southern New Mexico FMRP				1,200.00	\$	1,200.00
Southwest Region Indian Health Service		4,000.00		1,500.00	\$	5,500.00
Southwestern Vermont Medical Center				1,750.00	\$	1,750.00
Spartanburg Regional FMRP				1,200.00	\$	1,200.00
Spartanburg Regional Healthcare System		3,300.00			\$	3,300.00
SpectraCell Laboratories, Inc.		3,100.00			\$	3,100.00
SSM Health		6,200.00		1,500.00	\$	7,700.00
St Joseph Stockton Family Medicine				1,200.00	\$	1,200.00
St. Anthony FMR				1,200.00	\$	1,200.00

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# APPENDIX A, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total
St. Anthony FMRP				1,200.00	\$	1,200.00
St. Elizabeth FMRP				1,200.00	\$	1,200.00
St. John Hospital FMRP				1,200.00	\$	1,200.00
St. Joseph FMR				1,200.00	\$	1,200.00
St. LouisUniversity FMRP				1,200.00	\$	1,200.00
St. Lukes Hospital FPR				1,200.00	\$	1,200.00
St. Mark's FMR				1,200.00	\$	1,200.00
St. Mary's FMR				1,200.00	\$	1,200.00
St. Vincent FMRP Indianapolis				1,200.00	\$	1,200.00
St. Vincents Medical Center - Jacksonville				1,200.00	\$	1,200.00
Staff Care		6,900.00		3,500.00	\$	10,400.00
Stallergenes Greer		69,200.00			\$	69,200.00
Substance Abuse & Mental Health Services Administraiton			5,757.00		\$	5,757.00
Successful Health & Wellness Solutions, LLC		3,200.00			\$	3,200.00
Summa Health System		2,000.00			\$	2,000.00
Summit Health		3,300.00		1,750.00	\$	5,050.00
Sunovion Pharmaceuticals		17,000.00			\$	17,000.00
Sunshine Computer and Software Inc./Clarium		3,300.00			\$	3,300.00
Sunsweet Growers		6,600.00			\$	6,600.00
Supernus Pharmaceuticals		62,250.00			\$	62,250.00
Surescripts	7,890.00	21,300.00			\$	29,190.00
Surgical Obstetrics with Advanced Ultrasound/Camellia Foundation		6,200.00		2,900.00	\$	9,100.00
Sutter Health Family Medicine, Sacramento				1,200.00	\$	1,200.00
Sutter Health Palo Alto Medical Foundation Physician Recruitment				1,500.00	\$	1,500.00
Sutter Health Valley Area		3,300.00		1,500.00	\$	4,800.00
Swedish FMR				3,600.00	\$	3,600.00
Synergy Pharmaceuticals	85,616.25	136,320.00			\$	221,936.25
Syneron Candella	29,274.00				\$	29,274.00
Takeda Pharmaceuticals U.S.A., Inc.	48,943.00	10,000.00			\$	58,943.00
Tallahassee Memorial Hospital				1,200.00	\$	1,200.00
Tarsus Medical Group		3,300.00			\$	3,300.00
Tec Laboratories, Inc.		3,200.00			\$	3,200.00
TeleVox		3,400.00			\$	3,400.00
Tenet Healthcare		6,600.00		1,500.00	\$	8,100.00
Tennessee Academy of Family Physicians/Tennessee Tar Wars				1,200.00	\$	1,200.00
Tennessee Rural Partnership				1,500.00	\$	1,500.00
Teton Data Systems				1,500.00	\$	1,500.00
Teva Pharmaceutical Industries Ltd.	255,552.50	140,700.00			0	396,252.50
Texas A&M Family Medicine Residency				2,400.00	\$	2,400.00
Texas Health Resources				2,000.00	\$	2,000.00
The American College of Obstetricians and Gynecologists (AC	11,118.00		25,000.00		\$	36,118.00
The Brewer Company		3,300.00			\$	3,300.00
The Christ Hospital/University of Cincinnati FMRP				2,400.00	\$	2,400.00
The College of Family Physicians of Canada					\$	-
The Doctors Clinic		3,100.00		1,500.00	\$	4,600.00
The Inline Group		4,800.00		1,500.00	\$	6,300.00
The Joint Commission		3,200.00			\$	3,200.00
The Medical Letter		3,100.00			\$	3,100.00
The RTT Collaborative				1,750.00	\$	1,750.00
ThedaCare, Inc.				1,500.00	\$	1,500.00
THMED		3,300.00			\$	3,300.00
Thomas JeffersonUniversity Dept of Family & Comm Medicine				1,450.00	\$	1,450.00
Tidelands MUSC FMRP				4,450.00	\$	4,450.00
TimeDoc		3,300.00			\$	3,300.00
TMF					0	-
Tonic Health		1,500.00			\$	1,500.00
TransCelerate			77,250.00		\$	77,250.00
Transcend Insights		1,200.00			\$	1,200.00
TreatMD, Inc.		2,000.00			\$	2,000.00
Trident/MUSC FMRP				1,200.00	\$	1,200.00
TriHealth Physician Partners		3,100.00			\$	3,100.00
Trinity Health		9,500.00		3,500.00	\$	13,000.00
Trios Health				1,500.00	\$	1,500.00
TS Medical USA		6,200.00			\$	6,200.00
Tsehootsooi Medical Center		3,100.00			\$	3,100.00
Tufts University FMR at Cambridge Health Alliance				1,200.00	\$	1,200.00
U.S. Army Medical Civilian Corps		4,000.00		3,000.00	\$	7,000.00
U.S. Pharmacopeia (USP)		6,400.00			\$	6,400.00
UAB Huntsville FMRP				1,200.00	\$	1,200.00
UAMS Northeast- Jonesboro FMR				1,200.00	\$	1,200.00
UAMS Northwest FMR				1,200.00	\$	1,200.00
UC Davis Primary Care Network		4,000.00			\$	4,000.00
UC Davis School of Family & Community Medicine FMRP				1,200.00	\$	1,200.00
UCF College of Medicine-HCA GME Consortium FMR				1,200.00	\$	1,200.00
UCLA FMRP				1,200.00	\$	1,200.00
UCSF Family & Community FMR				1,200.00	\$	1,200.00
UCSF Fresno FMR				1,200.00	\$	1,200.00
Ukiah Valley Medical Center FMRP				1,200.00	\$	1,200.00
UltraScope Stethoscopes		3,300.00			\$	3,300.00
UMASS Memorial Medical Group				1,500.00	\$	1,500.00
UNC Health Care		5,550.00		1,500.00	\$	7,050.00
UNC Health Care					\$	-
Union Hospital FMR				1,200.00	\$	1,200.00
United Allergy Services		3,300.00			\$	3,300.00
United Family Medicine Residency				3,400.00	\$	3,400.00
United Regional Health Care System		3,300.00		1,750.00	\$	5,050.00
University of Alabama Selma FMRP				1,200.00	\$	1,200.00
University of Alabama Tuscaloosa FMR				2,400.00	\$	2,400.00
University of Arizona COM at South Campus FMR				1,200.00	\$	1,200.00
University of Arizona Family & Community Medicine University Campus				1,450.00	\$	1,450.00

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# APPENDIX A, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total
University of Arkansas for Medical Science Regional Programs				1,200.00	\$	1,200.00
University of Arkansas for Medical Sciences - South				1,200.00	\$	1,200.00
University of California Irvine FMRP				1,200.00	\$	1,200.00
University of California Riverside (UCR) School of Family Medicine				1,450.00	\$	1,450.00
University of California, Davis FMR				-	\$	-
University of California, San Diego FMRP				1,200.00	\$	1,200.00
University of Chicago/North Shore FMRP				1,450.00	\$	1,450.00
University of Colorado Denver			32,020.00		\$	32,020.00
University of Colorado FMR				1,200.00	\$	1,200.00
University of Connecticut/St Francis Hosp FMRP				1,200.00	\$	1,200.00
University of Florida Gainesville				1,200.00	\$	1,200.00
University of Illinois at Chicago FMR				1,200.00	\$	1,200.00
University of Illinois at Rockford				1,200.00	\$	1,200.00
University of Illinois College of Medicine at Peoria				1,200.00	\$	1,200.00
University of Iowa				1,200.00	\$	1,200.00
University of Kansas-Kansas City				1,450.00	\$	1,450.00
University of Kentucky Family and Community Medicine				1,200.00	\$	1,200.00
University of Louisville				2,400.00	\$	2,400.00
University of Maryland Dept of Family & Community Medicine				1,450.00	\$	1,450.00
University of Massachusetts Fitchburg FMR				1,200.00	\$	1,200.00
University of Massachusetts Worcester FMR				1,200.00	\$	1,200.00
University of Michigan Family Medicine				1,200.00	\$	1,200.00
University of Minnesota Duluth Residency Program				1,200.00	\$	1,200.00
University of Minnesota Medical Center Residency Program				1,200.00	\$	1,200.00
University of Minnesota Methodist Hospital Residency Program				1,200.00	\$	1,200.00
University of Minnesota North Memorial Residency Program				1,200.00	\$	1,200.00
University of Minnesota St. Cloud Hospital Residency Program				1,200.00	\$	1,200.00
University of Minnesota St. John's Hospital Residency Program				1,200.00	\$	1,200.00
University of Minnesota St. Joseph's Hospital Residency Program				1,200.00	\$	1,200.00
University of Minnesota Waseca-Mankato Rural RP				1,200.00	\$	1,200.00
University of Missouri (MU)			141,022.00		\$	141,022.00
University of Missouri Kansas City FMRP				1,450.00	\$	1,450.00
University of Missouri-Columbia FMR				1,450.00	\$	1,450.00
University of Nevada FMRP, Reno				2,400.00	\$	2,400.00
University of Nevada Las Vegas (UNLV) School of Medicine Rural FMR				1,450.00	\$	1,450.00
University of Nevada School of Medicine Las Vegas FMR				1,450.00	\$	1,450.00
University of New Mexico FMRP				1,200.00	\$	1,200.00
University of North Carolina FM Chapel Hill				1,200.00	\$	1,200.00
University of Oklahoma FMR -Tulsa				1,200.00	\$	1,200.00
University of Oklahoma's Rural FMRP				1,200.00	\$	1,200.00
University of Pennsylvania FMRP				1,450.00	\$	1,450.00
University of Rochester			72,946.00		\$	72,946.00
University of Rochester/Highland FMR				1,450.00	\$	1,450.00
University of South Alabama FMRP				1,200.00	\$	1,200.00
University of South Florida Morton Plant Mease FMR				1,200.00	\$	1,200.00
University of Southern CA, Keck School of Medicine, Pacific AIDS Education and Training Center				1,500.00	\$	1,500.00
University of Tennessee Chattanooga FMR				1,200.00	\$	1,200.00
University of Tennessee FMRP - Nashville				1,200.00	\$	1,200.00
University of Tennessee FMRP- Jackson, TN				1,200.00	\$	1,200.00
University of Tennessee Medical Center at Knoxville				1,200.00	\$	1,200.00
University of Tennessee Physician Executive MBA Program		3,100.00			\$	3,100.00
University of Tennessee, St. Francis FMR				1,200.00	\$	1,200.00
University of Texas - Southwestern Medical Center			17,820.00		\$	17,820.00
University of Texas at Austin				1,200.00	\$	1,200.00
University of Texas Health Science Ctr at Tyler Rural Program Sulphur Springs				1,200.00	\$	1,200.00
University of Texas Hlth Science Ctr at Tyler				1,200.00	\$	1,200.00
University of Texas Medical Branch Family Medicine Residency				2,400.00	\$	2,400.00
University of Utah FMRP				1,200.00	\$	1,200.00
University of Vermont FMR				1,200.00	\$	1,200.00
University of Vermont Health Network-Champlain Valley Physicians Hospital FMRP-Plattsburgh, NY				1,200.00	\$	1,200.00
University of Virginia FMR				1,200.00	\$	1,200.00
University of Washington Family Medicine Residency				1,200.00	\$	1,200.00
University of Wisconsin Dept of Fam Med and Comm Health				4,800.00	\$	4,800.00
University of Wisconsin Dept. of Family Medicine and Community Health				1,500.00	\$	1,500.00
University of Wyoming FMRP at Cheyenne				1,200.00	\$	1,200.00
University of Wyoming FMRP-Casper				1,200.00	\$	1,200.00
UPMC Family Medicine Residency				4,800.00	\$	4,800.00
Upstate New York Physician Recruiters				1,500.00	\$	1,500.00
US Navy Recruiting Command		6,200.00			\$	6,200.00
UT Health McGovern Medical School				1,200.00	\$	1,200.00
UT Southwestern FPRP				1,200.00	\$	1,200.00
Utah Valley FMR				2,400.00	\$	2,400.00
Valeant Pharmaceuticals Inc.	51,076.50				\$	51,076.50
Valeant Women's Health		6,600.00			\$	6,600.00
Valley Baptist FPR				1,200.00	\$	1,200.00
Valley Family Medicine Residency Program				1,200.00	\$	1,200.00
Valley FMR of Modesto				1,200.00	\$	1,200.00
Valley Health		3,100.00			\$	3,100.00
VCU Chesterfield FMR				1,200.00	\$	1,200.00
VCU Fairfax FMRP				1,200.00	\$	1,200.00
VCU Riverside FMR				1,200.00	\$	1,200.00
VCU Shenandoah Valley FMRP				1,200.00	\$	1,200.00
VCU St. Francis FMRP				1,200.00	\$	1,200.00
Ventura FMRP				1,200.00	\$	1,200.00
VEP Healthcare Inc.				1,450.00	\$	1,450.00
Via Christi - Physician Employment				1,500.00	\$	1,500.00
Via Christi FMRP				2,400.00	\$	2,400.00
Vina Group		6,400.00			\$	6,400.00
Virginia Garcia Memorial Health Center				1,750.00	\$	1,750.00

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# BOARD OF DIRECTORS REPORT D, continued

External Support to AAFP  
June 1, 2016 - May 31, 2017

Company	Journal Advertising	FMX Support	Sponsored Projects	Other Support	In-Kind Support	Grand Total
VISTA Staffing Solutions		5,800.00				\$ 5,800.00
VisualDX				1,500.00		\$ 1,500.00
Vital Nutrients		4,800.00				\$ 4,800.00
Vitalograph Inc.		3,300.00				\$ 3,300.00
VITAS Healthcare		6,400.00				\$ 6,400.00
Waco Family Medicine Residency Program				2,400.00		\$ 2,400.00
Wake Forest School of Medicine				1,200.00		\$ 1,200.00
Wapiti Medical Staffing		3,300.00				\$ 3,300.00
Washington Health System FMRP				1,200.00		\$ 1,200.00
Watson Clinic LLP		6,400.00				\$ 6,400.00
Wayne State University/Crittenton FMRP				1,200.00		\$ 1,200.00
Weatherby Healthcare		3,300.00				\$ 3,300.00
Welch Allyn, Inc.		16,400.00			0	\$ 16,400.00
WellMed		3,100.00				\$ 3,100.00
Wellmont Health Systems				1,500.00		\$ 1,500.00
Wellstar Atlanta Medical Center FMRP				1,200.00		\$ 1,200.00
WellStar Health Systems		3,300.00				\$ 3,300.00
WellStar Kennestone Regional Medical Center Family Medicine Residency Program				1,200.00		\$ 1,200.00
Wentworth-Douglass Hospital		3,300.00				\$ 3,300.00
Wesley FMR				1,200.00		\$ 1,200.00
West Kendall Baptist Hospital Florida InternationalUniversity				1,200.00		\$ 1,200.00
West Suburban Medical Center FMRP				1,200.00		\$ 1,200.00
Western MichiganUniversity Homer Stryker M.D. School of Medicine Family Medicine				1,200.00		\$ 1,200.00
Western Montana FMR				1,200.00		\$ 1,200.00
White Memorial Med Ctr FMRP				1,200.00		\$ 1,200.00
Williamsport FMR				2,900.00		\$ 2,900.00
Wisconsin Collaborative for Rural GME				1,500.00		\$ 1,500.00
Wolters Kluwer		6,800.00		1,750.00		\$ 8,550.00
Wolters Kluwer - UpToDate		12,800.00				\$ 12,800.00
Wright Center for GME FMRP				1,200.00		\$ 1,200.00
WWAMI Network				3,600.00		\$ 3,600.00
WynnPharm Inc.		6,600.00				\$ 6,600.00
XYMOGEN		3,100.00				\$ 3,100.00
Yakima Valley Farm Workers Clinic		3,100.00		1,500.00		\$ 4,600.00
York Hospital FMR				1,450.00		\$ 1,450.00
YourMembership	1,402,893.00					\$ 1,402,893.00
YP Marketing Solutions		3,300.00				\$ 3,300.00
Yuma Regional Medical Center				1,200.00		\$ 1,200.00
	\$ 11,991,784.49	\$ 4,185,779.00	\$ 4,721,270.60	\$ 838,650.00		\$ 21,737,484.09

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