

MICHIGAN FAMILY MEDICINE

Conference & Expo

July 9-11, 2027

Mackinac Island



EXHIBIT & SPONSORSHIP OPPORTUNITIES

Engage and connect with 150+ family physicians at Michigan's largest CME conference planned by and for family physicians.



FAMILY
MEDICINE
FOUNDATION
OF MICHIGAN



MICHIGAN ACADEMY
of FAMILY PHYSICIANS



MAFP represents more than 4,100 family physicians, family medicine residents, and medical students across the state. We are the largest medical specialty organization in Michigan and a state chapter of the American Academy of Family Physicians. With more than 124,500 members nationwide, AAFP is one of the largest medical organizations in the United States.

The Academy promotes the specialty of family medicine and supports family physicians as they provide high quality, whole-person, continuous healthcare for patients of ALL ages.

MAFP serves Michigan’s family medicine physicians, residents and students through advocacy, practice support and creating community and connections for all members. Learn more at mafp.com.



**FAMILY
MEDICINE
FOUNDATION
OF MICHIGAN**

Family Medicine Foundation of Michigan was established in 1981 to promote

continuing, comprehensive, cost-effective healthcare for Michiganders by:

- Supporting the programs and activities of MAFP as its philanthropic arm
- Assisting in the development of programs which serve to promote family medicine in Michigan
- Assisting in the education and training of family physicians, family medicine residents, and medical students

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Dear Business Partner,

Family Medicine Foundation of Michigan, the philanthropic arm of Michigan Academy of Family Physicians, is pleased to invite you to support its **2027 Michigan Family Medicine Conference & Expo**.

We expect to welcome 150+ family physicians, family medicine residents, and medical students from across the state at this event.

When: July 9-11, 2027

Where: The Grand Hotel on Mackinac Island, Michigan

Sponsorships: Starting at \$250

Exhibits: 36 booth locations are available, reserved on a first-come, first-served basis. Booths are expected to sell out. Includes 3.5 hours of dedicated exhibit time.

Register at: mafp.com

Sincerely,

Karlene Ketola, MSA, CAE

Chief Executive Officer

Michigan Academy of Family Physicians

Executive Vice President

Family Medicine Foundation of Michigan

2027 Exhibit Opportunities

CONNECT with family physicians practicing in both rural and urban communities across Michigan. **INCREASE** exposure for your organization. **ENHANCE** brand awareness.

EXHIBIT BOOTH

Booth space includes one six-foot skirted table, two chairs, and conference registration for two representatives to attend exhibitor events only.

EXHIBIT RATES

For-profit company:

\$1,450 until March 15

\$1,650 March 16-May 14

Nonprofit organization:

\$850 until March 15

\$1,050 March 16-May 14

NETWORKING & EXPO HOURS

Family Medicine Expo and Welcome Reception

Friday, July 9 | 4:15 - 6:15 pm

Expo Hall Open

Saturday, July 10 | 7:30 - 8:15 am

Coffee Break Experience with Exhibitors

Saturday, July 10 | 9:15 - 10:00 am

EXHIBITOR BENEFITS

- 3.5 hours of conflict-free expo time.
- Invitation to attend the networking Welcome Reception on Friday, July 9.
- Company logo, name, and description published on the conference website and in the event app.
- Company logo published on on-site signage.*
- Company name published in pre-event email marketing* to the entire MAFP membership and pre- and post-event emails to family physician registrants.
- Access to the roster of family physician attendees (name and city), published within the event app one week before the conference and updated weekly thereafter (daily during the conference).
- **NEW:** Lead capture via the same mobile app attendees use. Sign-in and create your organization profile and product information. Scan attendees badges or search registrant list to capture leads. This new feature allows you to rate leads, add notes, randomly select contest winners, and export leads to your CRM.

**print deadlines apply*



BOOTH BINGO

To encourage attendee-exhibitor interaction and help physicians learn more about your products and services, attendees will receive a card featuring exhibitor names or logos. Completed cards will be entered into a drawing for the chance to win a select prize. Please note that attendees will ask that you sign the bingo card as they visit your booth.



2027 Sponsorship Opportunities

Maximize your presence at the conference and demonstrate your organization's support of family medicine in Michigan with a sponsorship.

SPONSORSHIPS AT-A-GLANCE

	Investment	Number offered	Listing on event website & app	Logo on event signage	Recognition in marketing materials	Attendee list	Sponsor ribbon	Recognition by sponsored area/activity	Push notification via conference app	Podium recognition	Additional representative can attend sponsored event
Event Sponsorships											
Product Theater Sponsor - Dinner	\$15,000	1	✓	✓	✓	✓	✓	✓	✓	✓	3
Product Theater Sponsor - Lunch	\$10,000	1	✓	✓	✓	✓	✓	✓	✓	✓	3
Ice Cream Social	\$2,250	1	✓	✓	✓	✓	✓	✓	✓		
Event App	\$1,000	1	✓	✓	✓	✓	✓	✓	✓		
Refreshment Break	\$750	1	✓	✓	✓	✓	✓	✓	✓		
Career Opportunities / Job Board	\$250	unlimited	✓	✓	✓	✓	✓	✓			

Premier Items											
Guest Room Turn Down Service* (sponsor must provide turn-down item)	\$2,000	2	✓	✓	✓	✓	✓				
Expo Hall Music	\$1,500	1	✓	✓	✓	✓	✓				
Lanyard* (sponsor must provide lanyards)	\$1,000	1	✓	✓	✓	✓	✓				
Live Music at Welcome Reception, Friday, July 9	\$800	1	✓	✓	✓	✓	✓				
Welcome Banner	\$750	1	✓	✓	✓	✓	✓				
Annual Business Meeting Pen & Notepad * (sponsor must provide pens and notepads)	\$500	1	✓	✓	✓	✓	✓				

*Must provide FMFM with the sponsored item(s). See the Sponsored Items section for more details.

SPONSORSHIP BENEFITS

Listing on event website & app Company logo, name, and description published on the conference website and in the event app.

Logo on event signage Company logo published on on-site signage.

Recognition in marketing materials Company logo included in pre-event email marketing to the entire MAFP membership, and in pre- and post-event emails to conference registrants.

Attendee list Access to the roster of family physician attendees (name and city), published within the event app one week before the conference and updated weekly thereafter (daily during the conference).

Sponsor ribbon Sponsor ribbon for designated representative(s) attending the event.

Recognition by sponsored area/activity
 Event App: Logo placement in event app linking to company's website.
 Career Opportunities/Job Board: Your 8½" x 11" career listing placed on the career job board near registration.
 All others: "Sponsored by" and logo on signage placed within or by sponsored area/activity.

Push notification via app Company thanked in text via a push notification sent to all app users.

Podium recognition Company thanked verbally from the podium during the sponsored activity in front of attendees.

EVENT SPONSORSHIPS & ITEMS

Event Sponsorships

Product Theater Sponsor - Dinner: \$15,000, exclusive

Exclusive product theater dinner for up to 50 conference attendees. 45-minute presentation, ability to place company literature at each setting during the dinner, one custom push notification to attendees through the event app.

Product Theater Sponsor - Lunch: \$10,000, exclusive

Exclusive product theater lunch for up to 50 conference attendees. 45-minute presentation, ability to place company literature at each setting during the lunch, one custom push notification to attendees through the event app.

Ice Cream Social: \$2,250, exclusive

Exclusive sponsor for this fun family event.

Event App: \$1,000, exclusive

The go-to resource for on-site event information, including schedule, sessions, speakers, sponsors, exhibitors, evaluations, and more.

Refreshment Break: \$750, 1 available

Provide attendees with an energizing coffee bar while they network with exhibitors in the Expo Hall.

Career Opportunities/Job Board: \$250, unlimited

Place your 8½" x 11" career listing on the job board, centrally located near registration.

SPONSORED ITEMS

Sponsor will work with the vendor of its choice on designing, ordering, and delivering the sponsored item(s) to The Grand Hotel.

Sponsor is also responsible for the cost of printing and delivery to The Grand Hotel. Artwork must be approved by MAFP prior to production or by June 7, 2027, whichever is earlier.

Premier Items

Guest Room Turn Down Service: \$2,000, 2 available

Provide unique turn-down items for conference attendees staying at The Grand Hotel. Sponsor must provide turn-down items. Items can be branded or contracted through The Grand Hotel.

Expo Hall Music: \$1,500, exclusive

Set the vibe by sponsoring energetic Expo Hall music.

Lanyard: \$1,000, exclusive

Supply up to 200 branded lanyards to be worn by attendees at the conference. Sponsor must supply lanyards.

Live Music During Welcome Reception: \$800, exclusive

Sponsor live music played by a Grand Hotel musician during the Welcome Reception.

Welcome Banner: \$750, exclusive

Sponsor a banner hung outside The Grand Hotel to greet guests as they arrive for an exciting conference and expo experience.

Annual Business Meeting Pen & Notepad: \$500, exclusive

Supply up to 150 branded high-quality pens and notepads for attendee note-taking during the annual business meeting. Sponsor must supply pens and notepads.

Final items must be delivered directly to The Grand Hotel no more than 10 days in advance. If you are planning to ship materials from the hotel to yourself after the conference, you must schedule the shipment and provide a printed pre-paid label.

All packages shipped to the conference MUST be labeled with the following information:

Individual's Name and Name of Shipper's Company

Events Department
Family Medicine Conference & Expo
The Grand Hotel
1891 Cadotte
Mackinac Island, MI 49757

Hold For:

Family Medicine Conference & Expo July 9-11, 2027

Box _____ of _____

Event Logistics

EVENT DATES & LOCATION

July 9-11, 2027 (Expo Hall July 9 & 10)

The Grand Hotel
286 Grand Avenue
Mackinac Island, MI 49757

EXHIBIT INSTALLATION AND TAKE-DOWN

Exhibits must be installed and ready by 1:30 pm on Friday, July 9. No exhibit may be removed prior to 10:00 am Saturday, July 10.

HOTEL RESERVATIONS

Rooms are available at The Grand Hotel starting at \$386/night (includes some taxes and fees). The deadline for reserving hotel rooms at the group rate is June 7. The online reservation link will be sent to exhibitors and sponsors in the confirmation email after they have registered for the conference. Link will not be available until 2027.

INTERNET

Basic WiFi is available throughout the conference site.

THE GRAND HOTEL POLICIES

The exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of exhibitor's activities on the hotel premises and will indemnify, defend, and hold harmless the hotel, its owner, and its management company, as well as their respective agents, servants, and employees from any such losses, damages, and claims. Due to the layout of the hotel, storage space is not available for display materials and/or show merchandise. At the conclusion of the set-up operation, all related equipment, crates, and trash must be removed from the premises no later than the last day of the exhibit show period. No outside food and/or beverage service shall be permitted. Only bite-sized (1 oz.) treats in original packaging may be distributed at exhibit booths. No helium balloons permitted in the exhibitor area.



REGULATIONS

Registering to exhibit at the conference indicates that your organization adheres to the MAFP / FMFM exhibit rules and regulations posted at mafp.com/exhibit-rules-regulations.

IMPORTANT NOTES

Exhibit space is **not reserved** until full payment is received. Register at mafp.com/calendar or return the completed form on page 7 (fax to 517.347.1289 or mail to FMFM, 2164 Commons Parkway, Okemos, MI 48864).

The online registration form can be filled out by anyone and allows for companies to indicate who will be their on-site representatives. An 'invoice me' option is available on the payment page to allow for payment at a later date.

All cancellation requests must be submitted in writing to info@mafp.com. Exhibitors who cancel on or before May 14, 2027, will receive a refund of all amounts paid, less a \$100 cancellation fee per booth.

Cancellations received after May 14, 2027, are non-refundable, and FMFM shall be entitled to retain 100% of all amounts due under the exhibitor agreement.

FMFM reserves the right to reassign or resell canceled booth space in its sole discretion, without any obligation to refund fees paid.

All fees remain due and payable in full regardless of exhibitor attendance. A \$100 cancellation fee applies to all cancellations, regardless of whether payment has been made in advance.

REGISTER BY MAY 14, 2027
MAFP.COM/CALENDAR

EVENT CONTACT

Sarah Pinder, MAFP Director of Member Engagement
spinder@mafp.com | 517.664.9083

2027 Registration Form

Online registration is highly preferred. Scan QR code below or visit mafp.com. Online registration allows for an 'invoice me' option, so payment is not required to complete the online registration form. Anyone can complete the online form and indicate their company representatives further down in the form.

BASIC INFORMATION

Contact First Name _____

Contact Last Name _____

Title _____ Organization _____

My organization authorizes FMFM to reserve space for me as a ☐ Conference Sponsor ☐ Conference Exhibitor

Address _____

City _____ State _____ Zip Code _____

Phone Number _____ Email Address _____

Description of organization to be included in promotional and on-site materials _____

Company URL _____

EXHIBIT SPACE (please check all that apply)

☐ **Early Bird:** For-profit: \$1,450 until 3/15/27 ☐ **Regular:** For-profit: \$1,650 between 3/16/27-5/14/27

☐ **Early Bird:** Nonprofit: \$850 until 3/15/27 ☐ **Regular:** Nonprofit: \$1,050 between 3/16/27-5/14/27

Registration includes access for two representatives. List first and last name, cell number, and email address for each.

On-site Representative #1 _____

On-site Representative #2 _____

On-site Representative Special physical or dietary needs _____

Exhibit Booth Choices See the map on page 8 and list your top three booth choices. _____

Do you need power at your exhibitor booth? ☐ Yes ☐ No

Event Sponsorships

\$15,000 Sponsor

☐ Product Theater Sponsor - Dinner

\$10,000 Sponsor

☐ Product Theater Sponsor - Lunch

\$2,250 Sponsor

☐ Ice Cream Social

\$1,000 Sponsor

☐ Event App

\$750 Sponsor

☐ Refreshment Break

\$250 Sponsor

☐ Career Opportunities/Job Board

Premier Items

\$2,000 Sponsor

☐ Guest Room Turn-Down Service (sponsor must provide turn-down item)

\$1,500 Sponsor

☐ Expo Hall Music

\$1,000 Sponsor

☐ Lanyard (sponsor must provide lanyards)

\$800 Sponsor

☐ Live Music During Welcome Reception

\$750 Sponsor

☐ Welcome Banner

\$500 Sponsor

☐ Annual Business Meeting Pen & Notepad (sponsor must provide pens and notepads)



Scan to register

Please email your logo to spinder@mafp.com

EXPO HALL LAYOUT



NETWORKING & EXPO HOURS

Family Medicine Welcome Reception

Friday, July 9 | 4:15-6:15 pm

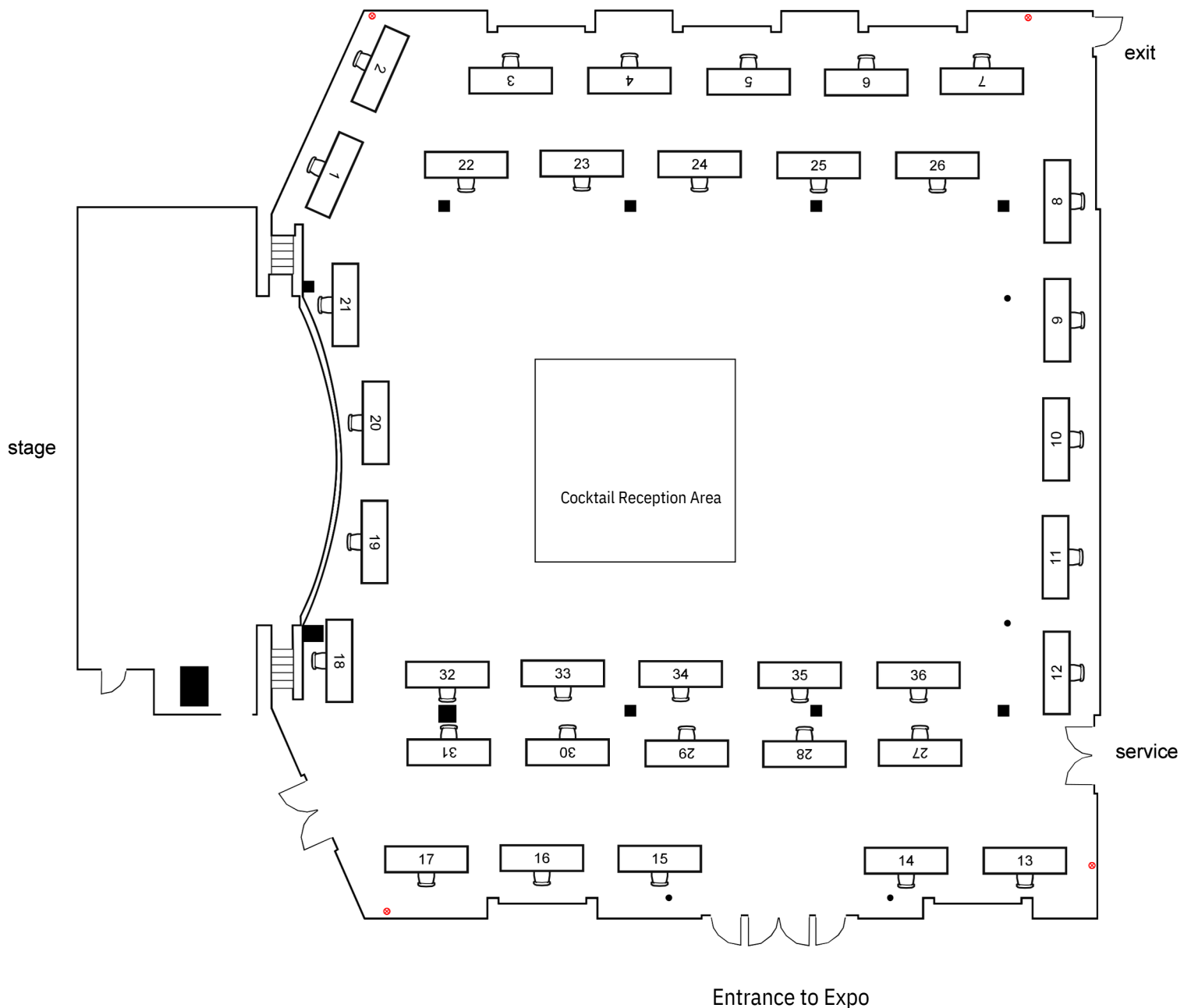
Expo Hall

Saturday, July 10 | 7:30-8:15 am

Expo Hall Coffee Break

Saturday, July 10 | 9:15-10:00 am

Theatre



Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Michigan Academy of Family Physicians Foundation

2 Business name/disregarded entity name, if different from above

Family Medicine Foundation of Michigan

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☒ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ►

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

2164 Commons Parkway

6 City, state, and ZIP code

Okemos, MI 48864

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

____ - ____ - ____

or

Employer identification number

3 8 - 2 3 8 1 5 9 2

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign
Here

Signature of
U.S. person ►

Karlene Ketola

Date ► July 18, 2026

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.