

Industry Support Prospectus

10th Annual Anesthesiology & Perioperative Medicine Update 2027

Grand Hotel, Mackinac Island, MI
August 6 – August 8, 2027

Welcome

On behalf of the course directors, planning committee, and the Mayo Clinic School of Continuous Professional Development, we are pleased to announce the upcoming course **10th Annual Anesthesiology & Perioperative Medicine Update 2027**! This course will be held August 6 – August 8, 2027, at Grand Hotel Mackinac Island, MI.

Course Description:
This course is designed for healthcare professionals dedicated to optimizing patient safety, outcomes, comfort, and satisfaction in perioperative and operative settings. The course will feature concise, high-energy, and interactive didactic sessions, along with opportunities for panel discussions and small group learning. A significant attraction of this course is its unique location at the historic and iconic Grand Hotel on Mackinac Island. The timing and venue of the meeting are ideal for family participation during the summer months when children are not in school.

Target Audience:
Attendees will include anesthesiologists, certified registered nurse anesthetists, anesthesia assistants, surgeons, internists, family practitioners, and advanced practice providers involved in the care of surgical and procedural patients.

Exhibit Information:
Mayo Clinic recognizes these types of educational programs would not be possible without your support. We invite you to participate in this educational activity with sponsorship. Details are listed below. In support of ACCME guidelines, commercial support will be in a separate area from the educational activity. This event is open to multiple pharmaceutical companies.

To receive a guaranteed space for exhibiting and/or course sponsorship, please complete our letter of agreement by **Monday, June 28th, 2027**. For your convenience, Mayo Clinic's Tax ID is 41-6011702.

If you have any questions, please feel free to contact us.

Sincerely,

Cami Greden
CME Specialist greden.cami@mayo.edu

Dorinda Johnson
Education Administrative Coordinator Johnson.dorinda@mayo.edu

Key Information

Dates
Friday, August 6, 2027 – Sunday, August 8, 2027

Course Website
ce.mayo.edu/Anes&PeriopUpdate27

Location
Grand Hotel
286 Grand Avenue
Mackinac Island, MI 49757

Course Directors
Timothy R. Long, M.D.
Katherine W. Arendt, M.D.

Key Contact
Dorinda Johnson
Mayo Clinic School of Continuous Professional Development (MCSCPD)
200 First St SW, Plummer 2-60
Rochester, MN 55905
Johnson.dorinda@mayo.edu

Benefits of Sponsorship & Exhibits

Technical and educational exhibits provide a professional and educational environment in which physicians can receive demonstrations, view products and services and discuss the clinical and surgical uses of these products and services, including how they may improve the quality of care and the management of the medical/surgical practice. Additionally, the exhibits enhance the educational content of the meeting, helping to provide quality continuing medical education.

Benefits of Sponsorship:

- Interact face-to-face with numerous medical professionals
- Build visibility for your company in a competitive marketplace
- Expand your customer base and strengthen existing customer relationships
- Introducing new products and services
- Additional advertisement opportunities to expand reach and further socialize with attendees
- Sponsorships opportunities

Non-CME Educational Session (Product Theater) $15,000 45-minutes: Saturday August 7th 1pm

Lunch in Brighton Pavilion or Afternoon Ice Cream Social in Grand Hotel dedicated space

A Non-CME Educational Session or 'Product Theater' provides an opportunity for an organization to speak to attendees and faculty of the course each day. This session may be focused on either a product/device or an educational topic that is relevant to both the course and the company.

This is a Promotional Symposium (Non-CME Event). Mayo Clinic will provide basic food and beverages. Non-accredited programs such as these are independently developed and directly sponsored by industry and are presented in an educational format that will provide insight into new or controversial developments. Product Theater sessions will receive the following:

- Two complimentary registrations
- One 8' exhibit table for two representatives
- Acknowledgement at course through signage and announcements
- Access to networking opportunities throughout the course
- Receive a list of conference attendees one week prior to the conference

The Planning Committee reserves the right to review all submissions before final agreements have been made. Companies are encouraged to speak on educational topics in addition to products. Please note that audio/visual equipment and fees are the responsibility of the industry supporter.

Sponsorship Opportunities

Welcome Reception Sponsor - $10,000.00 *Exclusive Opportunity*

- Company signage at the Attendee Welcome Reception on Friday, August 6th
- Two complimentary registrations
- One 6' exhibit table for two representatives
- Sponsorship acknowledgement at course through signage and announcements
- Access to networking opportunities throughout the course
- Receive a list of conference attendees on the first day of the course

Internet Sponsor - $7,500.00 *Exclusive Opportunity*

- Company signage at course with Wi-Fi sign on instructions
- One complimentary registration
- One 6' exhibit table for two representatives
- Sponsorship acknowledgement at course through signage and announcements
- Access to networking opportunities throughout the course
- Receive a list of conference attendees on the first day of the course

Lanyard Sponsor - $5,500.00 *Exclusive Opportunity*

- Company will provide lanyards for attendees to use at the course with their Attendee Name Badges
- One complimentary registration
- One 6' exhibit table for two representatives
- Sponsorship acknowledgement at course through signage and announcements
- Access to networking opportunities throughout the course
- Receive a list of conference attendees on the first day of the course

Daily Coffee & Refreshments Sponsor - $3,500.00 *Three Available*

- Company signage at coffee and refreshment station on specified day
- One complimentary registration
- One 6' exhibit table for two representatives
- Sponsorship acknowledgement at course through signage and announcements
- Access to networking opportunities throughout the course
- Receive a list of conference attendees on the first day of the course

Click here to secure your sponsorship

A signed Letter of Agreement is required to secure your sponsorship.

Exhibit Opportunity

$1,995.00 *Limited spaces available*

Exhibit tables offer an opportunity for company representatives to engage with attendees and faculty during break times of the course. All exhibits include:

- Includes one 8 ft table and two chairs
- Acknowledgement at course through signage and announcements
- Access to networking opportunities throughout the course
- Receive an attendee list including registered attendee's name, credentials, city, state on the first day of the course

Click here to secure your exhibit table

Space is limited. A signed Letter of Agreement is required to secure your exhibit space.

Exhibit Hours

Set Up: Thursday, August 5th – TBD

Friday, August 6th – Pre-Course and Refreshment Breaks

*Sponsors and Exhibitors are welcome to our evening event!

Friday August 6th – Welcome Reception 6-7pm. Please note formal attire is required by Grand Hotel

Saturday, August 7th – Pre-Course and Refreshment Breaks

Sunday, August 8th – Pre-Course and Refreshment Breaks

Tear Down: All materials must be removed by 2:30pm on Sunday, August 8th

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Payment Options

- Credit Card Payment – Preferred
- Check Payment - An invoice will be emailed to the contact identified on the letter of agreement. Remit payment by check to the address on the invoice.
- Wire Fund Transfer / Electronic Payment - details available upon request

Mayo Clinic Tax ID: 41-6011702

Travel Information

Grand Hotel has reserved a limited block of guest rooms at a group rate. The hotel requires you to pay a deposit when making your reservation. This deposit will include a portion of your accommodation cost and meal plans. Please contact the hotel directly with any questions about your deposit.

A link to our room block will be sent from CPD via email once an LOA is signed and payment is received.

Attendees are responsible for their own reservations. The standard hotel reservation cancellation policy will apply to individual reservations unless otherwise specified. All travel and lodging expenses are the sole responsibility of the individual registrant.

Rules and Regulations

In applying for exhibit space, exhibitors agree to abide by the following regulations:

Exhibit Regulations:

Each exhibitor is responsible for compliance with the Americans with Disabilities Act (ADA) within its assigned space.

- Attire of exhibit personnel should be consistent with the professional atmosphere of the conference.
- Demonstrations by exhibitors may not interfere with normal traffic flow nor infringe on neighboring exhibits. Demonstrations are not permitted outside of the exhibitor's assigned space.
- Canvassing or distribution of advertising material by an exhibitor is not permitted outside of the exhibitor's space.
- Canvassing or marketing of any products or services in any part of the meeting rooms by anyone representing a non-exhibiting firm is strictly prohibited.
- Subletting of exhibit space is not permitted. Sharing of exhibit space is not permitted unless it is within divisions of the same company.
- It is the responsibility of the exhibitor to have all licenses, permits, and/or registrations required by the venue, city, municipality and/or state. The exhibitor is responsible for compliance with all applicable tax laws.

CME Guidelines Related to Educational Grants, Exhibit Space and Promotional Activities:

In compliance with ACCME Standards for Commercial Support, arrangements for commercial exhibits or advertisements cannot influence or interfere with the presentation, nor can they be a condition of the provision of commercial support for CME activities.

- Exhibit and other promotional fees shall be separate and distinct from educational grants/commercial support.
- All exhibitors must be in a room or area separate from the education and the exhibits must not interfere in or compete in any way with the learning experience prior to, during, or immediately after the activity.
- Company representatives must refrain from holding any commercial discussions in the educational classroom. All promotional activities including interviews, demonstrations, and the distribution of

literature or samples must be made within the exhibitor's space. Canvassing or distributing promotion materials outside the exhibitor's rented exhibit space is not permitted.

- Commercial interest representatives that have paid a conference registration fee may attend CME activities for the sole purpose of the representatives' own education. However, they may not engage in sales or marketing activities while in the educational classroom.

Liability:
Mayo Clinic School of Continuous Professional Development, the employees thereof, nor their representatives, nor any member of the Conference Committee or Hotel, shall be responsible for injury, loss, or damage that may occur to the Exhibitor or their property from any cause whatsoever, prior to, during, or subsequent to the period of the Exhibit. The Exhibitor agrees to indemnify the Mayo Clinic Continuous Professional Development and Hotel and their employees, volunteers, and committees from all claims of loss, damage, or injury. Exhibitors are encouraged to insure themselves against property loss or damage, and against both general and personal liability.

The Exhibitor understands and agrees that, for the safety of conference participants, the Exhibitor shall not perform any procedures on or provide any services to conference participants that are either invasive or are customarily performed in a practitioner's office.



Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

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

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

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

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

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

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) **501 (c) (3) Tax-exempt Nonprofit Corporation**

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

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

Exempt payee code (if any) **1**

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) **A**

(Applies to accounts maintained outside the United States.)

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

200 First Street SW

6 City, state, and ZIP code

Rochester, MN 55905

Requester's name and address (optional)

7 List account number(s) here (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. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–		–				

or

Employer identification number

4	1	–	6	0	1	1	7	0	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** Katy Domaille **Date** 1/2/2026

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*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they