



Board of Directors: Annual Meeting Minutes

November 6th, 2014 - 11:15 pm – 12:15 pm

The Iowa Events Center—Des Moines, Iowa

Conference Calling: 218-862-1300, Conference Code 223239

- **Call To Order** – Jerry Ewers, President—11:15am
 - **Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest—**
 - Brad Buck, Secretary—called the roll call
Present: Jan Beach-Sickels, Mary Briones, Brad Buck, Robert Davison, Jeff Dumermuth, Jerry Ewers, Linda Frederiksen, Dan Paulsen by proxy --Jeff Eastman, Katy Hill, Curtis Hopper, John Jorgensen, Bob Libby, Rob Marsh, Mark McCulloch, Rick Morgan, Brian Rechkemmer, Lee Ridge, Cherri Fuerhing, Brandon Smith, Tom Summitt, Dr. Josh Stille, Mark Sachen, Jeff Eastman, Nella Seivert, Lynzey Kenworthy, Michael Triplett, Rebecca Curtiss, Lisa Arndt.
 - **Absent:** Terry Stecker
 - A quorum was established, and there were no conflicts of interest.
- **Approval of Agenda—**Moved, Linda Frederiksen 1st, Brandon Smith 2nd : all aye
- **Approval of Minutes of Annual Meeting November 7, 2013** Moved, Lee Ridge 1st, Jeff Dumermuth 2nd : all aye
- **Current Executive Board and Region Board Members:**
 - § **Recognize Outgoing Board Members—** (3) Outgoing Board Members--Jan Beach-Sickels, Rob Davison, Terry Stecker. All were recognized and presented with plaques for their service.
 - § **Announce New Board Members—**
Nella Seivert : Southwest Region— Nella Seivert has been involved with EMS for 30+ years. She now owns Medivac Corp. Ambulance and is actively involved in many areas of EMS. Not only does she respond in the field and actively teaches classes, she is always exploring new things coming out in the field of EMS and passes those things onto all her EMS employees. She has lots of knowledge in EMS from all her years of experience.
 - § **Executive Report—**
 - **IEMSA Represents you with the following:**
 - Communication Link – Web Site, ENews, the Voice publication, Facebook
 - Representation on various task forces, advisory groups, and boards from the local to national level
 - Initiating & Supporting EMS Legislation
 - Annual Conference & Trade Show
 - Member Outreach - Regional Conferences
 - Training and Con Ed Opportunities
 - **Membership Update:**
Reviewed the benefits of membership and the current 2014 membership stats:

1,461	Individual Members
63	Student Members
103	Affiliate Members
7	Training Centers
25	Corporate Members
 - **2014 Events and Activities:**
Service Director Workshop, EMS Day on The Hill / NAEMT EMS Day on the Hill, Leadership Conference, State Association EMS Networking Conference, IEMSA SE Iowa EMS Saturday, Pediatric Conference, EMS Memorial Service, Billing & Management Conference Leadership Academy, Annual Conference and Trade Show
- **Medical Director Report—**Goals—more Medical Director Involvement in EMS in Iowa as a whole. Would like to work hard on updating protocols across the state (i.e. spinal immobilization). Open to questions and assistance. Expressed his passion and interest in EMS.
- **Treasurer's Report** – Mark McCulloch—Moved. 1st Brandon Smith, 2nd Lee Ridge : all aye

2013 vs. 2012 Total Assets

Month end October 31, 2013 -\$267,010.93

Month end October 31, 2012- \$187,051.06

2013 Year End Profit vs. Loss Budget Vs. Actual



- 2013 year end yielded a net income of \$77,455.12
- Budgeted income of \$1,325.31
- Surplus of \$76,129.81
- Contributing Factors:
 - Income: Increased Number of Exhibitors, Sponsors, and Registrations for increased conference income.
 - Regional conferences
 - Successful Leadership Conference

2013 – The Financial Year in Review

- Total Annual Income --\$353,773.52 in 2013 vs. \$348,241 in 2012
- Income budgeted: \$330,575
- Income surplus: \$23,198.52
- Decreased Membership
- Conservative Spending
- Annual Conference Revenue

Total Annual Expenses:

\$276,318.40 in 2013 vs. \$306,347.76 in 2012

- Budgeted expenses: \$329,249.69
- Expenses under budget: \$52,931.29

****Expense Summary:**

- Conference under budget \$31,826.77
- Administrative under budget \$15,301.51
- Wage Expenses under \$5,803.01

Looking Ahead:

- We have continued our climb from a financially bleak 2008-2010.
- Establish a sustainable reserve.
- Consult professional accounting assistance.
- Maintain conservative spending practice.
- Increase giving through grants and scholarships.
- Diversify low cost educational opportunities.
- Carry legislative momentum to maintain our role as the Voice of Iowa EMS Responders.

- **Bureau of Emergency and Trauma Services Report** –Rebecca Curtis, EMS Bureau Chief, IDPH BETS
 - § NHTSA Assessment--Assessor Visit—to access our challenges moving forward
 - § Legislative Request—IDPH will not make any additional request for funding this year. However, they will take some current funds and shift them to Bureau.
 - § Image Trend—EMS & Trauma software. Use for reporting in 1st quarter 2015
 - Educational Trauma classes have been offered. All levels across the state. And will continue.
 - § New Trauma Coordinator—was hired.
 - § Amer. College of Surgeons will assess our trauma system
 - § Preparedness—some funds left over. Being involved in coalition contracts. It's community money, to be used or it's given back. With Ebola—if you need more equipment—this is the way to help you get the things you need.
 - § Ebola—Presentation in the opening session—and we conducted a webinar, where 300 attended. President Obama asked for a huge amount for of funds for Ebola—we usually get 1% of that will be substantial and help us a lot.
- **IEMSA Lobbyist Report**—Lynzey Kenworthy –We have legislative momentum. EMS is a well-respected group. With elections behind us—looks like status quo. A big achievement is the 10% Medicaid increase. This increase represents the largest provider increase yet. That speaks to our efforts and their trust in us.
 - § EMS Tax Credit –Lobbyist met with the EMS Legislative Committee—to identify sustainable funding streams for EMS. To assist small communities—and for large communities to make use of volunteers too.
 - § Education and Data Collection-we know we need to have the numbers to back us up—so we're working on getting those numbers through a survey to get the information from our members and set accordingly.
 - § Mike Triplett, Lynzey Kenworth & Mark Sachen Firefighters Association meeting—perhaps this is a point where we can sit down with our advocate legislators—and ask how we can brain storm with them about getting help for EMS. We've established ourselves as a vital part of serving Iowa communities—now we



need to be able to look at codes and get them to think outside the box on how to re-write these codes. Working from their ideas to us. We assess and respond—and they have ownership in the ideas that we're presenting. They can then sell it to their caucus. We need to keep our focus broader—and ask for how we can achieve our objectives. Will plan to back away from of the mandate approach – create funding streams that create the mandate or gets us in the budget. Legislators and EMS are both looking for long term sustainable ideas--Not short term funding.

- **Legislative Report** – Linda Frederiksen

- **2013-2014 Summary**

- § Volunteer Tax Credit --. May 16, 2014 --Governor Branstad signs HF 2459 which increases the personal income tax credit from \$50 to \$100 for volunteer EMS and Fire Personnel; reserve Peace Officers also included in this bill. Volunteer EMS personnel received a \$50 credit against their personal income tax liability. This was a long-time IEMSA priority issue

- § 10% Medicaid Increase effective July 1, 2013

- § Town Hall Meetings with Legislators

- Tipton Ambulance: October 16, 2013

- Dubuque: December 14, 2014

- Floyd, IA September 18, 2014

- § IowaCares ends on December 31, 2013

- § November 6 & 7, 2014: Interim EMS Legislative Study Committee Meeting

- § 110% Medicaid Increase effective July 1, 2014

- Our Fundamental Belief:

- Emergency Medical Services, along with Police and Fire, should be an essential service provided by all levels of local government.** Public safety is a core function of government. In order to ensure that all Iowans get the protection they need, Iowa law must change to recognize that cities, counties and townships must provide EMS protection to their citizens.

- EMS Day on the Hill is January 29, 2015—join our voice.

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- **ByLaws** – Linda Frederiksen—No changes in 2014

- **Conference Report**—Jeff Dumermuth

- § Attendance 827 Attendees

- § NEW! Guide Book

- § 70 Vendors, 19 Vehicles, 1 Helicopter, and 53 booths

- § Generous Educational, Lanyard, and Entertainment Sponsors

- § 26th Annual Conference & Trade Show--Community Choice Credit Union Convention Center, November 12 - 14, 2015

- **Group Purchasing Program**—Linda Frederiksen

- Contract Period: August 1, 2013 – July 31, 2015 – New Group Purchasing Vendor—Henry Schein EMS

- **2015 IEMSA Events and Educational Opportunities**—

- IEMSA SE Iowa EMS Saturday (January 10th)

- EMS Day on the Hill (January 29th)

- Leadership Conference (January 29th)

- Pediatric Conference in Ia. City (February 21st)

- EMS Memorial (May)

- Ambulance Billing & Management Conf. (Spring)

- Leadership Academy (Fall)

- 25th Annual Conference (November 12th-14th)

- **Discussion**—Jerry's farewell-the IEMSA Board of Directors recognized Jerry Ewers, two term IEMSA President for a job well done and presented a plaque.

- **Adjournment**—12:05 Moved. Lee Ridge 1st, Mark McCulloch 2nd: all aye