



March 21, 2019 – 1-3pm
Board of Directors Meeting Minutes
Tele-Conference Meeting : 857-216-6700, Conference Code 223239

Call To Order – Mark Sachen, President - 1:04pm

Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest— Roll Call by Tom Summitt, Secretary. Quorum met.

Approval of Agenda- Motion to Approve Tom Summitt, 2nd Jana Trede – No Discussion. All Aye. Motion Carries.

Lobbyist Report—Eric Goranson-Bills Active

- HF 694 - REPLICIA Passed House 96-0 around 11:45 this morning. On to Senate.
- SF 377 - Tort Liability for emergency responders
- SF 472 / HF 558 - County Taxes (HF 466, township taxation is still alive too). Conversations are ongoing and the bills are still alive.
- SF 576 - IDPH Data - Some frustration with our declaration in the Republican caucus in the Senate. I'm working through it the best I can.

Bureau of Emergency & Trauma Services Report – IDPH Rebecca Curtiss, Bureau Chief BETS

- S576 – they did take that vote 34-13 passed – reach out to our members about the data elements this bill removes. It's very concerning.
- Full Response mode with Flooding Issues
- Day-to-Day activities are slowed down for Steve Mercer & Rebecca Curtiss
- Chapter 132 – looks like it will hopefully be finally approved by EMSAC in April and then the Board of Health in May. Will keep us posted.

Medical Director Report –Dr. Christopher Hill – update on a Medical Directors Board – when looking at the rules we are trying to be sure they are engaged and involved in support of EMS. Have a group of counties that we're working on a Board—to share responsibilities and support. Aiming for a not for profit status. Hoping by the end of the year have it in place by the end of year. And written to share with others to set up in their areas. Encourage others that are doing similar medical director resources c to share what they are doing. Mark Sachen asked how the boundaries fall into the Service Area map. It's pre-mature to discuss that. This started with a few medical directors that had overlapping areas.

Approval of Minutes

- January 17th, 2019 Board of Directors Meeting Minutes – Motion to approve – Tom Summitt, 2nd Andy Ney – All Aye. Motion Carries.

Treasurer's Report –Mark Sachen Reported in Brandon Smith's absence.

- **Released Pittman & Co. as CPA for IEMSA** – Hired Desmond CPA, PLC Firm – 3/13/2019 – Joe Desmond, CPA, MBA, CFE, Partner is located at 2600 Westown Parkway, Ste. 380, West Des Moines, 515-218-1659 office or 515-991-3326 cell, joe@joedesmondcpa.com They will now do our Payroll Taxes, and 990 as well as the other items outlined in their proposal approved by this board last fall.
- **Financial Review Update** –Desmond, CPA, PLC – as reported on 3/18/2019 by Joe Desmond in writing:
 - We have reconciled all the bank accounts for each month for 2018.
 - We received the asset keeper data file from Pittman & Co. and have updated and cleaned up the fixed assets.
 - There are a few more balance sheet items in assets and liability accounts that also need to be cleaned up.
 - Once we get these numbers adjusted, you should have a clean set of books for 2018.
 - After the books are adjusted, we will start working on the federal form 990.

Motion to Table Financials until the April Board Meeting by Linda Frederiksen. Tracy Foltz 2nd. All Aye. Motion Carries.

- **Jan 2019 Written Financial Report as submitted by Brandon Smith, Treasurer – submitted 3/21/2019**

Jan 2019 P & L:

INCOME: Gross Revenue \$ 5,840.00

EXPENSES: Administrative \$ 3,791.49

Conference Expenses \$11,000 (Deposit on Iowa Event Center 2019 Annual Conference)

Total Expenses: \$18,124.41

NET Loss Revenue: - \$12,284.41

Balance Sheet:

Assets and Liabilities: \$ 488,123.60

Checking/Savings (MM): \$ 487,600.46

A/R: \$ 11,712.00

Checking Account BALANCE January 31, 2019: \$184,233.13

Credits: \$5,227.50

Debits: \$30,484.08 (includes \$10,000 deposit on 2019 Annual Conf to Iowa Event Center)

Money Market: Interest \$69.11 Balance \$301,451.49

- **February 2019 Financial Report Written Financial Report as submitted by Brandon Smith, Treasurer – submitted 3/21/2019**



February 2019 P & L:

INCOME: Gross Revenue \$6,505.00

EXPENSES: Administrative \$5,837.00

Total Expenses: \$9,169.95

NET Loss Revenue: -\$2,602.51

Balance Sheet:

Assets and Liabilities: \$503,803.14

Checking/Savings (MM): \$485,177.15

A/R: \$11,982.00

Checking Account BALANCE February 28, 2019: \$181,889.15

Credits: \$8,002.75

Debits: \$10,346.09

Money Market: Interest \$62.44 Balance \$301,513.93

Report submitted by Brandon Smith, Treasurer

Executive Report— M. Sachen

- Siren Act – keeping an eye on it. Bill has passed and signed into law—10% match and \$200,000 cap per service. We want to be a resource for these kinds of grants—to assure our members can take advantage of those funds.
 - The Rural EMS Needs (SIREN) Act (S. 2830/H.R. 5429) passed December 12, 2018, introduced by Senators Dick Durbin (D-IL) and Pat Roberts (R-KS) and Representatives Greg Gianforte (R-MT) and David Loebsack (D-IA) in the House, reauthorizes a federal grant program to directly support rural EMS agencies, many of which are at the forefront of the opioid epidemic, in recruiting and training personnel and purchasing equipment for everything from naloxone and first aid kits, to power stretchers or new ambulances. We are still trying to nail down how these funds will be distributed and the process to apply for this grant money. We will keep our members posted on this process as we nail down information and contacts on this important funding item.
- April 8th, 2019 Board Meeting – 5:30-6:30pm – West Des Moines Hilton Garden Inn – Event Center
- Butler County Letter – IEMSA Response—went out today, we want to hear and respond and support our members concerns.

Billing and Management Conference- April 8 & 9th, 2019 —Hilton Garden Inn—West Des Moines. We are offering the 1 ½ days for 12.0 hours this year including 4.0 Mandatory Hours. Giving 2 Days to Billers. And a NEW! ½ day Workshop — EMS Non-Billers Workshop – Hospitality Suite will be held in the Private Bar area located at the Hilton Garden Inn just outside where the Conference is being held – Monday Night from 7-9pm, a cash bar and finger foods will be available.

Billing Conference Totals as of 3/19/2019 are:

Total Unique Attendees : 71

- **Day One** –Billing & Documentation – 48
- **Day Two** – Morning Billing Courses – 55
- **Day Two** – Afternoon NON-Billers Workshop – 21
- We will discuss them in the MORNING workshop on Day 2 of the Billing Conference.
- the release of the new ET3 Model from CMS in February 2019 -- full details are here: <https://innovation.cms.gov/initiatives/et3/>
-- this is great news for non-transport—but you have to bill to receive these funds—this workshop gives you access to national experts to help you figure out your options on that front.
- GEMT Grant Pending Approval – who’s eligible—this will surprise you—hear from the IEMSA Consultant working on your behalf with CMS on this important funding source.

EMS-Day-On-the Hill/Emerging Trends Conference— G. Merrill

ROTUNDA Reservation and DATE Set – NEW NAME, DATE and TIME for 2020 --

“Iowa EMS Summit” – February 12-13, 2020 – Proposed 2-Day Schedule

Wednesday – February 12th, 2020

- 2020 IEMSA Board Strategy Meeting –
8-10am –Annual Conference Committee Planning and Strategy Meeting (Speakers, exhibits, registration etc.)
10-3pm –Committee Roundtables—done in Tracks – working lunch
3:45pm – 5:00pm --IEMSA Annual Meeting
7-9pm Networking Informal Event –Hospitality Suite –



Thursday – February 13th, 2020

- Iowa EMS Summit – 8-1:45pm
 8-9am --Keynote Speaker: *Tentative*--Aarron Reinert, Director of Lakes Region EMS in the Twin Cities area, and partner in Safetech Solutions – Leadership Program Recruitment and Retention – Linda Frederiksen – Mark Postma might be a good option.
 9:15 – 12:15pm -- Service Directors Roundtable – GEMT, ET3, Service Areas, Siren Act, Recruiting and Retaining Tips
 12:15 – 1:15pm – LUNCH
 1:45 – bus departs for the Capitol
- EMS Day on the Hill – 2-5pm THURSDAY, February 13th, 2020 from 2pm-5pm

Social Media/eNews – J. Trede – Facebook – there confusion with another page – trying to get the other NON-EMS page that has Snap Chat good idea—do it again next year.

Annual Conference— November 7-10, 20109 -- K. Hill

Speakers – T. Summitt we have some great speakers set up. Andy Ney -- Pre-Conference trying to get that nailed down.

Awards – T. Summitt – Move the date up to September 1 -- to give committee more time to make award determinations.

Entertainment –J. Trede – Need to solidify the entertainment for Thursday and sponsors.

Exhibit Hall – A. Gehrke – T-Shirt Vendor – that is interested. John Jorgensen will send contact info.

Honoring Our Own – T. Summitt – We have about 12 honorees already. Pieper Video created a public service video to send out via e-news to promote supporting our fallen heroes.

Membership Report As of: 3/20/2019 3/18 v 3/19

AFFILIATE Membership Report		15-Mar-18	20-Mar-19	Previous Year
By Affiliate Level	Active	Active	% change	
Affiliate Membership Level 1	24	29	21%	
Affiliate Membership Level 2	56	70	25%	
Affiliate Membership Level 3	36	41	14%	
Affiliate Membership Level 4	17	19	12%	
TOTAL Affiliate Training Centers	10	13	30%	
TOTAL Affiliate Members	143	172	21%	
Affiliates by IEMSA Region		15-Mar-18	20-Mar-19	
NW Region	18	19		
NC Region	13	14		
NE Region	31	44		
SW Region	19	20		
SC Region	33	34		
SE Region	14	28		
No Address On File OR Out-of-State	15	13		
TOTAL Affiliate Members	143	172		
INDIVIDUAL Membership Report				
by IEMSA Region	15-Mar-18	20-Mar-19		
North West	127	135		
North Central	151	147		
North East	305	382		
South West	153	161		
South Central	315	311		
South East	273	306		
No Address On File or Out-Of-State	131	95		
TOTAL Individual Members	1455	1537	Previous Year	
Individual Members	1158	1191	3%	
Student Members	291	333	14%	
Retired Members	6	7	17%	
Total Individual Members	1455	1531	5%	



Corporate Membership Report			Previous Year
By Corporate Level	15-Mar-18	20-Mar-19	% change
Platinum	4	3	-25%
Gold	16	21	31%
Silver	0	1	
Total Corporate Members	20	25	25%
Membership Drop Report			
	Feb Drops	Jan + Feb Drops	
Individual Drops	30	56	
Student Drops	10	63	
Affiliate Drops	4	3	
TOTAL Dropped Members	44	122	

EMS Week/Memorial-- M. McCulloch &/Or Katy Hill – 3 applications received – wrapping up items for the memorial.

2019 Group Purchasing Agreement – N. Seivert—finalizing the list and it will be out for bid soon.

Community Paramedicine/MHC – L. Frederiksen—New Members are coming in – ET3 is showing positive movement. Huge movement.

Communication systems are not in place with urgent cares, so we'll need to get those going. A lot of facilities that will be impacted by reducing their volume—that will be a conversation that needs to be had at the local level. What kind of communication with urgent cares look like? For treat onsite requires a qualified provider to bill it.

Motion to Adjourn – 2:40pm -- T. Summitt, John Jorgensen 2nd the Motion. All Aye. Motion Carries.

Member's Name	Area of Responsibility	Initials/Proxy
OPEN as of October 2017	North Central Region	OPEN
Merrill, Gary	North Central Region	Absent
Sachen, Mark	North Central Region	Present
Gehrke, Amy	Northeast Region	Absent
Morgan, Rick	Northeast Region	Absent
Andy Ney	Northeast Region	Present
Jorgensen, John	Northwest Region	Present
Crilly, LaDonna	Northwest Region	Present
Foltz, Tracy	Northwest Region	Present
Jana Trede	South Central Region	Present
Hill, Katy	South Central Region	Present by Proxy – L. Crilly
McCulloch, Mark	South Central Region	Present
Frederiksen, Linda	Southeast Region	Present
Fults, Matthew	Southeast Region	Absent
Summitt, Tom	Southeast Region	Present
Solt, Sarah	Southwest Region	Absent
Wickizer, Jason	Southwest Region	Present by Proxy – N. Seivert
Seivert, Nella	Southwest Region	Present
OPEN as of Dec 2017	At Large	
Ewers, Jerry	At-Large	Absent
Smith, Brandon	At-Large/Treasurer	Absent
David Filipp	Education	Present
Rechkemmer, Brian	Education	Present by Proxy – T. Foltz
Dr. Christopher Hill	Medical Director	Present
Guest(s): IDPH/BETS— Rebecca Curtiss Lobbyist - Present & Eric Goranson--Present		
Arndt, Lisa	Office Manager	Present