



April 8, 2019 –5:30p-6:30p-- Board of Directors Meeting
Hilton Garden Inn West Des Moines : 857-216-6700, Conference Code 223239

Call To Order – Mark Sachen, President - 5:35pm

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

Approval of Agenda- Motion to Approve Jerry Ewers, 2nd Nella Sievert – No Discussion. All Aye. Motion Carries.

Lobbyist Report—Eric Goranson --

Replica passed the house—on senate calendar now. There is a proposed fix for 422 B – not SF472 not 578 County Tax issue tabled for this year. Keep working on it with the hospitals and county—looks like a rural fix not an urban fix.

Approval of Minutes – Motion to Approve Mark Sachen, 2nd Tracy Foltz – No Discussion. All Aye. Motion Carries.

- March 21st, 2019 Board of Directors Meeting Minutes

Treasurer's Report –Brandon Smith— Motion to Approve Gary Merrill, 2nd Nella Sievert – No Discussion. All Aye. Motion Carries.

January 2019 Financial Report as submitted by Brandon Smith, Treasurer

January 2019 P & L:

INCOME: Gross Revenue \$5,840.00; Conference Income \$1,210.00

EXPENSES: Administrative \$3,791.49

Total Expenses: \$18,124.41

NET Revenue: (\$12,284.41)

January P&L YTD 2018:

YTD Gross Profit: \$438,640.26;

Total Conference Income: \$251,631.25

Total Membership: \$87,379.00

YTD Expense Administrative: \$171,831.21

YTD Total Expenses: \$434,196.41

YTD NET Income: \$647.31

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 Iowa Events Center)

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

Report submitted by Brandon Smith, Treasurer on 02/03/2019.

February 2019 Financial Report as submitted by Brandon Smith, Treasurer

February 2019 P & L:

INCOME: Gross Revenue \$6,505.00

EXPENSES: Administrative \$5,837.00

Total Expenses: \$9,169.95

NET Revenue: (\$2,602.51)

February P&L YTD 2019:

I did not receive the YTD financial documents in order to include those numbers in my report at the time of this writing.

Balance Sheet:

Assets and Liabilities: \$503,803.14

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

A/R: \$11,982.00

Checking Account BALANCE February 31, 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 on 04/08/2019. March 2019 Financial Report as submitted by Brandon Smith, Treasurer

March 2019 P & L:

INCOME: Gross Revenue \$24,399.45; Conference Income \$872.50

EXPENSES: Administrative \$25,023.20

Total Expenses: \$30,374.94

NET Revenue: (\$5,906.35)

March P&L YTD 2019:

YTD Gross Profit: \$35,974.45

Total Conference Income: \$2,732.50

Total Membership: \$10,505.00

YTD Expense Administrative: \$34,651.69

YTD Total Expenses: \$57,669.30

YTD NET Income: (\$21,494.16)

Balance Sheet:

Assets and Liabilities: \$509,246.75

Checking/Savings (MM): \$466,166.54

A/R: \$18,204.50

Checking Account BALANCE March 31, 2019: \$174,727.23

Credits/Deposits: \$16,195.25

Debits: \$23,357.17

Money Market: Interest \$69.14 Balance \$301,583.07

Report submitted by Brandon Smith, Treasurer on 04/08/2019.

ISICSB Board Report – M. Sachen—We still need a female communication experience provider. Need to find an EMS provider that is a female is interested. Linda Frederiksen motions to nominate Nella Seivert to represent us at ISICB. Katy Hill Second. All Aye. Motion Carries.

Office Administration – L. Arndt

- Credit Card Processing – rates, PCI Compliance Certification, and status of moving Credit Card Processing to Bluepay. Deadline Moved to April 31, 2019.

Committee Reports –

Executive Report– M. Sachen – Will keep a close eye on HSB165 as that progresses. **Billing and Management Conference**- April 8 & 9th, 2019 –Hilton Garden Inn—West Des Moines. We are offering the 1 ½ days for 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 : 102 (57 EMS Services/Organizations Represented)

- **Day One** –Billing & Documentation – 85
- **Day Two** – **Morning** Billing Courses – 87
- **Day Two** – **Afternoon** NON-Billers Workshop – 39

Proposed that next year (2020 – April 20 & 21, 2020 at the Hilton Garden Inn, WDM), we do the CADS in conjunction with the Billing Conference –have Jason Leet teach this day. Monday/Tuesday Combo.

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

ROTUNDA Reservation and Date Set – EMS Day on the Hill 2/13/2020 2-5pm --“Iowa EMS Summit” – **February 12-13, 2020**. Need to allow our Affiliate Members to use this seat as their one AFFILIATE FREE SEAT benefit to this conference as an option.

Annual Conference— November 7-10, 2019 -- K. Hill – Keynote speakers, Jeff Messerole possible. If he can schedule is complete. Considering an ACLS Class at CCP level. Might be a need for too many instructors. We’d need 20 instructors. Bureau & Service Bureau Safety Course.

EMSAC – L. Frederiksen – meeting Wednesday – Chapter 132 and scope of practice. Lots of concerns. Board is responding to these concerns as quickly as possible.



Membership –

Membership Report As of: 4/5/2019		4/18 v 4/19	
AFFILIATE Membership Report	10-Apr-18	5-Apr-19	Previous Year
By Affiliate Level	Active	Active	% change
Affiliate Membership Level 1	24	28	17%
Affiliate Membership Level 2	56	69	23%
Affiliate Membership Level 3	35	40	14%
Affiliate Membership Level 4	20	21	5%
TOTAL Affiliate Training Centers	10	13	30%
TOTAL Affiliate Members	145	171	21%
Affiliates by IEMSA Region	10-Apr-18	5-Apr-19	
NW Region	16	19	
NC Region	12	14	
NE Region	31	43	
SW Region	18	21	
SC Region	30	37	
SE Region	28	33	
No Address On File OR Out-of-State	10	4	
TOTAL Affiliate Members	145	171	
INDIVIDUAL Membership Report			
by IEMSA Region	10-Apr-18	5-Apr-19	
North West	125	134	
North Central	155	144	
North East	315	368	
South West	161	157	
South Central	311	304	
South East	275	297	
No Address On File or Out-Of-State	248	86	
TOTAL Individual Members	1465	1490	Previous Year
Individual Members	1169	1167	% change
Student Members	290	316	0%
Retired Members	6	7	9%
Total Individual Members	1465	1490	17%
Corporate Membership Report			Previous Year
By Corporate Level	10-Apr-18	5-Apr-19	% change
Platinum	4	3	-25%
Gold	16	21	31%
Silver	0	1	100%
Total Corporate Members	20	25	25%
Membership Drop Report	Mar Drops	Mar Drops	
Individual Drops	28	35	
Student Drops	2	3	
Affiliate Drops	2	3	
TOTAL Dropped Members	32	41	

EMS Week/Memorial-- M. McCulloch &/Or Katy Hill – Plans are well underway, still looking for a member of Iowa congress to speak. There are 6 Honorees this year – Jay Albaugh, Mark Lewerke, Daniel Lindsay, Kendra Luze, Andrew Miller and July Ott.

2019 Leadership Academy Fall – J. Jorgensen – One registration in as of 4/3/2019.

2019 Group Purchasing Agreement – N. Seivert – Bid will go out next month, will be extending the contract time period to 3-years.

Community Paramedicine/MHC – L. Frederiksen—This committee is looking at adopting the NAEMT tool kit. Also, we would like to set up a meeting and topic at the Annual IEMSA conference – working with the speaker committee on this.

Allied Entities:

NAEMT—Tony Sposeto – NAEMT is having a EMS Day on the Hill event – we have money budgeted – Tony Sposeto is interested in representing the IEMSA at this meeting if it’s still possible. Board is in agreement to allocate money already budgeted.

Motion to Adjourn at 6:35pm by Linda Frederiksen, 2nd Andy Ney– No Discussion. All Aye. Motion Carries.

Member's Name	Area of Responsibility	Initials/Proxy
OPEN as of October 2017	North Central Region	OPEN



Member's Name	Area of Responsibility	Initials/Proxy
Merrill, Gary	North Central Region	Present
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	Absent
Crilly, LaDonna	Northwest Region	Absent
Foltz, Tracy	Northwest Region	Present
Jana Trede	South Central Region	Present By Proxy -Jerry Ewers
Hill, Katy	South Central Region	Absent
McCulloch, Mark	South Central Region	Present
Frederiksen, Linda	Southeast Region	Present
Fults, Matthew	Southeast Region	Absent
Summitt, Tom	Southeast Region	Present by Proxy - Mark Sachen
Solt, Sarah	Southwest Region	Present
Wickizer, Jason	Southwest Region	Absent
Seivert, Nella	Southwest Region	Present
Brus, Dawn	At Large	Absent
Ewers, Jerry	At-Large	Present
Smith, Brandon	At-Large/Treasurer	Present
David Filipp	Education	Absent
Rechkemmer, Brian	Education	Present by Proxy Andy Ney
Dr. Christopher Hill	Medical Director	Absent
Guest(s): IDPH/BETS— Karla McHenry, Tony Sposeto, Jules Scadden		
Arndt, Lisa	Office Manager	Present