



**June 22, 2017 – 1-3pm**  
**Board of Directors Meeting Minutes**  
**West Des Moines City Hall --4200 Mills Civic Parkway (2nd level Meeting Room)**  
Conference Calling: 857-216-6700, Conference Code 223239

**Call To Order** –Mark McCulloch – 1:02

**Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest**—see the full attendance sheet at the end of these minutes—Lisa Arndt took roll call, Proxies were taken. A quorum was established. No conflict of interest.

**Approval of Agenda** Brian R and Nella –

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

- **Staffing**—
- **Budget Issues** –Received guidance from IGOV regarding IDPH budget for FY18. BETS will have no additional cuts in current year.
- **Amanda – New Registry System** –The first renewal cycle in Amanda was completed, few glitches. BETS is continuing to refine the training program pages and service pages. New cert cycle starts July 1. Refinements include items like, a lot more automation, ease of use, those types of things.
- **Medical Director Position**—been through a long process worked through the University of Iowa—Approval for an
- **Time Critical Conditions**—Service Area contracts to the 12 fiscal agents have the EMS system development funds in the contracts. The funds are available to services through the fiscal agent. Participation in the service area meetings is critical to assure a voice in training plans, exercise plans and other uses of the funds.  
**The PAC System Development Subcommittee** has been developed to assist in developing the new service area organizations, governance structures, fiscal processes and to address overall systems challenges. Six of the 24 members are representing EMS The group has met twice and is making great strides in communication and organization of the service area. Some of the highly prioritized challenges voiced at the last were EMS and EMA engagement. We will continue working to assist communicating the importance of EMS engagement at the local service area meetings.  
**Go to the bureau webpage**—home page—the information, map and contact information is right there. Struggling with getting EMS to the table—only 6 of 24 members are EMS. We can work with the bureau to get a list of services not involved yet—and we can get the word out. Add a link to the IEMSA website as well.
- **EMS Coordinators**-- We are working to re-organization of EMS Field coordinators assignments to align with service areas. Stay tuned.
- **System Standards Workgroup**-- Great progress made in trimming and editing the standards, the draft version is on the website and will be presented to EMSAC in July.
- **Lucas Device distribution is about complete**—Application Status-Applications were complete for the NE quadrant devices were distributed last month. The next applications will be released to the SE quadrant of the state. An estimated (5) saves already with Lucas devices. Bureau to will publish those reports.
- **Mobile Integrated Health**—Bureau is going to make a webpage—to get documents and information out. This is a newly added subcommittee to EMSAC. The Chairperson has assigned Linda Frederickson as the chair of the subcommittee. All the roles on the sub-committee have been filled, the first meeting was last week. Great progress work plan created. A web page will be built to post technical documents. Linda Frederiksen has done a great job getting this subcommittee organized and group established with goals and timelines. Adding a couple more agencies—Hospice and Home Health. It's starting to get legs and getting moving.
- **EMSC Campaign** –Eric Enderton working on two large campaigns for children. First one is on immunizations. Second one is spreading germs. They've created two cartoons with ZLR to do the cartoons, all kinds of tools to use for use in educational things like posters, fact sheets, temp tattoos. Animation completed. Two cartoons for kids 5-10 years of age for immunization and staying home when sick.



- **Health Alert Network**—It will be used to notify EMS Services across the state. Bureau having trouble getting word out to EMS by E-mail—so the bureau is hoping this technology will get the work out more successfully.
- **Stop the Bleed**— This is a statewide campaign to train-trainers will be underway started in central Iowa, last Tuesday in Council Bluffs, Iowa City next week. 140 trainers were trained. Great response, excellent program. Over 700 names and contacts are successfully now on the network. The train the trainer session—Dr. Peter Pons and Steve Mercer were the crafters of this program—first session were done in Council Bluffs. Over 150 trainers trained. Next Tuesday in Iowa City is next. Once the trainers are trained—then we'll get a public campaign out to train school nurses and farmers etc. Hoping that will happen in July or August. Each trainer has a Stop the Bleed Kit for training. Using pork shoulders—putting an IV in—and making it bleed, put jeans on and use for training—interesting hands on training that we hope will be more effective.
- **Opioid Issue (NARCAN)** – monitoring—goes up but it's not a HUGE number. Hard to track impressions, not getting as much detail from data. Writing a new grant for EMS, Police, Fire to purchase Narcan, train on use and substance abuse referral services \$800,000 a year for 4 years. Grant is due July 31<sup>st</sup>. Currently NARCAN can be purchased by government entities through a contract at a discounted price. Call Steve Mercer for contact for that discounted pricing contact. Continuing to collect data regarding OD and Narcan use in the state.
- **Funding support for the IEMSA EMS Pediatric Conference** (inquiry by Jerry Ewers, VP ) held in February each year—supported and sponsored by University of Iowa EMSLRC. Bureau has previously been pulling EMSC carry-over money—that's becoming less and less available. Bureau will look into what they have to see if they can support this important program.

**Medical Director Report** –Dr. Joshua Stilley – excited we're finally getting a State Medical Director. Very experienced. There will be some shared workload with Dr. Stilley. Hoping it's not too confusing—he is interim til we get the processes started and then get someone in full-time. We are very excited about this. Stop the Bleed—in Iowa City was awesome. Emphasized, Dr. Sidwell and Dr. Stilley are in agreement—that there are good tourniquets out there. There is good and bad with all. CAT is pushed by ACEP, but from state level it won't be a mandatory type of tourniquet. Interested to know if the "Stop the Bleed" will change that position.

**Approval of April 18, 2017 Board of Directors Meeting Minutes** – Jason Wickizer 1<sup>st</sup>, Nella Seivert 2<sup>nd</sup> – Motion Carries.

**Lobbyist Report** -- Michael Triplett—Legislators are adjourned. We're in full fireworks season, already one significant injury (1) 15 year old boy—blew his hand off and a house fire in Cedar Rapids. We are already seeing injuries. West Branch EMS hosted a n EMS Crisis Meeting with legislators, invited Dvorsky and Kinney—IEMSA Board Members attended. Interesting statistic presented at this meeting --Johnson County got 380 EMS calls, contrasted with the fire departments 100 fire calls last year. The call volume is higher for EMS than Fire—yet we don't have funding for EMS, but we have funding for Fire. It's important to note, this is not a case of Fire vs. EMS—it's just about bringing EMS into the 21<sup>st</sup> Century when it comes to use of tax dollars for EMS Service. Need to get some stats and information together to be prepared for the next session. Mike Triplett will reach out to some small rural economic development community groups like like Farm Bureau. Try to partner with them. Two open seats— State Sen. Joe Seng of Davenport and Rep. Greg Forristall both passed away from Cancer. So there will be a special election to fill these seats. Both have nominated someone—democrats didn't do the paperwork properly so he's not on the ballot. Representative Curt Hanson also passed away in this month. A special election for his seat will be August.

**Bremerton County Meeting** –Amy Gehrke reported, legislators said they have not heard a word from EMS—so we have to get out and talk about SF551 to change funds. She indicated some legislators are involved—suggested a couple that we could reach out to—and strongly urged IEMSA members to reach out to their local County Farm Bureau boards to get them on our side, it would be a big deal to have their support. Ask the Farm Bureau to present their support of EMS at their state convention. Brad Ratliff – from Tipton attended this meeting and was present at this board meeting as well. He reported you can see EMS was there, but there was no unified voice—too many side issues that were a distractions to the main established "Talking Points" we have set. We need to stick to these talking points so that we can focus our energy and



the legislators attention—to get things done. Everyone is asking for funding now—and that isn't going to happen the way they are asking for it. We need to unify our talking points and purpose. EMS people kept saying Township, township, township—but it's better to do work through the county board of supervisors—and the 50 County Farm Bureau Boards. Both will need and want numbers and statistics—on why we need the funding and the volume of call statistics for their area etc. Also—and very important—to the Farm Bureau folks especially is how funding EMS affects farmers and farming. This will show them why throwing their support behind us will support them and their communities. We have been pushing for **reallocation of Funds** from cemetery's and property line management, a very OLD rule on the books in many townships and counties. There is funding there—that could be better used to care of their community members.

BETS—Rebecca Curtis can get farm data to Michael Triplett. Gary Merrill has already written a report—we need some farm data statistics integrated into that proposal—and we're in a good position. Rebecca Curtis will work with Gary Merrill to get him what he needs. Our message is “When EMS did not exist—you drove to the hospital”, now in the 21<sup>st</sup> century—the public expects EMS to come to them. Problem is --we don't have funding. The public's response time expectations are also very high. Data is available to look at it statewide, and try to target areas that need help. We have better data—so it's helping the response time get better, back in the Kaufman article days (2013)—the data he used was just not good. So it skewed the times. It's important to note --if you drill down in the data, you see clearly it's transports—that are making the wait times appear longer. Take transports out and look just at 911 call emergency response times—it's much faster response time.

Jason Wickizer—pointed out that the public expectations are not educated. They understand Fire and Police—will come, but don't understand that EMS “MAY COME” because in many areas of Iowa EMS is just not there. They can't afford to keep the doors open, or don't have volunteers to respond to calls. Someone will come if you call 911, but the time it takes them to get there could very well be quite long. We have talked about the lack of public correct understanding of EMS. We have that burden, we allocated funds for a public campaign—using Red Flash Group in the 2016 Budget. But that contact dropped off and didn't happen like we thought it would. We do need to get some money in our budget next year and reconnect with Red Flash Group—to see if we can get a PUBLIC EDUCATION campaign going. We need the public to understand the issues EMS faces in coming to their aid. So that if there is a tax increase proposed—they will support it. And ask their legislators and local and county officials to do so as well.

It was noted by Chief Curtis, that in the Senate Study Committee in 2014—any of these entities at the local level can assign their levied tax dollars to go to EMS, but it was also noted—this will take from other services. So townships and local governments are not willing to take funding away from to those other services (like cemetery's and property line management) to give some to EMS.

**ACTION ITEM – It was agreed we need to provide our IEMSA Members with a Legislative Meeting Action Packet**—There are a lot of grassroots organizers out there—working hard to set up meetings with their legislators now—before the new session begins. But they don't have a unified voice and presentation to lay a solid and consistent message from EMS and what we need to improve EMS in Iowa. And Action Packet—would standardize our “Talking Points”, and include a letter that verbalizes our issues and solutions, similar to the one Gary Merrill put together, beefed up with some data statistics. It would also include a suggested format for community meetings with Legislators. We could push these tools out to our IEMSA members and encourage them to get meetings set up with their local legislators, using this packet of guidelines and tools to help them. It's important to note—OUR Members (not just the board members) need to talk directly to their legislators. They live there, not the board members, or the lobbyist, so they will have a much bigger impact on the legislators than someone from another county—that doesn't vote for this legislator, or live in that area to truly be impacted or understand what it's like in their county/district. We need to really mobilize and provide tools to our members to dig in and TAKE ACTION. Mark McCulloch will work on a list of items for this packet and begin to get this put together.



**Approval of the Treasurer's Report** —Katy Hill 1<sup>st</sup>, Brian Rechkemmer 2<sup>nd</sup> – Motion Carries

Treasurer's Report submitted by Brandon Smith for verbal presentation by Mark McCulloch at this board meeting.

**April Financials 2017-- April 2017 Financial report as written by Brandon Smith, Treasurer—6/20/2017**

- Looking at the April P&L month end not much for revenue. There seems to be a drop off in Corporate and Individual memberships as compared to last year, -\$2600.00. Overall income down 30% (\$4,379.61).
- Regular administrative expenses status quo with a large merchandise expense (1,763.13). Also the \$10,000 deposit was made on the Convention center.
- Month of April net loss of \$-20,283.63
- Looking at the P&L vs. Budget performance, one interesting line is the Total administrative line in expenses and we are very close where we should be in regards to YTD performance. This means administratively we have done a good job planning and have stuck to our budgeted expenses thus far, in theory.
- The Balance Sheet shows total Assets and Liabilities of \$415,520.95. The checking/savings (money market) account balance of 398,794.70 and A/R of 6,593.22.
- On April 18 we moved \$300,000 cash from the previous checking account over to a money market account as shown on the bank statement.

**May 2017 Financial report as written and submitted by Brandon Smith, Treasurer—6/20/2017**

- May P&L, not a lot happening financially during the month of May. Interestingly enough though we had no membership renewals for the month of May. Jerry Ewers noted this might be a database issue—asked our office manager to investigate. Lisa Arndt, Office Manager investigated this—and it appears there was a database glitch that prevented the May renewal notices from going out. Those May renewals did however receive renewal notices in March and April prior to their expiration in May. And have been since notified of their expiration and are starting to come in. Not a lot of expires in May—but this glitch could be the cause of no renewal revenue in May. May posted a gross revenue of \$68.80. Administrative expenses are in line with a large entry for newsletter/web at \$1260—this was for Updates 8/17/16-4/24/217 of web updates from Mike Schneider Web Design.
- Month of May net loss of \$-6,555.75.
- The Balance Sheet shows total Assets and Liabilities of \$408,736.82, with a checking/savings account balance of \$393,021.78 and A/R of \$6,079.48.
- I have also reviewed the banking account statements and all entries appear to be in order.

**ISICSB Board Report** – L. Frederiksen/R. Dehnert- Mark McCulloch reported that there will be a small Statewide Radio System small patch done, by the end of July, then there will be statewide coverage.

**Office Administration** – L. Arndt –April/June Voice is in the works, it's up to 47 pages now. Conference Registration will open with this issue.

**2016 Committee Reports –**

**Executive** – M. McCulloch- no report in interests of time.

**Billing and Management Conference**-April 16 & 17, 2018—at the NEW! Hilton Hotel Downtown DSM-L. Frederiksen—no report at this time.

**Pediatric Conference** –TBD (Feb 2018) – M. Fults –Coralville Radisson Contract in Negotiation and discussion on location and date-no report at this time.

**EMS-Day-On-the Hill/Leadership Conference**—February 8th, 2018—M McCulloch—Marriott Contract in negotiation, Rotunda reserved for February 8<sup>th</sup>, 2018—will be signed this week.

**Social Media/eNews** – G Merrill—Sioux County Reporters contacted Mark McCulloch, if something runs, we will provide information about it.

**Annual Conference November 9-11, 2017**– Katy Hill—goal was to get the speaker schedule done enough to get it out in the April/June VOICE—committee has met that goal. Pre-Conference we have a PEP workshop this year. And



the Leadership/Management Track this year incorporations a new session called “Connections Matters”. In the afternoon Iron JEN will present, again more dealing with personality styles. CCP is set, and the Bureau Track is set. Keynotes: AJ Heightman, Dr. Christopher Wistrom is back again by popular demand. Dr. Stilley and other doctors will do a panel discussion. On the Instructor side Janet Taylor and Lori Syzer—are doing a wonderful hands on “Weird Science Workshop”. This workshop uses commercial household items and to show how the body works. We’re running this session twice to get as many through as possible. Also have a Child Abuse Class—using a University of Iowa instructor. We’re in the process of collecting all the CE documents from the speakers now. Having this information out early—we’re hoping to increase our numbers and make it easier for EMS providers to get approval to attend. On the entertainment side everything is a go—we’ll have the event on Thursday evening again at beer can alley, Lifeline Emergency Vehicles and KEV will sponsor again. The band is contracted and we’re excited about the success of this event for our members. We will have a DJ this year for the Friday Night Party. They’ll bring also bring a “photo booth” and other fun things to do. It’s just time for a little change. Brian Rechkemmer has a band suggestion for 2018, he will get that information to Katy Hill and the Entertainment Committee. In the exhibit hall, Lisa Arndt reported we have five vendors confirmed. Legislative/ByLaws – M. McCulloch –no report.

**Membership --**

Membership Report		Report Date: 6/19/2017							As of 1/2017			6/27/2017			6/16 vs. 6/17	
AFFILIATE Membership Report		January-16	16-Jan	7-Jun-16	13-Jul-16	17-Aug-16	12-Sep-16	13-Oct-16	2016 TOTAL	12-Jan-17	% Diff	2-Feb-17	15-Mar-17	19-Jun-17	Previous Year	
By Affiliate Level		Active	InActive	Active	Active	Active	Active	Active	Drops	Active	Jan 2016-Jan 2017	Active	Active	Active	% change	
Affiliate Membership Level 1		18	41	17	19	18	17	15	6	20	11%	20	22	22	29%	
Affiliate Membership Level 2		38	117	48	47	48	41	41	9	55	45%	55	57	55	15%	
Affiliate Membership Level 3		30	28	36	37	36	34	30	9	32	7%	36	32	33	-8%	
Affiliate Membership Level 4		17	9	12	12	12	12	12	4	13	-24%	16	16	15	25%	
TOTAL Affiliate Training Centers		11	2	10	9	8	8	8	3	8	-27%	9	9	11	10%	
TOTAL Affiliate Members		103	195	113	115	114	104	98	28	120	17%	127	136	136	17%	
Affiliates by IEMSA Region														15-Mar-17	19-Jun-17	
NW Region														17	16	
NC Region														15	16	
NE Region														35	37	
SW Region														19	19	
SC Region														24	26	
SE Region														24	26	
No Address On File OR Out-of-State														2	9	
TOTAL Affiliate Members														136	149	
INDIVIDUAL Membership Report																
by IEMSA Region		January-16	7-Jun-16	13-Jul-16	17-Aug-16	12-Sep-16	13-Oct-16	2016 TOTAL Drop	12-Jan-17	% change	2-Feb-17	15-Mar-17	19-Jun-17	Previous Year		
North Central		183										135	137			
North East		220										177	174			
North West		137										305	316			
South Central		224										154	149			
South East		230										300	295			
South West		166										290	316			
No Address On File or Out-Of-State		32										53	38			
TOTAL Individual Members		1192										1414	1425			
Individual Members		1134		1130	1131	1137	1063	920	465	1143	1%	1190	1195	1206	7%	
Student Members		94		173	178	158	180	205	109	194	106%	208	212	241	39%	
Retired Members		3		4	5	5	5	4	0	7	133%	7	7	6	50%	
Total Individual Members		1231		1307	1314	1300	1248	1129	574	1344	9%	1405	1414	1453	11%	
Corporate Membership Report																
By Corporate Level		January-16	7-Jun-16	13-Jul-16	17-Aug-16	12-Sep-16	13-Oct-16	2016 TOTAL Drop	Active	% change	2-Feb-17	15-Mar-17	19-Jun-17	Previous Year		
Platinum		4	4	4	4	4	4	0	4	0%	4	4	4	0%		
Gold		13	13	13	13	18	18	18	18	38%	18	18	18	38%		
Silver		1	2	2	2	1	1	0	2	100%	2	2	2	0%		
Total Corporate Members		18	19	19	19	23	23	1	24	33%	24	24	24	26%		

**Marketing/Merchandise/Web** – N. Seivert- no report.

**EMS Week/Memorial** -B. VandeLune – May 20, 2017—very nice memorial. Unfortunately, we lost too many amazing EMS providers—honored at this year’s ceremony.

**Leadership Academy** – J. Jorgensen – September 23 & 24, 2017 –Sioux City, Iowa at Western Iowa Tech, We are finalizing the Hotel Accommodations Block. Hotel with the New Hampton Inn at \$99/room, it’s located very near WIT, and right next to the new mall and lots of restaurants in that area. LaDonna Crilly and John Jorgensen pushed it out to their area service directors. So we should see some registrations start to come in. Lisa Arndt reported we have 2 registrations in so far.

**Voice** – M. Briones—no report.



**Scholarships** – B. Rechkemmer – There eare 16 scholarships applications this year to consider for 6 individual scholarships. We need to go back through notes about not winning twice—before awarding the 2017 Training Center scholarship. We also begin the process to record whether previous scholarship recipients actually finished and receive their certification.

**2017 Group Purchasing Agreement** – R. Morgan – Agreement Bid is out—and all bids are due July 15<sup>th</sup>, new vendor contract starts August 1.

**Community Paramedicine/MHC** – L. Frederiksen – now a subcommittee of EMSAC.

- **DMAT Advisory Group** – Rod Robinson—we have an email in to Rebecca Curtis to get direction on how to appoint a new representative. DMAT Advisory Group – Rod Robinson—has retired—status of a appointing a new representative. We need to pick a representative and let the EMS Bureau know. They will provide IEMSA with a list of DMAT members so we can look at a list and pick someone to represent IEMSA.

### Old Business

**Red Flash Group**—Greg is no longer there. Jeff Berens from Red Flash Group called to apologize. What do we want to do at this point? Mark McCulloch would like to use the budget monies from Red Flash Group—to get accounting pieces done. Mark McCulloch will sent out, an email with more details about this.

### New Business

**GEMT**—put on the agenda for next meeting.

- **Request to support filling the IFSTB Bureau Chiefs position**—put on agenda for the next meeting.
- **REPLICA Article** –add to new Business for next months agenda.

**Motion to Adjourn** by Brian Rechkemmer 1<sup>st</sup>, Katy Hill 2<sup>nd</sup> –adjourned at 2:53p

Member's Name	Area of Responsibility	Initials/Proxy
Terry Evans	North Central Region	Absent
Merrill, Gary	North Central Region	Present by Proxy-- Katy Hill
Sachen, Mark	North Central Region	Present by Proxy-LaDonna Crilly
Gehrke, Amy	Northeast Region	Present
Morgan, Rick	Northeast Region	Present
Ridge, Lee	Northeast Region	
Jorgensen, John	Northwest Region	Present
Crilly, LaDonna	Northwest Region	Present
Foltz, Tracy	Northwest Region	Present
Van DeLune, Brad	South Central Region	Present by Proxy- Mary Briones
Hill, Katy	South Central Region	Present
McCulloch, Mark	South Central Region	Present
Frederiksen, Linda	Southeast Region	Present
Fults, Matthew	Southeast Region	Absent
Summitt, Tom	Southeast Region	Present by Proxy-Jerry Ewers
Solt, Sarah	Southwest Region	Present
Wickizer, Jason	Southwest Region	Present
Seivert, Nella	Southwest Region	Present
Buck, Brad	At Large	Present by Proxy B. Rechkemmer
Ewers, Jerry	At-Large	Present
Smith, Brandon	At-Large	Present by Proxy-L. Frederiksen
Briones, Mary	Education	Present
Rechkemmer, Brian	Education	Present
Stilley, Joshua	Medical Director	Present
<b>Guest(s):</b> Rebecca Curtiss-IDPH--Present ; Mike Triplett –Lobbyist- Present, Guest IEMSA Member Brad Ratliff, Tipton Ambulance		
Arndt, Lisa	Office Manager	Present