



## June 21, 2018 – 1-3pm -- Board of Directors Meeting

### WDM Fire Station #19 – West Des Moines, Iowa

Conference Calling: 857-216-6700, Conference Code 223239

**Call To Order** – Mark McCulloch, President – 1:03p

**Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest**—K. Hill – Quorum established. No Conflict of Interest.

**Motion to Approve Agenda** Jerry Ewers 1<sup>st</sup>, Katy Hill 2<sup>nd</sup> --No Discussion. Motion Carries.

**Lobbyist Report** -- Michael Triplett—IEMSA Lobbyist –

GEMT Bill passed and effective prior to the 1<sup>st</sup> day of April. Working with the depart

Concussions Bill – We don't want to be in the concussion protocol—some rural concerns, so they attempted (with our consent) to include language, that says that we could let them know that there are signs of concussion—but not approve or make decisions on returning to the field. If a kid is knocked out—EMS would go out on the field with the trainers/coaches—to assess signs of concussion—that's it.

EMS Essential Service—Including amount of a levy to use some funds—passed the house. Went to the Senate—volunteer fire groups started to object loudly—that if the fire funds were at the top—and the town decided to go with EMS, it would be a competition for the funds. Felt it would be unfair to volunteer fire services. We offered some new language—that says if you are under the cap—then you can put it before the voters to fund EMS. We had a lot of support for it—but we ran out of time. Michael recommends that they give an extension to that cap—and that money must go to EMS. Then a discussion on where we need to use those funds the most.

Mark McCulloch added that we have some very different views on bills from different types of providers—and we're contradicting each other. If we hear differing opinions—the board needs to know about it—so that the board member in that region needs to reach out to them and see what their thoughts are and try to see how we can come together on the issue.

When there are differing opinions—

Create a Physician Statement or fact sheet—on the issues so that everyone has a reference to understand the full scope of our position and objectives.

Mike Triplett will write a summary report for the last general session for publication in the VOICE.

Gary Merrill --Wright County is putting a vote on their Essential Services. Wright County did their homework—and determined it would cost .67/cents per thousand of property assessment. Algona came up with .58/cents per 1000.

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

Staffing:

- EMSC position one round of interviews, waiting on second list of candidates
- EMS Field Coordinator-Positions offered, waiting responses.

Prescription Monitoring: BETS negotiated heavily—on our behalf. Board of Pharmacy to collect data related to schedule I and II prescriptions including the use and administration of Narcan—amendments added to relieve EMS providers from double documentation that we needed to only have one piece of documentation and then hook into the Pharm side. So that EMS doesn't have to learn and get up on a new software for pharmaceuticals. Those using ImageTrend it's automatic.

SafeHaven Law: EMS providers can now accept unwanted babies. Extends the age from 2-weeks to 1-month. Added language that you can call 911. No rules written --but will add additional protocols – so it will be an appendix. Draft for QWASP done next week. HF 2285 Emergency Medical Services (EMS) Transportation Services Reimbursement under Medicaid—An Act relating to supplemental reimbursement for publicly owned or operated ground emergency medical transportation providers through the Medicaid program, and including effective date provisions.

We have the Data that DHS asked for—Steve Mercer took care of it last week. Iowa Hospital Association called them for more information. Jennifer Nutt will contact Mark McCulloch about it.

Concussion Language—tons of liability and civil liability language that protects EMS involved in these kinds of cases. BETS worked very hard to be sure EMS is protected. Rules by other division in IDPH, BETS has requested education presentations for EMS



Scope of Practice will not change for EMS.

Survey to EMS providers of all levels – Narcan doses available—only 600 of the 1800 have been used. They expire in 2-years. This is NARCAN purchased for EMS Services—need to let EMS Services know.

Mission Lifeline – Grant had a lot left over—they gave it to BETS—in the healthcare coalition for specific purposes of cardiac type purposes. Get the word out to use that money. This is different than the Lucas devices. The funds are in the HCC. Funds are for cardiac related projects or purchases.

Stop-the-Bleed – program is well above the national models. It's a wonderful program. Every service area had equipment for this. Lots of rural ads as to how to stop the bleed. Nearly ¾ of a million dollars of EMS and preparedness funds.

Lucas Update—ends December 2018, distributed 320 devices. That's a huge number of devices. Well over 50 documented saves with these devices in rural Iowa. Cost savings—so they were able to buy more than anticipated. The last RFA is out and then will complete final for those that did not receive in first round.

Helmsley Grant—SIM program is a go. Got the letter of intent—Trucks already ordered—take a year to make.

IEMSA is assisting BETS with the Trauma Conference – much appreciated. Paying for block grant money. Great speakers. Requiring two people from each service—using the system status management monies. CIEMSD is doing some is doing some STEMI education the night before the trauma conference.

SIM- Requests for Interest received and approved. BETS will be notifying agencies. Letter of Intent started, truck specs have been submitted.

Required Service Area EMS services—must convene to consult survey results. Focus on three areas of discussion Billing Vol. management and low run-- volume. Non-transporters can not bill—50% of EMS services do not bill. So that decreases our base dollars funding EMS. We need to be sure those that can bill. Let's collaborate—billers—not billing.

Roster of 10 people but only 5 people are making calls. City is paying education/benefits etc. What is going to take to get those people on those rosters, to respond?

Low-run services—city is paying for supplies, insurance etc. but they didn't go on a single call or a few. What do we need to do to bring these services together—to be more efficient. Take away the burdens of PCRs, Billings, eliminating paper etc. Instead of 938 services—with only 600 or so doing the work. There are lots of benefits for services to do that. How can we use system development money to make more efficient systems?

Strategic Planning “How to Save Rural EMS” strategy meeting with BETS – day after or day before budget meeting/strategy meeting in January.

Mark McCulloch –will head up this to try to get this done.

System Development-Contract

#### REQUIRED

- Service Area will develop an EMS Subcommittee to the HCC to review previously submitted FY18 EMS survey results. (Focus- Billing, Volunteer Management, Low run volume/System Collaboration)
- Each EMS program within the service area will complete and submit the EMS statewide system survey by January 31, 2019.
- Each EMS ambulance (a vehicle specifically designed to transport patients on an ambulance style cot) in the service area will be identified and entered into EMResource
- Each EMS service program in the service area will complete, update and maintain the roster of EMS service program providers in AMANDA.
- Each EMS service program in the service area will submit reportable patient data (NEMESIS3). Up-to-date data submission will be verified by the Department quarterly.
- All service area public health, EMS service programs and hospital members must respond (message received) to quarterly HAN alerts conducted by the Department.
- The service area will reduce duplication of efforts and leverage local and system funding for education and training. EMS initial certification training and any continuing education training shall be included in this training plan. A minimum of one service area wide training event for EMS service providers shall be conducted.

#### OPTIONAL

- Increase the number of Pediatric Emergency Care Coordinators (PECC) within the service area by 50%. A PECC is an individual that is responsible for planning and organizing pediatric operations for EMS or hospital.
- Service area will develop or update service area hospital transfer plans to reduce inter-facility transfer times by 10% for injured or ill patients. Make plans available to the Department.



- Service area will identify the top 5 causes of acute injury/illness in the service area. Work to collaborate and create consistent treatment protocols among prehospital and emergency departments to address these top 5 causes of acute injury/illness to ensure consistent and optimal care of injured patients throughout the service area. Submit collaborative documents to the Department.
- The service area will establish one specialized highly infectious disease EMS transport service for the service area. The EMS transport service will develop personal protective equipment protocols and training, patient care protocols, and caregiver safety policies. The service area will support the development and assure that the EMS transport service is in place and exercises at least once in the budget period, with an AAR/IP made available to the Department.
- The service area will initiate and document processes to develop crisis standards of care (CSC) planning that is informed by all service area members. CSC plans may be an annex to the service area response plan or may take another form.

IEMSA Region Reps need to attend the coalition meetings – so they are in the know and keep the message consistent.

**Nurse Exceptions Form** – how many CEH's do they need to have? BETS—indicated if they are on a paramedic service they need to get the same kind of hours as a Paramedic. And if on EMT service same as the EMT renewal hours...etc.

**Medical Director Report** – Pending— Mark McCulloch sent an email to Dr. Hill (Amy Gehrke's contact) asking if he would consider medical directorship of IEMSA. He is still waiting for a reply, but his Out of Office. Got a response email – came in today – he's Waterloo's Medical Director. Very knowledgeable particularly in Rural EMS—very positive about Dr. Hill. He'd like to visit with Dr. Stillely—but hopeful we'll have a Medical Director.

#### **Approval of Minutes**

- April 16, 2018 Board of Directors Meeting Minutes – Motion to approve – Katy Hill 1<sup>st</sup>, Tom Summitt 2<sup>nd</sup>. – No Discussion. Motion Carries.

**Treasurer's Report** –Brandon Smith submitted Report in Writing for the March, April & May 2018 Financials —read into the record by Mark McCulloch. Motion to Approve Mark Sachen 1<sup>st</sup>, Mary Briones 2<sup>nd</sup>. No Discussion. Motion Carries.

#### **March 2018 P & L:**

INCOME: Gross Revenue \$30,870.00; Billing & Management Conference \$22,550.00

EXPENSES: Administrative \$11,676.35; Pediatric Conference \$5,943.12

Total Expenses: \$15,669.36

NET Revenue: \$15,269.60

March P&L YTD 2018:

YTD Gross Profit: \$48,125.00

YTD Expense Administrative: \$28,401.01

YTD Total Expenses: \$49,366.96

Note: YTD Comparison was not provided in the Docs for previous year comparison.

YTD NET Income: -\$1,041.80

Balance Sheet:

Assets and Liabilities: \$471,256.56

Checking/Savings(MM): \$458,586.82

A/R: \$5,467.00

Checking Account BALANCE March 31, 2018: \$185,939.70

Credits: \$34,617.90

Debits: \$22,947.68

Money Market: Interest \$68.96 and Balance: \$300,769.98

#### **April 2018 P & L:**

INCOME: Gross Revenue \$10,290.00; Billing & Management Conference Conf. \$5,375.00

EXPENSES: Administrative \$28,504.60; Billing & Management Conference \$11,750, Legislative \$12,500

Total Expenses: \$31,764.38

NET Revenue: -\$21,407.63

April P&L YTD 2018:

YTD Gross Profit: \$58,415.00

YTD Expense Administrative: \$56,905.61

YTD Total Expenses: \$81,131.34

Note: YTD Comparison was not provided in the Docs for previous year comparison.



YTD NET Income: -\$22,449.43

Balance Sheet:

Assets and Liabilities: \$460,658.11

Checking/Savings(MM): \$448,531.33

A/R: \$5,592.00

Checking Account BALANCE April 30, 2018: \$181,610.97

Credits: \$14,998.19

Debits: \$19,326.92

Money Market: Interest \$66.75 and Balance \$300,836.73

May 2018 P & L:

INCOME: Gross Revenue \$8,827; Membership mtc and exhibitors

EXPENSES: Administrative \$4,053.51; Billing & Management Conference \$11,750, Legislative \$12,500

Total Expenses: \$9,482.72

NET Revenue: -\$586.73

May P&L YTD 2018:

YTD Gross Profit: \$67,242.00

YTD Expense Administrative: \$60,959.12

YTD Total Expenses: \$90,614.06

Note: YTD Comparison was not provided in the Docs for previous year comparison.

YTD NET Income: -\$23,036.16

Balance Sheet:

Assets and Liabilities: \$446,340.44

Checking/Savings(MM): \$433,459.12

A/R: \$7,889.50

Checking Account BALANCE May 31, 2018: \$169,450.10

Credits: \$10,709.50

Debits: \$22,870.37

Money Market: Interest \$68.99 and Balance \$300,905.72

**ISICSB Board Report** – L. Frederiksen/R. Dehnert—Linda Frederiksen recommends we submit a woman to the board. They are standing hard with the gender balance. Rebecca Curtiss will send the list of female service directors we can review and invite someone to represent us.

**Office Administration** – L. Arndt – Communication Plan coming.

**Committee Reports** –

**Executive Report**– M McCulloch

--Medical Director Update—see above

-- Board Resignation—Lee Ridge has submitted his resignation from the IEMSA Board. Mark McCulloch accepted it. His resignation is in the board docs for this meeting. He had agreed to help us out with his role as our IT contact at Annual Conference. We're looking for a new NE Iowa Region Director.

-- Lobbyist Resignation-- Mike Triplett –see resignation letter in the board meeting docs. Mike Triplett has also submitted his 30-day notice to terminate our consulting agreement. His client Express Scripts is being acquired by Cigna – which will put him in a conflicting position. Mike Triplett recommended Eric Goranson (who has expressed an interest and advised he would be happy to work at the same rate as Triplett for the next two sessions). Mark McCulloch worked more with Eric towards the end of this session and was happy with his work. He suggested Eric Goranson might do it for us for the same fee Michael Triplett charged for

-- EMS Memorial – Construction on Mills Civic Parkway is bringing the street very close to our memorial. Contractors have begun work to widen Mills Civic Parkway. At this point, the dirt work ends about 2 feet from our sidewalk (where the memorial is). I reviewed the site plans, and it looks like we will still have a fairly large set-back (maybe 35 feet or so) from the road – but we may need to consider looking into barriers to protect the memorial from the crazy drivers out here! Mark McCulloch is keeping a close eye on the work, and will let you know if anything changes.

-- GEMT Update – McHenry Contract Finalized – work has begun. small group, Mark McCulloch, Eric Gorenson, Karla McHenry, Linda Willet, McKipp from IFP met with DHS Medicaid director. Karla McHenry is drafting the contract for DHS.



**Billing and Management Conference-**

--April 8 & 9th, 2019 —Hilton Garden Inn— West Des Moines

**2018 Conference Stats :**

96 Unique Registrants – (65 Day 1 :CADS and 84 Day 2 : Billing & Doc Registrants)

(1) NEW! Elite Sponsor – PCC.

(3) Vendor Tables – Stryker, EMS Billing Services, & AmbuPro PCR

**Pediatric Conference** – January 12, 2019– Western Iowa Tech, Sioux City, Iowa – L. Crilly – Tracy Foltz has been working with Megan Sorensen, Trauma Coordinator, Children’s Omaha to line up speakers for us, and they want to sponsor the conference. Need to hammer out the details of that sponsorship.

**EMS-Day-On-the Hill/Emerging Trends Conference**— M McCulloch

- February 6th, 2019—WEDNESDAY --Date Reserved for EMS Day on the Hill –Rotunda confirmed— Hilton Des Moines Conference will be at the Event Center

**Social Media/eNews** – G Merrill-working on some social media ideas for promoting the conference. Drafting policies on social media—so we can regulate, the group page.

**Annual Conference**— November 8-10, 2018 -- K. Hill – all slots are filled for the conference. Pre-Conference—we opted not to do the NEMSE Instructor Conference—because of the cost and attendance. It was a matter of dollars. Round Table Conference in the AM. Peer-Support CISD Workshop. BETS – will decide what they want to do. TIMS Course. Keynotes—Terry Ledbetter—Dr. Colwell—Dr. Josh Stillely Live Band is coming back for Entertainment—Pink Cadillac.

**Exhibit Hall** – A. Gehrke –

- Air Methods is confirmed as an Event Sponsor, renewing Gold Member and supporting the Leadership Conference in some capacity. Wants to attend and get more involved as a member at the board meetings as well.
- 16 Vendors already signed up assigned and paid online

**EMSAC** – L. Frederiksen – April 11<sup>th</sup> not able to attend. Next meeting is July 11<sup>th</sup>.

**Membership**

Membership Report As of: 6/14/2018		6/17 vs. 6/18	
<b>AFFILIATE Membership Report</b>	19-Jun-17	14-Jun-18	Previous Year
By Affiliate Level	Active	Active	% change
Affiliate Membership Level 1	22	24	9%
Affiliate Membership Level 2	55	61	7%
Affiliate Membership Level 3	33	35	9%
Affiliate Membership Level 4	15	20	25%
<b>TOTAL Affiliate Training Centers</b>	<b>11</b>	<b>11</b>	<b>22%</b>
<b>TOTAL Affiliate Members</b>	<b>136</b>	<b>151</b>	<b>9%</b>
<b>Affiliates by IEMSA Region</b>	<b>19-Jun-17</b>	<b>10-Apr-18</b>	
NW Region	16	16	
NC Region	16	12	
NE Region	37	35	
SW Region	19	19	
SC Region	26	29	
SE Region	26	28	
No Address On File OR Out-of-State	3	12	
<b>TOTAL Affiliate Members</b>	<b>143</b>	<b>151</b>	
<b>INDIVIDUAL Membership Report</b>			
by IEMSA Region	19-Jun-17	10-Apr-18	
North Central	137	127	
North East	174	157	
North West	316	328	
South Central	149	162	
South East	295	294	
South West	316	275	
No Address On File or Out-Of-State	66	116	
<b>TOTAL Individual Members</b>	<b>1453</b>	<b>1459</b>	<b>Previous Year</b>
Individual Members	1206	1171	-3%
Student Members	241	282	17%
Retired Members	6	6	0%
<b>Total Individual Members</b>	<b>1453</b>	<b>1459</b>	<b>0%</b>
<b>Corporate Membership Report</b>			<b>Previous Year</b>
By Corporate Level	19-Jun-17	10-Apr-18	% change
Platinum	4	4	0%
Gold	18	19	6%
Silver	2	0	-100%
<b>Total Corporate Members</b>	<b>24</b>	<b>23</b>	<b>-4%</b>
<b>Membership Drop Report</b>	<b>19-Jun-17</b>	<b>May Drops</b>	
Individual Drops		28	
Student Drops		2	
Affiliate Drops		2	
<b>TOTAL Dropped Members</b>		<b>32</b>	



**EMS Week/Memorial –B. VandeLune –**

- May 18, 2019 is the date for next year’s Memorial
- Fee for engraving goes up \$25 for 2019 engravings. Increasing fee for application by \$25 for 2019.
- 2018 Guest Speakers --Nate Boulton, Ellen McCardle-Woods, and Dr. David Stilley
- Honorees--Jeffrey E. Filkins. Ronald Lee Johnson, David D. Keenan, Jodi L. Vossberg, Kevin W. Brix, Ryan Gregory Kintzel, Steven W. Werner (Line-Of-Duty)

**Scholarships – B. Rechkemmer**

- Training Center Scholarship – B. Rechkemmer
  - Student enrollment for this scholarship ended June 1.
  - 288 students enrolled between June 2, 2017 and June 1, 2018 (that’s up from 132 in 2017)
  - Winner of this year’s training center scholarship

Affiliate Membership Status	College	Students Joined between 6/2/2014 & 6/1/2015	Students Joined between 6/2/2015 & 6/1/2016	Students Joined between 6/2/2016 & 6/1/2017	Students Joined between 6/2/2017 & 6/1/2018
09/30/18	Kirkwood Community College	3	72	43	180
06/30/18	University of Iowa EMSLRC	5	7	36	43
03/31/19	Southwestern Community College	5	15	0	28
12/31/18	Western Iowa Technical Community College	2	3	15	14
05/03/19	Northeast Iowa Community College	2	14	2	6
06/30/19	Mercy College of Allied Health Sciences	0	16	13	4
12/31/18	Iowa Western Community College	1	1	3	3
Never a Member	Des Moines Area Community College	1	6	2	2
05/31/19	Eastern Iowa Community College	0	10	0	2
07/31/18	Northwest Iowa Community College	0	5	1	2
09/30/18	Iowa Central Community College	8	5	3	1
05/01/09	Iowa Lakes Community College	0	1	0	1
07/31/18	North Iowa Area Community College	1	5	2	1
03/31/19	Southeastern Community College	1	0	2	1
08/31/16	Hawkeye Community College	2	0	0	0
03/31/19	Indian Hills Community College	2	15	1	0
Never a Member	Iowa Valley Community College	1	7	1	0
08/01/09	Mary Greeley Medical Center	0		1	0
	NO COLLEGE Designated in Account		1	7	0
	<b>Total Students</b>	<b>34</b>	<b>183</b>	<b>132</b>	<b>288</b>

- Scholarship Applications –
  - Scholarship Applications for the 2018 Scholarship Awards closed June 1, 2018
  - 9 Scholarship Applications were submitted within that time.
  - Scholarship Committee will begin to review and Award
  - Scholarship New Guidelines—as established at the January 2018 Strategy meeting, will be implemented as of the June 2, 2018 -June 1, 2019 application period.

**Community Paramedicine/MHC – L. Frederiksen-** last meeting cancelled because of vacations. Next meeting Sept. 21, 2018. Some subcommittee work that will hopefully be completed that has been dragging along and is close to done.

**Allied Entities:**

**State Medical Examiners Advisory Council--** Tom Summitt- autopsy fees are going up in July. Sent a Child Death review report. Recommend reading and getting a training session out to your staff on that.

**TSAC –**Nella Sievert is confirmed our new TSAC representative

**New Business –**

**Sanford Health --Fargo, ND request to post job openings on our site --**This is a complicated question – We certainly want to facilitate opportunity for EMS providers, but at the same time we don’t want them to leave the state. Additionally, I noticed her email is from Sanford Health. Sanford is based in Sioux Falls, but does have a number of locations in Iowa. I think some ambulance services as well (Spirit Lake, Sheldon). Do we have any precedent with multi-state ambulance companies paying for an affiliate membership?

If we have them follow the ad rate – we should be prepared to field more requests of the same – and perhaps set some guidelines as to who the ad rate pertains to --could an in-state non-affiliate, then post an ad to the jobs section without becoming an affiliate member (or would it be cost prohibitive)?



Mike Triplett – lobbyist plaque—Jerry Ewers 1<sup>st</sup> --Motion to get a plaque for his years of service—present it to him at the Annual Conference. Jerry Ewers, 2<sup>nd</sup> Mark McCulloch.

Motion to Adjourn – 3:08pm – Jerry Ewers and Mark McCulloch 2<sup>nd</sup> No Discussion. Motion Carries.

Member's Name	Area of Responsibility	Initials/Proxy
<b>OPEN as of October 2017</b>	<b>North Central Region</b>	
Merrill, Gary	North Central Region	Present
Sachen, Mark	North Central Region	Present
Gehrke, Amy	Northeast Region	Present
Morgan, Rick	Northeast Region	Absent
<b>Ridge, Lee-Resigned as of May 31, 2018</b>	<b>Northeast Region</b>	
Jorgensen, John	Northwest Region	Present
Crilly, LaDonna	Northwest Region	Present
Foltz, Tracy	Northwest Region	Absent
Van DeLune, Brad	South Central Region	Present
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
Solt, Sarah	Southwest Region	Present
Wickizer, Jason	Southwest Region	Present
Seivert, Nella	Southwest Region	Present
<b>OPEN as of Dec 2017</b>	<b>At Large</b>	
Ewers, Jerry	At-Large	Present
Smith, Brandon	At-Large	Absent – Submitted written Treasurer's Rpt
Briones, Mary	Education	Present
Rechkemmer, Brian	Education	Present
<b>OPEN – Resigned 12/2017</b>	<b>Medical Director</b>	
<b>Guest(s):</b> Rebecca Curtiss, BET Bureau Chief – Present; Mike Triplett, IEMSA Lobbyist— Present; Jim Green, Air Methods		
Arndt, Lisa	Office Manager	Present