



**July 20, 2017 – 1-3pm -- Board of Directors Meeting
Teleconference**

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

Call To Order by Mark McCulloch, President at 1:05pm

Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest—Lisa Arndt, Office Manager took Roll Call. Roll Call is at the end of this document. Quorum is established.

Approval of Agenda – BETS staff are not in attendance today. There is a motion to amend the agenda to replace the BETS Report with a report from Mission Lifeline’s, Gary Myers—as is indicated in the new business on your agenda--Brian Rechkemmer 1st; 2nd Mary Briones– Motion approved. Motion Carries.

AHA Mission Lifeline – Gary Myers and Katie Bergan – need to get the word out that Mission Lifeline education is FREE, available, and in comparison to other states, underutilized. Mission Lifeline is dedicated to Iowa through the AHA quality system improvement projects for mission lifeline. Iowa’s contact to use these grant dollars ends which is January 2018. Not much time left to take advantage of these grant monies. EMS Education as part of the Mission Lifeline Grant. He wants promote Cardiac System of Care Education across Iowa. There have been 52 sessions so far across Iowa. The training is available for FREE for all Iowa EMS providers. They have a system of Train-the-Trainers—they have trained them and they’re ready to go out to the agencies to do their training. We are not having the response we expect. As a comparison—MN and NE each did about 100 agency training sessions (not including ones done my Mission Lifeline Staff). We only have 52 so far in Iowa—and there are a lot more agencies in Iowa than in Nebraska and Minnesota. We anticipated a large call for this training and have not gotten it. As a comparison—the monies that are left for training from Mission Lifeline in Nebraska, the call was so big, they still have those monies to work with to get training done, post contract ending, because there is such a high demand. We’d like to see that happen in Iowa as well. We’ve done lots of marketing in Iowa—easy to sign-up—but that might be the problem with that. It’s important to note this education is broader than just how to apply EKG Leads. Perhaps that is where the lack of request for training is. Asking that our board members—help with looking at how we’re getting the word out. The trainers are getting paid to train by the grant—not by the agencies. To sign up--go to the Mercy of Health Sciences website to sign up—it’s right there.

Discussion:

Mark McCulloch, President – we hear all the time that training in general is not easily accessible (referring to location of the training) and that cost is an issue —and yet this is available at their location and it’s FREE—and they are still not taking advantage of this training opportunity.

Brian Rechkemmer – can we have a sign-up document and outline of what the training consist of that we can push out to our services? There might be a misunderstanding about what this training is all about. Gary Myers will take a look at the documentation—address this issue and send it along to Mark McCulloch. We will then get it out to our directors to distribute and to the office manager to distribute via our website and E-news. Gary Myers will also send the information Chief Rebecca Curtiss at BETS, she has indicated she will get the word out through her list serve. Mission Lifeline wants to meet people where they are, so all they need to do is sign up for a training slot. Also--they are willing to a session at a conference—if you have a slot at a local conference—contact Gary Myers to arrange to have a trainer at your event.



Approval of Minutes

- Motion to Approve the --June 22, 2017 Board of Directors Meeting Minutes—Linda Frederiksen 1st ; Ladonna Crilly 2nd. Motion Approved. Motion Carries.

Lobbyist Report -- Michael Triplett reported. There was a meeting yesterday with consultants from out of state on the GEMT Program—Jerry Ewers, Linda Frederiksen, Jeff Dumermuth, Mark McCulloch and Mike Triplett attended. Mike Triplett had to leave early. The consultants recommended we try to get a bill introduced and passed. But the department can do it by itself if not passed. Mr. Triplett indicated we should make it a higher priority this year. It's a federal program that is administered by the state and since the state is not paying us as much—through Medicaid reimbursements—this would help increase that amount nicely without affecting the State budget—as it comes from a federally funded program. With this GEMT Program – we might be able to draw down a lot of money from the federal money. Policy wise—the consultants and GEMT representatives are excited about doing it as well. Mark McCulloch reported, not a lot of group discussion from involved parties after the meeting. It was more informational meeting about the GEMT Program. Mr. McCulloch's understanding is it would supplement the low rate of reimbursement of Medicare in the state of Iowa. Mark's been in touch with someone that is an expert on GEMT—he will attend our legislative strategy meeting—not set yet—but will be in the next few weeks. It's a win for the state—it doesn't cost the state anything—and will help many EMS providers in our state. State of Iowa Medicaid representative there—they were very excited about it. Linda Frederiksen reported that they gave some examples of some services and how it would help them. It's an entitlement program—money that EMS Services have not been aware of previously. But you have to generate a SPA at that is 60,000 hours—which is a lot of work. But it's been very successful—with hundreds of thousands of dollars. If it can go through the rewards would be plentiful and the reimbursements Iowa Medicaid makes a request to Human Services to include monies from GEMT. It's an entitlement and payable, but the State has to decide they want to do it. It's a huge benefit to the State and local tax payers. The state would get an administrative budget—to administer this program. Linda Frederiksen indicated, based on what was presented at yesterday's meeting -- If we get started now—money wouldn't be seen until 2019 or 2020. She also mentioned, it could be seen as Medicaid expansion and that could be a sticky point. Three of the larger transporting services—Medic EMS, Care Ambulance and Siouxland Paramedics—are all non-governmental, but have contracts to provide 911 with their counties—every area is different—but even those can be worked out to get them involved. We just need to get moving on this.

Treasurer's Report –Brandon Smith by written report – Motion to approve of this financial report by Brian Rechkemmer ; 2nd by Mark Sachen – Motion Carries.

June Financials 2017 – written report provided by Brandon Smith—

- June 2017 Financial report as written by Brandon Smith, Treasurer.
- June P&L – INCOME: Gross Profit \$10,201.95 most of that being revenue from Conference (Exhibitors, Sponsorship) and Membership collections.
- EXPENSES: Total Administrative \$13,696.25, with Billing and Management Conference expenses and Lobbyist fees making up the majority.
- Month of June net loss of -\$7,068.96



- Looking over the P&L vs. Budget Performance and YTD, Administrative Expenses are at \$67,043.43 which is slightly under the YTB Budgeted Administrative Expenses \$69,669.86.
- Also looking back at last year's P&L YTD for this same time we have a 3.1% (\$1,652.53) increase in Revenue and a 2.1% (\$1,402.97) increase in Administrative Expenses YTD.
- The Balance Sheet Shows total Assets and Liabilities of \$399,602.10 The checking/savings(money market) account balance of \$378,873.26 and A/R of \$11,119.50, of which \$5,117.50 has recently been invoiced to Klocke Emergency Vehicles and LifeLine Emergency Vehicles. Lisa updated that these invoices were paid this week.
- Money Market account balance is \$300,161.04. Interest accrued, \$66.60.
- I have not received the Regular Checking Account statement at the time of this writing. Lisa Arndt distributed the Checking Account Statement to all directors.
- Lisa Arndt Reported—as requested by Brandon Smith, Treasure on A/R Summary – two exhibitors are paid—the other \$6,000—consist of a few invoices we opted to leave on the books—they have to pay if they want to return. There are a few-2015 invoices that I am working with Vendors—still to collect—they will not be able to get a booth again until they pay up. And one invoice to Unity Point for the Leadership Sponsorship Invoice—Katy Hill and I are working on it. And finally a few hundred dollars in “Extra Exhibitor Badge Invoices” from 2015 I am trying to collect as they register this year for a booth.
- Hopeful, changing the accounts to Money Market and the checking account to eliminate fees and reducing credit card processing fees. Hopeful it will help us. Waiting for the end of year to see how it comes out.

ISICSB Board Report – L. Frederiksen reported– Chris Myers went through a strategic planning process in June. Board is continuing with the Motorola state-wide build out.

Office Administration – L. Arndt—Apr/Jun VOICE is out—holiday delayed it's printing and delivery – Brian Rechkemmer got his at the college and at home. No registrations in yet. We are hoping they are pulling them out and submitting them for approval now. We should have a better feel in about a month. This is the earliest the online and print registration has been out. The full session descriptions are not in this issue—they will be in the Jul/August issue that will go out to the entire state of Iowa EMS Provider List by the end of August.

2016 Committee Reports –

Executive – M McCulloch – working on getting our accounting done and taken care of. Be ready for the legislative things.

Billing and Management Conference-April 16 & 17, 2018—at the NEW! Hilton Hotel Downtown Des Moines-L. Frederiksen – no report.

Pediatric Conference –TBD (Feb 2018) – M. Fults –Coralville Radisson Contract is works, they are holding February 25th, 2018. We'll have similar speakers to last year. Have reached out a few times—to last year's keynote—to come this year—she had to send a replacement speaker last year. Hoping we can secure her again. BETS will be supporting again this year with a \$3000 funds from EMSC—this is greatly appreciated and is important in continuing our efforts to bring Pediatric education to Iowa EMS Providers. Mark McCulloch reached out to Dr. Stillely and Eric Enderton-EMSC Coordinator from the State, to see if they want to present. That agenda and brochure will be out in the next issue VOICE and done before conference.



EMS-Day-On-the Hill/Leadership Conference—February 8th, 2018—M McCulloch—Marriott Contract signed, Rotunda reserved for February 8th, 2018 – put it on your calendar.

Social Media/eNews – G Merrill – Board Members—please try to share the post about events on FB. That would get us a wider-reach.

Annual Conference November 9-11, 2017– K. Hill

- **Entertainment** – B.Vande Lune – DJ on Friday Night—a good DJ service that is in central Iowa. And price is good. A photo booth service is included. Also includes a scrapbook. Extensive music selection. Main DJ’s wife is an ER Nurse at Methodist.
- **Exhibit Hall** – A. Gehrke – we have about 10 vendors signed up for exhibit hall already.

Legislative/ByLaws – M. McCulloch-no report.

EMSAC – L. Frederiksen – had a meeting last week. Talked and approved formalized committees and renewed committee memberships. Including Mobile Integrated Health is really starting to move forward. There was discussion about using the new data collection documentation tool.

Membership –

Membership Report												As of 1/2017				Report Date: 7/17/2017		7/16 vs. 7/17																		
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		17-Jul-17		Previous Year							
	Active	InActive	Active	InActive	Active	InActive	Active	InActive	Active	InActive	Active	InActive	Drops	Active	% change	Jan 2016-Jan2017	Active	% change	Active	% change	Active	% change	Active	% change	Active	% change	Active	% change	% change							
By Affiliate Level																																				
Affiliate Membership Level 1	18	41	17	19	15	17	15	15	15	15	15	15	8	20	11%	20	22	22	20	5%																
Affiliate Membership Level 2	36	117	46	47	48	41	41	41	9	55	45%	55	57	55	53	13%																				
Affiliate Membership Level 3	30	28	36	37	36	34	30	9	32	7%	36	32	33	32	-14%																					
Affiliate Membership Level 4	17	9	12	12	12	12	12	4	13	-24%	16	16	15	14	17%																					
Affiliate Training Centers	11	2	10	9	8	8	8	8	8	-27%	9	9	11	11	22%																					
TOTAL Affiliate Members	103	195	113	115	114	104	98	28	120	17%	127	136	136	130	13%																					
Affiliates by IEMSA Region																																				
NW Region																																				
NC Region																																				
NE Region																																				
SW Region																																				
SC Region																																				
SE Region																																				
No Address On File OR Out-of-State																																				
TOTAL Affiliate Members																																				
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	Drops	12-Jan-17	% change	2-Feb-17	15-Mar-17	19-Jun-17	17-Jul-17	Previous Year	% change
North Central	183																										465	1143	1%	1190	1195	1206	1195	6%		
North East	220																										109	194	106%	208	212	241	235	32%		
North West	137																										0	7	133%	7	7	6	6	20%		
South Central	224																										574	1344	9%	1405	1414	1453	1436	9%		
South East	230																																			
South West	166																																			
No Address On File OR Out-Of-State	32																																			
TOTAL Individual Members	1134																					1130	1131	1137	1063	920	465	1143	1%	1190	1195	1206	1195	6%		
Individual Members	1134																					1130	1131	1137	1063	920	465	1143	1%	1190	1195	1206	1195	6%		
Student Members	94																					173	178	158	180	205	109	194	106%	208	212	241	235	32%		
Retired Members	3																					4	5	5	5	4	0	7	133%	7	7	6	6	20%		
Total Individual Members	1231																					1307	1314	1300	1248	1129	574	1344	9%	1405	1414	1453	1436	9%		
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	Drops	Active	% change	2-Feb-17	15-Mar-17	19-Jun-17	17-Jul-17	Previous Year	% change
Platinum	4																					4	4	4	4	4	0	4	0%	4	4	4	4	0%		
Gold	13																					13	13	13	18	18	18	18	38%	18	18	18	18	38%		
Silver	1																					2	2	2	1	1	0	2	100%	2	2	2	2	0%		
Total Corporate Members	18																					19	19	19	23	23	1	24	33%	24	24	24	24	26%		

Membership—Training Programs –M. Briones -- – Iowa EMS Training Programs met last week—and Mary Briones reminded them about the student memberships. And reminded the two programs that will expire in July—they need to get their program dues in. Training Centers will submit to IEMSA in writing a request for a \$500 sponsorship of the EMS Educators conference April 2018 – it will be drafted and submitted this fall at a Board Meeting October or November.

Leadership Academy – J. Jorgensen – September 23 & 24, 2017 –Sioux City, Iowa at Western Iowa Tech, Hotel Block at Hampton Inn. We have about 10 registrants –(6) in and (4) tentative per emails from 911 Dispatch Centers.

Voice – M. Briones—VOICE July/Sep Combo Issue – reworked the deadlines—we updated them to get this to print end of August. Oct/December VOICE—we pushed the deadlines up a little to avoid the holidays.



Scholarships – B. Rechkemmer – Scholarships--all 17 of them are in and original applications PDF has been sent to committee members to review and access. The—spreadsheet with the candidates’ names and application basic information is also out to committee—this spreadsheet includes history of application from 2014, 2015, 2016 as well as the current 2017 applications. The first weekend in August the committee will get together to discuss and finalize the awards—and will announce those awards at the August BOD meeting on these scholarship awards.

2017 Group Purchasing Agreement – L. Arndt – Three bids in. Nella Sievert will be compiling the data comparison sheet for the 3 bids and will be getting a meeting together to make a decision. Current contract ends in two weeks—July 31, 2017.

Community Paramedicine/MHC – L. Frederiksen – this committee is now a sub-committee of EMSAC.

Allied Entities:

NAEMT – Mark McCulloch – Jeff Dumermuth resigned as NAEMT advocate. Mark McCulloch called Dave at NAEMT to discuss our options and what to do moving forward. Gave him our history. He will be sending a job description and Mark will be assigning a representative.

Old Business

- **Red Flash Group**—Greg is no longer there. Jeff Berens called to apologize. Status of proposal to use monies for this item to secure accounting pieces that came in over budget. We have decided to reallocate these monies to securing and getting an outside accounting firm up and running.
- **Legislative Member ACTION PACKET** – status. No report.

New Business

- **GEMT** – *see legislative report above* – this will be one of our main efforts this year. To get together with the partners to put together a steering committee. We know it’s going to happen, but it’s going to take some time.
- **Request to support filling the IFSTB Bureau Chiefs Position** – Thomas Creighton is the one requesting—that’s good. We will contact them—to throw our support their way.
- **DMAT Advisory Group** – Rod Robinson—has retired—Jason Wickizer has agreed to represent IEMSA on this group.
- **2013 and 2014 CDRT Annual Reports** – we received the two years of child death review reports. Very telling, outline causes of death, age, and show the trends. They are in the infant stage—mostly because of birth defects. Other than that—it’s Trauma that is the highest cause of death. These were sent from Gerd W. Clabaugh, MPA Director of the Iowa Department of Public Health. Mostly these reports are done working through Medical Examiners. But this information can really help EMS Service Directors to focus their training dollars and focus our efforts on the area that statistically has the biggest impact on their providers and management team. This is not distributed to EMS—but we think it’s VERY helpful to EMS. Mark McCulloch will investigate approval to share with EMS Services.



Motion to adjourn – at 2:16 pm Brad Vande Lune 1st ; Mary Briones 2nd – Motion Carries.

Member's Name	Area of Responsibility	Initials/Proxy
Terry Evans	North Central Region	Absent
Merrill, Gary	North Central Region	Present by Proxy- M. Briones
Sachen, Mark	North Central Region	Present
Gehrke, Amy	Northeast Region	Present by Proxy – L Frederiksen
Morgan, Rick	Northeast Region	Absent
Ridge, Lee	Northeast Region	Absent
Jorgensen, John	Northwest Region	Present
Crilly, LaDonna	Northwest Region	Present
Foltz, Tracy	Northwest Region	Present
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	Present
Summitt, Tom	Southeast Region	Present—Proxy M. Sachen
Solt, Sarah	Southwest Region	Present
Wickizer, Jason	Southwest Region	Absent
Seivert, Nella	Southwest Region	Absent
Buck, Brad	At Large	Present
Ewers, Jerry	At-Large	Present
Smith, Brandon	At-Large	Absent – filed written Report.
Briones, Mary	Education	Present
Rechkemmer, Brian	Education	Present
Stilley, Joshua	Medical Director	Absent
Guest(s): Rebecca Curtiss-IDPH---Absent ; Mike Triplett –Lobbyist—present ; Gary Meyers –Mission Lifeline Director- Present; Katie Bergan –Mission Lifeline		
Arndt, Lisa	Office Manager	Present