



**September 21, 2017 – 1-3pm -- Board of Directors Meeting Minutes
West Des Moines Fire/EMS Station #19**

Call To Order – Mark McCulloch, President – 1:06pm

Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest—Katy Hill took Roll Call. Roll Call at the end of this document. Quorum is established.

Approval of Agenda – Change date from 2016 to 2017 in Committee Notes – 1st Katy Hill, 2nd Gary Merrill

Lobbyist Report -- Michael Triplett, IEMSA Lobbyist reported, that legislative activity is high. Mike Triplett has attended with Mark McCulloch the Iowa Association of Telecommunications to let them know what our talking points are—to let them know. Have a meeting REC (Rural Electric Cooperative). Have a list of other rural groups that might be interested rural response—send an email if you have any

- **Legislative Forum** – on Essential Service – we need to be providing legislators with an education about what EMS is doing and what our challenges are. They presented their PowerPoint and we had a lot of ideas proposed.
- **Legislative Strategy meeting**—talking points will be simplified—and fewer. It's always been 3-5,
 - **Talking Point #1 --Call for Essential Service**—with some points that have potential or suggested means for funding that. Mike Triplett will draft that.
 - **Talking Point #2 -GEMT** – will draft something on this. We will also hiring an outside Tax attorney to give us some advice on what taxes we can try to get funding from etc.

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

Staffing:

- Nic Bieber-New Compliance Officer
- Misty Cook-New Fiscal Coordinator
- EMS Field Coordinator- Applications Received

Budget-Legislative Agenda- The expected shortfall for Iowa's FY 2017 budget is \$14.6 million. Gov. Reynolds will combine \$13 million from the state's economic emergency fund with the \$1.6 million ending balance.
TCC-System Development-

BETS hosted full system development meetings in all 7 of service areas to continue to provide information and education.

System Standards- Survey is being developed, hope to final by the end of the week.

Para Medicine-MIH-Survey out to services regarding MIH and webinar with Image Trend to view a reporting module, collecting data about hospital re-admissions and treat no transport

EMSC Campaign- Healthy Habits All Stars-web link: <https://idph.iowa.gov/Healthy-Habits-All-Stars>

Stop the Bleed- The statewide campaign to train-trainers has trained nearly 300 trainers. TOPIC course and STB next month at DMACC

Opioid Crisis-BETS was not awarded the grant to purchase and provide Narcan to EMS Providers.

EMSAC Date change-November 15-Altoona

TSAC- October

Helmsley

- LUCAS Update-3rd quarter distribution of devices completed.
- SIM Update-Stakeholders meeting next month, hope to have the grant written by the beginning of the year

Medical Director Report –Dr. Joshua Stillely-no report

Approval of Minutes –July 20, 2017 Board of Directors Meeting should be Minutes Tracy Foltz 1st, Linda Frederiksen 2nd, Motion Carries.

Treasurer's Report – Linda Frederiksen 1st, Katy Hill 2nd – No discussion, All Aye. Motion Carries.

July 2017 Financial report as written by Brandon Smith, Treasurer--



- July P&L – INCOME: Gross Profit \$21,417.50 Conference registrations, memberships and exhibitors make up the vast majority of that.
- EXPENSES: Total Administrative \$7,218.06, Newsletter/Web making up 4200.00 of that total.
- July Net Income of \$10,069.11
- Looking over the P&L vs. Budget Performance and YTD, Administrative Expenses are still on track at \$74,261.48 as compared to YTD Budgeted Administrative Expenses of \$81,281.55 and we are
- Getting the Voice out with the Conference information in it on schedule has definitely shown in the books, with \$11,542.50 of Total Conference Income already.
- Net Income YTD: -\$30,558.79.
- The Balance Sheet shows Total Assets and Liabilities of \$408,336.07. The checking/Savings (Money Market) Account Balance of \$391,604.06 and A/R of \$8,017, which Lisa Arndt has been working on and making headway to get resolved.
- Checking Account Balance as of July 31, \$119,219.42.
- Money Market account balance is \$300,229.87. Interest Accrued, \$68.83 (July), \$229.87 (YTD)

August 2017 Financial Report as written by Brandon Smith, Treasurer—

- P&L – INCOME: Gross Revenue \$81,613.75 It's pre-conference time and that revenue is rolling in through all lines under Conference Income.
- EXPENSES: Total Administrative \$1,391.58; Total Expense: \$3,862.34
- August Net Income of \$77,040.26
- Looking over the P&L vs. Budget Performance and YTD, Administrative Expenses are still on track at \$75,653.06 as compared to last year \$77,042.31. -1.8% decrease
- Conference Income is up by 184%, roughly \$43,000 over this same time last year and our expenses are on track.
- Net Income YTD: \$46,208.97
- The Balance Sheet shows total Assets and Liabilities of \$485,330.21. The checking/Savings (Money Market) account balance of \$443,576.98 and A/R of \$32,540.75 Largest Majority is exhibitors invoiced for conference and corporate dues.
- Checking Account Balance as of August 31, \$173,763.55.
- Money Market account balance is \$300,298.72. Interest Accrued, \$68.85 (Aug), \$298.72 (YTD)

ISICSB Board Report – L. Frederiksen/R. Dehnert- continues meet monthly. Craig Allen is still on as a consultant. Thanks to Rob Denhert-E911 rep, he reports every month. Recommend we have Rob Denhert come in and report to this board. He reported on the Solheim Cup and it was an impressive report and job well done. Mark McCulloch will check with Rob Denhert can join us for the October meeting. Rob is invaluable to us all on communications in Iowa.

Office Administration – L. Arndt

- Membership Report—Please see the membership report in your documents
- Attendee Region Statistics for our Annual Conference
- 239 Annual Conference Registrations in as of 9/21/2017
- Some interesting regional breakdown stats for conference attendees:



A	G	H	I	J
REGIONAL Attendee Breakdown				Report Date: 9/18/2017
	2017	2016	2015	2014
Attendees by IEMSA Region	%	%	%	%
NW Region	17%	8%	9%	8%
NC Region	6%	13%	13%	13%
NE Region	22%	15%	15%	15%
SW Region	16%	13%	15%	14%
SC Region	19%	30%	28%	29%
SE Region	16%	17%	18%	17%
No Address On File OR Out-of-State	4%	3%	3%	4%
	100%	100%	100%	100%

- Hotels 2017 Marriott, Comfort Inn Sold Out—added rooms at the Hampton. Savery still under renovation, cut our block in half-hampton and renaissance picked up 25 rooms each for us.
- Hotels 2018 – Hilton Block signed, Marriott small com

2017 Committee Reports –

Executive – M McCulloch –

- Reading of the ByLaws—through the reading of the bylaws a few typos were discovered. That will need to proposed the

Billing and Management Conference-April 16 & 17, 2018—at the NEW! Hilton Hotel Downtown DSM-L. Frederiksen – Working on the fee for the Billing Conference –now that we’re adding the ½ day the day before. Doug will charge us more—but it will give billing people the full 12 hours. We’ll

Pediatric Conference –February 24, 2018 – M. Fults –Coralville Radisson Contract signed.

EMS-Day-On-the Hill/Leadership Conference—February 8th, 2018—M McCulloch – Speaker not determined a few articles by Aaron Reinhert SafeTech Solutions out of Minneapolis. He manages a service and does consulting. He revamped the entire North Dakota EMS System. He might be an option.

Social Media/eNews – G Merrill – Our facebook page—is very active. Getting a lot more attention. Need to start a twitter feed going. SnapChat Filter for Conference—need to get one developed. Mark McCulloch will ask some of the younger crew for help getting it developed.

Annual Conference November 9-11, 2017– K. Hill—Not a lot other than what was reported by Lisa Arndt in the Administrator Report. Things are going along great.

Legislative/ByLaws – M. McCulloch—see Mark’s Executive Report

EMSAC – L. Frederiksen – nothing new from the last meeting. October meeting moved to November.

Membership –



Membership Report 9/15/2017 9/16 vs. 9/17

AFFILIATE Membership Report			
	12-Sep-16	15-Sep-17	Previous Year
By Affiliate Level	Active	Active	% change
Affiliate Membership Level 1	17	24	41%
Affiliate Membership Level 2	41	51	24%
Affiliate Membership Level 3	34	32	-6%
Affiliate Membership Level 4	12	16	33%
TOTAL Affiliate Training Centers	8	11	38%
TOTAL Affiliate Members	104	134	29%
Affiliates by IEMSA Region		15-Sep-17	
NW Region		14	
NC Region		14	
NE Region		37	
SW Region		16	
SC Region		24	
SE Region		25	
No Address On File OR Out-of-State		17	
TOTAL Affiliate Members		133	
INDIVIDUAL Membership Report			
by IEMSA Region	12-Sep-16	15-Sep-17	
North Central		124	
North East		172	
North West		298	
South Central		138	
South East		282	
South West		288	
No Address On File or Out-Of-State		74	
TOTAL Individual Members		1376	Previous Year % change
Individual Members	1063	1170	10%
Student Members	180	199	11%
Retired Members	5	7	40%
Total Individual Members	1248	1376	10%
Corporate Membership Report			
By Corporate Level	12-Sep-16	15-Sep-17	Previous Year % change
Platinum	4	4	0%
Gold	18	16	-11%
Silver	1	2	100%
Total Corporate Members	23	22	-4%
Membership Drop Report			
	12-Sep-16	Aug Drops	
Individual Drops		101	
Student Drops		36	
Affiliate Drops		9	
TOTAL Dropped Members		146	

EMS Week/Memorial -B. VandeLune – May 20, 2017-we need speakers. Submit your ideas to the committee members.

Leadership Academy – J. Jorgensen – September 23 & 24, 2017 –Sioux City, Iowa at WIT – 18 Attendees Registered, one person got deployed to Hurricane Harvey. Books, Portfolios, Flash Drives loaded, and food is all set.

Voice – M. Briones – July/Sep Issue is done will be out by end of September.

Scholarships – B. Rechkemmer – Scholarships decided and notified. It was really tough, lots of really good candidates. Awarded (6) Scholarships one to each region for \$1000, (2) from any region from Iowa for \$500 each, and then a Training Center Scholarship for \$500.

2017 Group Purchasing Agreement – R. Morgan- Bound Tree Medical awarded the Group Purchasing Contract for another 2years – Aug 1, 2017 – July 31, 2019.

Community Paramedicine/MHC – L. Frederiksen- meeting on the 26th. There was an addition of a Hospice Member to this group. The tone has changed to “When can we do this”. This group is hoping to get a manual for the state with some guidelines.

Old Business

- **GEMT** – Update on Status – we received a letter from the Iowa Association of Professional Fire – Mark McCulloch read the letter. There has been discussion about helping pay for the consulting group. There is no doubt we want to help find funds for EMS in Iowa. Discussion with concerns about excluded groups



and if this funding would last. If only government entities are only ones that get it—the administrative rules should cover ALL EMS. Need to be sure there is a platform. And need to see what other legislation passed in other states looks like. Also, how secure is this federal funding is.

We support GEMT—but we need to know what others are willing to chip in and exactly what is the plan is for Iowa and who it’s going to include. We don’t have enough information. If it is going to happen it’s a HUGE thing we can do as an association to support for Iowa EMS.

- **In order to commit funds we need:**
 - What Entitlement Fund
 - Administrative Rules on Dispersement of funds
 - Need a better understanding of how it works
- **We need a IEMSA Conference Board Meeting to get more information**—possibly get Chief Josh Wellik to meet with us to answer some question. It’s a huge investment and there is no guarantee. And it will take 3 years to see any money flowing in Iowa.
- **2013 and 2014 CDRT Annual Reports** - Mark McCulloch will investigate approval to share with EMS Services. Cleared to put these reports online

Motion to Adjourn at 3:22pm by Linda Frederiksen 1st Mark Sachen 2nd

Member’s Name	Area of Responsibility	Initials/Proxy
Terry Evans	North Central Region	Absent
Merrill, Gary	North Central Region	Present
Sachen, Mark	North Central Region	Present
Gehrke, Amy	Northeast Region	Present
Morgan, Rick	Northeast Region	Present
Ridge, Lee	Northeast Region	Absent
Jorgensen, John	Northwest Region	Absent – LaDonna Crilly Proxy
Crilly, LaDonna	Northwest Region	Present
Foltz, Tracy	Northwest Region	Present
Van DeLune, Brad	South Central Region	Absent – Mark McCulloch Proxy
Hill, Katy	South Central Region	Present
McCulloch, Mark	South Central Region	Present
Frederiksen, Linda	Southeast Region	Present
Fults, Matthew	Southeast Region	Absent -Tracy Foltz Proxy
Summitt, Tom	Southeast Region	Absent – Mark Sachen Proxy
Solt, Sarah	Southwest Region	Absent
Wickizer, Jason	Southwest Region	Absent
Seivert, Nella	Southwest Region	Absent – Linda Frederiksen-Proxy
Buck, Brad	At Large	Present
Ewers, Jerry	At-Large	Absent – Mary Briones Proxy
Smith, Brandon	At-Large	Absent
Briones, Mary	Education	Present



Member's Name	Area of Responsibility	Initials/Proxy
Rechkemmer, Brian	Education	Absent
Stilley, Joshua	Medical Director	Present
Guest(s): Rebecca Curtiss-IDPH--- Present		
Arndt, Lisa	Office Manager	Present