



September 20, 2018 – 1-3pm -- Board of Directors Meeting
Station #19, West Des Moines
Conference Calling: 857-216-6700, Conference Code 223239

Call To Order – Mark McCulloch, President –1:05pm

Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest—L. Arndt--Quaroum

Approval of Agenda – Motion by Brian Rechkemmer, 2nd by Brandon Smith. No Opposition. Motion Carries.

Lobbyist Report—Eric Goranson

Strategic Legislative Strategy Meeting – we'll need some patience on GEMT while we work through it.

Two Talking Points—

- Systemic Funding – rework the wording and message—to show we support it but have some work to do.
- Apprenticeships, Training College Readiness—buzz word around the state house. Go Future Ready Iowa Commission—we are signed on as an industry with a need to fill positions –should lead to some training funds and dollars for us.
- Other buckets of dollars for recruitment of providers.
- REPLICA—possible 3rd Talking Point

Mid-October – we should have final talking points.

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

Opioid Grant came through – working on how to best use that money. Try to do more prevention and be sure folks know about the therapy and detox options out there.

RFP out EMS Flex Supplemental Grant—closing soon –We're using the EMS survey information we gathered about a year ago.

Three Areas of Focus for this grant--

- Infrastructure
- Volunteerism
- Billing

Finalizing the Data Dictionary—then we can take Chapter 132 in front of the Rules Committee—it's the national data set—only using the mandatory data elements that are required. Any reference to patient care report is out.

System Standards – Survey information 760 data elements—EMS folks looked at this and tried to come

Volunteerism—If I got 50 people on my service—only 25 show up for training—but only ½ of those actually go on a call.

Lots of money in training and certifying those employees. Now they will have information on who is responding and can figure out what the best use of those training dollars is—from the non-transport side.

Billing – 12% of Transport Services don't bill. We need to start to get more involved in the reimbursement side of EMS.

Because they are not billing – There is no way for Medicare and Medicaid—to know how many calls and how to allocate a proper Medicaid reimbursement rate for our state. Executive Board—will draft a letter to send out to all the services that explains WHY THEY NEED TO BILL. Let's build some infrastructure to reach out to neighboring services to share billing services.

Number of Calls – With 900+ Services in the state of Iowa—how many calls are we doing. How many calls do you have to go on –and how can we find more efficiencies in the PCR's – instead use the volunteer time to get some skills training or something. 70% respond to less than 100 calls a year. How can we develop 28D's and 28E's to get – how can we be better stewards of our volunteer's time.

Simulation in Motion update—we were full steam ahead—proposals for orgs that can sustain it. We had lots of interest in getting but some have backed out—so we're now back to ground zero starting over. NWICC and University of Iowa are still in. But need two more facilities to take the other two.



Approval of Minutes

- July 19, 2018 Board of Directors Meeting Minutes – Motion by Mark Sachen, 2nd by Brian Rechkemmer – No Opposition. Motion Carries.

Treasurer's Report –Brandon Smith—hold off on motion to approve financials until October Minutes

- Jul & August 2018 Financials—
 - July Highlights-- Income looks pretty standard.
 - CC Processing Fees a little higher—because of the Trauma Conference—we are being reimbursed for
 - Rent -- \$905 Retainer Fee—hit in July.
 - A/R – mostly exhibit hall
- August Financials—
 - Trauma Conference revenue is in there.
 - CC Processing fees—Trauma and our Annual Conference—inflated
 - Office Rent—QB Posting Error----September Rent should move to September

ISICSB Board Report – L. Frederiksen/R. Dehnert

Office Administration – L. Arndt

- Trauma Conference Partnership
- Financial Review Update – Pittman bid in \$3500 estimate
- Desmond + Shaul Bid:
 - Start with drawing a line in the financial statements and using 1/1/18.
 - Recommend going back and ensuring that bank reconciliation is done monthly starting 1/1/18-rest of year. Estimated cost would be \$200/month for us to perform this. We would compare the bank and Quickbooks and ensure that all activity is included. Also, review the database activity to ensure the amounts agree to the deposits in the bank. Would also ensure that items are correctly coded during this process.
 - Help ensure that the database is being properly synced to Quickbooks. Estimated cost for this would be \$500
 - Help ensure that bills.com is being properly synced to Quickbooks. Estimated cost for this would be \$500.
 - Through the processes above, come up with internal control recommendations to improve the process. Included.
 - If the board so chooses, we can perform the quarterly payroll reports each quarter. The fee for this would be \$250/quarter.
 - In addition, preparation of the 990 would be \$650.
 - In general, would recommend IEMSA hold off on a review until the books are up to date to ensure the numbers are correct. If the board still wants to perform a review, I would recommend this be done on the 2018 year once the numbers are completed.
- Motion to 1st to hire Desmond + Shaul to do the Books Review Up to \$4400—including payroll quarterly, and Financial statements by Linda Frederiksen – 2nd Jerry Ewers – No Opposition. Motion Carries.

Committee Reports –

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 – Central Iowa EMS Instructors Refresher is that weekend. Working on a Responder Health, A speaker on Suicide Responder (AM) – Dietitian from HYVEE to talk about Nutritional Fitness – Possibly share the Jeff Dill Firefighter Behavior Health Science—speak on Responder Suicide.

Honoring Our Own – T. Summitt—let Tom or Mark know about any honorees you might know need recognition at this ceremony. Honor Guard set up.

EMSAC – L. Frederiksen – Meeting next month – having regularly schedule Community Paramedicine—tomorrow. Terry Evans will be speaking. Draft Tool kit started tomorrow. Hoping to have that on the website by January.



1. National Scope of Practice – coming out next month—we’ll be taking that into consideration for changes to our Scope of Practice.
2. Shifting from Protocols to Guidance Standards

Membership Report

Membership Report As of:				9/17 vs. 9/18
AFFILIATE Membership Report				Previous Year
By Affiliate Level	12-Sep-16	15-Sep-17	14-Sep-18	% change
Affiliate Membership Level 1	17	24	22	-9%
Affiliate Membership Level 2	41	51	60	15%
Affiliate Membership Level 3	34	32	33	3%
Affiliate Membership Level 4	12	16	19	16%
TOTAL Affiliate Training Centers	8	11	13	15%
TOTAL Affiliate Members	104	134	147	9%
Affiliates by IEMSA Region				
NW Region		19	12	
NC Region		14	36	
NE Region		36	17	
SW Region		16	27	
SC Region		24	25	
SE Region		25	0	
No Address On File OR Out-of-State			30	
TOTAL Affiliate Members		134	147	
INDIVIDUAL Membership Report				
by IEMSA Region	12-Sep-16	15-Sep-17	14-Sep-18	
North West		124	110	
North Central		172	154	
North East		298	341	
South West		138	157	
South Central		282	304	
South East		288	271	
No Address On File or Out-Of-State		74	99	
TOTAL Individual Members		1376	1436	Previous Year
Individual Members	1063	1170	1134	-3%
Student Members	180	199	294	32%
Retired Members	5	7	8	13%
Total Individual Members	1248	1376	1436	4%
Corporate Membership Report				Previous Year
By Corporate Level	12-Sep-16	15-Sep-17	14-Sep-18	% change
Platinum	4	4	3	-33%
Gold	18	16	18	11%
Silver	1	2	1	-100%
Total Corporate Members	23	22	22	0%
Membership Drop Report				
	12-Sep-16	Aug Drops	Aug Drops	
Individual Drops		101	109	
Student Drops		36	34	
Affiliate Drops		9	11	
TOTAL Dropped Members		146	143	

Marketing/Merchandise/Web – N. Seivert

EMS Week/Memorial -M. McCulloch &/Or Katy Hill

2019 Leadership Academy Fall – J. Jorgensen – Set for September 28 & 29, 2019 in Des Moines

Scholarships – B. Rechkemmer

- Scholarship Applications – Nine applications, after some discussion – two of them did not meet the qualifications— but all other seven will get the Scholarships.

2019 Group Purchasing Agreement – R. Morgan – consider moving the contract term to 3-years.

Motion to Adjourn by Brian Rechkemmer 1st and Mark Sachen 2nd – No Opposition. Motion Carries.