



October 20, 2016 – 1-3:00 pm
Board of Directors Meeting
West Des Moines Station #19, Mills Civic Parkway, West Des Moines
Conference Calling: 857-216-6700, Conference Code 223239

Call To Order – Linda Frederiksen – 1:05p

Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest—Katy Hill—Quorum Established. No conflict of interest.
(see board attendance chart below)

Approval of Agenda—Brandon Smith 1st , Mary Briones 2nd – Motion Carries – approve.

Medical Director Report –Dr. Joshua Stillely- no report

Approval of Minutes

- September 15th, 2016 Board of Directors Meeting – Brandon Smith 1st , Mark Sachen 2nd – Motion carries. Approved.

Lobbyist Report

- Michael Triplett – Written Report submitted to Linda Frederiksen : We are looking forward to the Nov. 8 elections and urging legislators to understand the importance of EMS to Iowa. Talking points have been drafted and redrafted and should be ready to go soon.

Treasurer's Report –Brandon Smith

September P & L

- Gross Profit \$60,299.01 (Conf. registration and Memberships)
- Total Expense \$15,939.23 (Administrative \$7,445; Conference \$5,125; Wages \$3,369)
- Net Income \$43,319.78
- YTD P & L Prev. Year Comparison
- Gross Profit \$174,555.55 (\$22,365.10 increase 14.7% over 2015)
- Membership \$20,602.50 44.2% increase over 2015
- Total Expense \$115,683.31 (\$11,021.59 increase of 10.5% over 2015)
- Internet Software/Subscriptions (\$8,092.18 increase of 207%)
- Net Income \$56,842.24 (\$4,873.51 increase of 9.4%)

P & L Budget Performance (Annual)

INCOME

- Conference Income – 27% (\$68,759/252,700) Conf. registration \$172,485
- Membership – 93% (\$67,225/72,300) Individual Membership \$12,685
- Other – 87.6%
- GROSS PROFIT – 47.5%

EXPENSES

- Administrative – 61%
- Conference Expenses – 3%
- TOTAL EXPENSE – 32%

BALANCE SHEET

ASSETS

- Checking - \$425,304.18
- A/R - \$29,413.91
- TOTAL ASSETS - \$467,000.66

LIABILITIES & EQUITY

- A/P - \$1,489.09
- Current Liabilities - \$10,074.85
- TOTAL LIABILITIES - \$11,563.94
- EQUITY - \$455,436.72
- TOTAL LIABILITIES AND EQUITY - \$467,000.66



ISICSB Board Report – L. Frederiksen/R. Dehnert—no report

Office Administration – L. Arndt

- **Board Election Results** – for December 1, 2016 – December 1, 2018 Term
 - North Central : Mark Sachen, Terry Evans appointed to fill seat vacated by Jeff Eastman
 - Northeast : Rick Morgan
 - Northwest: LaDonna Crilly, Tracy Foltz
 - Southeast : Tom Summitt
 - Southwest : Nella Seivert, Robert Marsh
 - At- Large : Brad Buck
 - Education: Mary Briones re-appointed.
 - So. Central: Mark McCulloch
 - At-Large: Jerry Ewers
- **Conference Update**
 - **Board Member Details** –
 - Hotel Room Status—Wednesday Night Rooms resolved—all Board at Marriott
 - Wardrobe--Shirts are in—payment due. Thursday Shirts are any IEMSA gear—White shirts for Annual Meeting.
 - BOD Meeting on Wednesday Noon-1pm
 - Saturday Awards Lunch – Mandatory attendance by all board members—unless you are working an area that is open during lunch (i.e. exhibit hall committee/Registration – try to have not more than one rep—so as many can attend as possible.)
- **Annual Meeting** –
 - Board Reports—some still outstanding please email them to Lisa Arndt, Office Manager ASAP
- **2017 EMS Day on the Hill/Emerging Trends Conference** – Jay Fitch is contracted, hotel block is finalized at the Marriott for February 9, 2017, Registration is open, ad is in the Conference Brochure/Jul Sep combo issue that was mailed statewide and emailed to our members in E-News. Information and Registration links are posted to the Website as its own page off the Conference Page. Board of Directors Strategy Meeting will take place the day before February 8th at the Marriott.
- **2017 Pediatric Conference** -- hotel block is finalized at the Radisson in Coralville, February 25, 2017, Registration is open, ad is in the Conference Brochure/Jul Sep combo issue that was mailed statewide and emailed to our members in E-News. Information and Registration links are posted to the Website as its own page off the Conference Page.

Bureau of Emergency & Trauma Services Report – IDPH Rebecca Curtiss, Bureau Chief BETS—no report

2016 Committee Reports –

Executive – Linda Frederiksen

Billing and Management Conference—April 19, 2017—L. Frederiksen **Regional Billing & Documentation Conference** -- NEW Date --April 19th, 2017 --Marriott Downtown DSM --Date is set for a WEDNESDAY this year --April's BOD Meeting will be the day before April 18th at the Marriott. Doug Wolfberg is working on agenda—trying to get this up and out ASAP—before the conference. If not it will go up and out after the conference no later than the first week of December.

Pediatric Conference --February 25th, 2017 -- M. Fults -**2017 Pediatric Conference** -- hotel block is finalized at the Radisson in Coralville, February 25, 2017, Registration is open, ad is in the Conference Brochure/Jul Sep combo issue that was mailed statewide and emailed to our members in E-News. Information and Registration links are posted to the Website as its own page off the Conference Page.

EMS-Day-On-the Hill/Leadership Conference—February 9th, 2017—Mark Sachen—all is set and registration is open.

Regional Billing & Documentation Conference -- NEW Date --April 19th, 2017 --Marriott Downtown DSM --Date is set for a WEDNESDAY this year --April's BOD Meeting will be the day before April 18th at the Marriott. Doug is working on agenda—trying to get this up and out ASAP—before the conference. If not it will go up and out just after the conference no later than the first week of December.

Annual Conference November 10-12, 2016– K. Hill

Up 9% on the attendees. Entertainment – is coming together. Marriott venue will be much better.

Speakers – B. Smith –no report

Awards – T. Summitt—Award Winners are decided, plaques ordered, all set.

Entertainment – L. Ridge

Exhibit Hall – J. Jorgensen—only a few booths left.

Honoring Our Own – T. Summitt—coming along very nicely.

Registration/CE – M. Briones—no report

Legislative/ByLaws – M. Sachen



Talking Points – Michael Triplett sent final draft. We can get them printed and have them for the conference. We will email the last draft—Mark Sachen—read the talking points—as follows:

IEMSA 2017 Talking Points

Building Partnerships for a Better Iowa

Township Taxation for Fire/EMS - Iowa Code chapter 359 requires townships to provide fire protection, cemetery maintenance and fence line disputes. Those might have been great ideas in the 19th and 20th centuries but times have changed. Townships should be required to provide or help fund emergency medical service within their jurisdictions. IEMSA urges the Legislature to review how local governments provide public safety protection in the hopes of closing the gaps in coverage that predominately affect rural Iowa. IEMSA believes that tax dollars need to be redirected to meet the current public safety needs of rural Iowa.

Behavioral Health Transport

Iowa's system of helping patients with behavioral health issues in times of crisis is broken. IEMSA believes that the limited supply of available behavioral health beds and increasing demand for behavioral health services adversely affects patients and their families. When we transport these patients - often times at long distances from their homes - we are unavailable to protect our local communities in their times of need. IEMSA urges the Legislature to help fix this problem by reviewing the system to make it more efficient for patients, providers and the communities that fund EMS for their taxpayers.

Volunteer Income Tax Credit

Volunteer EMS personnel can claim a \$100 credit against their personal income taxes due. IEMSA believes that this is an important tool in recruiting and retaining volunteers to help protect their communities, and it should be increased to a more generous level. Incentives for EMS Education - In addition to facing shortages in qualified applicants for current positions, Iowa's EMS programs will soon need to replace those who have been in the profession for 30 or more years. IEMSA urges the Legislature to review the current requirements to start and continue a career in EMS, and create incentives (such as tuition tax credits or a match program) that will allow our programs to replenish the supply of qualified EMS professionals for the next generation.

Increase Medicaid Reimbursement for Mileage –

Iowa's Medicaid mileage reimbursement rate for ambulance service is significantly lower than most all surrounding states. IEMSA urges the state to increase the Medicaid mileage reimbursement rate from \$2.61/mile to the Medicare rate (\$7.24/mile for urban, \$7.34/mile for rural) or a comparable private insurance rate.

Motioned to approve Talking Points – Katy Hill 1st, Mark Sachen 2nd – Motion Carries. Approved.

ByLaws Changes –Mark McCulloch—Reviewed and discussed bylaw changes that would change who would be eligible to be a board member. A lengthy discussion about how to expand membership occurred. Also to consider including Pre-Hospital Disaster Preparedness people to be members of IEMSA. Edits were made to language as it was discussed and agreed on by the board members present at the meeting and will be submitted for approval at the Annual Meeting, November 10, 2016-- Motioned for approval at the Annual Meeting Nov 10, 2016.

EMSAC – L. Frederiksen – Meeting last week –went through some protocol changes, QASP meeting—Amy Gehrke attended her first meeting.

Epi—Rebecca Curtis, EMS Bureau Chief is working on putting the language in place – regarding the cost.

New Drug –Heroin is and car Fentanyl are hitting the streets. Be aware of what is out there. There are lots of pricing updates on medications; concerns about potential price gouging for Narcan is being investigated by the Iowa Attorney General's office

Mobile Integrated Healthcare—need a multi-disciplinary approach—so it is looking like we'll work on this done through EMSAC. Rob Marsh and Sara Solt, Katy Hill, John Jorgensen, LaDonna Crilly all attended the meeting. LaDonna Crilly and John Jorgensen—are working on gathering some data—about 10% of our calls were repeat calls.



Membership Report

10/15/2016

AFFILIATE Membership Report	January-16	7-Jun-16	13-Jul-16	17-Aug-16	12-Sep-16	13-Oct-16
By Affiliate Level	Active	Active	Active	Active	Active	Active
Affiliate Membership Level 1	18	17	19	18	17	15
Affiliate Membership Level 2	38	48	47	48	41	41
Affiliate Membership Level 3	30	36	37	36	34	30
Affiliate Membership Level 4	17	12	12	12	12	12
TOTAL Affiliate Members	103	113	115	114	104	98

TOTAL Affiliate Training Centers	11	10	9	8	8	8
INDIVIDUAL Membership Report						
by IEMSA Region	January-16	7-Jun-16	13-Jul-16	17-Aug-16	12-Sep-16	13-Oct-16
Individual Members	1134	1130	1131	1137	1063	920
Student Members	94	173	178	158	180	205
Retired Members	3	4	5	5	5	4
Total Individual Members	1231	1307	1314	1300	1248	1129

Corporate Membership Report						
By Corporate Level	Active	Active	Active	Active	Active	Active
Platinum	4	4	4	4	4	4
Gold	13	13	13	13	18	18
Silver	1	2	2	2	1	1
Total Corporate Members	18	19	19	19	23	23

Individual Membership – Vice Chairs for each Region : Foltz, Sachen, Ridge, Solt, VandeLune, Fults
Membership – Affiliate – Vice Chairs for each Region : Jorgensen, Merrill, Morgan, Marsh, Buck, McCulloch
Membership – Corporate – Chair J. Ewers, Vice-Chairs : E-Board
Membership—Training Programs –M. Briones : Vice Chair B. Rechkemmer

Marketing/Web – R. Marsh – Ready for conference—order placed.

EMS Week/Memorial -B. VandeLune—no report

Leadership Academy – Sept 2017 J. Jorgensen—no report

Voice – M. Briones-no report

eNews – R. Marsh-no report

Scholarships – B. Rechkemmer-no report

2017 Group Purchasing Agreement – R. Morgan -no report

Allied Entities:

- 911 Telecommunications** – Rob Dehnert/Paul Andorf-no report
- Advisory Council** – Frederiksen/J. Messerole-no report
- ISICSB**-Linda Frederiksen--Continuing-no report
- Iowa Stroke Task Force** – Brian Helland-no report
- NAEMT** – Jeff Dumermuth-no report
- State Fire Serv./Emer. Response. Council.**– Reylon Meeks -no report
- State Med. Exam. Adv. Council** - Tom Summitt-no report
- TSAC** – Rosemary Adam -no report
- Training Programs** – Cheryl Blazek-no report
- System Standards** - Brad Buck-no report
- IPOST Task Force** - Jerry Ewers-no report
- DMAT Advisory Group** – Rod Robinson-no report
- Community Paramedicine Mobile Integrated Healthcare**—Linda Frederiksen-no report

Old Business-- None

New Business

Instructor Development Conference – April 29th, 2017—Des Moines –Iowa EMS Educators are bringing David Page in as our Keynote Speaker and he is costing us \$2000.00. They are looking for \$2000 sponsor to cover his expenses. Brian offered to suggest to the committee to make this course a Pre-Conference Workshop Offering at the 2017 Annual Conference. This might add a draw some good number of folks to both of the conferences. IEMSA really doesn't have anything for instructors and think



it could bring some more people to attend both all three days. It was suggested we need to have an Instructor Conference at our Annual Conference and work with the EMS Educators on this.

Motion to Propose Partnership by offering IEMSA a registration discount- we'll endorse this instructor education for 2017 up to \$500 as determined by the E-Board and the Iowa EMS Educators. Katy Hill 1st & Rob Marsh 2nd – motion carries.

Motion to Adjourn: 3:48pm Lee Ridge 1st, LaDonna Crilly 2nd – Motion carries.

Terry Evans	North Central Region	Absent
Merrill, Gary	North Central Region	x
Sachen, Mark	North Central Region	x
Gehrke, Amy	Northeast Region	Absent – Proxy B. Rechkemmer
Morgan, Rick	Northeast Region	x
Ridge, Lee	Northeast Region	x
Jorgensen, John	Northwest Region	x
Crilly, LaDonna	Northwest Region	x
Foltz, Tracy	Northwest Region	x
Van DeLune, Brad	South Central Region	Absent –Proxy Katy Hill
Hill, Katy	South Central Region	x
McCulloch, Mark	South Central Region	x
Frederiksen, Linda	Southeast Region	x
Fults, Matthew	Southeast Region	x
Summitt, Tom	Southeast Region	x
Solt, Sarah	Southwest Region	x
Marsh, Rob	Southwest Region	x
Seivert, Nella	Southwest Region	Absent – Rob Marsh Proxy
Buck, Brad	At Large	x
Ewers, Jerry	At-Large	Absent- Proxy Linda Frederiksen
Smith, Brandon	At-Large	x
Briones, Mary	Education	x
Rechkemmer, Brian	Education	x
Stilley, Josh	Medical Director	
Guest(s): Rebecca Curtiss-IDPH- Absent		
Arndt, Lisa	Office Manager	x