



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

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

**Call To Order** – Linda Frederiksen, Immediate Past-President -1:06pm

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

**Approval of Agenda** – 1<sup>st</sup> Mary Briones, 2<sup>nd</sup> Katy Hill

**Lobbyist Report** -- Michael Triplett- defers – Will Defer to GEMT Discussion. Would like to cover a tax issue that arose from a meeting with Bobby Kaufman.

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

**New Staff Introductions:**

- Nic Bieber-New Compliance Officer
- Misty Cook-New Fiscal Coordinator
- Steve Vanatta-Nov 17 start date

**System Standards**- Survey is being developed, what suggestions for questions?

**Healthcare Coalition Meeting**-beginning to see more EMS involvement

**Para Medicine**-MIH-Interesting data

**EMT P Transition**-Messages out in the next 2 days-unlimited number of tests.

**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 400 trainers.

**Opioid Crisis**-Ongoing data requests for Narcan admin rates

**EMSAC Date change**-November 15-Altoona

**TSAC**- October-Rosemary Adam resigned

**Crisis Standards of Care**- looking for EMS representatives-protections, triggers, standards

**Helmsley Grant--**

- LUCAS Update-3rd quarter distribution of devices completed.
- SIM Update-Stakeholders meeting after new year

**GEMT**--Mark McCulloch asked Rebecca Curtiss for some reports as they relate to the GEMT discussion. She will get some information from public data they have—but do not have information from private side. They can reach out to them individually if needed. There also was discussion about some great survey questions.

**Medical Director Report** –Dr. Joshua Stilley

**Approval of Minutes**

- Sept 21, 2017 Board of Directors Meeting Minutes

**Treasurer's Report** – Katy Hill 1<sup>st</sup>, Jason Wickizer 2<sup>nd</sup> – Motion Carries. Approved.

Sept Financials 2017—submitted in writing by Brandon Smith 10/19/2017

**September P & L:**

- INCOME: Gross Revenue \$47,805.00
- EXPENSES: Total Administrative \$5,643.87 (Leadership Academy \$3000); Total Expense: \$9,350.01
- September Net Income: \$38,281.63

**September P & L YTD Comp:**

- YTD Gross Profit: \$205,529.87 19.1% Increase compared to 2016
- YTD Total Expenses: \$120,980.22 4% Increase compared to 2016 (conference venue deposit)
- Net Income YTD: \$83,775.01 54.6% Increase compared to 2016

**Balance Sheet:**

- Assets and Liabilities of \$523,678.32.
- Checking/savings(money market): \$490,429.76



- A/R of \$26,093.26 (exhibitors invoiced for conference).
- Checking Account Balance September 30, 2017: \$208,527.18.
- Money Market: \$300,365.36. Interest Accrued, \$66.64 (Sept), \$365.36 (YTD)

**ISICSB Board Report** – L. Frederiksen/R. Dehnert—no big earth shattering things—build out continued.

**Office Administration** – L. Arndt

- Membership Report—Please see the membership report in your documents.

Membership Report		10/16/2017	10/16 vs. 10/17
<b>AFFILIATE Membership Report</b>		13-Oct-16	16-Oct-17
By Affiliate Level	Active	Active	Previous Year % change
Affiliate Membership Level 1	15	21	40%
Affiliate Membership Level 2	41	47	15%
Affiliate Membership Level 3	30	32	7%
Affiliate Membership Level 4	12	17	42%
<b>TOTAL Affiliate Training Centers</b>	<b>8</b>	<b>11</b>	<b>38%</b>
<b>TOTAL Affiliate Members</b>	<b>98</b>	<b>128</b>	<b>31%</b>
<b>Affiliates by IEMSA Region</b>		16-Oct-17	
NW Region		15	
NC Region		11	
NE Region		31	
SW Region		14	
SC Region		24	
SE Region		27	
No Address On File OR Out-of-State		7	
<b>TOTAL Affiliate Members</b>		<b>129</b>	
<b>INDIVIDUAL Membership Report</b>			
by IEMSA Region		13-Oct-16	16-Oct-17
North Central			125
North East			140
North West			278
South Central			104
South East			253
South West			267
No Address On File or Out-Of-State			52
<b>TOTAL Individual Members</b>			<b>1219</b>
Individual Members	920	1039	13%
Student Members	205	210	2%
Retired Members	4	6	50%
<b>Total Individual Members</b>	<b>1129</b>	<b>1255</b>	<b>11%</b>
<b>Corporate Membership Report</b>			
By Corporate Level	13-Oct-16	16-Oct-17	Previous Year % change
Platinum	4	4	0%
Gold	18	16	-11%
Silver	1	2	100%
<b>Total Corporate Members</b>	<b>23</b>	<b>22</b>	<b>-4%</b>
<b>Membership Drop Report</b>		Sep Drops	
Individual Drops			255
Student Drops			32
Affiliate Drops			15
<b>TOTAL Dropped Members</b>			<b>302</b>



- Attendee Numbers –Annual Conference – See stats emailed last night –At 457 and rising that’s up 65% from 279 on this date last year.

Type of Registration	Count	Estimated
Full Day : (PEPP) Pediatric Education	15	28
CCP Refresher - Full Day 2017	55	102
1/2-Day (AM) Utilizing NEMSIS Data	11	20
1/2 Day (AM) Itâ€™s Brain Science-Not Rocket Science	30	56
1/2 Day (PM) Reducing Trauma & Drama Personality Styles	30	56
1/2-Day (PM) Service & Medical Director Wkshp 2017	26	48
	167	311

Type of Registration-TOTAL Attendee Count	Count	Estimated
Pre-Conf Workshop ONLY	38	71
2-Day Conference	364	677
Friday Registration Only	29	54
Saturday Registration Only	26	48
<b>TOTAL Attendees</b>	<b>457</b>	

Lunch DETAIL	Count	Estimated
1-Day Friday Lunch Pass 2017	24	45
2-Day Lunch Pass (Fri & Sat) 2017	222	413
1-Day Saturday Lunch Pass 2017	19	35
IEMAS AWARDS Guest Comp's and Pairs	0	
Scholarship/Awards Complimentary Saturday	6	42

- Board Members Details/Meeting Times/Dress Codes/Responsibilities—see email sent to all Board Members last week.

**2017 Committee Reports –**

**Executive – M McCulloch –**

- GEMT** – Discussion/Vote—there have been several meetings concerning this item presented to us. Mark McCulloch would like to see some decision/vote on this issue today. Kurt Henkey & Scott Clough – Triton. Mike Triplett introduced the this opportunity. GEMT Federal Government has to write the check—as long as the paperwork is done and is approved. Jerry Ewers, VP of IEMSA, memo to the board—outlines the options :

**To: IEMSA Board Members**

**From: Jerry Ewers**

**Subject: Response to IAPFC Request for Funding GEMT Legislation**

**Date: October 12, 2017**

GEMT (Ground Emergency Medical Transportation) has been discussed the past few years during Exec Board discussions, board meetings, during legislative committee meetings, and late last session we were following a bill (HF 436) on GEMT submitted by Representative Ashley Hinson.

We are being told that in order to implement GEMT in Iowa that it would be a three step/phase process. The first process is the legislative piece. The second step is the state plan amendment (also known as a “SPA”), and the final step is the informal and/or formal process of presenting the state plan amendment to CMS for federal approval. On July 19, 2017, IEMSA and IAPFC (Iowa Association of Professional Fire Chiefs) collaboratively brought in a contractor, AP Triton, who was responsible for the implementation of GEMT in California, in addition to currently working with other states on GEMT. IAPFC is asking IEMSA to consider funding all, or a portion, of the initial \$ 60,000 for the first step to create and pass GEMT legislation in the upcoming Iowa legislative period.



At the last board meeting it was agreed that we supported GEMT.

At this point we have two options that will be presented to the board of directors to vote on so we can get a response back to IAPFC.

1. Do you support contracting with AP Triton to draft and create a bill to enact legislation for GEMT in Iowa? If so, how much are you willing to contribute? \$ 20,000, \$ 30,000, \$ 40,000, or the full \$ 60,000?

**Or**

2. Do you support having our lobbyist draft and create a bill to enact legislation for GEMT in Iowa? This would be covered through our annual agreement of services.

There are pros and cons for each option that can be discussed in-depth if needed. We will also have Fire Chief Jarrod Wellik with Newton Fire present at the October 19 IEMSA Board Meeting to answer questions during the board meeting. AP Triton has the experience and knowledge to successfully implement GEMT legislation. From what we are told a few states have tried to do this in-house and have failed without the assistance of a consultant. Our lobbyist is confident that he can do Step 1, the legislative piece, along with contracting step 2 with Karla for a fee to do the state plan amendment. We are told this contracting fee with Karla would be less than the fee with AP Triton for Step 2, but the fee has not been identified. We are still trying to work through the details of Step 3 on if this could be done or if this would need to be contracted out and if AP Triton would be willing to do Step 3 if they don't do Step 1 and 2 for Iowa. These are still many unknowns as of now but want to be transparent on options.

At this point we are being told that the value to the state of Iowa is estimated to be at \$35 million. If we attempt to save \$ 60,000 by doing the legislation in-house and are not successful in creating and passing a bill then essentially we as a state saved \$ 60,000 but are not able to capture the \$ 35 million in funding from GEMT.

**Discussion with AP Triton- Scott Clough** – spoke to the group about how he discovered these federal monies, and that he got it passed in California, and now has other states he's working with that are in the process of getting these federal funds. He outlined the pros and cons of getting it approved mandated legislatively vs. regulatory route. So that you can write in all the details from all parties, stakeholders, rules etc. Forces the state to mandate the program items—and you get a better program. Each time this program has been presented to the state—for signature by the governor—there has never been any opposition to this program. Mostly because the state stands to receive federal funds as well.

No such thing as managed care state—they have the goal—but there are so many times there are patients—don't fit—their still in the fee for service—for a 30-60 days. This doesn't make a difference—it just depends on it best benefits providers in your state. There are multiple mechanisms and how you roll the program out and what you're trying to achieve.

All states are different—no two the same. States usually have an idea what they're going to do—Medicaid offices say they have a handle on it and think they know where they're going. After they dig in and try to get this set-up and running—they call and say



we don't know where to begin. Because EMS is not easy for them to understand how it works. They have to do a lot of work to understand how EMS works.

Here's in Summary what you need to do:

1. You need Legislation that enables your state to create a state plan amendment to allow federal draw down of dollars
2. Prior to that you have to do a public notice—that means your program has started. In order to do this—you need to have an idea what your program look like and how it runs.
3. Then you can design the details of the program to develop the SPA.

The biggest problem is in understanding how this program is applicable to all EMS disciplines. CMS process—two ways to route. Informal and Formal—you should use the informal process. Pick up the phone—and talk to your regional office—tell them what you'd like do. There is discussion—then you get to the formal process—the state creates the SPA and submits it to CMF – CMF has 90 days to respond. Then you have 15 days to respond to your questions. Then 90 days they have to respond. He's seen 3 rounds (3 questions each) and it has taken 3 years to get those questions answered. Doing it through a consultant and the informal process first—it is a much faster process. Approval average is 18 months to get SPA submitted. Triton—as long as he has the state working with us—he can get this done in 1.5 years—it's not a speedy process.

Question—We have a lot of Volunteer Services, how do non-government agencies would benefit? The challenge with this –it is not a public vs. private—this is a federal program under government regulations. That's why 42CFR433.5 code. The purpose of these programs—if you are a Governmental agency providing service—and it's supported by government –if the state is not providing the government enough to cover cost—the taxpayers are stuck with the bill—the fed's will then step in and cover on behalf of the taxpayers. But—the private companies—even as a non-profit—you get to choose the location, cost fees etc. So if you can't cover your cost—it's a business issue, not a government issue. If that private goes out of business it does affect taxpayers—because the taxpayer then picks up the bill by government entities have to pick up the calls. 501c3 has not relevance for Medicaid. That's an IRS designation. Get NPI number has to be a held by governmental entity—then put all 3 ambulance providers under one PCR form—and all billing goes to County EMS agency—then the county ems agency has a contract with the provider and provides them the cost to do business to meet the contract with the county. Submit to common billing service—difference is—the county now has a profit/loss to provider EMS. So now any loss—the GEMT federal monies come in to make the county whole. This allows services to be more efficient in how they deliver service. Ambulance providers partner with Fire Department—contracts to that they will pay private with a guaranteed 12.5% profit margin. This allowed a strong fully functioning Mobile Integrated Health. Because the GEMT money has to be reinvested in the EMS system.

**#1 Reason to hire AP Triton**—he started out the hard way—by himself, and left 4 Million on the table because he operated without knowing he now has—he had no consultant to help.



#2 He doesn't know anyone that builds a GEMT program. There is a reporting company in Texas—but doesn't build the actual program. His employees are former Medicaid State directors.

No Guarantees that feds won't pull funds for these programs. But if you don't have a program—and they stop the program—you'll never get one. If you have one—and they stop funds—historically—other programs approved stay intact—they just don't let new ones in.

Writing the legislation is the cheapest part of it—but doing it ourselves and then having them come in to write the detailed program is a mess—because there are things not written right that keep the program from working well.

Block Grant Funds – if we're already drawing down block grant funds. How does that effect this? Right now it doesn't impact your existing money you receive. It's all supplemental funds. Trump is proposing universal block grants—they're saying you typically receive "x" dollars—so we're going to cut you a check for that—figure out how you're going to use it. But these GEMT funds are above and beyond grants.

Title 19 allows these supplement funds—it's general— it's simple says governmental agencies are allow to participate in supplemental funds.

Mike Triplett—IEMSA Lobbyist – suggest we do the legislative piece ourselves. Nella Sievert asked why our lobbyist and our team can't work with the consultants—a hybrid of sorts. Michael Triplett is interested in how that works.

3. Motion by Mark McCulloch – To support having our lobbyist draft and create a bill to enact legislation for GEMT in Iowa? This would be covered through our annual agreement of services.

Mark Sachen 2<sup>nd</sup> the motion, Vote of the board present—all voted yea - to approve this motion. Motion approved. Voting details at the end of this document.

If we're unsuccessful—that gives us more time to do an RFP and select a consulting group.

- **Terry Evans** North Central Region Board Member Resignation—Are there any suggestions to fill that seat? If so, let Mark McCulloch and Jerry Ewers. Mark Sachen and Gary Merrill will put some feelers out to get some names.

**Billing and Management Conference**—April 16 & 17, 2018—at the NEW! Hilton Hotel Downtown DSM-L. Frederiksen – Doug will be coming in for 2-days.

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

**EMS-Day-On-the Hill/Leadership Conference**—February 8th, 2018—M McCulloch –A contact at Greater Des Moines Partnership—talk about social media.

**Annual Conference** November 9-11, 2017– K. Hill—need a group text—for on-site at the show. Lisa Arndt will work getting good cell phone numbers from board members.

**Awards** – T. Summitt-Mark Sachen will submit Mary Jo Wilhem—as "Friend of EMS". Other Awards are being consider—decision coming quickly.

**Entertainment** – L. Ridge—Friday Night Party—bright lights & crazy nights—board dress up with lights.

**Exhibit Hall** – A. Gehrke—only 6 booths left.

**Honoring Our Own** – T. Summitt – lots (too many) honorees again this year. Working on getting the video done. There are lots of photos information to coordinate.



**Membership** – Affiliate are growing at 31% over previous year at this time. Also Individual Memberships are coming up – by 11%.

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**Marketing/Merchandise/Web** – N. Seivert—All items are ordered – Manually entered inventory. Barcode stickers- are ordered all barcode --

**Leadership Academy** – J. Jorgensen – September 23 & 24, 2017 –Sioux City, Iowa at WIT – 18 Attendees Registered--\$374 loss--but

**Community Paramedicine/MHC** – L. Frederiksen—next meeting is in December—a hosted Zoll conference. A lot of wonderful diversity, lots of questioning and challenging.

### New Business

- **National EMS response through Forest Service**--New standards, requirements and ways to bring money into Iowa.—Jason Wickizer –reported on this program. Mark McCulloch reported-- Bruce Evans, Iowa born-Colorado Fire Chief, and NAEMT Board Member, spoke very positively of programs like this. Is IEMSA willing to help facilitate between the EMS Bureau – Dr. Stillely for protocols—this group. TSA is on board with this program. Nella Sievert has supported this program by sending her paramedics out to other states. Linda Frederiksen suggested Jason Wickizer do a presentation at the December Meeting. He would like Rebecca Curtiss input on this.



- EMS Educator Conference Booth and Sponsor** – Letter in your documents from—excerpt from letter-- “6th Annual Educator Conference scheduled for Saturday April 14, 2018 at Mercy College of Health Sciences in Des Moines, Iowa. We would request that you have a booth on site during our vendor hall on Saturday April 14, 2018; the cost of a booth is \$250.00. Additional, we would like to request support of \$750.00 for this conference, for a total of \$1,000.00. This funding will assist us with funding our speaker honorariums, travel, and food costs of the conference. We have lost money on this conference two of the last three years. The committee volunteers our resources and our time to make this a successful event. In recognition of your support we will recognize you during the conference as well as provide each of your members a \$10.00 discount on the conference registration.”

**Motion by Linda Frederiksen-1st , Mark Sachen 2<sup>nd</sup>** - to support this conference proposal, as long as those board members who attend will work the booth. This item should be voted on each year. It’s important to develop a good relationship with this group. The two directors on the board are hardworking members of this board-and with our need to build volunteers—they are important partners in getting volunteer and paid provider numbers up. Mark Sachen encourages members to consider this is an investment, and should support this. Roll Call Vote by Katy Hill--All Aye’s for those present. Motion Carries.
- Rosemary Adam—TSAC Board IEMSA Representative** – Stepping down at the end of the year.
- REPLICA**—move to December Board Meeting

**4:14pm**—Motion to adjourn 1<sup>st</sup> Mary Briones, 2<sup>nd</sup> Nella Sievert – All Aye’s. Motion Carries.

Member’s Name	Area of Responsibility	Initials/Proxy
OPEN as of October 2017	North Central Region	Resigned
Merrill, Gary	North Central Region	Present
Sachen, Mark – yea (GEMT Motion)	North Central Region	Present
Gehrke, Amy - yea (GEMT Motion)	Northeast Region	Present
Morgan, Rick	Northeast Region	Present
Ridge, Lee	Northeast Region	Absent
Jorgensen, John - yea (GEMT Motion)	Northwest Region	Present
Crilly, LaDonna - yea (GEMT Motion)	Northwest Region	Present (L. Frederiksen-Proxy)
Foltz, Tracy - yea (GEMT Motion)	Northwest Region	Present (M. Briones Proxy)
Van DeLune, Brad - yea (GEMT Motion)	South Central Region	Present
Hill, Katy - yea (GEMT Motion)	South Central Region	Present
McCulloch, Mark - yea (GEMT Motion)	South Central Region	Present
Frederiksen, Linda - yea (GEMT Motion)	Southeast Region	Present
Fults, Matthew - yea (GEMT Motion)	Southeast Region	Present (Proxy – B VandeLune)
Summitt, Tom - y yea (GEMT Motion)	Southeast Region	Present
Solt, Sarah	Southwest Region	Absent
Wickizer, Jason - yea (GEMT Motion)	Southwest Region	Present
Seivert, Nella - yea (GEMT Motion)	Southwest Region	Present
Brad Buck	At Large	Absent
Ewers, Jerry - yea (GEMT Motion)	At-Large	Present (Proxy Tom Summitt)
Smith, Brandon	At-Large	Absent (Written Treasurers Report)
Briones, Mary - yea (GEMT Motion)	Education	Present





Member's Name	Area of Responsibility	Initials/Proxy
Rechkemmer, Brian - yea (GEMT Motion)	Education	Present
Stilley, Joshua	Medical Director	Absent
<b>Guest(s):</b> Rebecca Curtiss-IDPH--- ; Present—Jared Wellik- Kurt Henke & Scott Clough – AP/Triton		
Arndt, Lisa	Office Manager	Present