



October 17, 2019 –1:00-3:00p-- Board of Directors Meeting

West Des Moines Station#19

Teleconference: 857-216-6700, Conference Code 223239

Call To Order – Mark McCulloch, Immediate Past-President -- 1:01pm

Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest—Lisa Arndt, IEMSA Office Manager – Roll Call, Quorum met. See end of minutes for attendance.

Approval of Agenda – Mark McCulloch, Immediate Past-President -- Motion to approve Brian Rechkemmer, 2nd Dawn Brus. All Aye. Motion Carries.

Lobbyist Report—

Karla McHenry – GEMT Report – IGT (Inter-Governmental Transfer) Form is online –<https://dhs.iowa.gov/ime/providers/tools-trainings-and-services/medicaid-initiatives/GEMT> – AND an email was sent to all survey participants confirming spreadsheet information. There are some questions that the GEMT Board still hasn't answered, like where is the training for GEMT? When does everything go into place? When can services/orgs start billing? Etc. We have not heard back from them. We're in a good place. On the website there is also a place for questions to be sent in. Karla McHenry would like members with questions about GEMT to utilize the link, but copy Karla McHenry for questions—Karla is very busy. Respond to Karla, to verify your information.

Mark McCulloch --an abbreviated Legislative Report

- **Talking Points 2020 are together** – and are in the latest Voice – revolve around the EMS as an essential service.
- **SF 615 EMS was left out.** This bill was snuck in at the end of session and wasn't discovered until after session. We discussed this at the legislative strategy session and will work to get EMS added. SF 615 is the continuation of insurance coverage for a family that has experienced a line of duty death.
- Funding Issues are still an issue—but we've started to make some good movement on this with GEMT, and reporting data that the state is collecting on the size of EMS Service in Iowa. Data that shows the value and size of EMS in Iowa and hope this makes a difference increasing awareness with our government understanding of EMS, and defining the true numbers and need for EMS.

Jerry Ewers – EMS Meeting in West Branch 10/28 at 7pm – they are pushing for EMS as an Essential Service. As many board members that can attend.

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

Medical Director Report –Dr. Christopher Hill – no report.

Approval of Minutes

- September 19th, 2019 Board of Directors Meeting Minutes -- Motion to approve Dawn Brus, 2nd Nella Sievert. All Aye. Motion Carries.

Treasurer's Report – Andy Ney

- Brandon Smith resigned as Treasurer, will stay on the Board in his At-Large Seat. Andy Ney, NE Region Board Member has been appointed by the President and has agreed to finish out Brandon's term.
- Financial Report for April-Sept – Report in writing by email next month, and a BOD Meeting Report and review at the December Meeting.
- Brian Rechkemmer motioned a Dawn Brus 2nd the motion to have Joe Desmond, CPA –to spend up to \$500 to catch our treasurer's report up April-September -- from a CPA report. – to get April-Sept caught up and train Andy Ney on Treasurer Report. David Filipp



made an e-board amendment – Brian Rechkemmer 2nd the amendment -- If it exceeds the \$500 e-board can decide to increase if needed. All Aye. Motion Carries.

Office Administration – L. Arndt

- Conference Email is coming with committee, meeting, start times – all details etc. Wardrobe same as last year. White/ Dark bottoms, Day One—Blue/ Black Pants Day 2, and Day 3-- Black/Khaki Pants.
- Hotel room list was sent a couple weeks ago – if you didn't see it – email me for your room confirmation.
- Nomination Period for 2019-2021 Board Seats ended yesterday, October 14, 2019.
 - The North Central Board Member Seat vacated by Jeff Eastman, has been filled by Spencer Armstrong from Buffalo Center.
 - Matt Fults resigned his board seat, Alisia Meader, from Washington, Iowa is the new South East Region Board Member.
 - Only one Region Seat that will go out to vote—Jana Trede – Ryan Coburn—Fire Chief in Norwalk South Central.
 - The Ballot will be out as scheduled by October 21. Voting period closes at 8am, November 4, 2019 and results will be emailed to members.

Committee Reports –

Executive Report– Mark McCulloch-Immediate Past President

- GEMT Update
- PCG Contract – renegotiated % of the contingency fee down another notch to 9% Level 1+2, 11% Level 3+4 Affiliate Members. Benefit added to the Affiliate Benefits in the VOICE Issue #2. Will be added to the website and NetForum as quickly as we can –

This NEW Affiliate Benefit Reads:

Ground Emergency Medical Transportation (GEMT) Program On-Boarding Services with PCG (Public Consulting Group)—Members Receive Deep-discounted Contingency Fee

Your service or organization will automatically be allowed the deep-discounted contingency fee % with PCG (Public Consulting Group) negotiated at 9% for Affiliate Level 1 + 2 and 11% for Affiliate Level 3 + 4 Members. There are no up-front fees. The PCG Contingency fee will begin once all on-boarding tasks are completed and enhanced GEMT revenues are received by your service. The contingency fee will be applied to the GEMT Federal Share portion of the provider's reimbursement only. IEMSA negotiated the fee rate only. All other terms of the contract are negotiated and contracted by your service/organization with PCG.

This is not a billing service, PCG is a specialized GEMT consultant, your contracted billing service (if you have one) or in-house billing service will still file the claims. PCG's goal is to assist IEMSA members in maximizing supplemental reimbursement while reducing audit risk and maintaining compliance with ever-changing state and federal policies.

Billing and Management Conference- April 20 & 21, 2019 —Hilton Garden Inn—West Des Moines.

EMS-Day-On-the Hill/Iowa EMS Summit— G. Merrill

- **EMS Day on the Hill 2/13/2020 2-5pm --“Iowa EMS Summit” – February 12-13, 2020**
- **Social Media/eNews** – J. Trede

Annual Conference— November 7-10, 2019 -- K. Thornton is out of state – written report –

- **Meeting with the event center to finalize rooms**, food, exhibit hall, AV and all details is set for October 25, 2019. Attendance is on track with where we were at this time last year.
- **Service/Medical Director Workshop** – now includes a GEMT update ½ hour from 10:45p – 11:15p
- **Hotels are booked ahead of last year's numbers** – thanks to some good negotiating a couple years ago on this contract, we still rooms left at all hotels, including the Hilton—so we're not losing members to non-IEMSA blocked hotels, as we did in previous years.



Hilton is 90% Sold (we added 50 rooms this year), ALL Hotels Total – 82% SOLD. We'll lose some closer to conference—but it looks like we're ok on our attrition for this year.

- **Pre-Conference Workshop Numbers – Classes have minimum attendance indicated on the brochure. TBD.**
 - **CCP Refresher** - Full Day 2019 – 41
 - **ACLS-Experienced Provider Course** – 2
 - **Disaster Management Emergency Preparedness** – 5
 - **NAEMT Safety Course** – 1
 - **Where's Waldo? (Recruitment + Retention)** -- 17
 - **Service Director/Medical Director Workshop** – 26
 - **Clinical Guidelines + Scope of Practice** – 16

Speakers – T. Summitt & G. Merrill (Leadership/Management Track)

Awards – T. Summitt – Awardees are in your packet for your review. Notifications went out—lunch ceremony tickets information distributed. Committee is working on presentations—awards plaques are ordered.

Exhibit Hall – A. Gehrke – (2) 10x20's, (5) 10x10's left – apps still coming in. The booths left will be great for food stations—keeping the aisles free.

Honoring Our Own – T. Summitt – 45 honorees

CE/Badges/Scanning – B. Rechkemmer – CE's are finalized by David Filipp at Mercy College, all classes are formal except one break-out (Hand Raising – Mentoring Session) and one ½ day pre-conference (Where's Waldo?)

EMSAC – L. Frederiksen/ J. Messerole – QUASP and EMSAC combined meeting – Brian Rechkemmer – Chapter 132 is done. Chapter 131 – renewal and certification of EMS Providers—\$50 certification for Replica is in there. Chapter 139 – Training Program Codes, Recertification Hours were updated. Based on the National Registry—with shortened number of hours. IDPH Survey, facilitated by the University of Iowa – simulation in motion—the Helmsley Grant. Opioid Grant is up and running, working in Eastern Iowa, Central Iowa is next, then Eastern Iowa. On public comment day—mid-December --we need to hit it hard. Send a notice to members. It was a very in-depth conversation.

Membership –

**Membership Report As of:
10/17/2019**

10/18v.10/19

AFFILIATE Membership Report	13-Oct-16	16-Oct-17	15-Oct-18	October 17 2019	Previous Year
TOTAL Affiliate Members	98	128	143	201	21%
TOTAL Individual Members		1219	1377	1519	% change
Corporate Membership Report					Previous Year
By Corporate Level	13-Oct-16	16-Oct-17	15-Oct-18	October 17 2019	% change
Platinum	4	4	3	3	0%
Gold	18	16	20	24	25%
Silver	1	2	1	0	0%
Total Corporate Members	23	22	24	27	14%

Marketing/Merchandise/Web – N. Seivert – NEW T-Shirt Design – trying to hit a \$12 price point. Lots of new items this year.

2019 Leadership Academy Fall – J. Jorgensen – 18 Attendees, loss on revenue of \$850. Next year the Academy moves to Eastern Iowa.

Voice – B. Rechkemmer – Voice #2 is mailing today.

Scholarships – B. Rechkemmer



- **(6) Students will be awarded IEMSA Scholarships**, as approved by Board last month to Jenna Weih-Kirkwood College; Cynthia Torkelson-Northeast Iowa Community College, Morgan Olson-Iowa Western Community College, Alissa Furry- Mercy College of Health Science, Anna Goodell-Iowa Central Community College and Taylor Guthrie-Northeast Iowa Community College.
- **Northeast Iowa Community College will be presented with the “Training Center Scholarship” this year.**

2019 Group Purchasing Agreement – N. Seivert

Community Paramedicine/MHC – L. Frederiksen - ha

Allied Entities:

NAEMT—Tony Sposeto

State Fire Serv./Emergency Response Council – Thomas Craighton

State Medical Examiners Advisory Council-- Tom Summitt

TSAC –Nella Seivert – Met on Tuesday, going from a board of 21 to a board of 7. The seven that they decided is an EMS provider, surgeon, hospital administration, one each a nurse from a small level, medium and large level providers.

System Standards TBD.

IPOST Task Force - Jerry Ewers

Iowa Preparedness Advisory Committee – Gary Merrill

ISICSB Board Report – we need to talk to the governor about this appointment. Balanced by gender and location. We can submit a recommendation from the board. Our recommendation to the ISICSB is Nella Seivert.

Adjourn – 2:50pm Motion to approve Brian Rechkemmer, 2nd Nella Seivert. All Aye. Motion Carries.

Member's Name	Area of Responsibility	Initials/Proxy
OPEN as of October 2017	North Central Region	
Merrill, Gary	North Central Region	Present
Sachen, Mark	North Central Region	Absent
Gehrke, Amy	Northeast Region	Present
Morgan, Rick	Northeast Region	Present
Andy Ney	Northeast Region	Present
Jorgensen, John	Northwest Region	Present by Proxy L. Crilly
Crilly, LaDonna	Northwest Region	Present
Foltz, Tracy	Northwest Region	Present
Jana Trede	South Central Region	Absent
Thornton, Katy	South Central Region	Absent
McCulloch, Mark	South Central Region	Present
Frederiksen, Linda	Southeast Region	Present
Fults, Matthew	Southeast Region	Absent
Summitt, Tom	Southeast Region	Present by Proxy J. Ewers
Solt, Sarah	Southwest Region	Present
Wickizer, Jason	Southwest Region	Present by Proxy N. Seivert
Seivert, Nella	Southwest Region	Present
Brus, Dawn	At-Large	Present
Ewers, Jerry	At-Large	Present
Smith, Brandon	At-Large/Treasurer	Absent
David Filipp	Education	Present
Rechkemmer, Brian	Education	Present
Dr. Christopher Hill	Medical Director	Absent
Guest(s): Rebecca Curtiss-Not Attending,	Eric Goranson- Not Attending, Karla McHenry - Present	
Arndt, Lisa	Office Manager	Present