



April 16, 2018 – 8-10am -- Board of Directors Meeting-- Minutes

Hilton Downtown Des Moines

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

Call To Order – Mark McCulloch, President -8:10am

Welcome/Roll Call/Proxies/Determination of Quorum/Conflict of Interest—K. Hill- have a quorum

Approval of Agenda- Linda/Jerry motion approved.

Lobbyist Report -- Michael Triplett-No report—emailed his report last week—GEMT was signed by the Governor—have to do some administrative work now—see New Business.

EMS Providers are back in the concussion bill. We tried to get us out of it. There are some areas are asking for it—because they don't have training staff or other medical providers, we are last. Not clearing them—assessing if they need to be pulled from the game. They have to have additional training provided by someone. There are some things in place to fill in the gaps.

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

Medical Director Report – Pending—Seeking New Medical Director – Brian Reckemmer is working on getting someone he will talk to them after. Amy Gehrke has contacted Dr. Christopher Hill from Waterloo—he's Waterloo Fire—and he's very involved in EMS. Just added to EMSAC. He's interested in doing it. Amy Gehrke will put him in touch with Mark

Approval of Minutes – Mark/Nella

- March 15, 2018 Board of Directors Meeting Minutes

Treasurer's Report –Brandon Smith-

- March 2018 Financials—Brandon Smith will report at our June Meeting.

ISICSB Board Report – L. Frederiksen/R. Dehnert—Rob Dehnert is still not our official representative. There is a gender balance issue. But Mark McCulloch asks Rob Dehnert if there is anything we need to know about to keep us abreast of what's happening. Mark McCulloch might need to talk to the attorney general about an exception to the gender balance in our case.

Office Administration – L. Arndt-

Office Laptop—is purchased and up and running.

Quickbooks—is updated to the latest software and the payroll module is now fully functioning and we have QB Payroll support again. Just need to get Bills.com set up and get the review done ASAP.

Committee Reports –

Billing and Management Conference-April 16 & 17, 2018—at the NEW! Hilton Hotel Downtown DSM

Attendance Total : 56 Day 1 :CADS and 81 Day 2 : Billing & Doc Registrants

12 - CADS Certification Course Only Registrants

37 -- Billing & Documentation ONLY Registrants

44 -- TWO-Day Registrations

- Elite Sponsor – PCC. We also have (3) Vendor Tables – Stryker, EMS Billing Services, AmbuPro PCR

Pediatric Conference –Sioux City, Iowa 2019 – L. Crilly --- WIT Cargill Auditorium area. Lots of conflicts of this area. Need to move it to January or April. January will be best. Tracy Foltz and LaDonna Crilly will determine a date. Get registration open before annual conference.

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



Social Media/eNews – G Merrill— Nella Sievert asked the Social Media – posting jobs on facebook is only for affiliate members. Need to police this—as it’s an important resource we offer to members. Just like our website.

Annual Conference— November 8-10, 2018 -- K. Hill—

Exhibit Hall – A. Gehrke – Working on Air Methods Sponsorship of the Friday Night Party-New Contact is Jim Green at Air Methods. We have 8 Vendors already signed up – UnityPoint, Image Trend, Stryker, Gunderson Health, Phillips, Aladtec, WReeves

EMSAC – L. Frederiksen – Very long Special Harassment Training—went over protocols take out the wording and get back to basics.

Membership –

3/17 vs. 4/18
(no data from Apr 2017
using March 2017 to
compare)

Membership Report As of:

AFFILIATE Membership Report	15-Mar-17	10-Apr-18	Previous Year
By Affiliate Level	Active	Active	% change
Affiliate Membership Level 1	22	24	9%
Affiliate Membership Level 2	57	56	-2%
Affiliate Membership Level 3	32	35	9%
Affiliate Membership Level 4	16	20	25%
TOTAL Affiliate Training Centers	9	10	11%
TOTAL Affiliate Members	136	145	9%
Affiliates by IEMSA Region	15-Mar-17	10-Apr-18	
NW Region	17	16	
NC Region	15	12	
NE Region	35	31	
SW Region	19	18	
SC Region	24	30	
SE Region	24	28	
No Address On File OR Out-of-State	2	10	
TOTAL Affiliate Members	136	145	
INDIVIDUAL Membership Report			
by IEMSA Region	15-Mar-17	10-Apr-18	
North Central	135	125	
North East	177	155	
North West	305	315	
South Central	154	161	
South East	300	311	
South West	290	275	
No Address On File or Out-Of-State	53	248	
TOTAL Individual Members	1414	1465	Previous Year
Individual Members	1195	1169	% change
Student Members	212	290	-2%
Retired Members	7	6	37%
Total Individual Members	1414	1465	-14%
Corporate Membership Report			
By Corporate Level	15-Mar-17	10-Apr-18	Previous Year
Platinum	4	4	% change
Gold	18	16	0%
Silver	2	0	-11%
Total Corporate Members	24	20	-100%
Membership Drop Report	15-Mar-17	Mar Drops	
Individual Drops		28	
Student Drops		2	
Affiliate Drops		2	
TOTAL Dropped Members		32	



Marketing/Merchandise/Web – N. Seivert – New Ideas for Booth. If you have any ideas for new items let Nella Sievert know.

EMS Week/Memorial -B. VandeLune – May 19, 2018 -

- Nate Boulton Guest Speaker
- EMS Speaker to be determined—Ellen McCardle-Woods and a Des Moines Fire Chief are considering
- 3 Memorial Apps –Honorees for this year
 - Jeffrey E. Filkins – Hartley Ambulance Sponsored
 - Ronald Lee Johnson – Van Diest Medical Center Sponsored
 - David Keenan

Community Paramedicine/MHC – L. Frederiksen—Integrate hi-frequency patients with their practitioner, so they have a solid consistent health plan and reduce emergency runs. The PACE program can sometimes can be upside down. Mike Van Niewaal runs this program. Mercy contracts with them for a nine-county area. See the presentation attached print-out below for reference.

New Business-

GEMT – Contract from Karla McHenry – Earlier last year we had some consultants from California –AP Triton to talk about GEMT. We decided to go with it on our own. That was a good decision. The legislative part was the easy part—now is the hard part. The Dept. of Human resources to make a state plan to process these funds. We need to have some time guidance and communication with Human Resources so that it is most successful for all IEMSA member/Iowa EMS as a whole. Right now, all government EMS Agencies, are qualified right away. But the privates, and non-profits and others are not as clearly included. We need to have a consultant to help us be sure the human resources folks write the state plan amendment that will include everyone. AP Triton—wanted \$250,000 to do this step. But they also are not as professional non-governmental agency advocates. Karla McHenry would be our voice to make that happen. GEMT covers difference between Medicare and Medicaid.

At the bill signing Mark McCulloch asked Karla about the next steps—we need some help. Asked her to put a contract together with scope of work and cost. \$25,000 -- \$12,500 by the end of May, and \$12,500 when the work is completed.

Discussion:

Motion by Jerry Ewers and 2nd by Katy Hill to give Mark McCulloch authority to try to negotiate Karla McHenry counter this agreement at \$20,000 two installments of \$10,000 . If she does not take our offer—has the authority to negotiate from there up to the \$25,000.

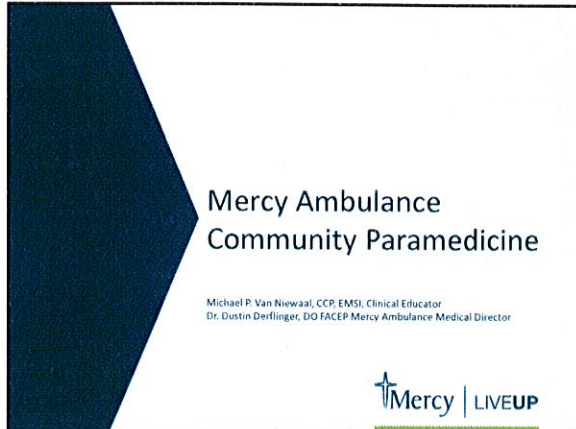
State Plan Amendment must be submitted to CMS by we believe July 1, 2018—then they have 1-month to counter offer.

Motion to Adjourn –1st Jerry Ewers, 2nd Mark McCulloch – 9:23pm

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	Present
Gehrke, Amy	Northeast Region	Present
Morgan, Rick	Northeast Region	Absent
Ridge, Lee	Northeast Region	Absent
Jorgensen, John	Northwest Region	Present
Crilly, LaDonna	Northwest Region	Present
Foltz, Tracy	Northwest Region	Present
Van DeLune, Brad	South Central Region	Present
Hill, Katy	South Central Region	Present




Member's Name	Area of Responsibility	Initials/Proxy
McCulloch, Mark	South Central Region	Present
Frederiksen, Linda	Southeast Region	Present
Fults, Matthew	Southeast Region	Present
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
OPEN as of Dec 2017	At Large	
Ewers, Jerry	At-Large	Present
Smith, Brandon	At-Large	Absent
Briones, Mary	Education	Present –by Proxy L Frederiksen
Rechkemmer, Brian	Education	Present
OPEN – Resigned 12/2017	Medical Director	
Guest(s): Rebecca Curtiss, BET Bureau Chief—Absent, Mike Triplett, IEMSA Lobbyist—Absent		
Arndt, Lisa	Office Manager	Present



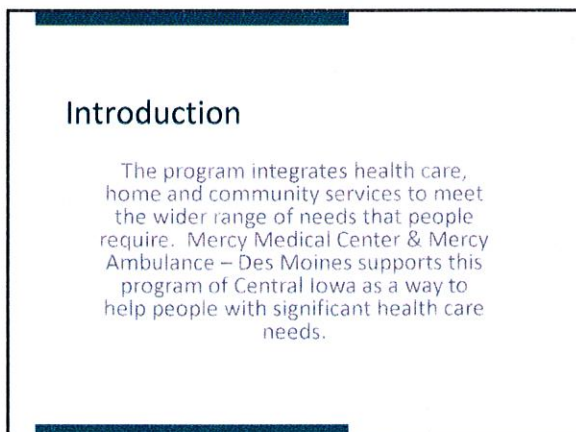
Mercy Ambulance
Community Paramedicine

Michael P. Van Nieuwaal, CCP, EMSI, Clinical Educator
Dr. Dustin Derflinger, DO FACEP Mercy Ambulance Medical Director





Mercy Ambulance & Immanuel
Pathways – Partnership in
Healthcare



Introduction

The program integrates health care, home and community services to meet the wider range of needs that people require. Mercy Medical Center & Mercy Ambulance – Des Moines supports this program of Central Iowa as a way to help people with significant health care needs.

Program GOAL

- Provide a service to Central Iowans in the nine-county area around Des Moines to ensure access to health care services.
- Provide a complete range of health and wellness care to individuals while living at home.
- Provide in-home medical assessment.
- Provide onsite medical counseling with primary care & treatment.
- Provide an efficient healthcare system that reduces overcrowding of the health care system.
- Reduce emergency room visits.



Mercy Ambulance

24/7 Paramedic Service
Critical Care Transport
38 Critical Care Paramedic
10 Paramedics
15 EMT's
2017 Calls for Service
2017 Service's Provided

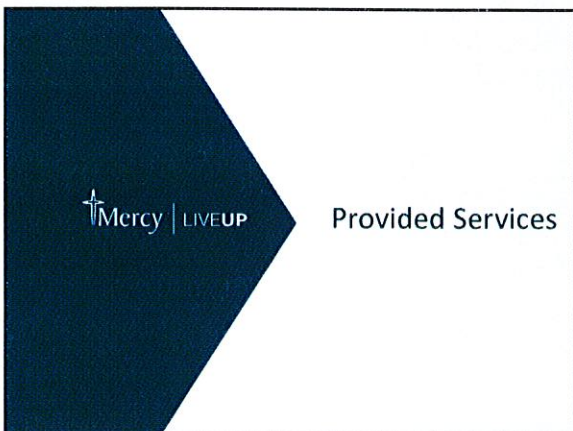


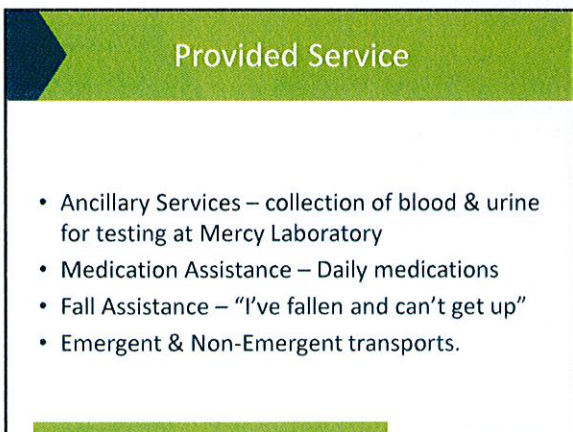
Mercy ER

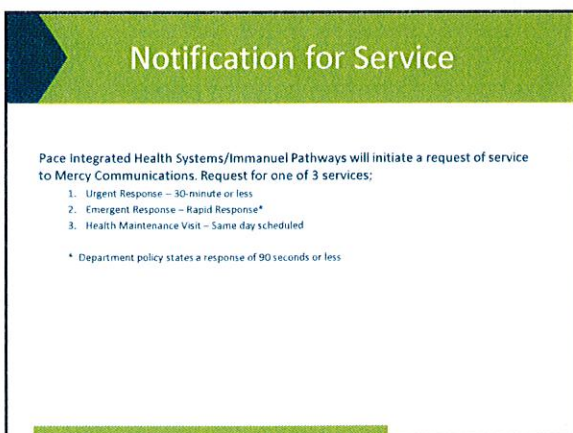
2017 Mercy Main, CEC, MWL

Admit-Annual	21,359
Daily Average Admit	59
Discharge-Annual	51,208
Daily Average Discharge	140









Response

30 Mile Radius of DSM EMS Office

Decision Tree for Mercy Ambulance to respond

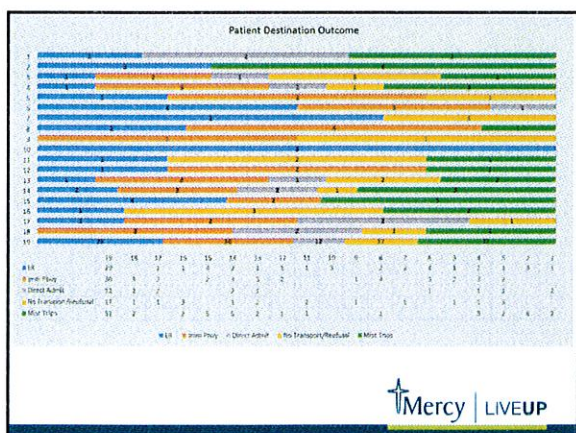
- Reason for Service or Chief Complaint
- Medical Hx
- BLS Assessment vs. ALS Assessment
- Potential Tx

On Scene

On Scene Care & Treatment

Protocol (Written & Standing Orders)

- Dr. Dustin Derflinger D.O. Mercy ER Physician, Mercy & DSM Fire Medical Director
- Dr. Randy McKinney D.O. Immanuel Pathways
- Utilization of approved Prehospital Protocols
- Written orders when outside of prehospital protocols
- Skills based on Scope of Practice
- Transport or No Transport
- On-Line Medical Direction with Immanuel Pathways



Mon/Year	ER	Non Play	Direct Admit	No Transport/Revas	Misc/Trp	Total
16-Sep	1		2		2	5
16-Oct	3				6	9
16-Nov	1	2	1	3	2	9
16-Dec	1	3	1	1	3	9
17-Jan	1	2		1		4
17-Feb	4	3	1			8
17-Mar	2			1		3
17-Apr	2	4			1	7
17-May	1			1		2
17-Jun	3					3
17-Jul	1			2	1	4
17-Aug	1	2			1	4
17-Sep	1	3	1	2	2	9
17-Oct	2	3	2	1	5	13
17-Nov	4	2			5	11
17-Dec	1			3	2	6
18-Jan	1	2	2	1		6
18-Feb		3	2	1	2	8
	18	30	11	17	32	110