



Annual Report 2015

Representing
MINNESOTA
EMS

Since 1960

Contents

Board of Directors 3

MAA Regional Directors 3

MAA Staff 3

Overview 5

Committee Highlights 5

 Billing and Reimbursement 5

 Governance and Board Development 6

 Community Paramedic 6

 EMS Educators Committee 7

 Honor Guard 7

 Legislative 8

 Membership 12

 Wellness and Suicide Prevention 12

 Rural EMS Sustainability 13

Special Initiatives 14

2015 Year End Finance Summary 16

Board of Directors

President/Past President – Kevin Miller, Allina Medical Transportation

Vice-President/Acting President – Kevin Lee, North Memorial Ambulance Service

President Elect - Mark Jones, Warren Ambulance/North Valley Health Center

Secretary/Treasurer – Todd Fisk, Lakes Region EMS

Past President – Rick Wagner, North Memorial Ambulance Service

MAA Regional Directors

Central – Rob Almendinger, North Memorial Ambulance Service

Central Alternate – Joe Newton

Metro – Marty Van Buren, Hennepin EMS

Metro Alternate - Jeff Czysn, Allina Health EMS

Northeast - Joe Sertich, Chisholm Ambulance

Northeast Alternate - Doug Haffield, Gold Cross Ambulance / MCMT

Northwest - Seth Tramm, Sanford Bagley Ambulance Service

Northwest Alternate – Troy Mayer, North Memorial Ambulance Service

South Central – Scot Peterson, North Memorial Ambulance Service

South Central Alternate – Marty Sullivan, Le Sueur Ambulance

Southeast – Dan Stensrud, Dodge Center Ambulance

Southeast Alternate – Dave Kohs, Elgin Volunteer Ambulance

Southwest – Brad Hanson, Willmar Ambulance

Southwest Alternate – Nate Lebeck, Life Link III

West Central – Mark Ebeling, Perham Area EMS

West Central Alternate – Josh Fischer, Stevens County Ambulance

Representative from Regional Program – Marion Larson, Central MN EMS Region

Representative from State Fire Chief's Association (MSFCA) – Greg Peterson,
Roseville Fire

MAA Staff and Consultants

Executive Director – Debbie Gillquist

Legislative Consultant – Buck McAlpin

Office Manager – Cindy Sobania

Association Members;

Looking back on 2015 I'm amazed at the activity of the Association and the members who make it happen. The number of individuals who have given their time and talent to Association sponsored events, meeting and conversations has been our greatest asset. As you go through this Annual Report I'm sure you will agree with me. A special thank you goes out to each and every person who has supported our efforts.

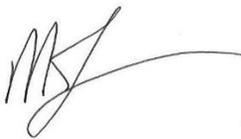
The committee work in 2015 continued the feverish pace set from years past with great results coming from each. All intended to bring value to our members, and the industry alike. I'd like to point out some key areas and activities that will have an impact on the futures of many, if not all our members.

The Legislative Committee is quite busy and has very active and engaged members. Monthly Committee meetings are held with great participation from a wide scope of members. The 2015 session saw a great deal of focus on issues that impact our rural providers. As a result, a change was made to BLS staffing eliminating the Hardship Waiver process intended to allow EMR's to staff an ambulance. While there are surely positives and negatives to every change, this one may have provided a lifeline to those ambulance services with staffing difficulties.

Over the past few years the rural providers have communicated their difficulties to the Association along with their local legislators. As the calls began coming in last winter the list of "to do" became quite extensive. In an attempt to gain a better understanding of the issues facing the rural providers the MAA in cooperation with Greater Northwest EMS and the Office of Rural Health and Primary Care conducted a Rural EMS Sustainability Summit. Over 70 individuals with an interest in rural EMS gathered together for a day and a half to "put it all on the table". As a result, the Association formed the Rural EMS Sustainability Committee which has grown legs and is off and running.

Lastly I'd like to point attention to a group that has begun to share ideas and information in the area of Accountable Care and how EMS can truly integrate into the future healthcare system. My hope is that this group continues its discussions and that the charge leads to a new committee being formed. I can envision this group taking EMS, both metro and rural, to a whole new level in the healthcare system.

As I close I would like to once again thank every member who supports the Association. Without this support the activity you will read about in the Report would not be possible. I am looking forward to working with all of you in 2016. Thank you,



Mark T. Jones
MAA President-Elect

Overview

The Minnesota Ambulance Association has been advancing EMS leadership, policy and practice since 1960.

Vision: Minnesota's member-driven advocacy organization promoting and strengthening Emergency Medical Services (EMS).

Mission: Advance EMS leadership, policy and practice.

Guiding Principles

Commitment to members

We respond to member interests through action, achieving results and moving the organization toward its vision and goals.

Professionalism, Respect, and Openness

We value each other and our partners and act with integrity. We expect the honest exchange of information and ideas.

Leadership

We value leadership in our industry.

Learning

We value continuous personal and organizational learning.

Committee Highlights

Billing and Reimbursement

The Billing and Reimbursement committee is comprised of representatives from various ambulance services, government affairs, and billing companies to jointly resolve ambulance billing and compliance issues.

Accomplishments in 2015:

- Hosted a billing, coding program and compliance officer training in August with 40+ attendees from various ambulance services and ambulance billing services.
- Continuing to work with Veteran's Administration to get ambulance claims backlog caught up.
- Held monthly committee meetings.

Governance and Board Development

Our overall responsibility is to support the Board of Director functions. The primary work of this committee is to identify, recruit, and recommend potential Board Members to the Board of Directors. We also design and deliver Board Member educational programs. We ensure that association Bylaws are up to date, relevant, and understandable.

The Committee meets as often as needed but is scheduled to meet at least quarterly.

Accomplishments in 2015:

- Held the Second Annual New Board Member Orientation Session in January.
- Developed and distributed 2014 Annual Report.
- Met with the EMS Honor Guard personnel to incorporate their policies and procedures into our Bylaws.
- Revised and developed the New Board Member Orientation Session for January 2016.

Community Paramedic

The mission of the Community Paramedic Advisory committee is to advance community paramedicine in Minnesota by developing best practices, supporting and strengthening training, and serving as an information resource to assure continuity and consistency throughout the state.

The group continues to explore opportunities to collect and benchmark data on community paramedic programs and members have served as resources for other states in implementing community paramedic practices.

Accomplishments in 2015:

- Developed data collection metrics for measuring Community Paramedic programs.
- Began work on Community Paramedic Conference targeted to continuing education for Community Paramedics.
- Held workgroup meetings to develop sample protocols that could be used for Community Paramedic Programs.
- Delivered multiple presentations on Minnesota Community Paramedic programs, both nationally and internationally.

EMS Educators

The Minnesota EMS Educators Committee was created in 2012 to help form a venue for Minnesota educators to connect. Our mission is to provide a forum for EMS educators to share insight, information and improve the quality of EMS education and the delivery of pre-hospital care across the State.



The Educator's Committee has three sub-committees:

- Outreach and Instructor Development
- Marketing and Promotions
- Teaching & Learning Conference.



Accomplishments in 2015:



- Held the fourth annual Teaching and Learning Conference at the Arrowwood Resort in Alexandria with over 70 participants and 21 vendors.
- Planning the fifth annual Teaching and Learning Conference at the Eagan Community Center which will offer a new DOT instructor track.
- Created multiple promotional pieces.
- Began plans for distance learning modules.

Honor Guard

The purpose of the MN EMS Honor Guard is to provide a professional and dignified funeral to any EMS provider in the state that has died in the line of duty.

Accomplishments in 2015

- Performed in 3 Line of duty (LODD) funerals.
- Performed in 3 Non-LODD funerals.
- Attended 8 EMS conferences.
- Had 8 drill/practice sessions.
- Had 4 Board meetings.
- Had 1 general membership annual meeting.
- Had 8 Commanders meetings.
- Performed at the National EMS Memorial Service in Colorado Springs, CO.
- Hosted the 4th Annual Memorial bike ride.

- Helped to start 4 new Honor Guards from all over the country.
- Maintained our bank balance while donating \$1,000 to Swede's family.

During all these events we totaled:
 1,575 hours of service.
 Traveled over 130,000 miles.

We were on the phone over 200 hours planning funerals, events, and day to day operations.



Legislative

The Legislative Committee is tasked with developing and promoting legislation with the purpose of promoting quality of patient care, integrity, safety and stability of Minnesota's ambulance industry. Members of the Legislative Committee accomplish this task by following national and state ambulance industry related trends, issues, concerns, develop legislation which promotes maintaining both population and ambulance industry health. Active relationship building promotes collaboration with other public safety and healthcare related partners, governmental agencies and bodies striving to maintain Minnesota's exceptional healthcare delivery models.

Accomplishments in 2015:

The MAA again had a very successful year at the MN State Legislature in 2015. The hard work and dedication of the MAA legislative and reimbursement committee lead to a well thought out and detailed 2015 legislative agenda. Membership involvement continues to be the success of the MAA across the state.

- **Repeal a 4.5% rate reduction to Ambulance and Non-Emergency Medical Transportation rates** effective June 30th, 2016 SF# 177 Senator Hayden and HF# 213 Representative David's. This legislative proposal was funded and passed in the final health bill. It replaces the rate cut effective 7-1-2016.
- **Community EMT Certification Established.** SF# 176 Senator Rosen and HF # 261 Representative Mack. This legislative proposal developed a new CEMT certification and was included in the final health bill. It also requires DHS to convene a work group to evaluate possible Medicaid reimbursement that would need to be approved next legislative session.

- **Variance Process repealed for Basic Life Support Ambulance Services in the rural area.** SF# 379 Senator Kent Eken and HF# 423 Representative Jeff Backer. This bill allows the permanent use of an EMR driver. Signed by the Governor. **Completed**
- **Rural and Urban Commuter Adjustments (RUCA)** for Non-Emergency Medical Transportation. SF # 382 Senator Vicki Jensen and HF# 382 Representative Joe Schomacker was included for certain new modes in the Senate HHS Omnibus bill. This was part of the final deal and more money was added to the RUCA-NEMT formula. **Completed**
- **Safe Place for Newborns; SF # 796 carried by Senator Kent Eken and HF #825 by Representative Roz Peterson;** This bill would provides \$150,000 in the Senate and \$350,000 in the House HHS Omnibus budget bills. The appropriation would go to the Department of Human services for grants. Will be an opportunity for the Regions to apply for additional funding. **Completed**
- **Stroke transport protocols** emergency medical services (EMS) programs development requirement is SF # 495 Senator Kathy Sheran and HF # 513 Representative Nick Zerwas. The bill passed off the house and senate floor and is on its way and was signed by the Governor. **Completed**
- **Funding for the MN Department of Health Stroke Program;** is SF # 790 Senator Kathy Sheran and HF # 818 Representative Nick Zerwas would provide \$350,000 a year in both 2016 and 2017. This funding was included in the Health Omnibus budget final bill. **Completed**
- **Non-Emergency Medical Transportation Legislation (NEMT)** Senator Kathy Sheran has SF # 1292 and Representative Kim Norton has HF #1350 which would fund the new NEMT modes like protected class. This proposal was partially included in the HHS Senate Omnibus bill. The Chair funded the new modes and eliminated the 4.5% rate cut to NEMT and Ambulance effective 2016. **Completed**
- **Community Paramedic and Community EMT's role in Child Protection Services.** Senator Rosen amended the CEMT bill in the Finance committee that would authorize a pilot and discussion around CEMTS helping with child protection. It was included in the HHS Final Omnibus bill and forms a work-group to look at services. **Completed**
- **Poison Control Center funding.** HF # 346 Representative Joe Hoppe and SF # 359 Senator Melissa Franzen. This request is for an appropriation in 2016 for \$800,000 for the Poison Control Center. The final HHS Omnibus bill included \$750,000 in funding. **Completed**
- **Tele-health expanded coverage;** Senator Rosen is carrying SF#981 and Representative Tara Mack is carrying HF # 1246. Health Care Systems and

providers seem to have a real desire to expand the usage and applicability to the Tele-health platform and payment system. The language mandating payment was included in the final HHS budget bill. **Completed**

- **Suicide Prevention and Training funds for Providers is offered;** by Senator Kathy Sheran SF # 703. This bill has no house author as of yet. This bill would allow funding for a texting program for mental health. Also it provides \$100,000 dollars for training of EMS, Police and Fire to help understand and better respond to patients. The language was included in the final HHS budget bill. **Completed**
- **No-Fault Auto Work Group Formed;** is SF # 957 Senator Vicki Jensen would establish a work group to exam all aspects of the system. We amended the MAA, MNACEP and MHA onto the work group. **Completed**
- **Narcan grant money for training and purchasing of Narcan provided;** Sf # 1410 Senator Chris Eaton and HF# 1651 Representative Dave Baker would direct \$270,000 of funding to the MN Department of Health. The money would be divided e amongst the 8-Regional EMS programs to coordinate training and Narcan purchases. The HHS Omnibus bill funded \$270,000 for the program. **Completed**
- **Opioid Prescribing Improvement Program;** The HHS Omnibus Budget bill contained a provision that established a work- group around the Opioid issue and describes some best practices around prescribing.
- **Allowing Expanded Usage of Epinephrine;** SF # 1580 Senator Carlson and HF # 1604 Rep Zerwas. This bill would allow expanded civilian usage of Epi-Pens. It also would allow some liability coverage under prudent layperson for end users of the product. This legislative proposal was included in the final HHS bill. **Completed**
- **Funding for Ebola;** the Governor signed the State deficiency bill last week, which included \$2 million dollars for Ebola preparedness funding. The bill included \$148,000 for ambulance services in MN and the remaining will be divided up between the 4-Ebola designated hospitals. The money will be administered through the EMSRB. **Completed**
- **Medical Resource Control Centers:** Both the House and Senate Public Safety Omnibus bills include the full \$683,000 of funding to the MRCC's. **Completed**
- **Comprehensive Advanced Life Support,** \$408,000 was included in the MDH base funding. **Completed**
- **Cooper-Sam's Volunteer Longevity Awards,** Was fully funded again for \$700,000 a year to the EMSRB to administer. **Completed**

- **Regional EMS Program funding**, the 8 regions will still receive and equally divide \$585,000 a year to the base funding and 90% of all primary seatbelt fine dollars. **Completed**
- **Volunteer EMS Training funding**, maintained \$361,000 a year for volunteer EMT's reimbursement for initial EMT classes and Refreshers. **Completed**
- **MnCare Provider Tax Issue**; HF # 2143 was introduced by Representative Zerwas, which would exempt "all" licensed ambulance services from the 2% provider tax. We were able to negotiate a deal with Revenue on the issue to negotiate with each ambulance service on an equitable settlement going back only a few years. Also this summer revenue has agreed to work with us on this issue of a "provider" and a "volunteer" ambulance service. **Completed**
- **How Often an Employer pays a volunteer**, An employer of a volunteer firefighter, as defined in section 424A.001, subdivision 10, a member of an organized first responder squad that is formally recognized by a political subdivision in the state, or a volunteer ambulance driver or attendant must pay all wages earned by the volunteer firefighter, first responder, or volunteer ambulance driver or attendant at least once every 31 days, unless the employer and the employee mutually agree upon payment at longer intervals. **Completed**
- **Response to train related incidence and or other fire and emergencies caused by the railroads**, The Public Safety Omnibus Bill contained language that provided a few important items.
 - Mandated reimbursement for an EMS Responder, Government Entity or a Non-Profit Fire Service for a rail incident
 - Develops special fire response teams in Duluth and Saint Cloud with a \$450,000 dollar a year appropriation to each department.
- **Medical Cannabis Protection for Hospitals and Health Care Workers including EMS**: This would allow Health Care workers criminal protection for handling medical cannabis inside the hospital, or as an EMS responder. Also some rules are being promulgated that we have commented on that mandate some responsibility for health care providers that find a patient in possession of medical cannabis that was not theirs. **Completed**

Membership

The Membership Committee promotes membership at all levels to help fulfill the mission of the association by advancing EMS leadership, policy, and practice.

The Membership Committee recognizes the importance of all its members services throughout Minnesota, and is committed to be sure the needs of its members in the volunteer, non-profit and for-profit sectors are being met. Because MAA is Minnesota's member-driven advocacy organization promoting and strengthening Emergency Medical Services (EMS), this committee finds strategies to grow membership and sponsorship as a way to generate revenue to fuel operations.

The Membership Committee meets as often as needed but is scheduled to meet at least quarterly.

Accomplishments in 2015:

- Held four regular meetings and other sub-committee meetings as necessary.
- Identified two more benefits to be added to the portfolio of benefits for membership.
- Created new You Tube videos, MAA Brochures, and New Member Welcome Packets as part of a marketing plan to inform new members.
- Followed-up with non-renewal ambulance services and first responder units who are on non-renewal lists, so Regional Coordinators and Regional Directors can contact them personally.
- Approved a new corporate structure to assure sponsors receive value for their investments.
- Implemented a new volume-based dues structure that's fair and equitable and will increase revenue to do more programming of services to members for 2016.
- Created incentives and a plan to recruit student memberships from three additional colleges in addition to the two we have as Associate Members
- Secured two new MAA Sponsors
- Reviewed all membership levels, especially the Regional Membership Level and recommend improvements/revisions that were approved by the MAA Board at its December 5, 2014 Quarterly meeting to be implemented in 2016.

Wellness and Suicide Prevention

The wellness and suicide prevention committee was formed in 2014. The committee looks at ways to help prevent suicide in public safety and be an advocate for resources for emergency responders, for chronic PTSD, compassion fatigue and areas to support providers and their families.

We are actively working through our subgroups:

- **Awareness** – training for wellness and suicide prevention during initial responder training and continue throughout an individual's employment all the way through retirement.
- **Resources** – online (www.mnems.org)
- **Research** – ongoing

Each group focuses on prevention, response, recovery.

The MAA Wellness and Suicide Prevention Committee is looking at possible collaboration with *The American Ambulance Association*, *The National EMS Management Association* and *the State of Minnesota*, all of which have expressed active interest in the is topic.

Accomplishments in 2015:

- Ongoing "Suicide Autopsy" research project funded.
- Added resources list to MAA website.
- Committee membership growth, as interested individuals are identified.
- Presented "The Cost of Caring - Compassion Fatigue" at the Community Paramedic Conference.

Rural EMS Sustainability

The purpose of the Rural EMS Sustainability Committee is to provide guidance to the Minnesota Ambulance Association related to initiatives regarding rural EMS sustainability.

Accomplishments in 2015:

- Hosted, along with Greater Northwest EMS Region and funded by a grant by The Minnesota Office of Rural Health and Primary Care, the Rural EMS Sustainability Summit with 70 attendees to discuss the future of rural EMS in Minnesota.
- Provided Summit report detailing the seven "areas of concern" identified by attendees.
- Coordinated a robust committee including representation from the Minnesota Department of Health and EMSRB.
- Held monthly meetings.
- Held Town Hall meetings to discuss seven areas of concern in rural Minnesota.
- Scheduled 2016 Town Hall meetings in rural Minnesota.
- Created Mentorship Program for rural EMS leader development.

Partners

The MAA is represented on the following partner groups and committees who provide work throughout the year along with quarterly reports to the Board:

- Regional EMS Systems
- Association of Minnesota Emergency Managers
- Radio interoperability
- Statewide Emergency Communications Board
- EMS/Hospital Sub Committee
- Minnesota State Fire Chiefs Association
- Health Professionals Service Program Advisory Panel
- Homeland Security Advisory Committee
- Non-Emergency Medical Transportation
- Regional Healthcare Preparedness Coordinator
- EMSRB Data Policy Standing Advisory Committee

Special Initiatives

The MAA office leads the development and distribution of member communication and special events throughout the year. The following highlight some of the work of the MAA office and members in 2015:

- Completed overhaul of website with new mobile capabilities.
- Partnered with Savvik to provide member discounts.
- Published quarterly newsletter.
- Attended and exhibited at eight EMS conferences across the state.
- Coordinated Annual Golf Tournament.
- Collaborating with the Professional Ambulance Association of Wisconsin and the American Ambulance Association to discuss a leadership conference in 2017.
- Continued social media communications.
 - Facebook
 - Twitter
 - LinkedIn
- The MAA is represented on the following committees:
 - Mothers Against Drunk Driving
 - HeartSafe Communities
 - Enbridge
 - Department of Labor/OSHA
 - American Ambulance Association
 - Mission LifeLine



**EMS Appreciation Day at the
Minnesota Twins**

TARGET FIELD™

Each year the Minnesota Ambulance Association hosts an EMS appreciation day at a Minnesota Twins game during National EMS Week. This year we had almost 300 MAA members join us for the celebration and were proud to have the MAA welcomed on the game scoreboard.

Stars of Life



Collaborating with the American Ambulance Association to coordinate Stars of Life Program to be held in 2017.

Thank you to our 2015 committee members who contribute time and talent to make our member driven organization a success!

For full list of all committee members please visit www.mnems.org

Committee Chairs and Partner Representatives:

*Craig Anderson
Rosie Anderson
Paula Arnold
Clif Giese
Joe Glaccum
Mark Griffith
Brad Hanson
Megan Hartigan
Ann Jenson
Mark Jones
David Jordal*

*Marion Larson
Nate Lebeck
Kevin Lee
Susan Long
Patti McCauley
Greg Peterson
Ron Robinson
Michele Schirmers
Joe Sertich
Dan Stensrud
Gordy Vosberg*



2015 Year End Financial Summary

For the Period Ending December 31, 2015			
Statement of Activities			
	%	(Year to Date)	
	Actual to	1/1/15 - 12/31/15	2015
	Budget	Actual	Budget
Revenue			
Fundraising <i>(Golf Tour. \$378)</i>	76%	\$ 378.00	\$ 500
Interest	80%	\$ 239.31	\$ 300
Membership Dues	94%	\$ 146,432.37	\$ 156,128
Membership - Non-renewals / Cancelled / Bad Debt	201%	\$ (8,021.68)	\$ (4,000)
Savvik Revenue - Group Membership	87%	\$ 30,398.56	\$ 35,000
Donations/Other Income/Refunds	69%	\$ 1,031.06	\$ 1,500
<i>* Donations for MNEMSHG \$0</i>			
<i>* Other/Donations \$127.34+General Fund \$25+Refunds \$0+Multiview Royalties \$878.72</i>			
Stars of Life Program	0%	\$ -	
Total Revenue	90%	\$ 170,457.62	\$ 189,428
Expenses			
Accounting/Professional Fees	96%	\$ 2,875.00	\$ 3,000
Attorney Fees	6%	\$ 166.50	\$ 3,000
Bank Service Charges	0%	\$ -	\$ 50
Board Meeting Expenses	178%	\$ 1,067.46	\$ 600
Committee Development	26%	\$ 1,796.56	\$ 7,000
Conference Exhibits	191%	\$ 2,870.00	\$ 1,500
Conference Travel Expense	44%	\$ 1,094.57	\$ 2,500
Donations <i>(From MAA Members to the MNEMSHG)</i>	0%	\$ -	\$ 500
Executive Committee Expenses	103%	\$ 1,027.84	\$ 1,000
Executive Management Services/Contract	100%	\$ 45,423.00	\$ 45,423
Executive Management Services Expenses/Mileage	85%	\$ 852.35	\$ 1,000
Fundraising <i>(Golf Tour. \$343.77)</i>	69%	\$ 343.77	\$ 500
General Office Postage <i>(includes PO Box Rental Fee & Bulk Rate Permit)</i>	129%	\$ 902.16	\$ 700
Government Relations / Legislative Support	100%	\$ 90,000.00	\$ 90,000
Insurance	110%	\$ 1,953.00	\$ 1,775
Internet Access / Web Hosting / Website Development	0%	\$ -	\$ 1,000
Marketing/Advertising/Membership Development	98%	\$ 980.95	\$ 1,000
Member Services <i>(NCEMSC Group Membership Program)</i>	94%	\$ 3,300.00	\$ 3,500
Membership Dues <i>(American Ambulance Assoc)</i>	102%	\$ 510.00	\$ 500
Minor Equipment	0%	\$ -	\$ 500
Office Management	100%	\$ 14,004.00	\$ 14,004
Office Supplies	145%	\$ 939.67	\$ 650
Outreach Meeting Expenses	0%	\$ -	\$ 750
Plaques	21%	\$ 31.65	\$ 150
Stars of Life Program	0%	\$ -	
Tax <i>(Charitable Trust Re-registration Fee)</i>	100%	\$ 25.00	\$ 25
Telephone/Fax	111%	\$ 1,113.89	\$ 1,000
Other Expenses	245%	\$ 490.00	\$ 200
Total Expenses	94%	\$ 171,767.37	\$ 181,827
Net Change In Assets		\$ (1,309.75)	\$ 7,601
Statement of Account Activity			
		Actual 12/31/2015	Prior Yr 12/31/2014
MAA Checking		\$ 3,130.73	\$ 4,158.11
MAA Savings		\$ 136,362.59	\$ 128,623.63
MAA Savings - Memorial Fund		\$ 3,876.24	\$ 3,875.89
MN EMS Educators		\$ 30,324.30	\$ 23,986.71
Total		\$ 173,693.86	\$ 160,644.34