

BOD Agenda
Friday, April 18, 2008 Mtg
Saturday, April 19, 2008 Mtg

1. Open offices

- a. Who is running for what?
- b. Treasurer
- c. Secretary
- d. 3 BOD
- e. Plan for next year's elections: Pres, VP, 2 BOD (Alex and Mary) does this affect the plan for this year's office pending we keep the same people in?

2. Cruise Registration

- a. Who is going for sure?
- b. Need to register soon and pay for your guest.
- c. We will wait to pay the \$120 per person for port fees, etc. until we know how many total rooms we sell and how many comps we earn.
- d. Sell, sell, sell raffle tickets-who needs them?
- e. Market, market, market the cruise we need to fill all our blocked rooms! Tell family, friends and even non-medical people.

3. Policies

- a. Need to find a copy of the one's created before
- b. Revisit travel stipend-is it working? Is it enough?
- c. Need to create policy regarding officer/BOD involvement and participation:
 - i. Everyone signs consents to serve (review these)
 - ii. Review the contract that each BOD signed with what was expected of them specifically
 - iii. Discuss policy for non-participation and plan for implementation with new group of incoming officers or re-elected people
 - iv. Talk about duties and delegated standing responsibilities

4. Review Bylaws and check for compliance

- a. Newsletter to membership required
- b. Budget is supposed to be created and submitted to AST in Jan
- c. 2 Financial Reports are to be submitted
- d. Tie these things to standing responsibilities and non-participation policy

5. Upcoming Events

- a. WCW in Okoboji June 21-22, 2008
 - i. Who is attending?
 - ii. Already have 12 or so participants (my 6 students and 6 others)
 - iii. Lower key event....Dennis does all the work-yippee
 - iv. Make sure Inn reservations are made-full with other meetings

- v. Events will be held off site-Saturday, Lakes Art Center and Sunday-ILCC Spirit Lake Campus
- b. No formal fall meeting due to cruise
- c. Plan Spr 09 meeting now as far as location and date

6. Legislative Plan

- a. Meet with Ben Price, Dana Fields possibly Margret Vaughn
- b. Decide who is really interested in legislation-form committee
 - i. People near DSM for capital access
 - ii. Can be 3-5 people who are willing to work, need follow through
- c. Become as educated about the process/other state models as we possibly can:
 - i. Set goals with Ben's direction
 - ii. Figure out what we want our bill to contain for language
 - iii. Create a timeline for goals

7. Review updates that were emailed out

- a. Any questions about anything listed?
- b. I'd like to explain SOP's at some point during the day Saturday. A couple of slides with definitions regarding:
 - i. Standards of Practice
 - ii. Position Statements
 - iii. Guideline Statements
 - iv. Difference between the above
 - v. These can really help the membership and are a milestone for the profession
- c. Membership in AST and in Iowa is up
 - i. What can we do to recruit to our meetings?
 - ii. Power in numbers especially if we are working legislation

8. Fill out and update our forms

- a. Sample BM minutes
- b. Sample candidates statement
- c. Sample Forms
- d. Fill out contact information

9. We will also meet briefly following the last speaker on Saturday

- a. Welcome new officers
 - i. CV Forms
 - ii. Contact Info
 - iii. Sign required documents
- b. Go over post program evaluations
- c. Complete post program report
- d. File appropriate documents

e. Plan for next meeting opportunity

Candidate Statement

Name: _____

State Position running for: _____

How long have you been a member of AST and your State Assembly?

How long have you been a CST or CST/CFA? _____

Where do you work? _____

How long have you been employed? _____

Have you held other positions with the State Assembly? Explain

What position do you hold at work/do you have a specialty?

What are your goals for the State Assembly?

What do you hope to contribute to the State Assembly?

robert vanderveen

From: "Dana Grafft" <dgraftt@ilcc.cc.ia.us>
To: "Dana Grafft" <dgraftt@ilcc.cc.ia.us>; "Renee Nemitz" <NemitzRA@witcc.edu>; <aepassisting@aol.com>; "robert vanderveen" <bobandsuestoy@huntel.net>; <rachel@iasa-ast.org>; <Karyn.Finn@wfhc.org>; "Jenn Liberty" <jenbote@yahoo.com>; "Mary Rost" <mrost@ilcc.cc.ia.us>; "Denise Dlouhy" <ddlouhy@hotmail.com>
Cc: "Davis, Tralanda" <TDavis@mercydesmoines.org>
Sent: Thursday, April 17, 2008 3:20 PM
Attach: IASA 08 Updates.doc
Subject: This Weekend-Very Important Info

Hey Everyone,

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Suzie-please email me copies of all of the minutes you have typed. I need to look back to write up the business meeting stuff. You'll also have to read them aloud. If you can purchase a flash drive and save everything IASA related that is on your computer that would be great. We will reimburse you for the flash drive but we need to be keeping back up copies of everything in case of someone's computer crashing. This seems like the most logical way to pass information on to new people when they come into offices as well.

Karyn-please make sure the financial stuff is done. If you'd also be willing to purchase a flash drive and save all financial stuff after emailing them to me that will be perfect. AST still needs a copy of our last years financials, unless you've sent them recently.

I've spoken to Ben Price, Margret Vaughn and Dana Fields today. They are all set and all arrangements have been made. If the rest of you would please touch base by phone to confirm (remind) your speakers that would be great. We will also need a couple of volunteers to introduce speakers on Saturday.

Oh and attire-since this is a business meeting day would you all please dress up instead of wearing your IASA shirts? Plus, not everyone has an IASA shirt yet. OR officers could dress up and BOD wear khaki's and the shirts. I could let Mary borrow mine. Let me know your thoughts so that everyone can plan accordingly.

I think that's everything. Renee got speaker gifts today and printed off a bunch of documents for the meeting. I am bringing the shirts, ballots, and everything else. Renee, Mary and I will be driving together at will be at

Mercy around 11:30 on Friday. For those not able to attend on Friday – please be at Mercy no later than 7:30 to help set up and register people. We really need help during this part of the morning setting everything up and at the end tearing everything down. We'll also need help setting up food and beverages since I have to focus on making sure we have all the documents ready for everything-printed and copied which many of I can't do until that day (ballot with actual names, business meeting, days outline for when we are voting, opening, recessing and closing the meeting). We will also need a teller's and credentialing committee to help with the vote. These prove to be very stressful meetings so we need EVERYONE's help. We will also plan on a short BOD meeting following the last speaker on Sat. It will be much easier to get all the documents signed that we need while we are all there. I know everyone is always anxious to get out of there but if we could plan a short visit after the meeting that would be great. Especially if we have any new officers or BOD people...we need to give them at least an idea of what comes next.

What am I forgetting? My mind is racing a million miles an hour trying to think of everything so that we don't forget anything we need back here.

See you soon. Please hit "reply to all" with any comments. We need to especially decide what to wear?????

Dana

From: Dana Grafft
Sent: Thursday, April 17, 2008 2:41 PM
To: 'Renee Nemitz'; 'aepassisting@aol.com'; 'robert vanderveen'; 'rachel@iasa-ast.org'; 'Karyn.Finn@wfhc.org'; 'Jenn Liberty'; Mary Rost; 'Denise Dlouhy'
Subject: FW: Iowa

FYI...the plan for this weekend according to Ben Price.

From: Ben Price [mailto:ben.price@ast.org]
Sent: Thu 4/17/2008 9:57 AM
To: Fields, Dana M
Subject: Re: Iowa

Dana,

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I'm hoping to meet with John Pederson tomorrow morning before meeting with the Iowa State Assembly Board of Directors tomorrow afternoon. We aren't yet at a point of signing a contract, and would want to carefully gauge at what point in the year it would be prudent to do so. Tomorrow is the last day of the legislative session for 2008 in Iowa. We might be able to consult with Mr. Pederson for a few months then bring him on board in the fall.

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Let me know if there's anything else you need to know. Otherwise, I'll see you there. Are you going to be there just Saturday or tomorrow as well?

Ben Price, CST
Government and Public Affairs Director
Association of Surgical Technologists
Association of Surgical Assistants
303-325-2500

On 4/17/08 8:38 AM, "Fields, Dana M" <dfields@clarian.org> wrote:

Ben -

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Thanks,

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SALC Representative, AST
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Clarian Health / IU Med Center
OBICU Department
dfields@clarian.org
(317)274-7559

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Sent: Thursday, April 17, 2008 5:40 PM
Subject: Cruise Registration

The 2nd deposit is due next week for the cruise....if anyone else from the BOD is planning to go and could get their guest's deposit (if not the full \$700) paid by next week, that would be great! We want to help Dennis out so that he doesn't have to front a huge amount of deposit \$\$.

If you know of anyone else who is talking about going--but hasn't yet signed up based on the list below (which needs to remain confidential within the IASA BOD) please approach them and offer them a tote bag and \$25.00 in ship cash for signing up before the end of April. We will also offer a conference promotion for signing up during the exhibits at conference. I have cruise forms and Dennis is planning to bring his credit card machine. We can also sign people up during our workshop this weekend.

Also, we will also be raffling off a spot on the cruise, so be sure to start selling tickets NOW so that they can be taken to Orlando with us for the drawing. Let me know if you need raffle ticket booklets.

So here is the list as it stands so far:

Here's what I've come up with:

1. Dawn Ingram
2. Ronnie Ingram
3. Kathy Keltner
4. Terry Keltner
5. Sally Moritz
6. Becky Wakehouse
7. Denise Dlouhy
8. blocked for DD
9. Rachel Lester
10. David Lester
11. Mandy (Wipf) Woltman
12. Tyler Woltman
13. Vonnie Ratcliff
14. Sandra Wilson
15. Margaret Vaughn
16. Frank Vaughn
17. Robert Vaughn
18. Shawn Craig
19. David Mann
20. Cheryl White
21. Les White
22. Dana Grafft
23. Tom Grafft
24. Frank Greaves
25. blocked
26. Dennis Stover
27. Melinda Stover
28. Mackenzie Stover
29. Mikhayla Stover
30. Meghan Stover
31. Larry Stover
32. Betsy Stover
33. Christie Marcotte
34. Paul Marcotte
35. Renee Nemitz
36. Rollie Nemitz
37. Raffle drawing winner 1-Jerilyn Garcia
38. Guest?
39. Raffle drawing winner 2
40. Guest?

Dennis is faxing you the registration form.

Thanks,

Kitty

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Sent: Thu 4/17/2008 3:20 PM
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robert vanderveen

From: <jratliff@inebraska.com>
To: <bobandsuestoy@huntel.net>
Sent: Wednesday, April 16, 2008 8:38 AM
Subject: News Posting: National Membership Growth

From: Bill Teutsch [mailto:btdeutsch@ast.org]

Sent: Friday, April 11, 2008 10:04 AM

To: John Ratliff

Subject: Membership Growth

AST Membership:

As of February 29, 2008, our membership was 24,785 as compared to 21,680 last year and represents an increase of 3,105 or 14.3%.

State - 2/29/08 - 2/28/07 - % of Change

Texas 2162 - 1782 +21.3%

Florida 1938 - 1734 +11.7%

California 1583 - 1331 +18.9%

Indiana 1402 - 1156 +21.3%

Tennessee 1029 - 950 +8.3%

Ohio 1017 - 847 +20.1%

Illinois 908 - 834 +8.9%

North Carolina 897 - 814 +10.2%

New York 887 - 902 -1.7%

Michigan 871 - 707 +23.2%

Georgia 809 - 707 +14.4%

Pennsylvania 742 - 702 +5.7%

Minnesota 740 - 642 +15.3%

South Carolina 713 - 710 +.04%

Kentucky 579 - 512 +13.1%

Oklahoma 577 - 497 +16.1%

Wisconsin 541 - 459 +20%

Louisiana 529 - 432 +22.5%

Missouri 494 - 425 +16.2%

Massachusetts 425 - 323 +31.6%

Colorado 397 - 365 +8.8%

New Jersey 382 - 309 +23.6%

Virginia 381 - 344 +10.8%

Washington 370 - 312 +18.6%

Connecticut 347 - 292 +18.8%

Arizona 297 - 261 +13.8%

Mississippi 273 - 265 +3%

Iowa 273 - 225 +21.3%

Idaho 264 - 202 +30.7%

Nebraska 252 - 183 +37.7%

Maryland 242 - 223 +8.5%

Alabama 226 -194 +16.5%

Maine 221 - 185 +19.5%

West Virginia 212 - 230 -7.8%

Oregon 206 - 152 +35.5%

Nevada 197 - 207 -4.8%

Arkansas 197 - 186 +5.9%

Montana 188 - 138 +36.2%

Kansas 173 - 152 +13.8%

South Dakota 166 - 145 14.5%

Utah 158 - 148 +6.8%

*New Hampshire 102 -96 +6.3%

New Mexico 85 - 73 +16.4%

North Dakota 62 - 56 +10.7%

**Rhode Island 52 - 54 -3.7%

Hawaii 50 - 41 +22%

Wyoming 44 - 49 -10.2%

**Alaska 24 - 24 0%

*Vermont 23 - 21 +9.5%

**Delaware 21 - 23 -8.7%

**Wash., DC 10 - 8 +25%

* New Hampshire and Vermont are a jointly formed assembly

**Unformed assembly

[View At www.nebraskastateassembly.com](http://www.nebraskastateassembly.com)

[Click Here to Unsubscribe](#)

robert vanderveen

From: <jratliff@inebraska.com>
To: <bobandsuestoy@huntel.net>
Sent: Wednesday, March 12, 2008 5:26 PM
Subject: News Posting: Nebraska State Assembly Summer '08 Workshop "Something for Everyone."

NESA Summer'08 Workshop

No Elections - This will be the Annual Meeting with no elections. Elections will be at the Annual Meeting in February 2009.

The Summer Workshop will be held in Kearney. Dwain has secured the speakers and has said everything is taken care of.

We will see you in Kearney in July!!

07/26/2008

8:00 AM-4:30 PM

Kearney: Jul 26. Nebraska State Assembly. Title: Nebraska State Assembly Summer '08 Workshop "Something for Everyone." Location: Good Samaritan Hospital, 31 St and Central Ave, Kearney, NE 68847. Contact: Dwain Rosse, 7020 W 29 St, Kearney, NE 68845, 308-237-0124, 308-440-7991, rosse?@kdsi.net 7 CE's

Location

Good Samaritan Hospital
31 St and Central Ave
Kearney, Nebraska
68845

[View At www.nebraskastateassembly.com](http://www.nebraskastateassembly.com)

[Click Here to Unsubscribe](#)

OFFERING:

Basic Wound Closure Workshop

Saturday, June 21, 2008

8 a.m. - 4 p.m.

LOCATION

Lakes Art Center

2201 Highway 71 N.

Okoboji, IA 51355

Intermediate Wound Closure Workshop

Sunday, June 22, 2008

9 a.m.-12 p.m.

LOCATION

Spirit Lake Campus

Iowa Lakes Community College

800 21st St

Spirit Lake, IA 51360

LODGING

Rate: \$115

Inn of Okoboji

3301 Lakeshore Drive • P.O. Box 559 •

Okoboji, IA 51355

1-877-BOJI-FUN

www.bojifun.com

Call now to ensure room availability. Once our room block is released on April 20, 2008 this room rate cannot be guaranteed.

IASA has extended our WCW offerings this year to include an intermediate course. We are offering these courses as a package only-and separate course registration will not be accepted. Even if you've attended a basic wound closure workshop previously-this course will help you in the intermediate course on Sunday.

BASIC COURSE OVERVIEW

The basic course is designed for entry-level to intermediate surgical first assistants, physician's assistants or practicing surgical technologists or other health care professionals who wish to obtain advanced-practice skills.

Meridian Institute of Surgical Assisting-Wound Closure Workshop will offer:

Part I

One hour of lecture time incorporating a PowerPoint Presentation as well as a wound closure manual. Several aspects of wound healing will be covered at an advanced level when compared to simple wound healing issues a student would learn in a Surgical Technology classes.

Part II

Three hours covering the principles of knot tying. Students will learn the proper mechanics of knot tying while practicing these techniques on tying boards.

Part III

Four hours covering surgical principles and application of suturing. All instruction will include practice and demonstration utilizing their state-of-the-art multi media presentation. Students will practice suturing on pig's feet.

AGENDA-BASIC COURSE

7:30-8:00 a.m. Registration

8:00-9:00 a.m. Wound Healing Lecture

9:00-12:00 a.m. Knot Tying

12:00-12:30 SFA Online Presentation

12:30-1:00 p.m. Lunch

1:00-4:00 p.m. Suturing/ Review and Evaluation

No credit will be given for partial attendance.

www.iasa-ast.org

INTERMEDIATE COURSE OVERVIEW

This course will cover surgical principles and techniques used for closing deep tissue layers. You will also learn how to place different homeostatic and drain stitches. The final portion will cover the surgical principles and suturing techniques used in a vascular and bowel anastomosis

AGENDA-INTERMEDIATE COURSE

9:00-10:00 Intermediate practice lecture

10:00-11:00 Closing deep layers and advanced stitching

11:00-12:00 Sewing an anastomosis

All health care professionals are welcome!

IASA has applied to AST to offer 10 CEU's for the CST and/or the CFA, IASA is an approved provider of AST Continuing Education Credits.

ABOUT MERIDIAN INSTITUTE

Based out of Joelton, TN, Meridian Institute has been providing expertise in the area of first-assisting through their exceptional training sessions. Meridian has been a provider of Wound Closure Training Sessions for over 7 years.

Meridian has become the nations largest CAAHEP-Accredited First Assisting Program. Founders and Business Partners, Dennis Stover and Michael Foster have over 40 years of combined surgical experience in the field of first assisting. Both Mike and Dennis are still practicing first assistants in addition to their instructional roles at Meridian.

Meridian Institute of Surgical Assisting

"The Leader In Surgical Training"

<http://www.meridian-institute.com>

REGISTRATION FORM

Name:	
Credential:	
Street:	
City:	
State:	Zip:
Telephone:	
Certification/License #:	

Please mark applicable fee for your registration.

Advance registrations: DUE by June 1, 2008
AST/IASA Member: \$200
Nonmember: \$225
Student: \$100

These courses are being offered as a 2 Day Package. Courses will NOT be discounted for partial attendance.

On-Site Registration:

There is no on-site registration for this event. Please call Dana Grafft at 712-213-1064 to check space availability.

No refunds/cancellations.

Please copy your registration form and check as proof of payment and receipt. CEU form will serve as proof of your attendance at the meeting. Checks will be cashed following the workshop.

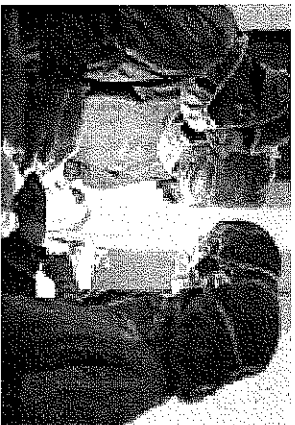
Mail Registrations To:
Dana Grafft
717 Hickory Lane
Storm Lake, IA 50588

QUESTIONS-
www.iasa-ast.org

Detach and return registration

Iowa State Assembly
Dana Grafft, President
717 Hickory Lane
Storm Lake, IA 50588
www.iasa-ast.org

**IOWA STATE
ASSEMBLY OF
SURGICAL
TECHNOLOGISTS
3RD ANNUAL
WOUND CLOSURE
WORKSHOP**



**Saturday, June 21, 2008-
BASIC WOUND CLOSURE
Sunday, June 22, 2008-
INTERMEDIATE SUTURING
TECHNIQUES**

robert vanderveen

From: "Dana Grafft" <dgraft@ilcc.cc.ia.us>
To: "Renee Nemitz" <nemitzra@witcc.edu>; "Jenn Liberty" <jenbote@yahoo.com>; "Mary Rost" <mrost@ilcc.cc.ia.us>; <rachel@iasa-ast.org>; <aepassisting@aol.com>; "Finn, Karyn" <Karyn.Finn@wfhc.org>; "Susie" <bobandsuestoy@huntel.net>; "Denise Dlouhy" <ddlouhy@hotmail.com>; "Davis, Tralanda" <TDavis@mercydesmoines.org>
Cc: <dennis.stover@meridian-institute.com>
Sent: Friday, February 15, 2008 2:45 PM
Subject: Follow up to conference call

Hey Everyone,

Here is the follow up information to the conference call that I promised....

1. I spoke with Bill this morning and explained to him that we felt we could not afford \$1000 for advertising space (2-half page ads being run for 2 months) and so I am supposed to send him a draft of the ad for him to again look over and he will see what he can do. I told him if we had to go to a 1/4. page then that is what we'd have to do. He knows we need to be in the \$200-300 range per ad if we are going to do anything. It was a long conversation and I'll fill you in at our meeting. So Dennis is working on the ad layout as we speak and then I will send it out to you all to look over before sending it to AST for the Journal.
2. Still waiting to hear from Ben....
3. I have a call into Jacob to confirm our block of rooms at the Marriott. I am trying to get 15 rooms for the rate of \$99.00
4. Here is the speaker list as I know it. Each of you needs to confirm your speaker and get the speaker paperwork sent (and received) to (and back from) each speaker. I can send you these forms if you don't already have one-actually I'll attach it now. We will also need copies of their CV form and a copy of each Powerpoint.

9:00-Ben Price

10:00-Margret Vaughn, lobbyist for the state of Illinois and has worked with AST and CST legislation.

(alex)

11:00-hopefully an Iowa lobbyist, yet to be found or we will start the business meeting here. TBA

12:00-lunch and business meeting

1:00- Dr. Michael Irish, *Pectus Excavatum: A New Approach to an Old Problem* (jenn)

2:00- Dr. Beck-breast procedures (Tralanda)

3:00-VMuller-instrument lecture (Karyn)

(Jenn-please thank your resident doctor for offering to speak but we don't need him this year. Tell him he is on for April 2009!)

Everyone please follow through with the paperwork. This is required when we are audited and we will be every 3 years.

5. Cruise—we will get a comp rate of 1 per 15 (and this is people, not rooms) so it is based on 100. I figure if we sell all 100 spots that gives us about 6 comp's. The \$120.00 we talked about on the phone is to cover the taxes and port fees and we decided as a group that each BOD would pay that \$120 fee. Again, if we sell all the spots on the cruise...it should cost IASA around \$2000. 00 to get all 9 officers there-assuming everyone goes. Don't forget to call Meridian to reserve your room/spot aboard the ship.
6. Face to face meeting-I am looking at Saturday, March 8 or Sunday, March 9. Tell me again who can't be there what day...then I will check availability.
7. I confirmed the dates of our WCW as June 21 (basic class) and June 22 (as the intermediate class). We have rooms at the Inn again but the Saturday class will be held at the Lakes Art Center and the Sunday course (9-12) will be held at the Spirit Lake Iowa Lakes Community College Campus (for free). So make your Inn reservations for Friday and Saturday nights. I'm waiting on an intermediate class description with

2/16/2008

objectives from Dennis to finish the flyer. The cost will be \$200 for both days...no separate registrations will be taken.

8. Cost for the April meeting was decided on the conference call: \$50 member, \$60 nonmember, \$15 student (advance) and \$60 member, \$70 nonmember, and \$25 student (door). After all, we are offering 7 credits and spending on average \$13 - \$15 per person for food.
9. Orlando-we need booth workers and delegates...so far we have Renee, Dana, Alex and maybe Julie Baxter. Please let me know of anyone else who may be going.
10. Brochures-should be done soon and then we can send them to the printer. Don't forget officers to decide what office you'll be running for.

So I need:

- Each person to follow up with the paperwork for their speaker.
- Dennis to work on WCW objectives and cruise ad for the Journal.
- To know from each person which will work best for them-March 8 or 9 for a face to face meeting?
- Everyone to be thinking about 2008 meetings....we won't have a fall with the cruise but where do we want to meet in the spring? Waterloo or Des Moines again?
- Everyone to make their cruise, DSM and Okoboji room reservations.

I'll send out another message when I hear from Ben.

Thanks and Happy Valentine's Day!!!!

Dana Grafft, CST
Program Director/Instructor
Surgical Technology Program
Iowa Lakes Community College
Spencer Campus
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Campus-712-262-7141 ext 8624
dgraftt@iowalakes.edu

robert vanderveen

From: "Dana Grafft" <dgraftt@ilcc.cc.ia.us>
To: "Bill Teutsch" <bteutsch@ast.org>; <svanderpool@ast.org>; <salexander2@clarian.org>
Cc: "Renee Nemitz" <nemitzra@witcc.edu>; "Finn, Karyn" <Karyn.Finn@wfhc.org>;
 <aepassisting@aol.com>; <tdavis@mercydesmoines.org>; "Mary Rost" <mrost@ilcc.cc.ia.us>;
 "Jenn Liberty" <jenbote@yahoo.com>; "Susie" <bobandsuestoy@huntel.net>; <rachel@iasa-
 ast.org>; "Denise Dlouhy" <ddlouhy@hotmail.com>; "Dana Grafft" <dgraftt@ilcc.cc.ia.us>
Sent: Thursday, January 31, 2008 10:56 AM
Subject: Journal advertising/IASA update

Hello Sherri, Sheila, and Bill:

As you know we are in the midst of getting the word out regarding our upcoming cruise. The cruise is scheduled for Oct 2008 but we have started our advertising now so that we can get as many rooms sold as early as possible. I printed out the 2007 Advertising Rates and Deadline information that Sheila sent me awhile ago and am reviewing it, but have some questions...

First, I am wondering if AST will further support their state assemblies by offering them free/discounted advertising space in the Journal? I see that a full page add is \$1635.00 and a half page is \$926.00. IASA had hoped to be able to run a full page ad in the Journal prior to conference to help get the word out about the cruise and our booth at conference. Unfortunately, at that price that is impossible for us to afford. Even the half page price would eat up nearly all of the profits from the fundraising we were able to do at conference last year (raffling a spot on the cruise).

Secondly, I'd like to reinforce that the fundraising opportunity with this cruise is amazing. We have booked 50 rooms/100 people on the cruise and our potential profit for this event would be \$15,000-\$20,000 after expenses- with ALL net proceeds coming back to IASA. Which for a state with roughly 200 members- that is huge! We have been formed for nearly 4 years now and have never been able to maintain an account balance of much more than \$8,000.00 while offering 2-3 workshops annually. As you also know, we are looking toward starting legislative efforts in our state. The profits from this cruise are intended to help offset costs incurred with legislative efforts and a lobbyist, etc. Obviously there is no way that we can even think about tackling legislation in our state without some serious financial consideration. This cruise opportunity became available to us at an opportune time and we hope it can help us earn us money that would otherwise not be available. We've done well with our annual wound closure workshops (the last 2 years) in our state and average between \$2,000-\$3,000 profit after each meeting, but it is hard to make any "big" money in a small state without the membership numbers of other states. Remember, we agreed to do this cruise as a pilot, in which case, Meridian is willing to work with other states as well to offer this type of opportunity.

And lastly, along with this request I hope that AST considers what it costs state assemblies to host a booth at conference. I know that AST discounts the booth space considerably and I am thankful for that; otherwise it is unlikely that we'd be able to represent our state with an exhibit either. This year AST also had the idea of state-sponsored speakers, and while I think that this is a neat idea, it is not one that is fiscally responsible for small states such as Iowa. This is unfortunate- because we have a lot of talented physicians in our state that support our profession whole-heartedly, who I feel the general membership could learn a lot from. We also have never felt that we could afford to offer more than a \$300.00 stipend to our delegates for conference and as a result we've yet to ever fill our 6 delegate seats. We do appreciate AST allowing Ben to speak at our events at no cost to us but there is a lot we are unable to do because of financial limitations. Therefore, we will continue to do our best out here; with hopes of growth- but we need even more support from AST.

I am asking that AST consider their advertising rates as applicable for state assembly use. The free space we get highlighting our general meetings is appreciated but when a state has a special event like our cruise, we'd like to really draw as much attention to it as possible.

1/31/2008

Thank you for your consideration and I'll see you all next week in Memphis...hopefully it is warmer there!

Dana Grafft, CST
Program Director/Instructor
Surgical Technology Program
Iowa Lakes Community College
Spencer Campus
Direct-712-580-8624
Campus-712-262-7141 ext 8624
dgraftt@iowalakes.edu

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From: "Dana Grafft" <dgraft@ilcc.cc.ia.us>
To: "Renee Nemitz" <nemitzra@witcc.edu>; "Finn, Karyn" <Karyn.Finn@wfhc.org>; <aepassisting@aol.com>; <tdavis@mercydesmoines.org>; "Mary Rost" <mrost@ilcc.cc.ia.us>; "Jenn Liberty" <jenbote@yahoo.com>; "Susie" <bobandsuestoy@huntel.net>; <rachel@iasa-ast.org>; "Denise Dlouhy" <ddlouhy@hotmail.com>; "Dana Grafft" <dgraft@ilcc.cc.ia.us>
Cc: "Ben Price" <bprice@ast.org>
Sent: Thursday, January 31, 2008 10:06 AM
Subject: Conference Call

We will have a conference call with Ben Price, AST Director of Gov't Affairs on Sunday, Feb 9th at 8:00. Please let me know ASAP if this date/time will not work for any of you. We will get info regarding our legislative efforts on this call and this info will help us be better prepared for our April meeting in which our whole morning will be dedicated to legislation.

Here is what we have so far:

9:00-Ben Price

10:00-Margret Vaughn, lobbyist for the state of Illinois and has worked with AST and CST legislation.

11:00-hopefully an Iowa lobbyist, yet to be found or we will start the business meeting here.

12:00-lunch and business meeting

1:00- Dr. Michael Irish, *Pectus Excavatum: A New Approach to an Old Problem*

2:00- Need a speaker yet

3:00-Need a speaker yet

If anyone has any ideas for additional speakers physicians or techs, please start asking around ASAP.

Ben-do you have any contacts to help us find an Iowa healthcare lobbyist?

You also should have received the cruise flyer by email yesterday. Please post it in your hospitals and forward it to any surgical contacts that you have. We are now able to accept registrations. Flyer should be coming in the mail as well by next week.

Don't forget to mark you calendars for the conference call. Renee, can you please email the call instructions....I can't seem to find them on my computer anywhere.

Thanks,

Dana Grafft, CST
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 Surgical Technology Program
 Iowa Lakes Community College
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