

2018

ANNUAL REPORT



Supporting a
resilient and diverse
EMS workforce



Our Mission, Values & Vision

The mission of the National Association of Emergency Medical Technicians (NAEMT) is to represent and serve emergency and mobile healthcare practitioners including emergency medical technicians, advanced emergency medical technicians, emergency medical responders, paramedics, advanced practice paramedics, critical care paramedics, flight paramedics, community paramedics, and mobile integrated healthcare practitioners.



- We believe that EMS is a distinct and essential service to the public and a fundamental component of our nation's emergency response and healthcare systems.
- We believe that all patients deserve high quality and safe medical care delivered by qualified EMS professionals.
- We believe that all EMS professionals deserve a safe, healthy and respectful work environment.
- We believe that EMS is uniquely positioned to support our nation's healthcare transformation by assessing, treating and navigating patients to the right care, in the right place, at the right time.
- We believe that each community should determine the EMS delivery model(s) that best meets their needs and resources.
- We believe that collaboration within the EMS profession and within the larger healthcare community is essential to addressing the key challenges in delivering high quality EMS.
- We believe that all EMS professionals deserve adequate and equitable compensation.
- We believe that professional education, national education standards and research are essential to the consistent delivery of high quality, evidence-based EMS.
- We shall represent the views and concerns of all EMS professionals regardless of delivery model.
- We shall conduct all NAEMT business with integrity and transparency, and adhere to the ethical standards of our profession.

NAEMT will measurably advance the EMS profession through activities that:

- Develop tools for EMS agencies and professionals to
 - improve patient care and outcomes.
 - improve the work environment in which EMS is practiced.
- Increase access to quality education for all EMS agency personnel.
- Help develop an infrastructure to implement EMS quality improvement.
- Support evidence based EMS research.

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From the President

As our profession's largest and most inclusive membership organization, NAEMT strives to ensure that the EMS workforce has the resources, training, education and support needed to care for members of the community in their time of greatest need. In 2018, NAEMT made substantial progress in several important areas, including:

- Advancing payment reform to ensure that EMS is compensated for providing healthcare services, in addition to transportation.
- Supporting the transformation of EMS from prehospital emergent medical response to a system of prehospital and out-of-hospital emergent, urgent and preventative care that is fully integrated in a community's healthcare system.
- Enhancing preparedness, to ensure that our EMS workforce has the resources and training to respond to natural and man-made disasters and mass casualty incidents.

Celebrating Advocacy Wins

At the federal level, NAEMT's efforts to educate congressional leaders about the vital role of EMS and our collaboration with other national organizations was instrumental in the passage of several important measures, including:

- A five-year extension of the Medicare ambulance add-on payments, which are crucial to the financial viability of our nation's EMS agencies.
- The Supporting and Improving Rural EMS Needs (SIREN) Act, to provide grants for EMS agencies in rural areas to recruit, train and equip personnel.
- The Stop, Observe, Ask and Respond (SOAR) Act, to train EMS and other healthcare providers to respond to the victims of human trafficking.

We also launched NAEMT's first EMS Political Action Committee to support our advocacy efforts. PAC funds will be used to make contributions to candidates for federal elective office who champion our profession and our patients.

Expansion of NAEMT Education Programs

2018 also saw tremendous growth in our education programs in the United States and abroad. Over 114,000 students took NAEMT courses in 2018, an increase of nearly 17% from the prior year. We are proud to offer the highest quality EMS continuing education programs available anywhere in the world. Our teams of authors include EMS physicians, practitioners, educators and other subject matter experts who work together to create courses that are evidence-based, up-to-date, field-tested and provide an engaging, dynamic learning experience – in short, courses that help prepare EMS practitioners for the countless types of scenarios they may face on any given shift. An education highlight in 2018 was publishing the 9th edition of Prehospital Trauma Life Support (PHTLS), and hosting the largest-ever PHTLS instructor update in Nashville at EMS World Expo.

Our Members Make Us Strong

With members in every U.S. state, the District of Columbia, Puerto Rico and in many countries across the globe working for all types of EMS delivery models, we are proud to say that NAEMT members make up the most diverse, dynamic and accomplished group of EMS professionals, anywhere in the world. In our new Member Spotlight feature in *NAEMT News*, we highlighted four distinguished NAEMT members – Margaret Farrell, a volunteer EMT for nearly 30 years; Andrew Neil, an EMS educator and EMS chief for Nashville Fire Department who earned his bachelor's degree in his 40s; Kevin Todd, a paramedic who ran for city council; and Debbie Von Seggern-Johnson, an EMS/trauma coordinator whose interest in EMS was sparked after she nearly lost her infant son to a choking accident.

By providing the best care for each patient, these individuals are examples of the thousands of NAEMT members across the country and the world who steadfastly serve their patients and communities. We are thankful for each one of our members. You make it possible for NAEMT to continue to advocate on behalf of our workforce and to advance the EMS profession. We are extremely grateful and appreciative of your support.

Dennis Rowe
NAEMT President 2017-2018, EMT-P



2018 Leadership

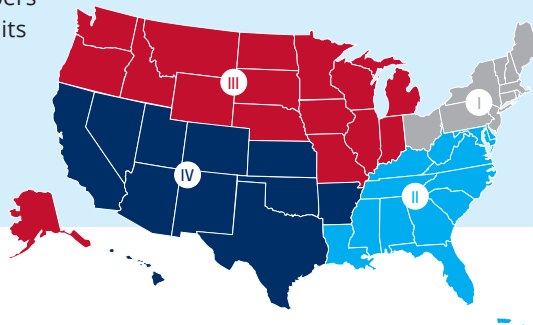
The NAEMT Board of Directors is made up of volunteers elected by our members to lead the association in carrying out its mission. Board members generously give their time and expertise to set NAEMT priorities and contribute to NAEMT initiatives and projects.

Officers

Dennis Rowe, *President*
 Matt Zavadsky, *President-elect*
 Bruce Evans, *Secretary*
 Chad McIntyre, *Treasurer*
 Conrad T. "Chuck" Kearns, *Immediate Past President*

Board of Directors

Sean Britton, *Region I Director*
 Robert Luckritz, *Region I Director*
 Susan Bailey, *Region II Director*
 Cory Richter, *Region II Director*
 Jason Scheiderer, *Region III Director*
 Chris Way, *Region III Director*
 Terry David, *Region IV Director*
 Troy Tuke, *Region IV Director*
 Charlene Cobb, *At-Large Director*
 Jonathan Washko, *At-Large Director*
 Craig Manifold, DO, *Medical Director*



Committees

The Board of Directors has established 14 committees comprised of more than 140 volunteer members who work on important NAEMT projects and initiatives. Committees are involved with our association's governance and administration, develop and teach our education programs, and lend their expertise to address specific issues that impact our profession. NAEMT recognizes and appreciates their time, effort and support.

Advocacy

Chair: Terry David

Advanced Medical Life Support

Chair: Jeff Messerole

Candidacy and Elections

Chair: Dennis Wilham

Education

Chair: Rick Ellis

EMS 3.0

Chair: Matt Zavadsky

EMS Disaster Preparedness

Chair: Jim Judge

EMS Workforce

Chair: Mark (Ronald) Heath

Emergency Pediatric Care

Chair: Shannon Watson

Finance

Chair: Chad McIntyre

Leadership Development

Chair: Chuck Kearns

Membership

Chair: Chris Way

Military Relations

Chair: Dr. Craig Manifold

NAEMT EMS PAC Steering Committee

Chair: Bruce Evans

Prehospital Trauma Committee

Chair: Dr. Alex Eastman

Corporate Partners and Affiliates

NAEMT's Corporate Partners help us serve our members and achieve our goals by providing financial and other forms of support to the association. We are grateful for their contributions to our association and the EMS profession!

Elite

Columbia Southern University
EMS World

Premier

iSimulate
JEMS
Jones and Bartlett Learning
Public Safety Group
National Registry of
Emergency Medical
Technicians (NREMT)

Diamond

EMS1
Markel

Platinum

FirstNet
Journal of Special Operations
Medicine
Medtronic
Stryker

Gold

H&H Medical Products
OnStar

Silver

American College of
Emergency Physicians
Bound Tree Medical
Braun Industries
CAE Healthcare
Fitch & Associates
The Morgan Lens /
MorTan Inc.

Bronze

Abbott
American Heart Association
Academi Training Centers
ProMed Network
Skedco
Special Operations Medical
Association (SOMA)

Annual

5.11 Tactical, Inc.
Abaris Group
Coalition Against Bigger
Trucks
Candor Insurance
Digitech Computers
Gaumard
Gold Cross
International Police Mountain
Bike Association
Logis Solutions
Luna Innovations
MedEx Billing
Medic-CE
Mercury Medical
Mobile Health Resources -
EMSS
Nasco
National EMS Museum
Foundation
Nonin Medical
North American Rescue
Page Wolfberg & Wirth
Panakeia
Pelvic Binder
Philips Lifeline
Physio-Control
Platinum Educational Group
Pulsara
SAM Medical
SCAD Alliance
Simulaids Lifeform by NASCO
Healthcare
Solutions Group
S.T.A.T. Medical Devices
TEMS Solution
Trauma Center Association of
America (TCAA)
Z-Medica

Affiliation is a formal relationship between NAEMT and an EMS membership association to help further our shared purpose and goals. Affiliated associations are represented on NAEMT's Affiliate Advisory Council to advise the NAEMT Board of Directors on issues and concerns within EMS.

Affiliated Associations

Alabama EMS Association
Arkansas EMT Association
Association of EMTs India
Association of Texas EMS Professionals
Delaware State EMS Association
EMS Association of Colorado
Florida Ambulance Association
Florida EMS Association
Georgia Association of EMS
Illinois EMT Association
Indiana EMS Association
Iowa EMS Association
Japanese Paramedics Association
Kansas EMS Association
Kansas EMT Association
Louisiana Association of Nationally Registered EMTs
Michigan EMS Practitioners Association
Minnesota Ambulance Association
Mississippi EMT Association
Missouri EMS Association
National Collegiate EMS Foundation
National EMS Management Association
Nebraska EMS Association
New Hampshire Association of EMTs
New Mexico EMT Association
New York State Volunteer Ambulance & Rescue Association
North Dakota EMS Association
Ohio EMS Association
Ohio EMS Chiefs Association
Oklahoma EMT Association
Oregon EMS Association
Paramedic Association of Canada
Pennsylvania Emergency Health Services Council
Professional Ambulance Association of Wisconsin
Professional Emergency Responders Society of Illinois
Savvik Buying Group
South Carolina EMS Association
South Dakota EMS Association
Tennessee EMS Educators Association
Tennessee Ambulance Service Association
Utah Association of Emergency Medical Technicians
Vermont Ambulance Association
Virginia Association of EMS Practitioners
Wisconsin EMS Association



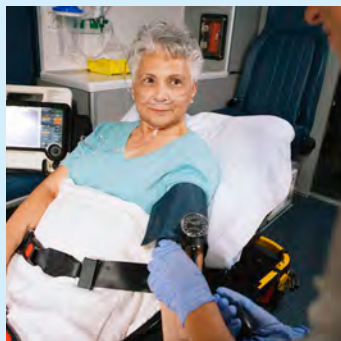
NAEMT Advocacy

NAEMT represents our members on key issues that impact our ability to provide quality patient care, including the working conditions, pay, safety and training of the EMS workforce. Through advocacy, NAEMT works to ensure that EMS has the resources needed to provide optimal patient care, and that the EMS perspective is incorporated into the policies, plans and programs of our government.

Thank you to all NAEMT members who emailed or called their legislators to support our 2018 advocacy campaigns, and a very special thank you to NAEMT's advocacy coordinators and the members of NAEMT's Advocacy Committee! These dedicated NAEMT members educate and inform elected officials, their EMS colleagues, the public and other stakeholders about the value of EMS and the need for legislation that supports EMS in fulfilling its mission.

2018 Advocacy Victories

NAEMT collaborated with other national EMS organizations to accomplish multiple legislative victories in 2018, including passage of:



A Five-Year Extension of Medicare Ambulance Add-on Payments to extend the Medicare bonus payments of 2% urban, 3% rural, and 22.6% super rural for five years and begin the process of cost data collection.



The Opioid Crisis Response Act, which includes grants and other measures to help first responders and EMS agencies purchase personal protective equipment to protect their workforce from exposure to potent drugs such as fentanyl, and to buy overdose reversal drugs (such as naloxone) to save lives.



The Stop, Observe, Ask and Respond (SOAR) to Health and Wellness Act, which directs the U.S. Department of Health and Human Services (DHHS) to establish a program to train social services and healthcare providers – including EMS – to identify, treat and respond appropriately to victims of human trafficking.



The Supporting and Improving Rural EMS Needs (SIREN) Act, which reauthorizes a federal grant program to recruit, train and equip EMS practitioners in rural communities. The SIREN Act was passed as part of the Agriculture Improvement Act of 2018 (the Farm Bill). Work continues to ensure that Congress appropriates funds to implement SIREN.

Advocating for Payment Reform to Advance EMS

In 1965, the federal government made ambulance transportation a covered benefit for Medicare and Medicaid beneficiaries. As a result, a large share of EMS non-tax revenue is derived from transporting patients to the hospital.

Yet, limiting reimbursement to transportation has led to the undervaluing of the medical care provided by EMTs and paramedics – whether saving the life of a trauma victim, resuscitating and stabilizing a cardiac arrest victim, or assessing a stroke patient to activate a stroke team. In all of those cases, despite the education, training, readiness and medical expertise required to respond, EMS is still paid only for transporting the patient to the hospital.

Paying EMS practitioners as medical providers

To move EMS beyond this outdated reimbursement model, NAEMT is working toward payment reform to compensate EMTs and paramedics as healthcare providers who provide healthcare services, in addition to transportation. The goal is to ensure that EMS is paid for the full value of the services provided to the community. Achieving this will pave the way for more resources for our nation's EMS agencies, higher pay for our workforce and an enhanced ability for EMS practitioners to provide the best and most appropriate care for patients.

Working with CMS and Congress

In early 2018, the EMS profession celebrated when Congress passed a five-year extension of Medicare add-on payments to the ambulance fee schedule for transports originating in urban, rural and super-rural areas. In return for continuing the extra payments, legislators included a requirement for the U.S. Department of Health and Human Services (DHHS) to develop an EMS cost data system to collect information on costs, revenue and utilization of ground



ambulance services. The information will be used to help the Centers for Medicare and Medicaid (CMS) to determine if the ambulance fee schedule is in line with the cost of providing the services.

NAEMT sees cost collection as an opportunity to collect data that will allow our association and the EMS profession to better advocate for reimbursement that reflects the full value of EMS in the community. To ensure the cost collection system put into place is effective and reasonable, NAEMT worked closely with CMS and the RAND Corporation, which is contracted to develop the cost analysis tool, to host several focus groups. The focus groups sought input from all types of EMS agencies – public, private, hospital-based, urban, rural, and volunteer. Two focus groups, including one for managers and one for EMS practitioners, were held in October 2018 at EMS World Expo. Three additional focus groups, focusing on rural/volunteer agencies and agencies that already participate in a cost data collection system, were held via teleconference.

The connection between payment reform and EMS 3.0

NAEMT has been a leading voice for the EMS 3.0 transformation, which promotes payment for all of the services EMS provides, including: urgent care for the acutely ill or injured, chronic disease management and preventive care.

In 2018, NAEMT met with CMS and the Center for Medicare & Medicaid Innovation (CMMI) to discuss how to evaluate new EMS roles such as treat-and-refer services, transport to alternate destinations, community paramedicine and 911 nurse triage. NAEMT leaders participated in four conference calls with CMS and CMMI leaders and provided sample training programs, protocols, quality assurance processes, outcome measures and examples of EMS agencies that are already receiving payments for services other than ambulance transport to an emergency department.

We are proud of the significant progress made in 2018 to advance payment reform, and we will continue to advocate for changes to payment models that will allow EMS practitioners to be fairly compensated, adequately resourced, well prepared and fully recognized for their role as healthcare providers.

EMS ON THE HILL DAY



“ Having the opportunity to sit down with our senators and representatives is invaluable to the citizens we serve.”

Reg Allen, CEO of CHS Mobile Integrated Healthcare, Rochester, New York

37 ★★★★★★★★★★★★★★
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of states represented, plus Puerto Rico

216 

Total # of meetings attended
with congressional leaders and their staff

235 EMS
Participants

On April 11, 2018, EMS professionals from around the nation came to Washington, D.C. for EMS On The Hill Day, hosted by NAEMT. After a briefing the evening before about the year's legislative priorities, 235 EMS professionals from 37 states and Puerto Rico had a whirlwind day of meetings on Capitol Hill.

Participants educated Congressional leaders and their staff about the vital role of EMS, shared their expertise and their experiences on the job, and discussed the issues of importance to our profession and our patients.

As the profession's most inclusive national advocacy event, EMS On The Hill Day encourages participation from all delivery models – public, private, fire-based, hospital-based, volunteer, for-profit, nonprofit and public utility models. The event concluded with a reception, where participants relaxed, debriefed and connected with their EMS colleagues from around the country.

Thank you to all who made the trip to D.C. to advocate for EMS and our patients!



25 

of bills NAEMT Advocacy Committee reviewed and took a position on in 2018.



EMS Advocate of the Year Awards

As part of the EMS On The Hill Day events, NAEMT recognized three outstanding advocates for their commitment to educating and engaging elected officials, their colleagues and the wider healthcare community. Congratulations to Andrew Jackson of Illinois, William "Mike" McMichael of Delaware, and Jennifer Smith of Wisconsin.



49 **Members of the Congressional EMS Caucus**

The caucus is a bipartisan group in the U.S. House of Representatives that promotes the critical role of EMS in our community. NAEMT advocacy is a driving force in making sure members of Congress are aware of the caucus and encouraging them to join.

MORE ADVOCACY EVENTS AND INITIATIVES



National EMS Week on the Hill

Eleven national organizations joined forces to hold a National EMS Week Exhibit for congressional leaders and their staff at the U.S. House of Representatives' Rayburn Building in Washington, D.C. Held on May 24 to coincide with EMS Week's "Save a Life" Day, the event was organized by NAEMT and the American College of Emergency Physicians (ACEP). Members of Congress and their staff were taught compression-only CPR and basic bleeding control techniques.

NAEMT Launches EMS PAC

Through the tremendous efforts of our member advocates, NAEMT has made good progress in educating our congressional leaders and federal agencies on the key issues that impact our ability to provide quality patient care. To support these efforts, in 2018, the NAEMT Board established the NAEMT EMS Political Action Committee (PAC). The PAC is a separate segregated fund comprised of voluntary contributions from NAEMT's members and their families. NAEMT will use the funds to make contributions to candidates for federal elective office. The PAC will help us to elect or re-elect federal candidates who are friends of our profession and the patients we serve.

Supporting State Level Advocacy

Laws passed by state legislatures have a significant impact on the daily practice of EMS, from the medications EMS practitioners are permitted to administer to legal protections against violence on the job. To help EMS practitioners and state EMS organizations advocate for laws that protect and benefit EMS and patients, NAEMT's Board of Directors launched a new initiative to support state legislative advocacy. The initiative includes:

- Enhancements to NAEMT's Online Legislative Service (OLS) that help EMS practitioners easily track pending EMS-related legislation in their state and in other states.
- An online library of sample state EMS legislation that can be used as models or examples to other states.
- Support for state level legislation when requested by state EMS associations.

Positions, Letters and Comments

Through published statements, letters and comments, NAEMT provides input and communicates our positions on pending legislation or federal policy. In 2018, NAEMT provided comment on many important issues. Here is a selection:

Letter Regarding Emergency Medication Shortages

Faced with ongoing shortages of essential emergency medications, NAEMT joined six national EMS, fire and emergency physician associations in sending a letter to the U.S. Food and Drug Administration (FDA) and DHHS asking its leaders to do more to address the problem.

Input on the EMS Agenda 2050

With input from 22 NAEMT leaders and subject matter experts, NAEMT recommended that the EMS Agenda 2050 address numerous issues, including:

- The lack of adequate reimbursement for chronic disease management and preventive care provided by non-transport EMS personnel.
- A regulatory environment that restricts EMS professionals from crossing state lines to provide care.
- The lack of exchange of health information between EMS and hospitals for quality improvement purposes.
- The lack of a consensus-based set of key performance indicators (KPIs) that allow for the objective measurement of EMS clinical performance.

Letter to the Centers for Medicare and Medicaid Services on Cost Reporting

NAEMT joined five other national organizations to ask the Centers for Medicare and Medicaid Services (CMS) to adopt an EMS cost data collection process similar to a process in use in California and several other states. The cost data submitted to CMS should be detailed and transparent, while avoiding putting an unnecessary administrative burden on the agencies that have to collect it, according to the letter sent in December and signed by NAEMT, the International



Association of Fire Chiefs (IAFC), International Association of Fire Fighters (IAFF), Metropolitan Fire Chiefs Association (Metro Chiefs) and the National Volunteer Fire Council (NVFC).

Comment on ASPR Mass Casualty Triage White Paper

In a letter to the Office of the Assistant Secretary for Preparedness and Response (ASPR), NAEMT called for: more MCI triage training and medical surge exercises, regularly scheduled joint training exercises/drills involving EMS and hospitals, and greater involvement of law enforcement and volunteer fire in MCI triage training. ASPR leads the nation's medical and public health efforts to prepare for, respond to and recover from disasters and public health emergencies.

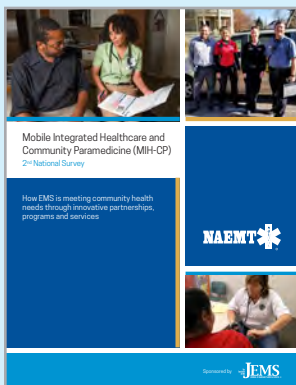
Position Statement on EMS in Healthcare Policy

This position statement recommends that EMS actively participate in developing healthcare policy at the federal, state and local level, and describes 10 principles regarding the role of EMS, how EMS should be reimbursed, and EMS integration with other healthcare entities that should be included in healthcare policy.

INITIATIVES

Supporting the EMS 3.0 Transformation

In 2018, NAEMT continued our work in supporting the transformation of EMS into a system of prehospital and out-of-hospital emergent, urgent and preventive care that is fully integrated with a community's healthcare system. Our campaign included several initiatives focused on raising awareness and educating NAEMT members, elected officials and other stakeholders about the value of mobile integrated healthcare and community paramedicine (MIH-CP).



Publishing the MIH-CP 2nd National Survey

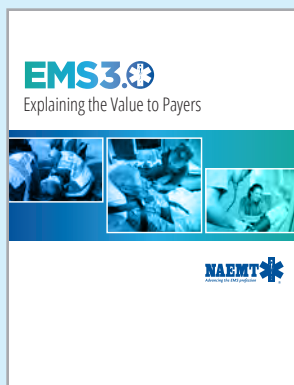
NAEMT's 2nd *National Survey on Mobile Integrated Healthcare and Community Paramedicine (MIH-CP)* explored the efforts of 129 EMS agencies in 33 states and Washington, D.C., to launch and sustain MIH-CP programs. The report examined MIH-CP services, finances, partnerships, state laws and training. Published in April, the report found that support for MIH-CP within EMS and among stakeholders such as hospitals, home health agencies and insurers has grown since the 1st national survey was published in 2015. The report was distributed to NAEMT members, national and state level EMS organizations, members of Congress and federal agencies, and is available for download free of charge at naemt.org.

Hosting the EMS 3.0 Transformation Summit

With the theme of "Profiles in Courage," the EMS 3.0 Transformation Summit brought together leaders from EMS, healthcare and government to share their expertise and insights on how EMS can thrive in an outcomes-based healthcare environment. The one-day learning experience was hosted by NAEMT and held in Alexandria, Virginia, the day before EMS On The Hill Day in April. Leaders from hospital, fire and private-based EMS agencies shared candid details about their successes and challenges in making the EMS 3.0 model work.

Publishing the EMS 3.0 Guide to Explaining the Value to Payers

To help EMS practitioners and agencies explain the value that EMS brings to the healthcare system, NAEMT published a new resource, *EMS 3.0: Explaining the Value to Payers*. The guide provides talking points for EMS agencies to use when speaking to local government leaders, hospitals, commercial insurers, home care services and others. This free guide is available for download at naemt.org.



Partnering on the MIH-CP Learning Action Network

NAEMT partnered with the TMF Health Quality Institute to create an online learning and collaboration platform aimed at increasing awareness and improving the efficiency of MIH-CP programs. The MIH-CP Learning and Action Network (LAN) features data analytics support for MIH-CP programs, an MIH-CP knowledge network, discussion boards, and MIH-CP medical protocol templates.



INITIATIVES

Promoting Wellness and Resilience in EMS

The greatest asset of any EMS agency is its people. However, “being there” for patients and members of the public during medical emergencies is inherently stressful. EMS practitioners often work under difficult, unpredictable and rapidly changing circumstances, with limited resources and assistance. In recent years, there’s been growing concern about the physical, mental and emotional health of our nation’s EMS workforce. In 2018, NAEMT was at the forefront of our profession’s efforts to help EMS agencies support the health, wellness and resilience of the EMS workforce.

Publishing the Wellness and Resilience Program Guide

To assist EMS agencies in developing programs that help EMS personnel maintain their physical, mental and emotional well-being, NAEMT published the *Guide to Building an Effective EMS Wellness and Resiliency Program*. The guide presents:

- Steps to developing a culture of resilience and wellness.
- Strategies for building resilience among EMS professionals.
- Suggestions for specific programs and initiatives to support a healthy EMS workforce.
- Tips from EMS agencies on resilience and wellness initiatives that worked for them.
- Ideas for engaging community partners and stakeholders in supporting EMS wellness and resiliency.



The guide was distributed to NAEMT members, national and state EMS organizations, and federal agencies, and is available for download free of charge at naemt.org.

NAEMT Co-Leadership of the National EMS Safety Council



NAEMT also continued to partner with the American College of Emergency Physicians (ACEP) to co-lead the National EMS Safety Council. The council, which includes representatives from 14 national EMS, fire, and safety organizations, promotes a safe and healthy work environment for EMS practitioners and their patients.



NAEMT/ACEP Partnership on National EMS Week and EMS Strong

NAEMT continued our partnership with the American College of Emergency Physicians (ACEP) to lead the national effort to encourage participation in National EMS Week, held the third week in May.

Established in 1974, National EMS Week is an annual recognition of the sacrifices, contributions and accomplishments of our country’s EMS workforce. The EMS Strong campaign was launched in 2015 to promote the celebration of National EMS Week. 2018’s theme was “Stronger Together.”

“As EMS professionals, we see things people should never have to see. We experience situations made for horror films... We carry the burden of not only our emotions, but the emotions of our patients and their loved ones. We care. We heal. We help. All of that weight can weaken the strongest of persons. Together, we are stronger. Together, we make a difference.”

Macara Trusty, Education & Community Programs Manager
MedStar Mobile Healthcare, Fort Worth, TX

INITIATIVES

Supporting EMS Preparedness

Mass casualty incidents can strike anytime, anywhere. When large-scale events occur, communities across the nation rely on EMS to be ready to respond. To achieve preparedness, EMS must plan, collaborate and have sufficient resources, including well-trained personnel, vehicles and equipment. To promote preparedness in EMS, NAEMT works to:

- Raise awareness among members of Congress and federal agencies about the need to support EMS preparedness.
- Provide EMS practitioners with the education they need to prepare for such events, provide care in mass casualty situations, and stay safe.

In 2018, NAEMT saw continued growth in the number of students taking All Hazards Disaster Response (AHDR), as well as tactical courses such as Tactical Combat Casualty Care for Medical Providers (TCCC-MP), Tactical Combat Casualty Care for All Combatants (TCCC-AC), and Tactical Emergency Casualty Care (TECC).

NAEMT also provided comments on several preparedness-related issues.



Letter to FICEMS

In 2016, the National Association of State EMS Officials' (NASEMSO) EMS Domestic Preparedness Improvement Strategy outlined 10 objectives for improving EMS preparedness and training. The most immediate objective was to create an EMS Preparedness Agenda that describes a vision for EMS preparedness and the training needed to achieve the vision. NAEMT requested that the Federal Interagency Council on EMS (FICEMS) identify funding to develop the agenda.

Comment on the Pandemic and All-Hazards Preparedness and Advancing Innovation Act

At the request of the U.S. Senate Committee on Health, Education, Labor and Pensions, NAEMT submitted comments on the Pandemic and All-Hazards Preparedness and Advancing Innovation Act of 2018 (S. 2852). The bill's goal is to strengthen national health security and improve preparedness and response in all communities. NAEMT recommended that the bill include EMS as part of the unified command structure; provide grants for EMS agencies to maintain strike teams; establish an emergency fund to cover the costs of responding to disasters; and waive expiration dates of vital emergency medications during declared disasters.

Letter to NEMA

NAEMT asked the National Emergency Management Association (NEMA) to promote opportunities for medical preparedness training and courses to EMS agencies in all states.

NEW INITIATIVES

Supporting Excellence in Clinical Care

NAEMT has a long and well-established history of supporting excellence in clinical care through our highly regarded education programs. In 2018, we also partnered with several leading national organizations on initiatives to support excellence in clinical care by advancing EMS research, and raising awareness among EMS professionals about the importance of effectively identifying and optimally treating two serious health issues: sepsis and stroke.

Advancing EMS Research

A core NAEMT value is the belief that research is essential to the consistent delivery of high quality, evidence-based EMS. NAEMT partnered with the UCLA Center for Prehospital Care Research Forum, (pcrf.org) to further research in EMS and provide NAEMT members with guidance and support for their research projects. PCRf will help NAEMT members design, perform and disseminate EMS research, and assist NAEMT committees in identifying EMS issues that would benefit from research.

Partnership with the Sepsis Alliance

To improve prehospital sepsis recognition and treatment, the Sepsis Alliance and NAEMT established a partnership to provide educational tools to EMS practitioners. Sepsis is a life-threatening reaction to infection that affects 1.7 million people and kills 270,000 annually in the U.S. EMS and prehospital practitioners are often the first medical providers to encounter patients with sepsis. 2018 projects included a one-hour online training module which teaches EMS practitioners how to identify sepsis, initiate treatment and coordinate care with the emergency department. "Sepsis: First Response" is available on Recert.com. The Sepsis Alliance and NAEMT also developed a survey to measure prehospital sepsis awareness.



Partnership on Stroke Awareness

NAEMT partnered on Get Ahead of Stroke, an initiative of the Society of NeuroInterventional Surgery, to provide education materials to improve stroke awareness and care. A first responder fact sheet, stroke simulation scenarios, and other educational resources were made available on NAEMT's website, and a webinar about stroke assessment, supported by an educational grant from Medtronic, was offered to members at no cost.

New NAEMT Tagline: Advancing the EMS profession

In January, the NAEMT Board of Directors announced a new tagline, "Advancing the EMS Profession," to be used with the NAEMT logo. The tagline describes NAEMT's commitment to serving our nation's EMS practitioners and ensuring that they receive the education, resources and support needed to fulfill their mission.



EDUCATION

Strong Growth Across the U.S. and Internationally

NAEMT education programs experienced strong growth in 2018, with the number of students taking NAEMT courses rising to more than 114,000 in 2018, up from 98,000 in 2017. Led by the expansion of training centers offering NAEMT trauma, medical, tactical and safety courses, the number of students increased across the United States and around the world.



114,046

Students who took NAEMT courses in 2018

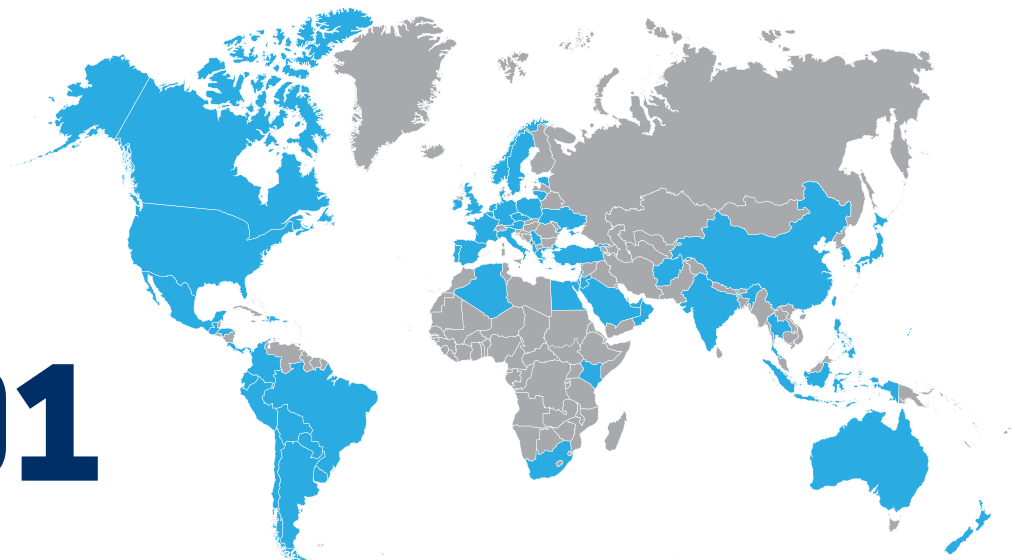
+16,401

Increase in students over 2017

72

Countries where
NAEMT courses
are taught →

NAEMT was thrilled to expand our international education family with the launch of NAEMT training centers in seven new countries: Albania, Algeria, Antigua and Barbuda, mainland China, Honduras, New Zealand and Taiwan.





9,868 # of NAEMT courses taught

2,486 # of NAEMT approved training centers worldwide

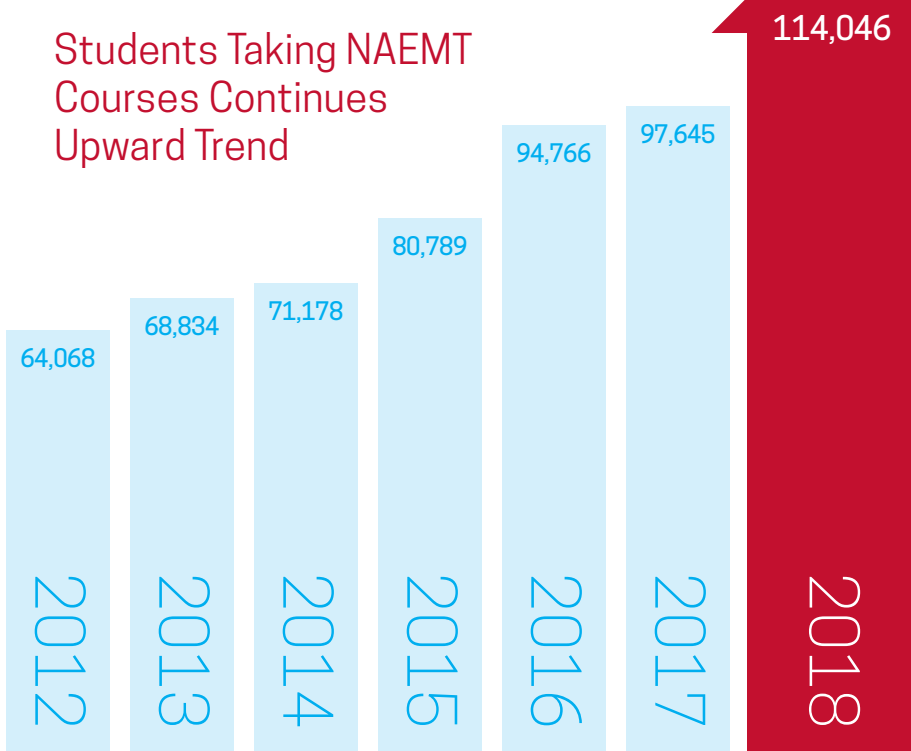
ABOUT NAEMT EDUCATION

The mission of NAEMT education is to improve patient care through high quality, cost effective, evidence-based education that strengthens and enhances the knowledge and skills of EMS practitioners. NAEMT education emphasizes critical thinking skills to obtain the best outcomes for patients.

NAEMT and our teams of experts devote hundreds of hours to developing content and field-testing each course. Existing courses are regularly reviewed and updated, while new courses are developed to meet the evolving needs of EMS practitioners, military personnel and other healthcare and public safety professionals.

NAEMT extends our gratitude to the many individuals who contribute to the success and stellar international reputation of NAEMT education programs, including NAEMT Education Committee members and members of NAEMT education program committees who lend their expertise as course authors, contributors, and reviewers. We are also grateful to our affiliate faculty and state, provincial, regional and national education coordinators who raise awareness about NAEMT education and prepare new NAEMT training centers and faculty.

Students Taking NAEMT Courses Continues Upward Trend



EDUCATION

New in 2018

NAEMT education program committee members worked hard in 2018 to create new courses and revise existing courses and curriculum.

Prehospital Trauma Life Support (PHTLS)

In 2018, NAEMT's Prehospital Trauma Committee (PHT) led the update of the PHTLS curriculum. Their work culminated in the publication of the 9th edition PHTLS textbook and course materials, featuring new scenarios and skills stations based on the latest evidence-based knowledge. We also held the largest-ever PHTLS instructor update at EMS World Expo in Nashville. Over 450 PHTLS instructors left ready to offer students the most interactive and engaging PHTLS course yet!

Advanced Medical Life Support (AMLS)

NAEMT's AMLS Committee completed the 8-hour AMLS refresher course and launched AMLS Basics, a 16-hour classroom course that covers the same topics as AMLS at a level appropriate for EMTs.

Work underway

NAEMT courses are periodically updated to reflect the latest evidence and ensure our courses are as relevant and engaging to students as possible. That means the work of our education committees is never done! In 2018, we started several new curriculum development projects, including:

- 3rd edition of AMLS
- A new community paramedic practitioner course
- Clinical Care Test Prep, to prepare paramedics to sit for a critical care certification exam.



Tactical Emergency Casualty Care (TECC)

Mass casualty incidents are fueling interest in NAEMT's tactical courses. The PHT Committee completed the 2nd edition of TECC, updating the curriculum to incorporate the latest evidence-based medicine and scenarios that reflect the tactical situations civilian responders are most likely to face.

Recert Courses Expand

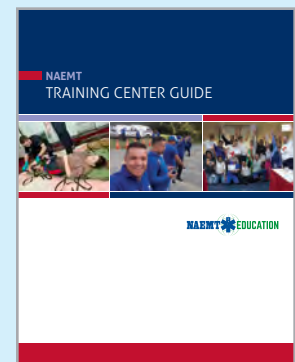
Recert (Recert.com) is an innovative online continuing education platform offering courses that can be used toward meeting recertification requirements. Course options on Recert continue to grow, with 250+ learning modules available at the end of 2018. Courses average 1 hour in length and cover wide ranging topics including airway and ventilation, EMS operations, fire suppression, special patient populations and pharmacology.

Partnerships

To promote quality education around the world, NAEMT partnered with EMS World to present EMS World Americas held in March in Mexico, and with *Ambulance Today*, a United Kingdom-based international magazine, to provide timely content on NAEMT education programs and initiatives.

First NAEMT Training Center Guide Published

The new NAEMT Training Center Guide is a comprehensive online reference tool covering NAEMT education policies. With information on administrative requirements, codes of conduct, roles and responsibilities, and course set-up and evaluation tools, the guide is for training center representatives; training center and course medical directors; training center assistants; course coordinators; instructors; affiliate faculty; state, provincial and regional coordinators; and national education coordinators.



EDUCATION

Trauma Education



Prehospital Trauma Life Support (PHTLS)

4,994 Courses
54,999 Students

Prehospital Trauma Life Support (PHTLS) is recognized around the world as the leading continuing education program for prehospital emergency trauma care. The mission of PHTLS is to promote excellence in trauma patient management, to improve the quality of trauma care and decrease mortality. PHTLS is developed by NAEMT in cooperation with the American College of Surgeons' Committee on Trauma. The program is based on a philosophy stressing the treatment of multi-system trauma patients and their specific needs. PHTLS promotes critical thinking as the foundation for providing quality care.

In 2018, the 9th edition of PHTLS textbook and course materials were published. PHTLS continues to grow in the U.S. and internationally, with the number of students taking PHTLS rising by 5,700 from the previous year.



All Hazards Disaster Response (AHDR)

134 Courses
1,411 Students

2018 was the second year for All Hazards Disaster Response (AHDR), and uptake of the course continues to rise. AHDR teaches EMS practitioners how to respond to the many types of disaster scenarios, including natural disasters and infrastructure failings, fires and radiological events, pandemics, active shooter incidents, and other mass casualty events. AHDR educates participants on how to analyze potential threats in their area, assess available resources, and create a medical response plan that saves lives.



Tactical Combat Casualty Care (TCCC)

1,135 Courses
14,167 Students

Tactical Combat Casualty Care (TCCC) was created by the U.S. Department of Defense Committee on TCCC (Co-TCCC) to teach evidence-based, life-saving techniques and strategies for providing the best trauma care on the battlefield. NAEMT conducts TCCC courses as specified by the Co-TCCC's guidelines and curriculum. TCCC, as offered by NAEMT, is the only TCCC course endorsed by the Joint Trauma System and the American College of Surgeons.



Tactical Emergency Casualty Care (TECC)

642 Courses
9,130 Students

A revision of Tactical Emergency Casualty Care (TECC) made the curriculum even more closely aligned with the tactical situations civilian EMS practitioners are most likely to encounter. Based on the principles of the U.S. Department of Defense's Tactical Combat Casualty Care (TCCC), TECC meets the guidelines established by the Committee on Tactical Emergency Casualty Care (C-TECC) and the updated National Tactical Emergency Medical Support Competency Domains (TEMS). Designed to decrease preventable deaths in tactical situations such as terrorist attacks, hostage scenarios and active shooter events, TECC applies lessons learned in battle to mass casualty scenarios in civilian environments.

“Whether you are training an entry level provider or a seasoned one, I would recommend NAEMT courses to give your students an outstanding educational experience.”

Anne Austin Ellerbee, Thomaston, GA

EDUCATION

Medical Education



Geriatric Education for EMS (GEMS)

401 Courses
3,519 Students

Geriatric Education for EMS (GEMS) provides EMS practitioners at all levels with the skills and knowledge to address the unique medical, social, environmental and communications challenges of older adults. Developed by NAEMT in partnership with the American Geriatrics Society, GEMS empowers EMS practitioners to help improve medical outcomes and quality of life for geriatric patients. Two GEMS courses – a core and an advanced course – are available. GEMS features case-based lectures, live action video, hands-on skill stations, simulation and small group scenarios to fully engage students in the learning experience.



Advanced Medical Life Support (AMLS)

1,558 Courses
16,481 Students

Advanced Medical Life Support (AMLS) is the gold standard of education for emergency medical assessment and treatment. Endorsed by the National Association of EMS Physicians (NAEMSP), AMLS emphasizes the use of the AMLS Assessment Pathway, a systematic tool for assessing and managing common medical conditions with urgent accuracy. The course emphasizes the use of scene size-up, patient history, interactive group discussion on potential treatment strategies, and physical exam to systematically rule out and consider possibilities and probabilities in treating patients' medical crises.

In 2018, NAEMT published AMLS-Basics, a 16-hour version of AMLS tailored specifically for EMTs.



Emergency Pediatric Care (EPC)

453 Courses
5,246 Students

Emergency Pediatric Care (EPC) focuses on critical pediatric physiology, illnesses, injuries and interventions to help EMS practitioners provide the best treatment for sick and injured children in the field. The course stresses critical thinking skills to help practitioners make the best decisions for their young patients. Topics covered include the pathophysiology of the most common critical pediatric emergency and application of the Pediatric Assessment Triangle (PAT), a tool to help EMS practitioners rapidly and accurately assess pediatric patients.



Psychological Trauma in EMS Patients (PTEP)

71 Courses
659 Students

Psychological Trauma in EMS Patients (PTEP) teaches EMS practitioners to help alleviate patients' hidden wounds – intense fear, stress and pain – during a medical emergency. PTEP educates EMS practitioners about the biological underpinnings of psychological trauma, the short and long-term impact on the brain and body, and warning signs that a patient is experiencing extreme psychological distress. Through scenario-based interactive sessions, EMS practitioners are also taught strategies and techniques to alleviate patients' distress and help patients cope with what they're experiencing to ward off lingering effects.

EDUCATION

Operational Education



EMS Safety

227 Courses
2,377 Students

EMS Safety teaches students how to protect themselves and their patients while on the job. It promotes a culture of safety and helps reduce the number of on-the-job fatalities and injuries. EMS Safety is the only national, comprehensive safety course for EMS practitioners. Its interactive format features real-life case studies and compelling discussions on current safety issues, and provides participants with a forum to share their own experiences. Critical thinking stations help build participants' risk assessment and decision-making skills.



EMS Vehicle Operator Safety (EVOS)

173 Courses
1,900 Students

With a focus on creating a culture of safe driving, EMS Vehicle Operator Safety (EVOS) draws on the most current research about specific behaviors and other hazards that lead to crashes. EVOS features case studies and analyses of both common and catastrophic collisions to challenge EMS practitioners to reconsider their preconceptions about safe vehicle operations. Instructors can easily incorporate local laws, rules and policies into the curriculum.

“NAEMT provides high-quality and evidence-based education for EMS practitioners that helps us do our best to save lives and take good care of patients in all challenging circumstances.”

Zhixin Wu, MD, PhD Foshan Hospital of TCM China



Principles of Ethics and Personal Leadership (PEPL)

34 Courses
380 Students

Principles of Ethics and Personal Leadership (PEPL) provides EMS and mobile healthcare practitioners with the skills and knowledge to effectively interact with patients and their families, other medical personnel, co-workers, supervisors and the community at large. Through course presentations, dialogue, and learning activities, including written and video case studies, students explore the importance of ethics and personal leadership, identify their leadership roles in civic life as individuals, family members, professionals and members of the community, and practice the skills important to the exercise of personal, ethical leadership.

NAEMT Instructor Preparation Course

The NAEMT Instructor Preparation Course is a prerequisite for any EMS instructor who wishes to teach NAEMT courses. In 2018, 3,837 instructor candidates took the course, which is offered online in English and Spanish, and as a classroom course in multiple other languages.



Membership

NAEMT members are our association's greatest asset. Every day in communities across the U.S. and the world, NAEMT members are there for their patients when illness, injury or disaster strikes, using their knowledge and expertise to relieve pain, reduce long-term disability and save lives. They are the men and women who miss holiday dinners, push through fatigue, and set aside their own comfort to help others.

NAEMT members come from rural, urban and suburban areas. They work for all types of EMS delivery models. As individuals, they represent different genders, ethnicities, races, sexual orientations, and religious and political affiliations.

Our members are wonderfully diverse, and this diversity enhances and strengthens our association. What unites our members is their shared belief in the importance of EMS and the care we provide to our patients.

We are thankful to all NAEMT members for choosing to belong to their professional association and helping to spread the word about the value of joining NAEMT to their EMS colleagues.



We are also thankful to the leaders of EMS agencies who choose agency memberships to extend that value to more members of their team. We greatly appreciate the work of the NAEMT Membership Committee and our network of membership coordinators for their efforts to raise awareness about NAEMT and to recruit and retain members in their respective states.

As NAEMT membership grows, so does the ability of our association to influence policy, advocate for resources and ensure the EMS viewpoint is considered when important decisions on issues such as clinical care, reimbursement, provider safety and disaster planning are made.

2018 Member Survey

NAEMT members were asked to share their thoughts about NAEMT membership. The survey found:

- 88% were satisfied with their membership.
- 82% were satisfied with the service provided by NAEMT headquarters.
- 85% agreed that the communications received from NAEMT are informative and valuable.

The highest ranked member benefits were: *EMS World Magazine* subscription, \$10,000 accidental death & dismemberment insurance, email alerts, access to the NAEMT portal, *NAEMT News* print edition, and discounts on 5.11 Tactical merchandise.

NAEMT members ranked NAEMT education programs, sponsoring or participating in EMS research, advocacy at the state or federal level, and building relationships with federal agencies as the most important association initiatives.

72,107
Total # of NAEMT members

12,617
Full NAEMT members

+10%
Increase in full members since 2017

59,490
Introductory members

74 Total # of agency members

Member Spotlights

One goal of NAEMT's communications strategy is to share the important and exciting work done by our diverse membership. In 2018, we launched a new feature in *NAEMT News* and the *Pulse* to highlight the lives and careers of some of our accomplished members.



Kevin Todd

Paramedic, American Medical Response, Pinal County
NAEMT Advocacy Coordinator, Arizona

Kevin Todd discussed the challenges of working in a rural environment and why he ran for city council. "When you're out in a rural area, you make a lot of decisions. It's up to us to do the right thing and get things taken care of."

decided to go back to college in his 40s, first for his bachelor's degree and then his master's. "I won't say I wasn't a little scared of it. I doubted my own abilities. But I believe adult learners are the most committed. We have experienced life. We have jobs, families, and responsibilities, so we appreciate the opportunity to be there."



Debbie Von Seggern-Johnson

EMS/Trauma Coordinator, University of Nebraska
Medical Center
NAEMT State Education Coordinator, Nebraska

Debbie Von Seggern-Johnson shared the story of the family emergency that propelled her into EMS, what it's like to raise a herd of fainting goats, her 140-mile round trip commute and the importance of quality education for rural EMS practitioners. "When my middle son Bryce was eight months old, he went into cardiac arrest due to a foreign body airway obstruction. It was the most terrifying feeling of my life...My son made a full recovery. But afterward I went back to the hospital and took a class in CPR. I never wanted to be unprepared again."



Andrew Neill

EMS District Chief, Nashville Fire Department
NAEMT Membership Committee Member
NAEMT Education Coordinator, Tennessee

With 26 years in EMS working as a paramedic, tactical paramedic, flight paramedic and educator, Andrew Neill



Margaret Farrell

Resource Information Specialist, U.S. Forest Service
Volunteer EMT, Keystone Ambulance Service,
South Dakota

A volunteer for nearly 30 years, Margaret Farrell almost became a geologist, but the ability to give back to her community got her hooked on EMS. "We all know the EMTs from the different services covering the Black Hills and surrounding communities. It's a wonderful network of people."

Supporting NAEMT Members Through Scholarships

Seven NAEMT members were awarded scholarships in 2018 to further their education and careers.

EMT to Paramedic (up to \$5,000)

Lauren Scull, Bozeman, MT
Travis Martin, Bend, OR
Sean O'Driscoll, Bremerton, WA
Dominique Spiegowski, Mount Sinai, NY

Advanced Education for Paramedics (up to \$2,000)

Rachel Tank, Denham Springs, LA
Sean Ralston, Atlanta, GA

Columbia Southern University Online Degree Program (up to \$13,500)

Daniel Teague, New Castle, DE

NAEMT ANNUAL MEETING EVENTS



NAEMT members gathered in Nashville in October for the 2018 NAEMT Annual Meeting, held in conjunction with EMS World Expo. Highlights included:

- The International Reception, to bring together our education partners and EMS leaders from around the world.
- The NAEMT General Membership Meeting and Awards Presentation, where NAEMT members and guests received updates on association initiatives and celebrated the winners of the National EMS Awards of Excellence.
- The NAEMT Member Reception, an annual gathering that gave NAEMT members and guests the chance to catch up with old friends and meet new ones.
- The Affiliate Advisory Council Meeting and Luncheon, to thank our affiliates for their support and update them on the latest national and state EMS initiatives.
- NAEMT committee meetings, during which NAEMT members participated in committee discussions and learned about committee projects.
- The NAEMT Faculty Meeting and Awards Presentation, to bring educators up to speed on updates to NAEMT courses.
- The 7th annual World Trauma Symposium, featuring presentations and panel discussions by leading trauma experts from around the U.S. and the world.



2018 AWARDS

Presidential Leadership Awards

NAEMT Presidential Leadership Awards recognize members who have gone above and beyond in supporting our association. The following recipients were recognized for their work on the PHTLS 9th edition:

- **Dr. Alexander Eastman**, PHTLS 9th edition medical director
- **Dr. Andrew Pollak**, PHTLS 9th edition textbook medical editor
- **John Phelps**, PHTLS 9th edition course editor
- **Dr. J.C. Pitteloud**, first international member of the Prehospital Trauma (PHT) Committee, and member of the 9th edition course author team
- **Nancy Hoffmann**, NAEMT education publishing director
- **Dr. Alberto Adduci** was also recognized for establishing NAEMT Italia, an organization to support and expand NAEMT courses in Italy. Adduci brought PHTLS to Italy over 25 years ago.

National EMS Awards of Excellence

The National EMS Awards of Excellence recognize those whose outstanding achievements have made a difference for their communities and the field of EMS.

- **Angela Hamilton**, Wichita, Kansas – NAEMT/Nasco Paramedic of the Year
- **Steven Kroll**, Delmar, New York – NAEMT/Braun Industries EMT of the Year
- **Stephen Meyer**, Staff Sergeant, Joint Base Lewis-McChord, Washington State – NAEMT/North American Rescue Military Medic of the Year
- **Jeremy Sonenschein**, Las Vegas, Nevada – NAEMT/Jones & Bartlett Learning EMS Educator of the Year
- **Peter Antevy**, MD, Davie, Florida – NAEMT/Bound Tree EMS Medical Director of the Year
- **Leon County Division of EMS**, Leon County, Florida – Dick Ferneau Career EMS Service of the Year (Sponsor: Ferno)
- **Virginia Beach Volunteer Rescue Squad**, Virginia Beach, Virginia – Volunteer EMS Service of the Year (Sponsor: ZOLL)



Rocco V. Morando Lifetime Achievement Award

Dr. Frank K. Butler, Jr., retired U.S. Navy captain and a founder of Tactical Combat Casualty Care (TCCC), was the recipient of the 2018 Rocco V. Morando Lifetime Achievement Award, recognizing a lifetime of commitment, contributions and leadership to EMS. Award sponsored by the National Registry of Emergency Medical Technicians (NREMT).

NAEMT Education Service Awards

NAEMT Education Service Awards are given to members of NAEMT's faculty for advancing NAEMT education in the U.S. and internationally.

- **Jeri Smith**, NAEMT Region IV education coordinator
- **Will Broughton**, NAEMT education coordinator for the United Kingdom
- **Edwin Davila**, NAEMT affiliate faculty in Ecuador
- **Rodney Lewis**, NAEMT state education coordinator for Georgia
- **Yvette Emstjo**, NAEMT national education coordinator for Sweden
- **Dr. Bengt Eriksson**, NAEMT AMLS Committee member
- **Dr. Raphael Suarez**, NAEMT affiliate faculty in Colombia

Scott B. Frame Service Award

Master Sgt. (Ret.) Harold "Monty" Montgomery received the Scott B. Frame Service Award for developing new digital tools and resources for the U.S. Dept. of Defense Tactical Combat Casualty Care (TCCC) course.

Norman McSwain Leadership Award

Larry Hatfield received the Norman McSwain Leadership Award for his leadership in the development of the PHTLS 9th edition course.

Member Benefits

NAEMT members can enjoy discounts and special offers on a variety of products and services. In 2018, we continued to work to enhance member-only benefits. New benefits added in 2018 include:

- 30% off Flying Cross apparel.
- 10% off Budget Outfitter apparel and gear.
- Free perks and discounts on travel, tickets for movies, theme parks, sporting events, concerts, and more from Entertainment Benefits Group.
- 15-20% discount from Techline Technologies on simulation and training aids and 10% off Tac-Med gear.
- Student loan refinancing at competitive interest rates for healthcare professionals from Laurel Road Bank. Qualifying NAEMT members receive a \$300 sign-on bonus.

These new opportunities were added to the 2018 benefits package available to NAEMT members.

Education & Training

- \$125 discount on registration for EMS World Expo.
- 20% off NAEMT instructor resources from Jones & Bartlett Learning Public Safety Group.
- 15% off Recert.com online courses.
- 15% tuition discount on online classes with Columbia Southern University.
- 30% off Health Care Provider CPR Interactive online CE program from Jones & Bartlett Learning Public Safety Group.
- 30% off eACLS online CE program from Jones & Bartlett Learning Public Safety Group.
- 30% off on STEMI Recognition course from Apex Innovations.
- Voucher for up to \$15 to apply to any NAEMT continuing education provider course.
- Exclusive NAEMT scholarship opportunity for online degree program with Columbia Southern University.
- Education scholarship eligibility to advance your EMS career or complete your degree.

Apparel & Gear

- Up to 40% discount on select 5.11 Tactical merchandise.
- 20% or more off WorldPoint Trauma EC2 Training Kits.

Publications & Subscriptions

- 60% off *Prehospital Emergency Care* journal.
- 15% discount on *Journal of Special Operations Medicine* publications.
- Free *NAEMT News* quarterly newsletter.
- Free *NAEMT Pulse*, monthly e-newsletter.
- Member Portal access on the NAEMT website.
- Email alerts and information on important EMS issues.

Technology & Electronics

- Dell discounts and specials on computers, electronics and accessories.
- 20% off Skyscape EMS mobile apps.
- More than 20% off annual subscription to FitResponderFitness.com, plus mobile application and free e-book.
- Members-only package on MedicAlert emergency medical information and identification services.

Professional & Personal

- \$10,000 in Accidental Death & Dismemberment insurance coverage.
- Up to 80% off on over 93,000 products at Office Depot or OfficeMax.
- Eligibility to vote in the NAEMT Board of Directors elections.
- Eligibility to serve on an NAEMT Committee.

Travel & Entertainment

- Complimentary HotelEngine membership for an average of 26% off public rates at more than 150,000 hotels globally.
- Up to 20% off the best available rate at Wyndham hotels.
- Up to 30% off rental cars from Hertz and free Hertz #1 Club Gold membership.
- 7% off base rates on car rentals from Dollar/Thrifty.

Agency Benefits

We also offer a package of benefits to EMS agencies that choose NAEMT agency membership. Each agency membership includes 10 individual memberships with full benefits, and additional members may be added at group pricing. In addition, agencies receive discounts and special offers.

- New in 2018: 20% discount on simulation and training aids, and 10% discount below MSRP for Tac-Med gear from Techline Technologies.

- Paid membership to the Savvik Buying Group.
- 15% off Recert.com online courses and free employer dashboard reporting.
- Up to 33% off retail price on EMS uniforms from Red the Uniform Tailor.
- Discounts on products and services from Mac's Lift Gate.
- 20% off Page, Wolfberg & Wirth products.
- 15% off Fit Responder one-day fitness class for EMS practitioners or two-day Train-the-Trainer EMS Fitness and Injury Prevention class.
- Up to 45% off Keurig Machine and K-Cup packages from Better World Brands.
- 10% off (up to \$2,500) on a single purchase from EMS Innovations line of emergency medical supplies, disaster mitigation products, and personal protection, hazmat and response recovery products.
- Up to a 25% off General Communications portable and mobile two-way radios and pagers.
- Discounts on AEDs from Cardiac Science: Powerheart G3 AED Pro Package* - \$1,999 (retail \$3,245); Powerheart G3 AED Plus Package* - \$1,345 (retail \$2,095). Package includes two sets of adult pads, carry case, ready kit and battery.
- 35% off all ClearCollar fully transparent non-adjustable and adjustable adult and pediatric cervical immobilization extrication collars, for a savings of at least \$130 per case.
- 10% off each month on Certified Ambulance Group billing services (up to \$3,000 within a year).
- 20% off AmbuTrak on barcode printing and barcode scanning equipment for its Inventory & Asset Management Services.
- 10% off CentreLearn Standard or CentreLearn Complete Learning Management system or an annual group subscription to the NAEMT online learning system powered by CentreLearn (up to \$1,500).

Financial Statements

STATEMENTS OF FINANCIAL POSITION *For the Years Ended December 31, 2018 and 2017*

		2018	2017
ASSETS			
	Cash	\$ 423,809	\$ 303,066
CURRENT ASSETS	Accounts Receivable	307,657	221,482
	Prepaid Expenses	35,741	47,782
	Total Current Assets	\$ 767,207	\$ 572,330
OTHER ASSETS	Property, Furniture and Equipment, at Cost, Net	\$ 305,709	\$ 317,942
	Investments	2,297,255	2,467,813
	Utility Deposit	595	123
	Total Other Assets	\$ 2,603,559	\$ 2,785,878
Total Assets		\$ 3,370,766	\$ 3,358,208
LIABILITIES AND NET ASSETS			
	Accounts Payable	\$ 72,342	\$ 114,283
CURRENT LIABILITIES	Accrued Liabilities	37,011	33,597
	Unearned Membership Dues	221,966	213,590
	Unearned Corporate Sponsorships	110,695	48,075
	Tenant Deposits	1,100	1,900
	Total Current Liabilities	\$ 443,114	\$ 411,445
NET ASSETS	Without Donor Restrictions	2,927,652	2,946,763
Total Liabilities and Net Assets		\$ 3,370,766	\$ 3,358,208

STATEMENTS OF ACTIVITIES *For the Years Ended December 31, 2018 and 2017*

		2018	2017
SUPPORT AND REVENUES			
	Educational Programs and Royalties	\$ 1,931,871	\$ 1,678,248
	Membership Dues	406,389	344,945
	Conferences	172,210	112,369
	Corporate Sponsors	140,979	129,808
	Miscellaneous	6,500	60,971
Total Support and Revenues		\$ 2,657,949	\$ 2,326,341
EXPENSES			
	Educational Programs	\$ 131,587	\$ 108,193
PROGRAM SERVICES	Conferences	178,047	176,819
	Publications	58,272	51,940
	Awards	4,583	3,903
	Contributions	10,500	8,500
	Organizational Dues	5,610	5,610
SUPPORTING SERVICES	Administrative and General	1,721,639	1,616,892
	Membership Maintenance and Promotion	510,390	457,637
Total Expenses		\$ 2,620,628	\$ 2,429,494
Changes in Net Assets Before Investment Income		\$ 37,321	(\$ 103,153)
Investment Income (Loss)		(56,432)	197,315
Change in Net Assets		(\$ 19,111)	\$ 94,162



About NAEMT

Formed in 1975 and more than 72,000 members strong, the National Association of Emergency Medical Technicians (NAEMT) is the only national association representing the professional interests of all emergency and mobile healthcare practitioners, including emergency medical technicians, advanced emergency medical technicians, emergency medical responders, paramedics, advanced practice paramedics, critical care paramedics, flight paramedics, community paramedics, and mobile integrated healthcare practitioners. NAEMT members work in all sectors of EMS, including government agencies, fire departments, hospital-based ambulance services, private companies, industrial and special operations settings, and in the military.

NAEMT.ORG