The Cat® 12M3 motor grader and its all-wheel-drive (AWD) counterpart not only meet EPA Tier 4 Final emission standards, but also provide improved fuel efficiency and operator comfort.

**COMFORT AND CONVENIENCE**
Electronic joysticks reduce hand and arm movements by 78 percent to help reduce operator fatigue and enhance productivity. The cab features a more comfortable seat with heated and ventilated options, as well as several convenient storage bins.

**FUEL EFFICIENCY AND EMISSIONS REDUCTION**
The 12M3 motor grader meets Tier 4 Final standards using emissions reduction technology that requires no interaction by operators. Selective catalytic reduction (SCR) utilizes diesel exhaust fluid (DEF), which can be conveniently filled from ground level while machines are fueled.

Standard economy mode (ECO) saves fuel — an average of 10 percent — by reducing engine speed, so that machines work in a more efficient range.

*Contact Ziegler CAT today to learn more about the benefits of adding the fuel-efficient Cat 12M3 motor grader to your fleet.*
THE IOWA COUNTY MAGAZINE

FY 2018 ISAC Annual Report

November 2018 * Volume 47, Number 11

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ISAC’s Mission:
To promote effective and responsible county government for the people of Iowa.

ISAC’s Vision:
To be the principal, authoritative source of representation, information and services for and about county government in Iowa.

ISAC members are elected and appointed county officials from all 99 counties. The Iowa County (ISSN 0892-3795, USPS 0002-150) is published monthly by the Iowa State Association of Counties, 5500 Westown Parkway, Suite 190, West Des Moines, IA 50266. Periodicals postage paid at Des Moines, IA 50318. POSTMASTER: Send address changes to rbennett@iowacounties.org. Subscriptions: $25 per year.
FROM THE
ISAC PRESIDENT

This year has been such a whirlwind of a year for me. First off, it has been a huge honor and my pleasure to serve as the ISAC President. I remember when I first was elected and started attending the ISAC conferences. I would watch the presidents speak and always thought to myself, “Wow! That’s very cool, but I could never do that.”

The year started out with a trip out to D.C. with Bill Peterson for the NCCAE Presidents and Executive Directors Meeting. One of the things that interested me most was the number of people that were surprised to hear of a Sheriff serving as president of our association. Many attendees were very interested in ISAC, and it really gave me an opportunity to toot the horns of our great state that we live in and how well Bill and the ISAC staff conduct business. People know I like to talk, and this gave me many opportunities.

In March, it was a return trip to D.C. for the NACo Legislative Conference. This event had a lot of excitement to start with as this was the time when the Nor’easter was hitting out there. So, I got on the plane in Cedar Rapids to fly to Charlotte knowing that I would be landing, and my next flight would be cancelled. We landed, and of course, while we were on the airplane we found out flights were cancelled. To add to the stress, we had to sit on the tarmac while the President’s plane came in, and then the Vice President’s plane came in. When that happens, everything comes to a standstill. Luckily, this gave Bill and Kelsey time to work their magic. They reserved a rental car for me, and off I went for a six-hour drive up to D.C. Of course, I went without luggage for 24 hours or so, but who is counting.

The rest of the Legislative Conference was interesting, and we were able to meet with a couple of our legislators. I was able to shake hands with Senator Ernst, Congressman Young, and Congressman Loebback.

Getting through the two ISAC conferences was a breeze for me because again, the ISAC staff is exceptionally good at their jobs.

This fall I had the opportunity to host the ISAC Board Retreat in Johnson County. I feel so fortunate to live and serve here and was able to show the rest of the Board and ISAC staff some of our local treasures here - including a tour of Kinnick Stadium and the National Advanced Driving Simulator.

In closing, I want to again thank all of you for the faith you have put in me this last year, and thank you to Bill and the ISAC staff for all their service. I would mostly like to echo what I have said all year long. Please go back to your counties and get those that do not see the value in attending ISAC events and drag them to the ISAC conferences and show them how much value is put in to their counties by ISAC. The more involved we get, the greater the return.

Lonny Pulkrabek
ISAC President
Johnson County Sheriff
lpulkrab@co.johnson.ia.us
ISAC Board of Directors

What They Do? Duties of the ISAC Board of Directors include:
- electing officers from the members of the Board
- serving as a liaison between ISAC and their affiliate
- developing and monitoring strategic plans
- deciding among priorities and setting policy
- recommending ISAC’s budget to members
- ensuring adequate financial resources
- selecting and supporting the Executive Director
- enhancing the organization’s public standing
- recruiting new members
- assessing board performance

Who They Are? Each of ISAC’s 16 affiliates has one seat on ISAC’s Board of Directors - except for supervisors, who have three. Three additional past presidents and NACo Board members round out the members of the Board. The ISAC Executive Committee serves a calendar year term.

Where Can I Find Out More? The ISAC website includes past minutes, agendas and more. Find them under the About tab.

Front Row | ISAC Executive Committee
Attorney . 3rd Vice President Wayne Reisetter . Dallas County
Treasurer . 1st Vice President Eric Stierman . Dubuque County
Sheriff . President Lonny Pulkrabek . Johnson County
Supervisor . 2nd Vice President Burlin Matthews . Clay County

Back Row
Supervisor . Denny Wright . Sioux County
Emergency Management . AJ Mumm . Polk County
Recorder . Joan McCalman . Linn County | Past President
Planning and Zoning . Shane Walter . Sioux County
Auditor . Melvyn Houser . Pottawattamie County | NACo
Auditor . Grant Veeder . Black Hawk County | NACo
Recorder . Kim Painter . Johnson County
IT . Joel Rohne . Worth County

Conservation . Matt Cosgrove . Webster County
Environmental Health . Joe Neary . Palo Alto County

Middle Row
Public Health . Kathy Babcock . Chickasaw County
Auditor . Peggy Rice . Humboldt County | Past President
Assessor . Jean Keller . Bremer County
Supervisor . Carl Mattes . Humboldt County
Community Services . Russell Wood . Franklin County
Auditor . Carla Becker . Delaware County

Not Pictured
Engineer . Brad Skinner . Montgomery County
Veterans Affairs . Elizabeth Ledvina . Tama County

The Iowa County - Annual Report Edition
November 2018
## ISAC FINANCIAL HIGHLIGHTS

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<th><strong>INCOME BREAKDOWN</strong></th>
<th><strong>EXPENSE BREAKDOWN</strong></th>
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<td>17%</td>
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<td>Publications</td>
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<th><strong>FY 2017</strong></th>
<th><strong>FY 2017</strong></th>
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<tr>
<td>Dues</td>
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<tr>
<td>Interest</td>
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<td>0%</td>
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</table>
**ISAC FY 2018 FINANCIAL HIGHLIGHTS**

### Current Assets
- Cash and cash equivalents: $529,304
- Investments: $1,261,278
- Accounts receivable: $200,830
- Prepaid expenses: $25,983
- Interest receivable: $9,808
- Property/Equipment (net of accumulated depreciation): $215,148
- **Total Assets**: $2,242,351

### Liabilities and Net Position
- Accounts payable and accrued liabilities: $81,880
- Due to Wellmark, Inc.: -
- Claims insured but not reported: -
- Unearned revenue: $357,028
- Compensated absences: $92,564
- Funds held for benefit of members: -
- **Total Liabilities**: $1,710,879
- **Net Assets - Unrestricted**: $531,472
- **Total Liabilities and Net Assets**: $2,242,351

### Revenue
- Conferences and meetings: $487,340
- Dues: $574,700
- Royalties: $463,250
- Investment income: $7,500
- Publications: $43,500
- Administration fees: $1,759,811
- County premiums: -
- Miscellaneous: -
- **Total Revenue**: $3,336,101

### Expenses
- Salaries and fringe benefits: $2,407,474
- Conferences and meetings: $279,375
- Board of Directors meeting expenses: $50,000
- Other board authorized fund: $2,000
- NACo conference: $20,000
- Staff travel, training, prof memberships: $55,000
- Public relations: $500
- Consulting/Professional services: $81,500
- General operating: $349,462
- Publications: $38,000
- Miscellaneous: $37,750
- Claims and premiums paid: -
- Change in claims paid but not reported: -
- Administration: -
- Wellness program: -
- County technologies clearinghouse: $5,000
- Affordable Care Act fees: -
- **Total Expenses**: $3,348,061

### Increase (Decrease) in Funds Held
- **Increase (Decrease) in Funds Held**: $11,960

### Increase (Decrease) in Net Assets
- **Increase (Decrease) in Net Assets**: $11,960

### Net Assets, Beginning of Year
- **Net Assets, Beginning of Year**: $1,494,859

### Net Assets, End of Year
- **Net Assets, End of Year**: $1,710,879

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<th>PROGRAM ACTIVITIES</th>
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<th>INCREASE (DECREASE) IN FUNDS HELD</th>
<th>INCREASE (DECREASE) IN NET ASSETS</th>
<th>NET ASSETS, BEGINNING OF YEAR</th>
<th>NET ASSETS, END OF YEAR</th>
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<td>$216,020</td>
<td>($11,960)</td>
<td>$1,494,859</td>
<td>$1,710,879</td>
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</table>
FROM THE ISAC EXECUTIVE DIRECTOR

"Association – a group of people who work together in a single organization for a common purpose."

William R. Peterson
ISAC Executive Director
bpetersen@iowacounties.org

Do you sometimes get so lost in doing what you do every day, that you forget to remember why you are doing it? When I ask people about what they are doing or how they are doing, they somehow always bring into the conversation that they feel like things have sped up for them in the past few years. It is hard to find time to look back and see if you have accomplished what you set out to do. Do you feel that way?

Annually, your association, the Iowa State Association of Counties, tries to do just that. If you have gotten this far in The Iowa County magazine for November 2018, you have probably figured that out. This report provides information on many activities that the association performs; we hope you find it enlightening. But I was wondering whether the information provided allows for you to measure whether we have successfully achieved our common purpose (see definition of association). So, I went to ISAC's Bylaws to see if I could help you answer that question.

Article I: Purposes states “The purpose of this corporation shall be to:

a. Promote efficient and economically sound county government for the citizens of Iowa.
b. Maintain a permanent organization to promote cooperation among the counties and officers of counties.
c. Study the problems of local government and assist in the application of knowledge obtained to promote the efficient delivery of local government services.
d. Assist county officials with the exchange of ideas and experiences in providing local services.
e. Collect, compile and distribute to county officials information about government and the administration of county services.
f. Study the standardization of administrative practices to increase efficiency and reduce the cost of operations.
g. Advise, cooperate with, and share information with the Iowa congressional delegation in Washington to promote the interests of and seek appropriate federal assistance for the counties of Iowa.
h. Advise, cooperate with, and share information with the Iowa General Assembly to promote the interests of county government.
i. Seek legislation that will preserve county home rule authority and vigorously oppose legislative or other initiatives that seem to limit the citizens’ right to locally determine services or governmental structure.
j. Secure cooperation among counties in matters that affect the rights and liabilities of all counties.
k. Initiate litigation to protect the rights and limit the liabilities of the counties under any constitutional provision or statute, appear as a friend of the court in any court proceeding where the rights or liabilities of the counties may be affected, and appoint or employ counsel for these purposes.
l. Cooperate with the National Association of Counties, other public and private organizations, or other units of government when appropriate to research and promote improvements in the delivery of local government services.
m. Seek financial assistance from endowments, funds established for municipal research and betterment, or from other legitimate sources to carry out the purposes of this organization.
n. Appoint and employ counsel when required to fulfill the obligations of the corporation.
o. Perform all other things necessary, proper and fitting to achieve the purposes of this organization or to provide appropriate services to member counties.

That is a pretty long list. I wonder if you can look through our annual report and identify activities that we report on that are directly related to these purposes. So make a list of purposes from a to o; write the program, service or activity related to that purpose: include your name, county and office; and send it to me - bpetersen@iowacounties.org. If you can articulate a program, service or activity for 12 of the 15 purposes, I will put your name in a hat and draw three names. The three names drawn will receive a complimentary registration to the 2019 ISAC Annual Conference.

To conclude, thank you for your service to your county and the citizens you represent; county officials and employees are the best. And, thank you for being a member of the Iowa State Association of Counties, I hope you see value in our common purposes.
**PROVIDE EDUCATION**

“ISAC has given me the tools to be an effective leader.”

“I gained a lot of knowledge that I can take back to my county and use immediately!”

“That was a GREAT conference. One of the best I’ve attended.”

ISAC MEETINGS AND EVENTS served over **4,200** attendees in FY 2018. ISAC conferences and workshops are held throughout the year. Two member-wide, annual conferences (one in March and one in August) are offered for networking, education, and affiliate meetings. Other events are offered throughout the year on timely issues affecting county officials - both in-person and online.

**Where Can I Find Out More?** The ISAC website under the Meetings and Events tab.

**SAVE MONEY GROUP HEALTH and WELLNESS**

23 counties participate in the ISAC Group Health Program and are actively involved in the Wellness Program. The Wellness Program incentives have saved county budgets **$1.39 million** in premiums, and its effects have saved countless more in the health of their employees.

**CoSTAR RESOURCE**

**Where Can I Find Out More?** The ISAC website under the Programs tab.

**GIVE AWARDS**

The Annual Golf Scholarship Fundraiser allowed for **$25,000** to be awarded to the children of county employees. The 2017 ISAC Excellence in Action Award went to Dorothy Lewis and Wayne Clinton was honored as the 2017 ISAC Golden Eagle.

**IMPACT LEGISLATION**

**HIGHLIGHTS OF THE SESSION**

- Maintaining Fiscal
- Water Quality
- Groundwater Hazard
- Security Interest Provisions
- Food Fees
- Publishing Resolutions
- Veterans Commission

ISAC also works hard defeating bills that would be of detriment to counties and their citizens.

The ISAC Government Relations Team and the Legislative Policy Committee (LPC) work together to produce a package of legislative objectives and policy statements. The LPC is made up of representatives from each of ISAC’s affiliates. Throughout the year the team is working for you!

- Online tracking tool
- ISAC Update
- Legislative Comment Form
- County Day at the Capitol
- Summary of Legislation Webinars

**YOUR VOICE AT THE CAPITOL**
**DELIVER BENEFITS**

#BACKTHEBACKFILL ISAC employed a social media and traditional media campaign to support its legislative top priority for full funding of the commercial and industrial property tax backfill. Our total social media reach was over 418,000. Video view rates topped out at 48% which blew through industry standards. The backfill remained fully funded which marked the campaign as a complete success.

*Where Can I Find Out More? The ISAC website search “backfill.”*

---

**AFFILIATE WEBSITE UPGRADE**

Affiliates transitioned communication and file storage to the web-based tool called Basecamp. Over 10 affiliates, committees, and programs are currently using Basecamp. This is a free service that is offered and supported by ISAC.

*Where can I Find Out More? The ISAC website under the Member Resources tab.*

---

**SAVE MONEY**

**HIPAA ASSISTANCE**

17 counties and 4 MH/DS regions participate in the ISAC HIPAA Program and gain benefits by pooling their money to receive services that wouldn’t otherwise be affordable. HIPAA Program members have taken advantage of countless benefits for a small annual fee. 6 webinars were conducted by a combination of ISAC staff and outside professionals, worth over $4,000 in speaker fees. Over 20 hours, the equivalent of over $5,300 of outside counsel, and far more ISAC staff time have been spent researching and answering HIPAA questions.

---

**IOWA PRECINCT ATLAS CONSORTIUM**

On January 1, 2018 ISAC began providing IPAC members with technological services, software development and maintenance, hardware support, and training. Services are covered by annual dues.

Within its current membership of 77 Iowa counties, there is potential for IPAC pollbook to be in 1,384 polling locations across Iowa.
# Iowa County Attorney’s Case Management Program

## FINANCIAL HIGHLIGHTS

### CURRENT ASSETS
- Cash and cash equivalents $288,540 $254,862
- Investments $254,583 $201,901
- Grant receivables $20,122 $8,049
- Accounts receivable $20,051 $15,641
- Prepaid expenses - $2,174

**TOTAL CURRENT ASSETS** $583,96 $482,627

**NET CAPITAL ASSETS** $27,799 $14,660

**TOTAL ASSETS** $611,095 $497,287

### LIABILITIES AND NET POSITION
- Due to Iowa State Association of Counties $21,194 $18,546
- Accounts payable $72,100 $66,955
- Compensated absences - $5,880
- Unearned revenue $260,513 $263,817

**TOTAL CURRENT LIABILITIES** $353,807 $335,198

**NET POSITION** $229,617 $89,455

### OPERATING REVENUE
- Member dues $398,030 $241,875
- Software maintenance fees $55,468 $54,061
- Grant revenue $12,073 -
- Membership user fees $48,974 $8,752

**TOTAL OPERATING REVENUE** $514,545 $304,688

### OPERATING EXPENSES
- Salaries and related benefits $187,701 $201,039
- Software maintenance $63,719 $62,162
- Office operating expenses $37,644 $18,820
- Professional fees $66,979 $42,183
- Depreciation $8,352 $9,061
- Meeting expenses $3,648 $2,110
- Travel expenses $8,426 $9,789
- Bad debt expense - $5,740
- Miscellaneous $789 $1,798

**TOTAL OPERATING EXPENSES** $377,258 $352,702

### OPERATING INCOME (LOSS)
- $137,287 $(48,014)

### TOTAL NON-OPERATING REVENUES
- $2,875 $1,168

### CHANGE IN UNRESTRICTED NET POSITION
- $140,162 $(46,846)

### UNRESTRICTED NET POSITION (beginning of year)
- $89,455 $136,301

### UNRESTRICTED NET POSITION (end of year)
- $229,617 $89,455

---

12  The Iowa County - Annual Report Edition  November 2018
ISAC began the management of the Iowa County Attorney’s Case Management Project (ICAMP) in July 2016. The mission of the project is to improve the efficiency of the prosecutor’s office in Iowa. This is accomplished through: the Prolaw legal case management software; data exchanges with various criminal justice components across the state; a charging table that contains up-to-date statutes for all Iowa criminal code statutes; and member support. There are currently 52 counties that participate and an average of five new counties are added each year. Where Can I Find Out More? The ISAC website under the Programs tab.

User Support | 33%

Support Breakdown

- Licensing
- Case Management
- Business Process Ontology
- Logic
- Policies
- Assessment
- Adage
- Microsoft Office
- Charging & Data Update Assistance
- Documents
- Forensics
- Data Exchange Assistance
- FAQ

Average Time Spent per Ticket = 1.5 hrs.

ICACMP BOARD OF DIRECTORS

Chair - Timothy W. Dille
Jefferson County Attorney

Vice Chair - Ryan Baldridge
First Assistant Webster County Attorney

2nd Vice Chair - Andrew Van Der Maaten
Winnebago County Attorney

Ronda Burnes
Tama County Office Administrator/Data Tech

Danelle Essing
Johnson County Managing Secretary

Nick Johnson
Mills County Collections Paralegal

Matthew Schultz
Madison County Attorney

Matthew Wilber
Pottawattamie County Attorney

Staff
Andrea Jansen, ICACMP Program Manager
Molly Steffen, ICACMP Customer Support Coordinator
Bailey Krebs, IT Technician

HIGHLIGHTS

Implemented
- 20% of version upgrade across the counties
- Basecamp
- Charging table update
- .NET reports across the counties
- Peer support module
- Victim Witness Data Exchange
- Spring User Trainings

Continued Work
- URL on new Data Exchanges
- Shared Server Environment

On Demand Trainings Created
- New User Training
- Collections
- .NET Reports
- Documents
- Querying
ISAC Information Technology is growing and becoming an increasing part of what we do and can offer our members in meeting technology needs. Iowa Counties Technology Services (ICTS) and the Community Services Network (CSN), which is under its governance structure, also had productive years.

**Where Can I Find Out More?** The ISAC website under the Programs tab.

### ISAC IT Staff Time Allocation

- **Program: ICTS (includes CSN)** 53%
- ISAC Operations 20%
- Program: ICACMP 15%
- Program: IPAC 9%
- ISAC Event Management 2%
- Program: SEAT 1%
- ICEASB 0%

### ICTS Advisory Board

- **Chair - Carl Mattes**
  Humboldt County Supervisor
- **Vice Chair - Melvyn Houser**
  Pottawattamie County Auditor
- Deborah L. Seymour-Guard
  Johnson County Community Services
- Jill Eaton
  Marshall County Community Services
- Michelle Fields
  Greene County IT
- Marge Pitts
  Clay County Auditor
- Suzanne Watson
  Southwest Iowa Mental Health Region CEO
- Sarah Berndt
  Southeast Iowa Link Region
- Sue Duhn
  Dickinson County Community Services

**Ex-Officio**
- Bill Peterson, ISAC Executive Director
- **Staff**
  - Jeanine Scott, IT Manager
# ICTS
## FINANCIAL HIGHLIGHTS

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$55,871</td>
<td>$133,097</td>
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<tr>
<td>Investments</td>
<td>$102,560</td>
<td>$95,251</td>
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<tr>
<td>Certificates of deposit</td>
<td>$1,277,335</td>
<td>$948,259</td>
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<tr>
<td>Dues receivable</td>
<td>$95</td>
<td>$1,120</td>
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<tr>
<td>Accounts receivable</td>
<td>$8,975</td>
<td>$2,415</td>
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<tr>
<td>Prepaid expenses</td>
<td>$5,800</td>
<td>$7,143</td>
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<tr>
<td><strong>TOTAL CURRENT ASSETS</strong></td>
<td><strong>$1,450,636</strong></td>
<td><strong>$1,187,285</strong></td>
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<tr>
<td><strong>NET CAPITAL ASSETS</strong> (LESS DEPRECIATION AND AMORTIZATION)</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$2,504,393</strong></td>
<td><strong>$2,443,789</strong></td>
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<tr>
<td><strong>NET POSITION - UNRESTRICTED</strong></td>
<td></td>
<td></td>
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<tr>
<td>Due to Iowa State Association of Counties</td>
<td>$52,421</td>
<td>$46,333</td>
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<tr>
<td>Accounts payable</td>
<td>$17,400</td>
<td>$29,985</td>
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<tr>
<td>Compensated absences</td>
<td>$14,732</td>
<td>$20,368</td>
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<tr>
<td>Unearned revenue</td>
<td>-</td>
<td>$20,425</td>
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<tr>
<td><strong>TOTAL CURRENT LIABILITIES</strong></td>
<td><strong>$84,553</strong></td>
<td><strong>$117,111</strong></td>
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<tr>
<td><strong>OPERATING REVENUE</strong></td>
<td></td>
<td></td>
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<tr>
<td>Membership dues</td>
<td>$952,697</td>
<td>$931,215</td>
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<tr>
<td>Administration fee revenue</td>
<td>$234,327</td>
<td>$28,427</td>
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<tr>
<td><strong>TOTAL OPERATING REVENUE</strong></td>
<td><strong>$1,187,024</strong></td>
<td><strong>$959,642</strong></td>
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<tr>
<td><strong>OPERATING EXPENSES</strong></td>
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<tr>
<td>Professional services</td>
<td>$29,979</td>
<td>$20,348</td>
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<tr>
<td>Administrative expenses</td>
<td>$167,794</td>
<td>$46,778</td>
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<tr>
<td>Board and committee expenses</td>
<td>$4,403</td>
<td>$7,953</td>
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<tr>
<td>CSN software maintenance</td>
<td>$15,646</td>
<td>$2,491</td>
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<tr>
<td>Staff salaries</td>
<td>$425,780</td>
<td>$202,621</td>
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<tr>
<td>Consulting fees</td>
<td>$27,550</td>
<td>$78,500</td>
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<tr>
<td>Depreciation and amortization</td>
<td>$356,055</td>
<td>$119,566</td>
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<tr>
<td>Office expense</td>
<td>$72,593</td>
<td>$67,740</td>
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<tr>
<td>Travel</td>
<td>$8,808</td>
<td>$7,240</td>
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<tr>
<td>Miscellaneous</td>
<td>$1,315</td>
<td>$23,191</td>
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<tr>
<td><strong>TOTAL OPERATING EXPENSES</strong></td>
<td><strong>$1,109,923</strong></td>
<td><strong>$576,428</strong></td>
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<tr>
<td><strong>OPERATING INCOME</strong></td>
<td><strong>$77,101</strong></td>
<td><strong>$383,214</strong></td>
</tr>
<tr>
<td><strong>NON-OPERATING REVENUES</strong></td>
<td><strong>$16,061</strong></td>
<td><strong>$6,118</strong></td>
</tr>
<tr>
<td><strong>INCREASE IN UNRESTRICTED NET POSITION</strong></td>
<td><strong>$93,162</strong></td>
<td><strong>$389,332</strong></td>
</tr>
<tr>
<td><strong>UNRESTRICTED NET POSITION (BEGINNING OF YEAR)</strong></td>
<td><strong>$2,326,678</strong></td>
<td><strong>$1,937,346</strong></td>
</tr>
<tr>
<td><strong>UNRESTRICTED NET POSITION (END OF YEAR)</strong></td>
<td><strong>$2,419,840</strong></td>
<td><strong>$2,326,678</strong></td>
</tr>
</tbody>
</table>
ISAC Endorsed Vendors are key business partners that share a common goal of providing quality services to our members. Preferred Vendors pay an annual fee to be positioned to build and deepen relationships with ISAC members.

Where Can I Find Out More? The ISAC website under the About tab.

ENDORSED ELITE PREFERRED VENDOR

County Risk Management Services, Inc.
representing

ICAP IMWCA

www.icapiowa.org www.imwca.org

ENDORSED ELITE PREFERRED VENDOR

Kingston Life & Health

www.kingstonlifeandhealth.com

ENDORSED PLATINUM PREFERRED VENDOR

Wellmark
Iowa

Wellmark Blue Cross and Blue Shield of Iowa is an Independent Licensee of the Blue Cross and Blue Shield Association.

www.wellmark.com

Endorsed Preferred Vendors

IPAIT
www.ipait.org

NACo
www.naco.org

Nationwide
www.nrsforu.org

U.S. Communities
www.uscommunities.org

ELITE PREFERRED VENDOR
IP Pathways

PLATINUM PREFERRED VENDOR
Election Systems & Software
Henry M. Adkins and Son
ISG
Matt Parrott/ElectionSource
MidAmerican Energy
Northland Securities, Inc.
Schneider Geospatial
“Solutions,” Inc.
Tyler Technologies

GOLD PREFERRED VENDORS
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Community State Bank
CoreLogic
Cost Advisory Services, Inc.
D.A. Davidson
Delta Dental
DEVNET, Inc.
Dorsey & Whitney LLP
Eagleview
Forecast5 Analytics
Galagher Asphalt Corp.
Hopkins and Huebner, P.C.
Houston Engineering
ImageTek-Inc.
ITC Midwest, LLC
Purple Wave Auction, Inc.
Speer Financial, Inc.
The Sidwell Company
Vanguard Appraisals, Inc.
Wells Fargo
Ziegler CAT

SILVER PREFERRED VENDORS
Clifton Larson Allen, LLP
Cott Systems, Inc.
Midwest Peterbilt Group
Nyhart

Find endorsed and preferred vendor advertisements throughout the magazine. They include contact information for each organization.
<table>
<thead>
<tr>
<th>MEETING/EVENT CALENDAR 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NOVEMBER</strong></td>
</tr>
<tr>
<td>15-16 ISAC Board of Directors Meeting (ISAC Office)</td>
</tr>
<tr>
<td><strong>DECEMBER</strong></td>
</tr>
<tr>
<td>2-5 ISSDA Winter School (Holiday Inn Airport, Des Moines)</td>
</tr>
<tr>
<td>12-14 ICEA Annual Conference (Hy-Vee Hall, Des Moines)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MEETING/EVENT CALENDAR 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>JANUARY</strong></td>
</tr>
<tr>
<td>16-17 ISAC New County Officers School (Sheraton, West Des Moines)</td>
</tr>
<tr>
<td>18 ISAC Board of Directors Meeting (ISAC Office)</td>
</tr>
<tr>
<td>31 Supervisors Statewide Meeting (Embassy Suites Des Moines Downtown)</td>
</tr>
<tr>
<td><strong>FEBRUARY</strong></td>
</tr>
<tr>
<td>7 ISAC Board of Directors Meeting (ISAC Office)</td>
</tr>
<tr>
<td><strong>MARCH</strong></td>
</tr>
<tr>
<td>2-5 NACo Legislative Conference (Washington, D.C.)</td>
</tr>
<tr>
<td>13 County Day at the Capitol (Iowa State Capitol, Des Moines)</td>
</tr>
<tr>
<td>14-15 ISAC Spring Conference (Veterans Memorial Community Choice Credit Union Convention Center, Des Moines)</td>
</tr>
<tr>
<td><strong>APRIL</strong></td>
</tr>
<tr>
<td>23-24 Iowa Governor’s Conference on Public Health (Airport Holiday Inn, Des Moines)</td>
</tr>
<tr>
<td>14-17 ISSDA Civil School (Holiday Inn Airport, Des Moines)</td>
</tr>
<tr>
<td>25 ISAC Board of Directors Meeting (ISAC Office)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MAY</th>
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</thead>
<tbody>
<tr>
<td>7-10 Treasurers Conference (Ameristar Holiday Inn, Council Bluffs)</td>
</tr>
<tr>
<td>15-19 NACo WIR Conference (Spokane, Washington)</td>
</tr>
<tr>
<td><strong>JUNE</strong></td>
</tr>
<tr>
<td>5-7 Recorders Summer School (Council Bluffs)</td>
</tr>
<tr>
<td>18-21 ITAG Conference (Sheraton, West Des Moines)</td>
</tr>
<tr>
<td>26 ISAC Board of Directors Meeting (ISAC Office)</td>
</tr>
<tr>
<td><strong>JULY</strong></td>
</tr>
<tr>
<td>11-15 NACo Annual Conference (Las Vegas, Nevada)</td>
</tr>
<tr>
<td>17-19 Auditors Annual Conference (Burlington)</td>
</tr>
<tr>
<td><strong>AUGUST</strong></td>
</tr>
<tr>
<td>21-23 ISAC Annual Conference (Veterans Memorial Community Choice Credit Union Convention Center, Des Moines)</td>
</tr>
<tr>
<td><strong>SEPTEMBER</strong></td>
</tr>
<tr>
<td>15-18 ISSDA Jail School (Airport Holiday Inn, Des Moines)</td>
</tr>
<tr>
<td>18-20 ISAC Board of Directors Retreat (Dubuque County)</td>
</tr>
<tr>
<td><strong>OCTOBER</strong></td>
</tr>
<tr>
<td>6-9 Assessors Fall Conference (Airport Holiday Inn)</td>
</tr>
<tr>
<td><strong>NOVEMBER</strong></td>
</tr>
<tr>
<td>20-21 ISAC Board of Directors Meeting (ISAC Office)</td>
</tr>
<tr>
<td><strong>DECEMBER</strong></td>
</tr>
<tr>
<td>8-10 ISSDA Winter School (Holiday Inn Des Moines Airport)</td>
</tr>
</tbody>
</table>
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- Claims Experience Discounts
- Wellbeing Rewards & Discounts
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- Healthcare Analytics
- Actuarial Modeling
- Human Resources and Benefits Technology
- Dedicated Service and Support Team

Kingston Life and Health
phone: 515-223-1114 fax: 515-223-9994
1755 Westlakes Parkway, West Des Moines, Iowa 50266
web: www.kingstonlifeandhealth.com
email: timothyj@kingstonlifeandhealth.com
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Dorsey’s attorneys provide specialized legal services to Iowa counties, including financing, economic development, public health, privacy laws and litigation.

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