



Quarterly Board of Directors Meeting Minutes **DRAFT** Tuesday, January 14, 2025

1. Establishment of Quorum
 - Bruce Suenram, President
 - Marvin Hill, Vice President, and Illinois State Director
 - Monte Olsen, Secretary/Treasurer
 - ~~Scott Barthelmass, Missouri State Director~~
 - ~~Bonnie Jones, Montana State Director~~
 - Jay Cross, Oregon State Director
 - Mark Jack, Texas State Director
 - ~~Lee Boling, Washington State Director~~
 - Orlanda Smith, Individual Director At-Large
 - Candy McCullough, Immediate Past President
2. The quarterly meeting of the Board of Directors of the National Association of Emergency and Fire Officials (NAEFO) was called to order at 7:06 pm Eastern Time with Executive Director Cole Arreola-Karr present and no guests present.
3. Director Jack moved that the [minutes from September 15, 2024, quarterly meeting](#) be approved and the motion passed.
4. Remarks and Reports
 - President Suenram reported that the 2025 Conference would be cancelled in lieu of summit and webinar opportunities with the American Association of Special Districts.
 - Treasurer Olsen reported that the 2024 financial report will be emailed to members of the Board.
 - Executive Director Cole Arreola-Karr reported on future summits and activities of the American Association of Special Districts.
 - Legislative Committee Chair Marvin Hill provided an update for the meeting of the Committee earlier today.
5. There was no unfinished business.

6. New Business

- Monte moved to adopt the attached NAEFO- American Association of Special Districts (AASD) Affiliation Proposal and the motion passed.
- Past President McCullough moved to renew the current Professional Services Agreement for Executive Director Services between NAEFO and Cole Karr, d/b/a Karr Advocacy Strategies with the "\$1,200" amount in Paragraph III. B. amended to "\$400".
- Treasurer Olsen reported that a proposed 2025 budget that reflects on the NAEFO-AASD affiliation, the amended Professional Services Agreement for Executive Director Services, and the cancelation of the 2025 Conference.

7. There were no reports per se from state associations other than discussion of resources that each state has sent to assist firefighting efforts in southern California.

Director-at-Large Smith announced that he has chosen not to run for re-election to the Board of Directors of the Black Jack Fire Protection District so that he can focus on his family while his spouse takes on her duties as a Representative in the Missouri General Assembly.

8. Announcements

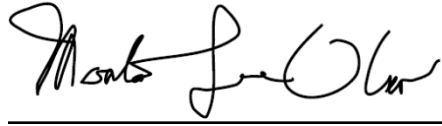
- Upcoming Quarterly NAEFO Board of Director Meetings
 - 2nd Quarter 2025: April 15, 2025, virtually at 9:00 pm Eastern (tentative until confirmed by the Directors absent from the January 14, 2025, Board of Directors meeting.
 - 3rd Quarter 2025 is yet to be determined.
 - 4th Quarter 2025: October 9, 2025, virtually at 9:00 pm Eastern
- Upcoming Events and Potential or Confirmed NAEFO presence
 - [Arizona Fire District Association's](#) Winter Training Conference on January 15th-17th at Laughlin, Nevada [presence confirmed]
 - Texas State Association of Fire and Emergency Districts' [23rd Annual Conference](#) in 2025 on February 6th – 8th at Round Rock

9. Upcoming Meeting Agenda Items

- 2025 Budget
- Review of Website Privacy [Policy 11](#)
- Review Association Committee [Policy 5](#) (to ensure harmony with Legislative Committee Policy #13)
- Adopt New Policy 14 Officer and Director(s)-At-Large Nominations

10. The meeting was adjourned at 10:27 pm Eastern Time.

Submitted by the Secretary on September 15, 2024:



Approved by the Board of Directors on _____:

NAEFO-AASD Affiliation Proposal



To: NAEFO Board of Directors
Submitted: Cole Arreola-Karr, Executive Director
Date: December 15, 2024

Summary & Intro

NAEFO has been presented an opportunity to affiliate with the American Association of Special Districts (AASD). AASD is the national association with a mission or to unite, strengthen, and advance *all* special districts. Special district managers and officials lead AASD, driving its commitment to provide much-needed governance and professional resources, to build advocacy & association capacity across states, and to leverage the two elements to ensure special districts are better recognized and understood at the state and federal levels.

Broadly, this memo recommends NAEFO's affiliation with AASD with a range of benefits accompanying the affiliation. For context, this memo outlines how the NAEFO-AASD partnership would fulfill NAEFO Strategic Plan objectives 1B, 2A, 3B, 3C, and 3D.

Further, this memo lays out (1) general program details for AASD of interest to NAEFO and its membership, and (2) a partnership proposal between AASD and NAEFO that would benefit NAEFO's independent district members, invest in NAEFO's capacity building, and possible revenue sharing.

Important Disclosure:

Karr Advocacy Strategies is not seeking to renew its contract for Executive Director services to NAEFO.

Highlights of AASD's Partnership Proposal include:

AASD pitches a range of partnership elements with NAEFO over the course of up to five years, beginning in 2025. This would ideally be bound by a memorandum of understanding.

- AASD, NAEFO district members benefit from dual membership and program/event partnerships.
- AASD offers cost share on annual dues for emergency services districts and individuals.
- Promotion of each other's events, relevant to membership.
- One joint event per year.

Introducing the American Association of Special Districts

A group of special district leaders and stakeholders recognizing the need for a strong national association of special district stakeholders cofounded AASD in August 2024. This nonprofit organization registered in the state of Colorado aims to tackle the common challenges facing special districts across the nation.

The mission is simple: ***To strengthen, advance, and unite the nation's special districts through capacity building in states and across the nation; and facilitating a robust network of trusted professional service and governance resources.***

NAEFO and AASD's missions are similar, with generally the same but different target audiences. Both organizations seek to serve special districts, whether fire, ambulance, or otherwise, to help them on governance and services issues.

There are three core elements to AASD's programming: **[1] advocacy development** in states where special districts are willing and able to forge interdistrict coalitions to solve mutual state problems; closing the Business-to-

Government gap that broadly exists among **[2] professional services** providers and special districts leaders, which are necessary to assist with efficient and compliant special district operations; and, collaborating with academic and research professionals along with state and federal partners key to **[3] elevating understanding and recognition of special districts and their services** in thousands of communities and to tens of millions of Americans.

AASD will deliver on services in a variety of ways, including:

- Up to six in-person regional governance/professional development/advocacy summits geared toward special district managers, administrators, and board members.
- Webinars covering governance best practices and professional needs. There are 24 webinar slots available.
- Biweekly email newsletters covering issues for/from a special districts perspective.
- District leader forums (virtual roundtables) throughout the year for service-specific conversations and presentations.
- Managing a network of special district stakeholders to develop state/regional organizations and build special districts' advocacy capacities.

Further, the Association is also developing partnerships to directly deliver key, relevant professional services important for special districts to AASD members, which could benefit NAEFO's members as well.

Strategic Plan Relevance. Through co-delivery of certain programming, NAEFO will have a new vehicle to reach fire, ambulance, and 9-1-1 emergency communications across new regions with fewer barriers to access. This stands to fulfill **Strategic Plan Objective 1-B: Target recruiting of new members in strategic locations to demonstrate a national presence and attract others** while fulfilling **Objective 2-A: Meet national presence requirement [for CFSI] by increasing members geographically.**

Recognizing the Importance of Fire & Emergency District Services

AASD shares NAEFO's deep concern with the under-representation of America's likely more-than-7,000 fire and ambulance districts in state and federal data and reporting, which has a range of public policy impacts.

AASD also recognizes NAEFO's established position of providing national educational resources and federal representation of nation's fire, ambulance, and 9-1-1 communications district trustees/directors.

These combined factors make NAEFO and AASD prime partners to address broader special district issues and to strengthen each other's abilities to serve our shared constituencies.

Strategic Plan Relevance. Recognition and joint marketing opportunities would fulfill **Objective 3-B** of the NAEFO Strategic Plan: *Find partnership to recognize and promote NAEFO* and afford NAEFO the ability to allocate resources gleaned from the partnership to focus on newly-established legislative initiatives, which is a sign of NAEFO's re-established strength and progress toward meeting advocacy-based Strategic Plan **Objective 3-C** and **Objective 3-D.**

Dual NAEFO-AASD Membership

Special districts (and associations) select an AASD Division to join with their membership application. With this partnership proposal: **Special districts joining the Emergency Services & Emergency Services Division would be considered dual members of both organizations.**

This carries the spirit of this partnership – to share resources, boost fire and emergency services districts’ and strengthen their governing boards, and is geared toward mitigation of any element of competition among the organizations.

Dues Revenue Sharing Options

AASD proposes to share 25 percent of base annual revenues gleaned from Emergency Services & Public Safety with NAEFO.**

The cost share arrangement is **applicable to only those special districts that are not yet members of either organization. Further, **this proposed structure is only applicable to direct AASD Regular Members** (individual special districts that are affiliated with AASD independently, and not through a state organization).

Annual Revenue*	Annual	AASD Share	NAEFO
\$0-\$49,999	\$ 50	25%	\$ 13
\$50,000 - \$99,999	\$ 58	25%	\$ 14
\$100,000 - \$174,999	\$ 66	25%	\$ 17
\$175,000 - \$249,999	\$ 76	25%	\$ 19
\$250,000 - \$499,999	\$ 91	25%	\$ 23
\$500,000 – \$749,999	\$ 110	25%	\$ 27
\$750,000 - \$999,999	\$ 131	25%	\$ 33
\$1M – \$1.49M	\$ 164	25%	\$ 41
\$1.5M - \$1.99M	\$ 205	25%	\$ 51
\$2M - \$2.499M	\$ 246	25%	\$ 62
\$2.5M - \$4.99M	\$ 296	25%	\$ 74
\$5M – \$7.499M	\$ 355	25%	\$ 89
\$7.5M - \$9.99M	\$ 443	25%	\$ 111
\$10M - \$17.499M	\$ 554	25%	\$ 139
\$17.5M - \$29.99M	\$ 721	25%	\$ 180
\$30M - \$49.99M	\$ 1,009	25%	\$ 252
\$50M+	\$ 1,513	25%	\$ 378

Promotion of NAEFO Programs

AASD would promote NAEFO legislative activities, online and in person events, and other pertinent communications to AASD members, focused on ESPS Members. Accordingly, AASD would seek 10 percent of any revenues gleaned from AASD members attending NAEFO events.

Promotion of AASD Programs

NAEFO would promote governance events and ESPS Division events to NAEFO members. Accordingly, AASD would offer 10 percent of any revenues gleaned from NAEFO members attending AASD events.

Joint NAEFO Event-AASD Emergency Services & Public Safety Summit

Under this partnership, AASD and NAEFO would collaborate on a one-day event geared specifically to fire, ambulance, and emergency services districts with programs and presentations tailored to their needs. The event, branded and promoted to AASD Members as a ‘ESPS Summit in partnership with NAEFO’ (and vice-versa) would coincide with an AASD Regional Governance Summit in AASD’s Northern or Southwestern regions (states west of the Mississippi River except for Arkansas, Iowa, Louisiana, Missouri, Nebraska, Oklahoma, and Texas).

The one-day ESPS-NAEFO Summit event would follow the Division Forum format, which are geared toward a collaboration and conversation on national, regional, and state trending issues impacting the division of districts and to hear relevant and timely programming.

Costs and revenue sharing would be finalized in January 2025.