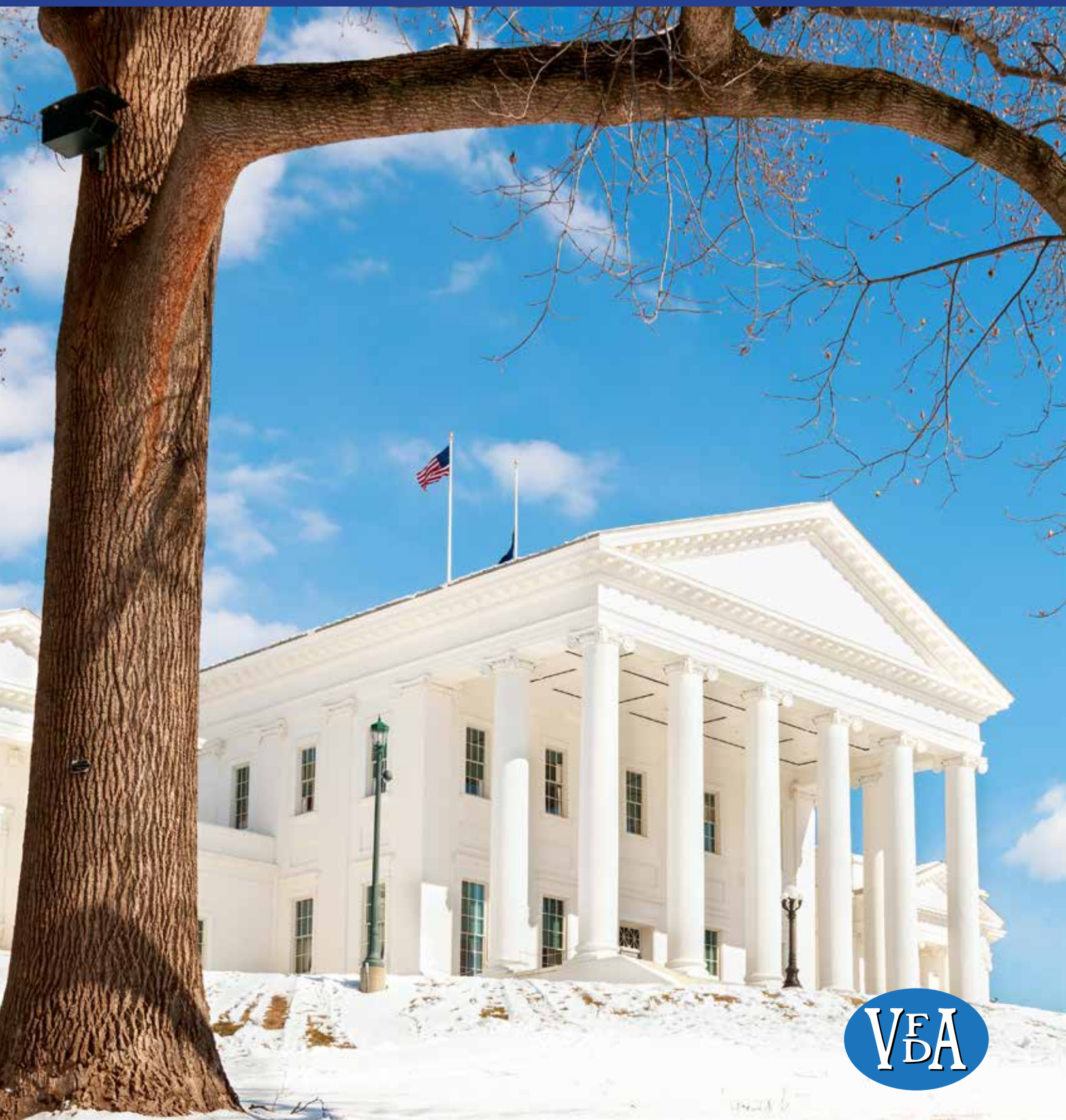


THE BULLETIN

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*Featured article written by Kevin McKay,
Mid-States Recycling and Refining*



Virginia Funeral Directors Association members visit their lawmakers at the VFDA Legislative Day on January 22, 2018.

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*130th VFDA Annual Convention
June 10-13, 2018 - Charlottesville, VA*

Be Kind, Be Brave, Be You



As we say good bye to 2017, I reflected on the how we treat people and how it is received. This may sound like I am going to give a lesson on how to behave and maybe it will be. It is really just my thoughts.

Take myself for instance, I am often perceived to be stand offish, serious, quiet, and quick witted. I am also perceived to be somewhat blunt, direct, honest and my seriousness is often construed as unapproachable and sometimes I am told my seriousness makes people nervous. In actuality I am jovial, quick witted, very kind, honest to a fault, shy at first and at times I think it takes me a while to warm up to people. I love a good conversation, good friends, good dinners, and dogs.

In 2017 there seemed to be an awful lot of discourse in the political world that has affected everyone's everyday life. To me it's a lot of hatred towards others, a leader of a nation that exacerbated that with his verbiage, his inability to speak.

In the working life, it is this discourse that affects the whole entire complex, the entire well being of your staff and eventually the business itself. That discourse is all in how we treat others and how it is perceived. I know people who have an issue with a friend, colleague and the issue is this, a second job. Not sure why most people raising a family need two incomes in today's world. In the workplace it is also direction or lack thereof. Sir Richard Branson has often says this "Train people well enough so they leave, treat them well enough so they don't want to."

As we enter 2018, changing some of this may require the second coming, if that should happen, we are all in trouble. As president of the association, I have come to meet a lot of great people who have showed me great kindness. I have been

welcomed by all, except when I knock on the door. We all do this to salesmen whether they call on the phone or knock on your door well they are just doing their job as a salesmen. When they show up they will understand if you can't meet with them show them the decency you expect and say hello quickly.

I wonder how many people actually make a new year's resolution and keep it. I tried each year and failed miserably. So I stopped making them, however as I reflected I do make them. It is not a written or spoken word. I have realized each year I try to better myself not only to strangers, but to those I know, I realized in the last year I was more eager to pass on my knowledge as a funeral professional than in years past.

I will not challenge you to do this, we all as Christians should know how to treat each other. Do unto others as you would have them do unto you. Most people know this as the Golden Rule. It really comes from Matthew 7:12.

Robert "Bob" Gallagher





New Changes Encourages Paying it Forward

Happy New Year! What a great 2018 I think we have in store for all of us. I have been busy updating ways we communicate and reach out to our membership. It is important that we stay connected. The VFDA office has made staff changes and I have enjoyed reconnecting with all of you, talking with you, and hearing about your life and families. It is a special part of my position and I truly enjoy it. I am looking forward to the webinars, continuing education, convention, and networking opportunities we have coming in 2018. Make sure you take advantage of these opportunities as many are complimentary with your VFDA membership.

In 2018, I am focused on paying it forward and helping whenever I can for those in need. We want to hear from you on how you pay it forward and how you volunteer in your community. We will highlight you in CLICKS and our quarterly newsletter. We want to hear what you are doing in your communities and share that with fellow funeral service professionals.

The Virginia General Assembly is starting up again and session started on Wednesday, January 10th. I have updated the advocacy page of the VFDA website and this will hopefully make it easier for members to navigate the legislative process and track legislative bills. We will continue to keep you updated on the legislative process and legislation.

There is a lot of information in this edition of the Bulletin. The convention brochure will be out mid-February and we have highlighted some of the amazing excursions and events we are offering this year. The Boar's Head Inn is a family-friendly resort and offers kids camps, golf lessons, and much more for the entire family. We look forward to seeing you in June for 130th Annual VFDA Convention!

I look forward to seeing you at your district meetings coming up!

Sincerely,

Lacy Whittaker

Eyes on Richmond

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Richmond

2018 VFDA Legislative Bill Tracking

HB379 Habeeb Chief Medical Examiner, Office of; collection fees.
 SB143 Spruill Mortuary science education; practical experience required.
 SB959 McDougle Disposition of unclaimed dead body; final orders of transportation and disposition.
 SB309 Cosgrove Election Death Registration System; implementation
 HB1158 Wilt Death certificates; medical certification; electronic filing; hospice.
 SB881 Spruill Board of Funeral Directors and Embalmers; membership.
 SB357 McClellan Death certificates; electronic filing required.
 SB831 Reeves Practice of funeral services; sale of certain items.
 HB1172 Pillion Overdose death review teams.
 HB1071 Heretick Health regulatory boards; electronic notice of license renewal.

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Recycling of Metals for Crematories: Some Important Questions and Some Straightforward Answers

By Kevin McKay, Manager, Medical and Technical Sales, Mid-States Recycling and Refining

The funeral home and crematory professions are ones that require a great deal of sensitivity, as you know, and the issue of the proper disposal of metal bio-waste is no exception. Being certain that post-cremation metals are handled properly has become an important issue, most notably in the past few years. I would like to offer some insight into the recycling process and at the same time answer some of the questions that I most commonly hear from you, the crematory operator.

1. Why bother with recycling at all?

As a crematory operator, you have a few choices on how to handle the metal--throw it in the garbage, bury it in the ground (believe it or not, I've actually heard that), or recycle it. As a concerned citizen, you doubtless realize that fewer precious metals need to be mined if already existing metals are available for reuse in the marketplace. As a businessperson, you also realize that some of these materials have a high intrinsic value (gold was trading near \$1,225 per troy ounce and palladium was trading near \$770 per troy ounce at the time of this writing). The issue for you is whether it is convenient and expedient for you to include recycling in your protocol.

Over the last two decades our society has become increasingly more educated about the negative environmental impact of putting heavy metals into the ground by way of landfills and garbage dumps. Doing so not only contaminates the soil and ground water, but is also against the law. Recycling has become less of an option and more of an expectation.

When referring to recycling, the term "repurpose" has become mainstream recently because it accurately describes the end result. The sectors that benefit the most from repurposing post-cremation metals are aerospace, military, automotive, medical and technology. From medical implants to circuit boards, all have a big impact on our day-to-day lives.

2. What are my choices regarding compensation?

The choice of how to handle compensation is entirely yours. If you are not interested in compensation for the metal, you can always donate it. Many crematories like to actually publicize how much they were able to contribute to a local or national charity. When the families are informed that it really isn't practical for you to incorporate the retrieval of dental prosthetics, for instance, into your protocol, and that the best option for you is to work directly with a trade refiner to properly recycle the metal, they are usually sympathetic to this approach.

3. What are the relative values of the different post-cremation metals?

When I refer to "post-cremation metals," I am grouping together

everything you might encounter---including, but not limited to, dental prosthetics, joint replacements (most commonly hip and knee), back braces, and pacemakers. The major difference in these materials is value, which is predominantly contained in the dental material.

The materials in dental prosthetics range from "high noble" alloys (containing more than 60% gold/platinum group metals, or PGMs) to "noble" alloys (containing more than 25% gold/PGMs) to base-metal alloys (containing less than 25% gold/PGMs) to alloys that are non-precious altogether. There are literally hundreds of different dental alloys on the market. In contrast, the jewelry industry uses only a handful of standards (10, 14, 18, 22, and 24 karats) that are stamped on pieces of jewelry to indicate precise mixtures of gold, copper, zinc, and silver. Dental prosthetics are not marked in this way.

4. What about the value of the metals in implants?

Virtually all of the metals you will encounter (precious and non-precious) will be classified as "native metals." These are any metal that is found in its metallic form either as pure or as an alloy, in nature. The hip and knee implants that you are likely encountering with increased frequency are made of titanium or chrome-cobalt alloys. These are classified as "high-temperature" or "refractory metals" because they are extraordinarily resistant to heat and wear. Because they are non-precious they have little monetary value and are significantly more cumbersome to deal with than dental material. These metals are widely used in industry as mentioned before so there is still a need to properly recycle them.

Because these low-grade implant metals melt at a much higher temperature than precious metals they should not be smelted together if it can be avoided. Additionally these metals are often highly resistant to homogeneously alloying with each other. The simplest way to avoid commingling these metals is to separate them by hand when putting cremains in your processor or by using a processing unit with a screen ahead of the funnel that catches small pieces. Separating out the dental material from the less valuable material in this way gives you a better handle on how much high-value material you are turning in for recycling.

5. Is it possible for anyone to "guesstimate" how much value there is in my dental material?

Trying to assess the value of dental material a crematory can generate simply on the basis of how many cremations are performed will yield only a very rough guide. Whatever you may have been told, it is not just difficult---it is impossible---to determine the value of dental material by simply looking at it.

Recycling of Metals for Crematories continues on page 8.

As mentioned previously, there are hundreds of different dental alloys, and the only way to accurately evaluate the precious metal content of a collection of dental prosthetics is by putting it through a smelting and assaying process. Smelting the metal into a homogeneous bar allows proper sampling. Once there is a sample that is representative of the whole bar, that sample can be assayed to determine the precise elemental content. If any of the steps in this process is missed or done improperly, the results will necessarily be inaccurate.

6. Bearing all these facts in mind, what criteria should I use when choosing a recycling company?

I think there are three essential criteria to provide maximal peace of mind in a process that relies so heavily on trust. First, choose a recycler that has smelting and in-house assaying capabilities. Any so-called recycler who relies on ball-park estimates rather than solid scientific techniques is inherently troubling.

Second, choose a recycler that demonstrates complete transparency. Any recycler should be more than willing to allow you to visit the facility at any time, to witness the process, provide a sample from your melt for further verification and to answer any questions you might have. You deserve the level of confidence that approach will provide. Lastly, term agreements and/or FREE equipment are a red flag. How many of you have noticed gyms and cell phone companies are shifting away from long-term agreements and allowing you to function on a month-to-month basis? Previously, they would routinely lock you into agreements that were difficult to get out of if you were unhappy. If a company is willing to give you “free” equipment in return for your metal, it seems to muddle an otherwise simple transaction. It’s also probably too good to be true. I have long subscribed to the theory that you should want to do business with a company, not feel obligated to.

I hope this has shed some light on the process of recycling and has answered some of the questions you may have had.

Thank you, SCI!

Thank you SCI for sponsoring lunch for the Virginia Funeral Directors Association Board of Directors meeting. The VFDA Board of Directors met in-person on January 18, 2018 at Fairfax Memorial Funeral Home in Fairfax, Va. We appreciate SCI sponsoring the lunch for our board members. Thank you!

Blue Ridge Funeral Directors Association

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Vice President:

Irvin Ray Sloan

Botetourt Funeral Home
iraysloan@hotmail.com

Secretary/Treasurer:

Bobby Gardner, Jr.

Gardner Funeral Home
bgardner@swva.net



Salem, VA in the fall. Photo credit www.salemva.gov.

Meetings are held on the third Tuesday in January, March, May, July, and September. Installations in July.

Share Your News With the VFDA

Do you have any professional or personal news that you would like to share with your fellow members in the "Member Moments" section of our newsletter? If so, please send it to the association office for publication in the next issue of THE BULLETIN. To be published in the next issue, please send to the VFDA office by April 13, 2018.

We welcome:

- Wedding and birth announcements (of VFDA members only).

- Updates on member's certifications, honors, promotions, or retirements.
- News about significantly completed renovations to a member's business property.
- Address changes, moving updates, etc.

Please note that news should be about members only.

Space is limited. All submissions are restricted to two to three sentences. VFDA reserves the right to edit or publish items based on content and available space.

Congratulations!



Congratulations to Trey and Brooke Finch, Finch & Finch Inc. Funeral and Cremation Service, on the birth of their daughter! Avery Camryn was born on December 11, 2017. Avery weighed 9 pounds 7 ounces and was 21" long. Big sister Austen is excited about her new baby sister.

VFDA District News

Congratulations to Central Virginia Funeral Directors Association officers: Jim Dunn, President; Janet Stephens, Vice President; and Dana Sikon, Secretary/Treasurer (not pictured) who were installed at their meeting in November.



NFDA recognizes Finch & Finch for outstanding work

Finch & Finch, Inc. Funeral and Cremation Service has been honored by the National Funeral Directors Association (NFDA) with the 2017 Pursuit of Excellence Award. Only 165 firms from around the world received this prestigious recognition, placing Finch & Finch, Inc. Funeral and Cremation Service among an elite group of funeral service providers. Pursuit of Excellence Award recipients raise the bar on funeral service excellence by adhering to the highest ethical and professional standards and providing unsurpassed service to families and communities.



funeral home must meet or exceed business standards set forth by the program and demonstrate proficiency in key areas of funeral service, such as compliance with state and federal regulations; providing ongoing education and professional development opportunities for staff; offering outstanding programs and resources to bereaved families; maintaining an active level of involvement within the community; participating and actively serving in the funeral service profession; and promoting funeral home services through a variety of marketing, advertising and public relations programs. Participants are also required to adhere to a Pledge of Ethical Practices.

To earn an NFDA Pursuit of Excellence Award, a participating

Originally published in the Altavista Journal.

Morrissett Funeral and Cremation Service Supports Stockings for Soldiers

As we turn our faces towards a bright new year, we also take time to reflect on 2017's wonderful and caring deeds. We at Morrissett Funeral and Cremation Service are so proud to be able to have been a part of Stockings for Soldiers alongside our community members.

We are incredibly grateful for the strong men and women that serve our country and wanted to give back anyway we could. This Christmas Season we partnered with local churches in our community to help fill 400 stockings to donate to Fort Lee! We are absolutely blown away by the kind hearts and giving natures within our community.



On Friday, December 15, 2017, we drove to Fort Lee and delivered an entire van full of boxes filled with stockings to USO of Hampton Roads and Central Virginia.

These stockings went to our service men and women who were unable to go home for the holidays. Thanks to our wonderful community, our soldiers had some extra warmth and comfort knowing that there are so many people who care about them, and their service and sacrifice for this country.

Below is a list of the kind-hearted churches (and one club!) who participated in our inaugural year of the program:

- Chesterfield Ruritan Club
- First Union Baptist Church Derwent Road
- Good News Christian Academy
- Hatcher Memorial Baptist Church
- Heritage Baptist Church
- Oak Grove Baptist Church
- Ramsey Memorial United Methodist
- Salem Baptist Church-Richmond, VA
- St Barnabas Episcopal Church
- Walmsley Blvd UMC
- Webber Memorial Baptist Church

Congratulations!



Congratulations to Marty White, Stover Funeral Home, on receiving his Certified Funeral Service Practitioner (CFSP) designation. Great job!

Fairfax Memorial Funeral Home Hosted Butterfly Memorial Release

On September 9, 2017, Fairfax Memorial Funeral Home hosted its first Butterfly Memorial Release. This event honors those who have passed away during the previous year. Attendees from various faiths and backgrounds came together to pay their collective respects. There was an outdoor service, a string quartet, catering, and crafts for the children.



A Creative Touch: New flower shop opens in Bassett

Amie Knowles, Martinsville Bulletin

BASSETT – “I said, ‘God, I just need to get out of the house,’” said Shirley Amos. “It’s like He opened the door and said, ‘Well, here you go.’”

Four years ago, Amos, the manager at Riverview Flowers and Gifts, didn’t think she’d ever reenter the world of floral arrangements, even though creating beautiful bouquets to send to members of the community was her passion.

“I ran my own florist in Bassett for 24 years,” Amos said. “When my husband got sick with a brain tumor, I sold it.”

While Amos wanted to care for the love of her life, she missed the people she’d come to know over nearly a quarter century in the flower shop – even though she originally had no intentions of becoming a staple in her community in that way.

“I didn’t realize I’d make a career out of it,” Amos said. “I always loved to do floral arrangements, so I bought a florist. Over, time, I decided it’s what I wanted to do.”

Over a span of more than two decades, Amos took pride in bringing smiles to faces throughout the Martinsville and Henry County area with her creative touch.

“I love seeing the happiness it brings to people to get flowers,” Amos said.

However, when her husband’s health took a scary turn, Amos knew what she had to do. She made the selfless decision to close up shop, never knowing if she’d open again.

Four years later, an opportunity she didn’t expect arose.

Paul Kennedy, Jr., a longtime friend and president of Bassett Funeral Service, purchased a building at an auction only a half-mile away from the funeral home. When Amos inquired about Kennedy’s plan for the open storefront, his answer surprised her – he intended to open a florist.

“I said, ‘You don’t know what you’re doing, boy,’” Amos told the man she’d known for more than 20 years.

While Kennedy didn’t have experience running a flower shop, he assured Amos he knew someone that did. He planned to ask that person to manage his store.

“I’ve got a good friend that owned her own florist for 24 years,” Amos recalled Kennedy’s words. “‘I’m going to ask her to come here.’ I told him that was good. He said, ‘I’m talking about you.’”

Shocked by the offer, Amos agreed to take it into consideration – but it didn’t take very long for her to come to a decision. She agreed to manage the new business venture.

“My husband’s doing good now,” Amos said. “It brings me out of a depressed life. It does me good to see smiling faces.”

On Sunday, Riverview Flowers and Gifts held a grand opening event at its new location, 3815 Fairystone Park Hwy in Bassett.



Already, business is booming.

“I know this business is going to do well because it already is,” Amos said. “Several of my churches I worked with years ago have come back, right here at the beginning.”

Several individuals from the community have also stopped by to shop and wish Amos well. The overwhelmingly positive response Amos received brought a smile to her face.

“This is just my passion and it’s so good to be back,” Amos said. “It’s like a homecoming. It really is.”

Open Mondays, Tuesdays, Thursdays and Fridays from 9 a.m. to 5 p.m. and Wednesdays and Saturdays from 9 a.m. to noon, the florist delivers to a local radius encompassing the communities of Martinsville, Collinsville, Fieldale, Sanville and Oak Level.

Riverview Flowers and Gifts offers a variety of merchandise, including silk and fresh cut arrangements, casket and standing arrangements, cemetery pieces, potted plants and gifts.

“I want to see it grow and prosper. Paul Kennedy and Daryl Martin are well-loved and do so much for this community. I want to do this to help my community,” Amos said. “I have such a love for people anyway, but it’s just wonderful to be back. I’m just so happy to be back.”

Floral arrangement orders may be placed in person or over the phone at (276) 629-1888.

MEMBER MOMENTS (con't)

Congratulations!



Congratulations to McKinley Rorrer, son of Mike Rorrer, McCoy Funeral Home and Marie Rorrer, on graduating from Radford University on December 20, 2017. McKinley earned his degree in Elementary Education.

VFDA DIRECTORY COMING SOON!

The newest edition of the Virginia Funeral Directors Association Directory will be published in March 2018. We thank everyone who has sent in updated information. The directory will be emailed to all VFDA members in good standing and a link will be available on the VFDA website (www.vfda.net).

Questions? Please contact the VFDA Office, 804-264-0505 or info@vdfa.net.

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Also available for download on the VFDA website.

NEW MEMBERS

AFFILIATE

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Virginia Funeral Directors Association Recruitment Incentive Program

Effective January 1, 2018 through December 31, 2018, you can receive \$250 dues rebate for every new member firm you sign up. Spread the word and earn some cash back!

Recruitment Incentive Program Rules

- 1. Rebates.** Dues rebates are not transferable and not exchangeable.
- 2. Eligibility and Limitations.** Participants must be a VFDA Member Firm in good standing through December 31, 2018. A limit of four (4) rebates may be paid to a firm member. Any member recruiting more than four (4) new members will earn \$250 payable to the recruiting members district. Any new member firm must remain a member in good standing for one year from the time they are approved for membership and membership dues are paid in full in order for the rebate to be credited. Newly recruited members must sign up as a member firm in order for the recruitment incentive to be awarded.
- 3. Taxes.** Recruitment incentives are considered dues rebates and not taxable income, and \$1,000 or the total amount of the recruiting member's annual dues, whichever is less. Members will not receive an IRS Form 1099 from VFDA. Districts receiving rebates are expressly prohibited from transferring any portion of those funds to the recruiting member.
- 4. Exclusions.** Members of VFDA Board of Directors and standing special committee chairs, as defined by the Bylaws of the Association, are not eligible for the individual recruitment incentive if the board member or committee chair recruits a new member while on travel being reimbursed by the Association.
- 5. Forms Submission and Deadline.** In order to be considered, a Member Firm who recruits another Member Firm must notify the VFDA office prior to the December 31, 2018 deadline. A completed and signed Member Firm application, must be approved by the VFDA Board of Directors by the December 31, 2018 deadline. Applications must be submitted electronically by scanning and e-mailing them to info@vdfa.net, or by fax at 804-264-3260. Completed and signed forms MUST be RECEIVED prior to the deadline. Membership application form is available for download and printing at www.vfda.net
- 6. Payouts.** The Association Treasurer will pay out individual recruitment incentive rebates via check no later than January 1, 2019.

Central Virginia Funeral Directors Association

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Woody Funeral Home

william.dunn@dignitymemorial.com

Vice President:

Janet Stephens

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Secretary/Treasurer:

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Richmond, VA in the fall. Photo credit River City Food Tours.

Meetings are held on the second Tuesday in January, March, May, July, September, and November. Installations in November.

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IN REMEMBRANCE

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Edna Lee Logan Sloan - December 30, 2017

CENTRAL FUNERAL DIRECTORS ASSOCIATION

John M. "Buddy" Moore - January 3, 2018
Hattie Plante Copeland - January 9, 2018
Shirley Jean Cole Quesenberry Davis - November 21, 2017
Marion Clay Smith - November 9, 2017

SHENANDOAH VALLEY FUNERAL DIRECTORS ASSOCIATION

Donald DeWitt Trobaugh - January 9, 2018
Guy Chittum "Johnie" Nicely, Jr. - January 20, 2018

SOUTHSIDE DISTRICT

Ruth Henry Rothrock - January 11, 2018

TIDEWATER FUNERAL DIRECTORS ASSOCIATION

Fred Merdith Minchew - December 25, 2017

Save the Date - 2018 Service of Remembrance

Please join the Virginia Funeral Directors Association on Sunday, June 10, 2018 at 5:00 p.m. at The Boar's Head Inn, Charlottesville, for the 2018 Service of Remembrance. The service will be held during the 130th Annual VFDA Convention.

Northern Virginia Funeral Directors Association

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Adams-Green Funeral Home
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Vice President:

Joshua Weatherby

Fairfax Memorial Funeral Home
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Secretary/Treasurer:

Jae Turner

Cunningham-Turch
jeromialmorgan@gmail.com



Arlington National Cemetery in the fall. Photo credit Arlington National Cemetery.

Meetings are held on the first Wednesday in March, June, September, and December. Installations in June.



ADVERTISER OPPORTUNITIES



The **VFDA** is the leading state trade association for the funeral profession. Advertise today in our online membership directory, website: www.vfda.net, and in our Bulletin magazine! The Bulletin is one of our most popular member benefits, reaching over 400 member firms. Don't miss out on these opportunities to reach Virginia's funeral professionals with your product and service messages! **All funeral homes as well as suppliers can advertise with us.**

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Signature: _____

PUBLICATION	ADS DUE
The Bulletin APR MAY JUNE	04-13-2018
The Bulletin JULY AUG SEPT	07-13-2018
The Bulletin OCT NOV DEC	10-12-2018
VFDA Membership Directory	01-12-2018

*Prices are prorated for remaining issues.

INSTRUCTIONS:
Mail this form with payment information to: VFDA, P.O. Box 395, Hanover, VA 23069 or email to info@vfda.net.

ART FILE FORMATS:
Please send your ad as an email attachment in one of the following high resolution formats: PDF or JPG (300 dpi at print size) to info@vfda.net. Microsoft Word format is not preferred.

QUESTIONS?
Virginia Funeral Directors Association Office
804-264-0505
info@vfda.net



Virginia Funeral Directors Association (VFDA)

LEGISLATIVE UPDATE

January 2018

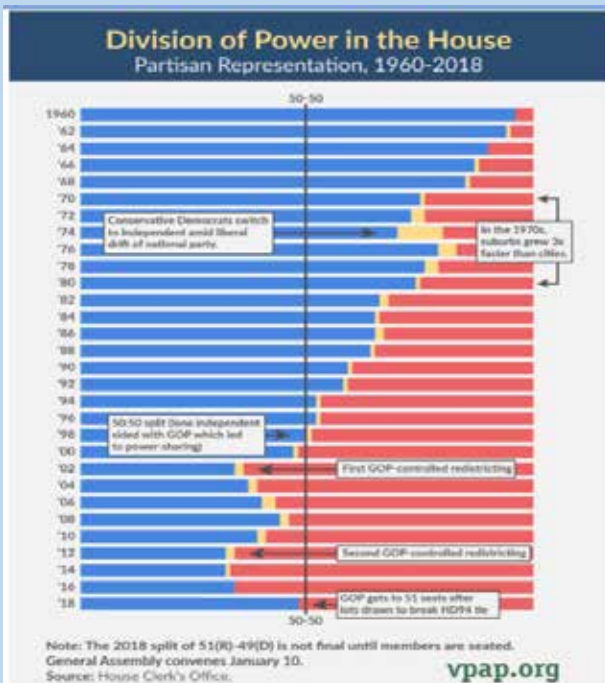
The Elections Are Over – The Winners Are:

The elections are done, but not without its drama. The top of the ticket was pretty straight forward. However, the House was a little more filled with drama.

A TOP OF THE TICKET SWEEP



In what was a surprise to *everyone*, Democrats nearly took the majority in the House. Fourteen Republican seats were lost and for a few weeks, the balance of power teetered between a one-vote lead for the Democrats, then the Republicans and ultimately was determined to be a tie. The Republicans prevailed and have a 1-member lead in the House.



The First Day of Session Goes Off Without a Hitch

Delegate Kirk Cox was unanimously elected Speaker of the House of Delegates on Wednesday, January 10, 2018, and all members were sworn in for their two-year term.

New Members sworn in on January 10, 2017 are:

- Delegate Dawn Adams, D – 68th
- Delegate Hala Ayala, D – 51st
- Delegate Emily Brewer, R – 64th
- Delegate Jennifer Carroll-Foy, D – 2nd
- Delegate Lee Carter, D – 50th
- Delegate Kelly Convors-Fowler, D – 21st
- Delegate Kerrie Delaney, D – 67th
- Delegate Gwendolyn Gooditis, D – 10th
- Delegate Elizabeth Guzman, D – 31st
- Delegate Chris Hurst, D – 12th
- Delegate Jerrauld Jones (Jay), D – 89th
- Delegate Mike McGuire, R – 56th
- Delegate David Reid, D – 32nd
- Delegate Debra Rodman, D – 73rd
- Delegate Danica Roem, D – 13th
- Delegate Robert Thomas (Bob) R, 28th
- Delegate Cheryl Turpin, D – 85th
- Delegate Schuyler VanValkenburg, D – 72nd

Helpful Information

Virginia Funeral Directors Association: <http://www.vfda.net/>
Who's My Legislator: <http://whosmy.viriniageneralassembly.gov/>

VFDA Legislation for the 2018 Legislative Session (And other legislation filed by House and Senate Members)

EDRS: As we reported in our last newsletter that our lobbyists, Julia Hammond and Angie Bezik, have reached out to the lobbyists for two hospice associations. Matt Cobb of Williams Mullen represents Virginia Association for Home Care and Hospice and Becky Bowers Lanier represents Virginia Association for Hospices.

Julia and Angie have continued to reach out to Mr. Cobb and Mrs. Lanier; however, after an initially positive meeting, Matt and Becky have not been responsive to multiple attempts to continue dialogue. We should expect that the legislation VFDA supports as its lone 2018 Legislative Agenda item will meet some pushback from these organizations.

Delegate Tony Wilt has stepped up once again to be a champion for VFDA by agreeing to be our patron. Senator John Cosgrove, who has also always been supportive has agreed to patron the same bill in the Senate. They are [HB1158](#) and SB309. (Due to a glitch in Legislative Services, SB309 was drafted as another piece of legislation and will be corrected either by an Amendment in the Nature of a Substitute (the right language for the entire bill in place of this language) or by striking SB309 and using one of the extra slots for legislation that Senator Cosgrove has available.

The legislation will require that hospice service provides who accept Medicaid to fund their services must require their

physicians to register and use the EDRS to file/sign death certificates.

Other legislation that has been filed includes a good news/bad news component. The good news is that VFDA members are reaching out to their legislators! The good news is that their legislators are listening! Based on outreach by Oakey Funeral Home to Delegate Head, legislation was filed with the intent to urge physicians to use EDRS. The not so good news is that Delegate Head's creative thinking ends up allowing physicians to opt out of EDRS. Outreach to Delegate Head's office was received warmly by his Legislative Aide, and our lobbyists will be meeting with Delegate Head personally to discuss. We appreciate so much Delegate Head's efforts to assist the use of EDRS by all.

Senator Jennifer McClellan has filed, by request, legislation ([SB357](#)) that would require mandatory use of EDRS. We of course support that, but to date, such legislation has met strong opposition from the Medical Society of Virginia.

There are also bills that establish Overdose Death Review Teams, which could possibly include funeral directors as members of the statewide and local teams.

SOCIAL SECURITY ADMINISTRATION:

Julia and Angie have reached out several times to the Social Security Administration for their direct assistance in support of our hospice legislation. They have

been non-committal to date, but have agreed to talk in person about it now that the holidays are over, and they are available to meet. It is our hope that they will either draft something official or speak to the need to increase the number of EDRS users.

New Committee Make Up in the House: Due to the election outcomes and the drastically different margin of majority, the makeup of the committees must change. Our legislation typically goes to Health, Welfare and Institutions; however, sometimes we end up in Commerce and Labor, Courts, or Appropriations. The following are the hyperlinks to those committees.

HOUSE:

[Appropriations](#)

[Commerce and Labor](#)

[Courts of Justice](#)

[Health, Welfare and Institutions](#)

SENATE:

[Commerce and Labor](#)

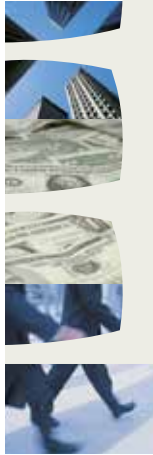
[Courts of Justice](#)

[Education and Health](#)

[Finance](#)



Larry Spiaggi, VFDA Legislative Co-Chair and Zachary Wood, Legislative Aide to Speaker of the House, Delegate Kirk Cox.



Continuing *education*

Virginia Funeral Directors Association

- **Tuesday, March 6, 2018 Holiday Inn Tanglewood Roanoke, 4468 Starkey Road, Roanoke 24018**
- **Thursday, March 22, 2018 Hampton Inn by Hilton Ashland, 705 England Street Ashland Virginia**

Schedule of Events

9:15-9:45 a.m.	Registration
9:45-10:45 a.m.	Preneed Update, Regulatory Support Services (1.0)
10:45-11:45 a.m.	Virginia Laws & Regulations, Lynne Helmick, Virginia Board of Funeral Directors and Embalmers (1.0)
11:45 -12:30 p.m.	Lunch (provided)
12:30-1:30 p.m.	Importance of Personalization, Todd Dean, Wilberts of Virginia and Richie Boudreau, Warfield-Rohr Casket Company, Inc. (1.0)
1:30-2:30 p.m.	Life-Cycle Celebrant, Rev. Barbara Watts, RN, Certified Life-Cycle Celebrant (1.0)
2:30-3:30 p.m.	Social Security and EDRS, Inez N. Loyd, Public Affairs Specialist, Social Security Administration (1.0)

**Registration Fee: \$165 for VFDA Members
\$265 for Non-Members
Includes 5 continuing education course credits and lunch**

****Classes must have a minimum of 10 attendees per class. If classes do not reach the minimum one week prior to the scheduled class date, the class will be canceled. ****

Questions? Contact the VFDA office at (804) 264-0505. Please return registration forms to P.O. Box 395, Hanover, VA 23069, fax to (804) 264-3260 or e-mail info@vfda.net.

Registration form can be found online, www.vfda.net.



This year's Virginia Funeral Directors Association Convention will be one you won't want to miss. The 130th Annual VFDA Convention will be taking place at the Boar's Head Inn in Charlottesville, Va. Charlottesville is the home of the University of Virginia and Thomas Jefferson's mountain-top plantation, Monticello. The city is a gateway to Shenandoah National Park, along a section of the Blue Ridge Mountains. While you're in town with your family, there are plenty of activities from golfing, site-seeing, wineries, and more! The VFDA Convention committee is working hard to finalize the schedule of events, outings, and programs!

Get the most up-to-date information from the VFDA website (www.vfda.net).

Sunday, June 10, 2018

Times and events are subject to change.

- 8:00 a.m. - 8:30 a.m. Service of Remembrance Choir Practice
- 9:00 a.m. - 10:00 a.m. Board of Directors Meeting
- 11:00 a.m. - 2:00 p.m. Barboursville Vineyards Private Wine Tasting & 3-Course All-Inclusive Lunch with Wine Pairing (ticketed event, pre-registration required)
- 11:00 a.m. - 2:00 p.m. Skeet Shoot Outing (ticketed event, pre-registration required)
- 11:00 a.m. - 4:00 p.m. VFSA Golf Outing, Birdwood Golf Course
- 10:00 a.m. - 4:00 p.m. Registration, Pavilion Lobby
- 4:00 p.m. Check-in, Boar's Head Inn
- 5:00 p.m. Service of Remembrance
- 6:00 p.m. - 7:00 p.m. President's Welcome Reception
- 9:00 p.m. - 11:00 p.m. Hospitality Suite - President's Suite

Monday, June 11, 2018

Times and events are subject to change.

- 9:00 a.m. - 2:00 p.m. Registration, Pavilion Lobby
- 9:00 a.m. - 4:00 p.m. Exhibitor Set-up (light refreshments)
- 9:00 a.m. - Noon Civil War Tour (ticketed event, pre-registration required)
- 9:00 a.m. - 10:00 a.m. Opening Session - Bruce Goddard, Senior Managing Director, Dignity Memorial (1.0 Continuing Education Credit)
- 10:00 a.m. - 11:00 a.m. Succession Planning, Chris Goebel, Crossroads Advisers (1.0 Continuing Education Credit)
- 11:00 a.m. - Noon "Virginia Laws and Regulations," Lynne Helmick, Virginia Board of Funeral Directors and Embalmers (1.0 Continuing Education Credit)
- Noon - 1:30 p.m. Networking Lunch (ticketed event, pre-registration required)
- Noon - 1:30 p.m. Past Presidents Luncheon (by invitation only)
- 1:30 - 2:30 p.m. REVIVE Program, How to administer and safely use NARCAN if needed regarding the Opioid Crisis, Laura P. Kornegay, MD, MPH, Health Director, CSHD
- 5:30 p.m. - 6:30 p.m. Exhibit Hall Opening and Cocktail Reception
- 6:30 p.m. Dinner on your own (opportunity for vendors to take out clients)
- 9:30 p.m. - 11:00 p.m. Hospitality Suite - President's Suite

Convention Schedule continued on page 20.

Convention schedule continued from page 20.

Tuesday, June 12, 2018 Times and events are subject to change.

7:30 a.m. - 2:00 p.m. Registration
8:00 a.m. - 9:00 a.m. Annual Business Meeting (1.0 Continuing Education Credit)
9:00 a.m. - 10:00 a.m. Certified Funeral Service Practitioner, Patty Hutcheson, Executive Director, Academy of Professional Service Practice, Inc. (1.0 Continuing Education Credit)
10:00 a.m. - Noon Exhibit Hall Open
11:00 a.m. - Noon Strolling Lunch on the Exhibit Hall Floor*
Noon - 1:00 p.m. "Preneed," Regulatory Support Services (1.0 Continuing Education Credit)
1:00 p.m. - 2:00 p.m. Closing Session, Bruce Goddard, Senior Managing Director, Dignity Memorial (1.0 Continuing Education Credit)
7:00 p.m. Cocktail Social
7:30 p.m. - 9:30 p.m. Banquet and Awards Ceremony (ticketed event, pre-registration required)
*Door prizes and a grand prize drawing will take place while the exhibit hall is open. Must be present to win.

Wednesday, June 28, 2017 Times and events are subject to change.

8:00 a.m. NFDA Crematory Operators Training, Mike Nicodemus, NFDA (7.0 Continuing Education Credits)
*Additional activities and excursions may be made through the Boar's Head Inn concierge. Travel brochures will be provided in the registration bags.

130th Annual VFDA Convention Room Reservations Now Open!

Booking Link: <https://gc.synxis.com/rez.aspx?Hotel=79183&Chain=22591&template=RBE&shell=RBE&arrive=6/8/2018&depart=6/13/2018&adult=1&child=0&group=10U43A>

The Virginia Funeral Director Association (VFDA) room block is for check in on June 8, 2018 and check out on June 13, 2018. If you need dates before or after, or more than two rooms, please call Boar's Head Reservations at (866) 996-7504 to speak to a reservation agent. Reference the Virginia Funeral Directors Association. To make your reservation online, please reference booking Code 10U43A. If there are any questions about an existing reservation, please contact a member of our Reservations Team at (855) 452-2295 or email reservations@boarsheadinn.com. If any of you would prefer to reserve via phone, please call Boar's Head Reservations at (866) 996-7504 8am – 8pm for assistance.

Shenandoah Valley Funeral Directors Association

President:

Jay McIntyre

McMullen Funeral Home
mcmullenfh@comcast.net

Vice President:

Bradley Howdyshell

Thacker Brothers Funeral Home
bradley@thackerbrothers.com

Secretary/Treasurer:

S. Jonathan Hines

Coffman Funeral Home
sjhines.coffmanfuneralhome@gmail.com



Main Street in Appomattox, Va at dusk. Photo credit Mike Doss.

Meetings are held on the third Thursday in January, March, May, September, and November. Installations in May.

Virginia Funeral Directors Association Foundation RAFFLE during the VFDA 130th Annual Convention!



Step right up and get your raffle tickets!

You aren't going to want to miss out on these great cash prizes!

First Place Winner gets \$1,000, Second Place Winner gets \$500, and Third Place Winner wins \$250!!

It's only \$10 a ticket and all worth it for the win!

Tickets will be drawn on June 12th at 7:00 p.m.

You can fill out the information below OR buy your tickets on the VFDA website under the Events—> Convention tab!

Please fill out the information below

Name: _____ Funeral Home/Business: _____

Phone: _____ Email: _____

Payment Information

Number of Tickets: _____ Cash/Card/Check Amount: _____

Card Number: _____ Exp. Date: _____ 3-4 Digit Code: _____

Signature: _____

If you would like to turn in your Raffle flier prior to the 130th Annual Convention, you can send it to

VFDA

P.O. Box 395

Hanover, VA 23069

Or fax it to 804-264-3260

Or email it to info@vfda.net

If you send it via mail/email/fax, we will have your ticket ready when you arrive at the registration table



Virginia Funeral Directors Association Foundation
presents

***Leadership
Development Day
and
VFDA Night at
The Diamond***



May 10, 2018
Leadership Program - 1:00 pm
Flying Squirrels vs Trenton Thunder - 6:35 pm
The Diamond
3001 N. Boulevard
Richmond, VA 23230

To register, visit the VFDA Foundation website:
https://www.vfda.net/wp-content/uploads/2018/01/vfda_leadership_day_2018.pdf



Join Today!

Your \$300 Membership Fee will be donated to the
VFDA Foundation



BETA CAPITAL CORP.



Call (877) 785-2990 or Email Today info@tmfh.com

www.TMFH.com

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**130th Virginia Funeral Directors Association Convention
June 10-13, 2018
Boar's Head Inn ~ Charlottesville, VA**

Convention Highlights

Fun for the Kids

On-site Child Care at The Boar's Head Inn

Please visit www.boarsheadresort.com/sports-club/child-club for the child care application form and the required documents. Child care providers will keep your little ones entertained while you enjoy Convention and excursions around Charlottesville. Child care is available Monday through Friday from 8:00 am to 7:00 pm and Saturdays from 9:00 am to 1:00 pm.



The Boar's Head Inn Sports Club Kids' Summer Camp

The Boar's Head Inn Sports Club Kids' Club is a state-licensed program designed for children. Kids spend the day learning about nature and enjoying water activities at the Boar's Head Sports Club. Visit www.boarsheadresort.com for more information and to sign-up!

Golf Lessons at the Birdwood Golf Course

Junior private lessons are available at the Birdwood Golf Course. Private lesson rates for the Juniors are one (1) 30 minute lesson - \$30 or four (4) 30 minute lessons for \$100. Visit www.boarsheadresort.com/golf/instruction to sign-up for private or group lessons.



The Virginia Funeral Directors Association's 130th VFDA Convention is packed with fun experiences for the whole family. Below are a few of the fun adventures you can experience during the 130th Annual Convention:



Barboursville Vineyards Private Wine Tasting & 3-Course All Inclusive Lunch with Wine Pairing

Situated on the broad, rolling plateau and foothills of the Southwest Mountains in the Virginia Piedmont, this is an exclusive wine tasting and 3-course lunch for VFDA Convention guests only. This is guaranteed to be a wonderful wine tasting and dining experience like no other.

Civil War History Tour

Half-day excursion into central Virginia's Civil War past with award-winning historian, Rick Britton. You will hear how Charlottesville helped the Confederate war efforts the American Civil War.



VFDA Convention Highlights continued on page 25.



Virginia Funeral Sales Association Annual Golf Outing

Join colleagues and friends at the Birdwood Golf Course, a nationally acclaimed, 18-hole course with stunning Blue Ridge Mountain views, breathtaking vistas, and challenging golf. A par-72 championship course, Birdwood also features meals and lighter fare at the Birdwood Grill, as well as a fully stocked Pro Shop offering an extensive line of world-class equipment, apparel, and accessories.

Skeet Shooting

The skeet shooting "learn to shoot" experience is tailored to all skeet shooting skills, from the most skilled shooters to beginners. This is a great opportunity to network with colleagues and friends while enjoying a day of shooting.



130th Annual VFDA Convention Sponsorship Opportunities

Levels of Sponsorship: To become a sponsor, contact the VFDA Office: (804) 264-0505 or info@vfda.net.

Platinum \$4,001 - \$10,000

- Listing on website/Bulletin/convention materials and signage
- 8 drink tickets for Monday evening
- 4 tickets to the Inaugural Banquet and Awards Ceremony

Gold \$2,001 - \$4,000

- Listing on website/Bulletin/convention materials and signage
- 4 drink tickets for Monday evening
- 2 tickets to the Inaugural Banquet and Awards Ceremony

Silver \$500 - \$2,000

- Listing on website/Bulletin/convention materials and signage
- 2 drink tickets for Monday evening

Southside Funeral Directors Association

President:

Paul Spiggle

Robinson Funeral Home, Appomattox
spigglefam@aol.com

Vice President:

Butch Gatewood

Norris Funeral Services
butch.1947@hotmail.com

Secretary/Treasurer:

Les Powell, III

Powell Funeral Home, South Boston
lespowell111@gcronline.com



Danville, VA in the fall. Photo credit www.danvilleva.gov.

Meetings are quarterly and determined by district. Installations in May.



Virginia Funeral Directors Association

The mission of the VFDA PAC is to educate lawmakers on the important issues with the views and interests of all Virginia funeral service professionals. We believe it is crucial to our profession to gain legislators support and intend to do so through the PAC.

Tel: 804-264-0505

VFDA Political Action Committee

How Does a PAC Work for You?

- Allows VFDA to educate members of the Virginia General Assembly on the needs of funeral service professionals and securing their support.
- Allows VFDA to concentrate efforts on lawmakers who are members of the committees critical to funeral service issues.
- Gives VFDA representatives the opportunity to see key Virginia lawmakers at their campaign events and discuss our positions on important issues.
- Raises the visibility of funeral service provider's views, interests and concerns among lawmakers.

Importance of a Strong PAC

- A strong VFDA PAC is an important tool for building our relationship with Virginia's lawmakers to hear our voice and be heard each Virginia General Assembly session.
- Our PAC must have the resources available to help counter the message of those other groups.

How Do Politicians Use PAC Money?

Politicians cannot use official state resources (i.e. your tax dollars) toward their campaigns, so they rely on money contributed by individuals and PACS for campaign funds. PAC contributions are used to pay for campaign staff, commercials, signs, handouts, etc. Campaign money is heavily regulated and policed by the State Board of Elections.



Virginia Funeral Directors Association

P.O. Box 395
Hanover, Virginia 23069
Phone: 804-264-0505
Fax: 804-264-3260
E-mail: info@vfda.net

By law, the VFDA PAC is not allowed to accept funding from the VFDA trade association. The PAC must raise its funds separately. **One hundred percent of contributions goes directly to candidates' campaigns to promote the visibility of your issues in Virginia.**

Name _____

Address _____

Phone _____

Method of Payment

Check MasterCard

Visa Discover

AmEX

Credit Card # _____ Exp. date _____

Signature _____ 3-digit Code _____

Contributions to the PAC are completely voluntary.

- I wish to donate \$48.00 to the VFDA PAC Fund
- I wish to donate \$_____ to the VFDA PAC Fund
- I wish to donate \$4 per month per firm employee

Please make checks payable to the VFDA PAC. Members are free to contribute any amount or no amount without reprisal. VFDA PAC contributions are not tax deductible. Individual and corporate contributions are welcome.

The Virginia Funeral Directors Association is calling for nominations for Board of Directors positions. As a reminder, to serve as a board member, your funeral home must be a member in good standing with the association. If you are interested in serving, please contact your district representative or the VFDA office. All nominations are due to the VFDA office by March 1, 2018.

Virginia Funeral Directors Association Board of Director Positions:

- Second Vice President, Southwest District
- Southwest District Board Representative (3 year term)
- Blue Ridge District Board Representative (3 year term)
- Shenandoah District Board Representative (3 year term)
- Southside District Board Representative (3 year term)
- Two Vacancies - At-Large Directors (2 year term) - All districts can submit names for the at-large director positions.
- Secretary-Treasurer - All districts can submit names for the secretary-treasurer position.
- Virginia Funeral Supply Association Representative (1 year term)

If you have any questions regarding any of the VFDA Board of Directors vacancies or would like to serve, please contact the VFDA office (804-264-0505).

Are you taking advantage of the membership benefits offered by the Association?

- Contact OneDigital if you are looking for help with your health insurance renewal: <http://onedigital.com/r/richmondVFDA>
- Join us for a Office Depot Member Benefit Webinar on Wednesday, July 18, 2018 from 10:00 - 10:30 am to learn about the advantages of buying your office supplies through the VFDA Office Depot/Office Max member benefit program. Sign-up for the free webinar today to learn more: <https://attendee.gotowebinar.com/register/678163767180323073>

Southwest Funeral Directors Association

President:

Jamie Broadwater

Gate City Funeral Home

Gate City

jamie@gatecityfuneral.com

Vice President:

Vacant

Secretary/Treasurer:

P. Martin Hagy

Hagy & Fawbush Funeral Home Inc.

Norton

info@hagyfawbush.com



Flag Rock pathway in Norton, Va the fall. Photo credit www.nortonva.gov.

Meetings are held on the third Thursday in March, June, September, and December. Installations in June.

Past Presidents Council Scholarship

VFDA is offering college scholarships to future funeral directors and those in the funeral profession. Scholarship(s) will be awarded each year based on the amount previously approved by the Past Presidents Council. Applicants will receive consideration without discrimination of race, creed, color, sex, age, marital status, national origin, or handicap. Tell your friends! Apply today! All applications/essays must be postmarked by May 11, 2018.

Qualifications for Scholarship:

1. Virginia resident.
2. Employed and endorsed by a VFDA member firm in good standing.
3. 2.0 grade point average (on 4.0 scale)
4. Written essay with the theme: "Why I Chose Funeral Service as My Profession." No less than 1,000 words and not to exceed 2,500 words. Essays must be typed, double-spaced, with one-inch margins. Essays containing excessive spelling, punctuation, or grammatical errors will be subject to automatic disqualification.
5. All applications/essays must be postmarked by May 11, 2018. Late or incomplete applications will not be considered.
6. Scholarships will be awarded at the sole discretion of the Scholarship Committee of the Board of Trustees of the Virginia Funeral Directors Association Foundation based on the evaluation of the above named items. All scholarship awards will be paid directly to the college where recipient is enrolled.

Scholarship applications are available on the VFDA website, www.vfda.net.



2017 Past Presidents Council Scholarship winner, Douglas Johnson, Smith and Williams Funeral Home and Chairman of the Board of Trustees David L. Arritt, Arritt Funeral Home, at the 129th Annual VFDA Convention.

Tidewater Funeral Directors Association

President: Patricia Louis

Woodlawn Funeral Home, Norfolk
 eplouishorizon@msn.com

1st Vice President: Steven Felton

Community Funeral Home, Norfolk
 stevenfelton30@yahoo.com

2nd Vice President: Donna Price

Nelsen Funeral Home, Williamsburg
 donna.price@sci-us.com

Secretary: Jamie Karpa

R. Hayden Smith Funeral Home, Hampton
 jamiekarpa@gmail.com

Treasurer: Bryan Graves

H.D. Oliver Funeral Apt., Norfolk
 digger9822@aol.com or hdofoh@aol.com



Downtown Norfolk, Va. Photo credit to Dwayne Blackwell.

1st Year Director: Robie Gardner

Sturtevant Funeral Home, Suffolk
 sturtevant@sfhva.com

2nd Year Director: Lynda Harris

Smith & Kellum Funeral Home, Virginia Beach
 lynda.harris@sci-us.com

Meetings are held on the third Monday of the month except in June, July, August, and November. Installations in April.



• P.O. Box 395, Hanover, VA 23069 •
Phone: (804) 264-0505 Fax: (804) 264-3260 info@vfda.net

2018 Virginia Funeral Directors Association Awards Program

The purpose of the VFDA Awards Program is to recognize those who perform above and beyond the call of professional duty.

The VFDA wants to identify these individuals, to honor them publicly and to express appreciation and gratitude for their exemplary efforts. Please read each nomination form to determine if you or someone in your firm or district may qualify for an award.

**** Award recipients and their guests must be registered for the Farewell Banquet installation of officers and awards ceremony on Tuesday, June 12, 2018 at The Boar's Head Inn, Charlottesville, Virginia.**

Deadline to receive nominations is May 11, 2018.

Funeral Director of the Year

A special award bestowed upon a VFDA member. The Funeral Director of the Year is recognized for his or her professional skills and talents displayed through involvement at the local, state and national level. This award is an honor, above all others, presented to the funeral licensee by his or her peers, citing expert leadership and professional integrity displayed within the funeral service profession.

The nominee should be a funeral licensee and an association member in good standing whom has served within VFDA in various capacities, and has not received the award in the past 10 years.

The individual should have displayed a dedicated spirit, in the name of funeral service, for the collective good of the VFDA Membership and possess forethought for the Associations' future advancement.

Nomination forms will be reviewed and the recipient of the award will be determined by the Executive Committee of the Virginia Funeral Directors Association Board of Directors.

Deadline to receive nominations is May 11, 2018.

Golden Licensee Award

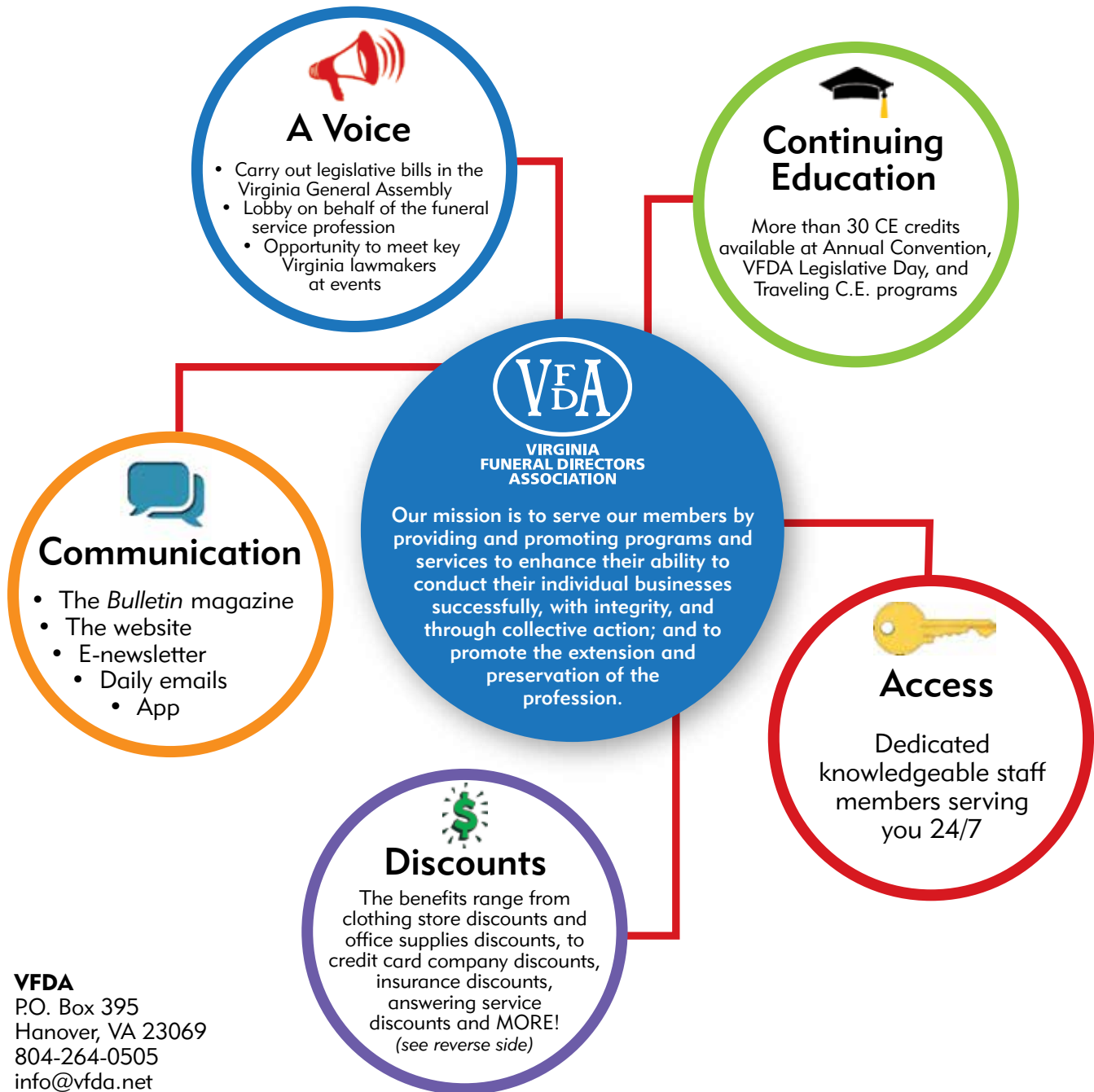
VFDA will honor those individuals who have contributed fifty, fifty-five, sixty, sixty-five, seventy or more years of service to the funeral service profession.

These individuals have actively participated in charting the course for the Association's future, and have contributed greatly to its history and tradition. These individuals are association members in good standing.

Visit the convention page of the VFDA website (www.vfda.net) for the nomination form.

The Benefits of VFDA Membership

ADVOCACY • MEMBER SUPPORT • EDUCATION • STRENGTH



VFDA
P.O. Box 395
Hanover, VA 23069
804-264-0505
info@vfda.net

The Virginia Funeral Directors Association (VFDA) is excited to announce a new funeral service award sponsored by the VFDA for all association members. This year, the VFDA is implementing a "Rookie of the Year" award that is open to all district members who have five (5) years or less experience as a licensed funeral director currently in the funeral service profession. Your district is responsible for nominating your district "Rookie of the Year" and submitting that information using the form found on the VFDA website (www.vfda.net). The association's awards committee will review all nominations and will choose the Virginia Funeral Directors "Rookie of the Year" from those nominations. All "Rookie of the Year" nominees will be invited to the VFDA Annual Banquet on Tuesday, June 12, 2018 at The Boar's Head Inn in Charlottesville at no charge.

This is a great opportunity for your district to recognize your rising stars and an opportunity for nominees to attend the 130th Annual VFDA Convention. All nominations must be received by the VFDA office by April 30, 2018.

**** Award recipients and their guest must be registered for the Farewell Banquet installation of officers and awards ceremony on Tuesday, June 12, 2018 at The Boar's Head Inn, Charlottesville.**

Visit the convention page of the VFDA website (<https://www.vfda.net/convention/2018-convention/>) for the nomination form.

EXAMPLE of Nomination Form:

**2018 Awards Program
"Rookie of the Year"
NOMINATIONS FORM**

"Rookie of the Year" award is open to all district members who have 5 years or less experience as a licensed funeral director currently in the funeral service profession. Your district is responsible for nominating your district "Rookie of the Year" and submitting that information using this form to the VFDA office. The association's awards committee will review all nominations and will choose the Virginia Funeral Directors Association Funeral Director of the Year from those nominations. All "Rookie of the Year" nominees will be invited to the VFDA Annual Banquet on Tuesday, June 12, 2018 at The Boar's Head in Charlottesville, Virginia at no charge.

**** Award recipients and their guests must be registered for the Farewell Banquet installation of officers and awards ceremony on Tuesday, June 12, 2018 at The Boar's Head Inn, Charlottesville, Virginia.****

Name of Nominee: _____

Firm: _____

Address: _____

City, State, Zip Code: _____

Telephone: _____ Fax: _____

E-mail Address: _____

Number of years as a licensed funeral director? _____

Why did your district choose this candidate for "Rookie of the Year"?:

Nominated by (District): _____

District Representative submitting the nomination (Name): _____

Telephone: _____

E-mail: _____

Return form to: VFDA, P.O. Box 395, Hanover, VA 23069, info@vfda.net or
 Fax (804) 264-3260

Deadline to receive nominations is April 30, 2018

Virginia Funeral Supply Association

President:
Cliff Blasius, Jr.
 SinoSource
ccblaasius@verizon.net

1st Vice President:
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 Richards-Wilbert, Inc.
todd@richardswilbert.com

2nd Vice President:
RD Monson
 Homesteaders Life Company
rmonson@homesteaderslife.com



Secretary/Treasurer:
Lori A. Eanes
 C&L Containers
lorianneanes@yahoo.com

Meetings and installations held in June during VFDA Annual Convention.



**VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION**

2018 VFDA Calendar of Events*

**subject to change*

February 20, 2018	VFDA Executive Committee Meeting	Morrissett Funeral Home (10:00 am)
March 6, 2018	Traveling Caravan - Roanoke, VA	Holiday Inn Tanglewood
March 21, 2018	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
March 22, 2018	Traveling Caravan - Ashland, VA	Hampton Inn by Hilton
April 17, 2018	Virginia Board of Funeral Directors & Embalmers Board Meeting	Department of Health Professions - Henrico, VA
April 19, 2018	VFDA Board of Directors Meeting	Conference Call (4:00 pm)
April 30, 2018	"Rookie of the Year" Nominations Deadline	
May 10, 2018	VFDA Foundation Leadership Conference	Richmond Flying Squirrels - Richmond, VA
May 11, 2018	Convention Awards and Scholarship Deadline	
May 23, 2018	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
June 10-13, 2018	130th VFDA Annual Convention	Boar's Head Inn - Charlottesville, VA
June 10, 2018	VFDA Board of Directors Meeting	Boar's Head Inn - Charlottesville, VA (8:30 am)
July 8-11, 2018	NFDA Leadership Conference	The Omni Grove Park Inn - Asheville, NC
July 12, 2018	Virginia Board of Funeral Directors & Embalmers Board Meeting	Department of Health Professions - Henrico, VA
October 11-18, 2018	NFDA 2018 Annual Convention & Expo	Salt Lake City, UT
October 16, 2018	Virginia Board of Funeral Directors & Embalmers Board Meeting	Department of Health Professions - Henrico, VA
June 16-18, 2019	131st VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA
June 21-23, 2020	132nd VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA
June 20-22, 2021	133rd VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA