

THE BULLETIN

APRIL | MAY | JUNE | 2018

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**2018 Virginia Funeral Directors Association
130th Annual Convention
June 10 - 13, 2018
Charlottesville, VA**

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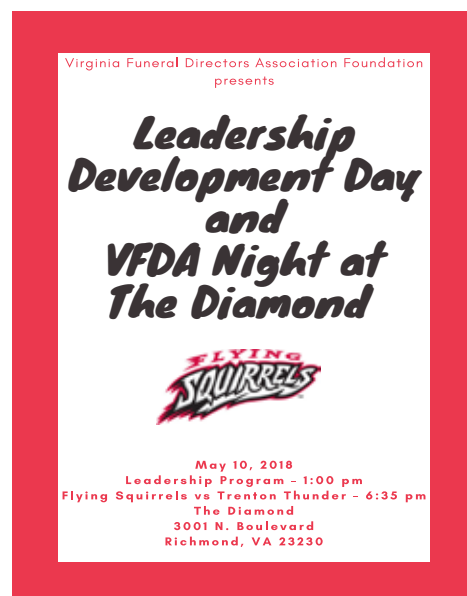
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The 130th Annual VFDA Convention offers all of your continuing education requirements in one place!

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Thank You

My year as President has come and gone so quickly, I have traveled to each district, sworn in some of you as an officer in your district. I have visited some of the funeral homes in our state, not all but some. I meet so many wonderful people who welcomed me to their districts, to their funeral homes.

I have enjoyed my visits to each district. I enjoyed the country side, the ocean, good food, and good conversation. I never thought I would enjoy the traveling. I did, for this city boy I really enjoyed the countryside, the ocean and those I met. It was wonderful to hear that many of you have worked at your funeral homes for 20 plus years.

At my installation, I stated this "my success as President will not be mine it will be the people who serve with me." This simple statement turned out to be such a true statement and there is so much I am grateful for. For without the people who volunteer their time with the VFDA, who serve all of us in Funeral Service. I am thankful for their time, energy and thoughtfulness in each task they take. For that time they give, benefits us all.

The man who succeeds me as President, Larry Spiaggi will lead this organization, with success. I honestly do not know where he finds the time that he devotes to the VFDA, over the past years he has done a tremendous job as chair of our legislative committee and all of us should thank him for his legislative guidance. Jay McIntyre you have big shoes to fill!

A special thanks to Michael Doherty for his support as I climbed the chairs and his friendship. It has been a pleasure to work with and for you. I wish your dad could be here. To my associates at Fairfax Memorial Funeral Home, thank you. My absence during the year put a burden on all of you.

A special thanks to our Executive Director, Lacy Whittaker, for a tremendous job. I relied on you and you gave me an easy year, thank you.

Thank you all for a wonderful year. My best wishes to Larry Spiaggi for a successful year and to all who follow in our footsteps.

A handwritten signature in black ink, appearing to read "Peter ...".





Covention is Upon Us, Register Today!

I cannot believe the 130th Annual Virginia Funeral Directors Association convention is almost here. I hope you are planning to join us at The Boar's Head Inn on June 10-13, 2018 in beautiful Charlottesville. We have put together a dynamic convention full of networking opportunities, continuing education programs, and exhibits. We are excited to have the National Funeral Directors Association Cremation Certification Program back at this year's convention. What a great opportunity to have your entire staff certified. Below is just one of the many testimonials about the program. Sign up with the NFDA if you are planning to attend this important certification.



"About five years ago, we noticed a disturbing trend of increased claims tied to cremation services - both in the number of claims and the severity of those claims. Federated's loss ratio specific to funeral directors was deteriorating and performing well over our target numbers. However, over the past few years, we have seen a dramatic turnaround with our loss results. Much of the improved results can be attributed to NFDA's Cremation Certification Program! There is no doubt that the education provided has helped to reduce litigation and the number of fires caused from performing cremation services."

Jack West
National Account Executive



Our Monday evening opening of the exhibits hall will be a great party, with food, beverages, music by Double J Entertainment and a Kids Zone with video games, tattoo artists and concession items. We have Sunday packed with excursions for the entire family, golf outing and concluding with the Service of Remembrance. The Boar's Head Inn offers kids camps, golf lesson camps, and much more! Bring the entire family and enjoy this year's convention together.

The Virginia Funeral Directors Association Board of Directors, committee members, and staff have been busy participating in state meeting, special session and the planning of future events for all of our members. You will find information throughout this Bulletin on upcoming events and current news. Sign up today for a committee for 2018-19. We are looking for volunteers to serve and we need everyone's feedback and participation.

Make sure you look over the calendar of events in this Bulletin issue. We have many deadlines approaching and we want everyone who qualifies to take advantage of our awards program, scholarship opportunities and continuing education events that will benefit you and your staff. Leading up to the convention, you will be receiving e-mail notifications from the VFDA office, regarding bylaw changes and the 2018-19 slate of officers. Make your voice heard and vote!

A special thank you to Bob Gallagher for his hard work and dedication to the association this year. It has truly been a pleasure working with Bob.

I look forward to seeing you in June!

Many blessings,

Lacy Whittaker

The World of Celebrants

By: Glenda Stansbury, InSight Books

December 2017. At the end of last year, InSight Institute finished our 16th training for the year. For the year! We are a little weary, but mostly so grateful and energized by the people we get to meet and the good work that is happening all over the world.

We have seen almost 3500 Celebrants and conducted almost 200 trainings since we began that fateful October in 1999. The beginning years were a little scary and the trainings were not always well attended. But, each year we have seen more interest, more urgency, more attention to our headlines:

People Need Funerals That Fit Them.

Funeral Service Needs To Stop Trying To Make Round Pegs Fit Square Holes.

We Cannot Afford To Ignore Our Customers Who Are Asking For Something Personalized and Specialized.

So, who are InSight Institute Certified Celebrants? Where do they come from? How do they work? What possessed them to want to take this journey down a road where no one understands what they do: *You say you're a celibate? Oh, that's interesting...*

What Does A Celebrant Do?

Celebrants are specially trained individuals who perform funeral services/ceremonies/tributes for:

- a) Families who do not attend or are not affiliated with a church or denomination or religious tradition
- b) Families who do not have an officiant for a service
- c) Families who want a unique, customized service that blends many elements of the person's life
- d) Families who do not want any type of service
- e) All of the above

Very good. If you answered "E," you got an A on that pop quiz. The answer is all of the above. Celebrants are specifically trained to have a family meeting, hear the needs and stories, and design a funeral service that honors the life with the ceremonies and elements that are meaningful to that family. We are dedicated and driven to provide a service that gives each family a personalized experience and a healthy first step on their grief journey.

Do they want readings from scripture and Amazing Grace? Absolutely. Do they want readings from Kahlil Gibran and Freebird? Great. Our mantra is to meet the needs of the family. Every family. Every time.

Do Celebrants take the place of a minister for those families who are connected to a church and comfortable with their traditions of faith? Absolutely not.

Can Celebrants provide a meaningful experience for those

families who are leery of the Ghosts of Funerals Past where the attendees were preached into heaven, or Funeral Sermon #3, insert name here, same song, 45th verse? Absolutely.

Can Celebrants replace your Rev. Rolodex Rent-a-Minister? Yes. Please!

Who Are Celebrants?

Within that gathering of 3500 individuals who have joined the Celebrant World, there is a wide variety of interests, talents, callings, professions and abilities from the professionals from funeral service, medical fields, religious callings, education, writers, actors, lawyers...the list is pretty endless of the people who have come to training. The heart for serving people, the willingness to be the voice for a life story, the talent for ceremonial writing and the bravery for public speaking are the mandatroy elements for becoming a Celebrant. Everything else is a learned skill.

How Do Celebrants Work?

There are many variations of Celebrant works as there are Celebrants. But, generally they divide into two definitions - on staff and independent. So, let's discuss the options for utilizing a Celebrant.

On Staff

Almost 70% of our Celebrants are affiliated with a firm in some capacity. That's really great news, because that means that a funeral home or cemetery saw the need and the void and was willing to spend the money to have one or more trained Celebrants at their location.

The most successful firms in the Celebrant World reach that goal because the owner has experienced the training. Most do not come with the intent of conducting services. They come to see it, feel it, touch it, smell it, so they will know how to implement it when they go home.

Some owners have trained each professional on their staff. These are firms who determined that every person working with a family - at first call, arrangements, pre-need or cemetery - should be knowledgeable and able to articulate the value of the funeral and the options of utilizing a Celebrant.

Almost every firm, whether they have one Celebrant or twenty, have an indentified "main" Celebrant. What firms have found is that it is difficult for a staff person with full-time responsibilities to also have the time to serve as a Celebrant. They have rearranged or redefined staff positions so that one, or more, Celebrants have the time to take care of families.

The World of Celebrants continues on page 7.

The World of Celebrants continued from page 6.

There are some obvious benefits to having Celebrants on staff. The message to the family is that we have professionals right here who will take care of you every step of the way. We don't have to call anyone else.

There is a culture of change within the firm when directors see satisfied and happy families walking away from service, telling their friends and family that this is the only place they should come for a service.

There are some challenges of having Celebrants on staff. As mentioned above, the time factor can be daunting when asking someone with a full-time job to take on the added work. Dealing with the tension of deciding when a Celebrant position should be added. Will we have more services because we have someone available full-time? Will we have a full-time position that isn't busy all the time? How do we pay our Celebrant? Should they be expected to fill other roles when not conducting services?

All of these are questions that have been asked and answered by those firms who are dedicated to the concept that every family should have a service that fits. I would love to give every owner or manager a template as to the best way to set this up but, just like our services, every situation is unique and needs a solution that works for that firm, for that staff, for that community.

Independent Contractors

So, the remaining 30% of our InSight Institute Certified Celebrants are what we call independent contractors. Not affiliated with any one firm and willing to serve families at any location. That would be me. Out of the 26 firms in the metro Oklahoma City area, I've conducted services for at least 75% of them. Either referred by the director or chosen by the family.

As we tell our Celebrants at training, the goals of an independent are two-fold: meet the needs of the family and make that referring funeral home look very good for having brought in a Celebrant. We want them to be comfortable bringing us back to work with their families again and again and again. We are representing their firm and their brand on that day.

And, because of some of the challenges that we identified for the staff Celebrant, some firms are seeing the benefits of having someone not attached to staff responsibilities to be available to provide services. The smart owners are the ones who snatch up an independent and make them their full-time Celebrant.

So that is the Celebrant World from both sides of the globe. Staff or independent, full-time or occasional, it all comes down to this: Each person who walked into a training room to spend three days with us came with a purpose. To serve families and to make a difference in people's lives. All we ask is for a place to fulfill that

vision, a welcoming location to make good on our dream to touch the world, one family at a time.

If you have questions about how Celebrants can work at your firm, location, or cemetery, do not hesitate to give me a call and we'll figure out what the best road for you is. The question is not, "do I need a Celebrant?," the right question is, "I need a Celebrant. How do I make it work at my location?"

**Certified Celebrant Training
October 2017
Ashland, VA**



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Blue Ridge Funeral Directors Association

President:

Karen Conner Hall

Botetourt Funeral Home
karynfaith@hotmail.com
botetourtfuneralhome@gmail.com

Vice President:

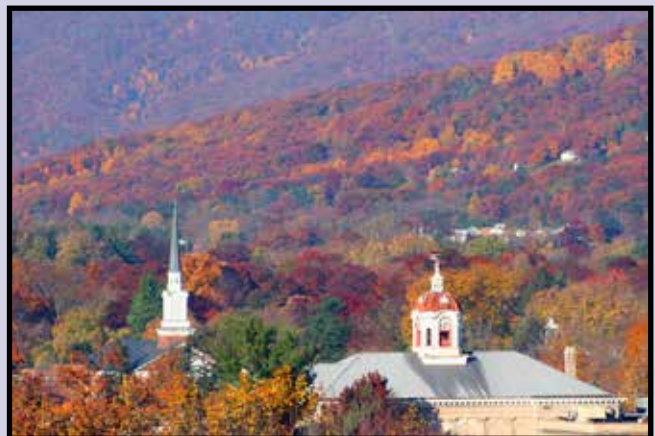
Irvin Ray Sloan

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 July 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 Frankie and Kris Sheridan! The couple got married on April 6, 2017 in Negril, Jamaica. Best wishes to The Sheridans!

**Morrissett Funeral and Cremation Services
Participates in Operation Valentine**

The funeral home partnered with the surrounding elementary schools for Operation Valentine. The second through fourth grade classes at O.B. Gates, Crenshaw, Amelia, Beulah, and Hopkins Elementary schools decorated card boxes and created valentines to be delivered to the Veterans Hospital. Boxes were created by the students, judged, and the top two classes from each school received a \$50 gift card. The project was put together by Daniel Woodfin, Larry Spiaggi, Haley Ayers, Carol Elliott, Tracy Hineman, Margaret Edie, and Kaylinn Bezenar. Valentine cards were delivered to Richmond VA Medical Center on February 12th, during the "Love a Veteran" week.



**Thacker Caskets Ranked #1 for Service
in Funeral Service Insider Survey**

In November 2016, Kates-Boylston Publications published its Annual Casket Survey. In this survey, Thacker Caskets was ranked #1 in service amongst industry giants including Matthews-Aurora, Batesville, Astral and the Chinese Casket Companies.

In addition to Thacker's #1 rank in service, Thacker ranked #2 with regards to Product Innovation and ranked #3 of all casket companies with regards to Product Quality.

"I remember just five years or so ago, we were not even a company that was big enough to be included in the survey. In just a few short years, we have gone from not only being included to achieving a gold, silver and bronze metal, so to speak, in the largest industry survey!" CJ Thacker, CEO of Thacker Caskets, proudly remarked.

This year's survey drew responses from hundreds of funeral professional across the country. It seeks opinions from funeral directors on many "hot topics" with regards to caskets and its suppliers including: casket company contracts, casket innovations, caskets coming in from China, casket presentation methods and more.

On the topic of product innovation, part of the survey asked about "Unfulfilled Gaps" when it comes to caskets. Thomas Parmalee, editor of the Funeral Service Insider and several of the funeral director respondents cited the lack of ability to offer different interior choices.

Parmalee writes as part of the survey, "As in the past years, respondents complained about the lack of lower-cost options and too many limitations on interior colors (which may bode well for Thacker's latest offering)." Thomas refers to Thacker's new Tailored Designs™ program which offers funeral directors the ability to change interiors on a casket for next day delivery!

The survey also included a special section that cited the hard work and effort of the Thacker team from the quotes of funeral directors.

Thacker Caskets Ranked #1 continues on page 10.

MEMBER MOMENTS (con't)

Thacker Caskets Ranked #1 continued from page 9.

Parmalee writes, "Several respondents singled out Thacker Caskets in particular - especially for making senior executives available to them as needed." One funeral director mentioned in the survey said "...everyone at Thacker is always helpful, professional and courteous. Our casket rep has always gone above and beyond and given exceptional service."

Danielle Thacker, VP of Sales and Marketing for Thacker, said, "We are truly humbled by our rankings on the survey. We owe a big thank you to the Thacker team - the distribution center managers, the drivers, the customer service team and sales team who have all made this possible. And we look forward to seeing next year's rankings at Thacker continues to move the ball forward."

For more information on Thacker Caskets, please call the customer service center at 800-637-8891 or visit the website at www.thackercaskets.com. For more information with regards to the survey or to learn how to subscribe to the Funeral Service Insider industry newsletter, please contact Thomas Parmalee, Editor of the Funeral Service Insider at tparmalee@katesboylston.com.



Doug Troup has worked as a tractor trailer driver for Thacker & Loretto Casket for almost 40 years. He plays a critical "behind the scenes" role in making sure product gets to where it needs to be.'

Retirement Announcement

The VFDA wishes Deb DeWeerd all the best in her retirement. You will be greatly missed by the Association and its members. We appreciate all the continuing education courses, support and friendship you have given the Association staff and members.

Deb will retire from Regulatory Support Services, effective May 30, 2018. Deb joined the company in 2005 and has provided clients with outstanding service during her time with Regulatory Support Services. Best of luck!

Wrenn-Yeatts Funeral Homes, Westover Chapel Completes Addition of New Parking Lot

Wrenn-Yeatts Funeral Homes, Westover Chapel recently completed the addition of a new parking lot. This area adds about 65 new slotted parking spaces.



Johnson Funeral Service, Grottoes Location Names New Manager

As of April 1, 2018, Daniel Chapman has been named manager of Johnson Funeral Service, Grottoes location.

Henry Funeral Home Hosted Toy Drive, "Easter Toy Hunt" for St. Jude's

Henry Funeral Home hosted a toy drive, "Easter Toy Hunt" for St. Jude's Children's Hospital. Two large boxes full of toys were shipped to St. Jude's. We thank our community for their support!



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Requires
a Plan*



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**BLUE RIDGE FUNERAL DIRECTORS
ASSOCIATION**

Gerald W. Sink - February 20, 2018
Thomas A. Meritt - February 23, 2018
Patricia Knowles "Pat" Horne - March 30, 2018

**NORTHERN VIRGINIA FUNERAL
DIRECTORS ASSOCIATION**

Jack Claiborne Maccubbin - January 29, 2017

**SHENANDOAH FUNERAL DIRECTORS
ASSOCIATION**

Mary Katheryn "Kack" Clem Baugher - February 17, 2018

**TIDEWATER FUNERAL DIRECTORS
ASSOCIATION**

Pauline Hunt Dudley - February 2, 2018
James (Jim) Neer Fox - February 9, 2018
Michael L. Smith, Sr. - February 10, 2018
Edith Leurrena Johnson Faulkner - February 28, 2018
Dennis Phillip Sanderlin, Sr. - February 28, 2018
Mary Hilda Wills Purviance - April 22, 2018

VIRGINIA FUNERAL SUPPLY ASSOCIATION

John Stewart Markham - January 31, 2018
David Richard Thomas - February 22, 2018
William J. (Bill) Matze - February 23, 2018

Dear Members of the VFDA,

Our family has truly been touched and blessed by the outpouring of love and support from the Virginia Funeral Homes and Directors. For many years we have stood by, watched, and supported Gerald, my Husband, our Dad and Papa as he provided care of grieving families, and now we are on the receiving end of that same compassion and love from all across Virginia. We thank you! Your kindness is deeply appreciated and know our family will forever be grateful for being a part of the VFDA family. God bless each of you.

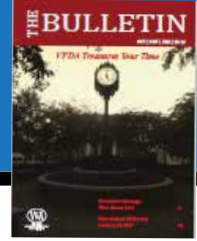
Love from the family of Gerald W. Sink
Pat, Carla and Terry, Carey and Lindsay and grandchildren, Lucas, Madison, Tyler, Caroline, and Charlotte



Please join us for a reception immediately following Service of Remembrance.



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.**

<u>PUBLICATION</u>	<u>ADS DUE</u>
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.

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QUESTIONS?
Virginia Funeral Directors Association Office
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info@vfda.net

Central Virginia Funeral Directors Association

President:

Jim Dunn

Woody Funeral Home
william.dunn@dignitymemorial.com

Vice President:

Janet Stephens

John Tyler Community College
jstephens@jtcc.edu

Secretary/Treasurer:

Dana Sikon

UVA Fresh Tissue Lab
mcmdana@aol.com



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.

Golf Tournament



presented by the Virginia Funeral Sales Association

Sunday, June 10, 2018 · 10:00 a.m.m Shotgun Start

NEW LOCATION!

Old Trail Golf Club

5494 Golf Drive · Crozet · VA · 22932

Located in Crozet, Virginia, Old Trail Golf Club features an 18 hole championship golf course, practice facilities, and full service clubhouse. Nestled at the base of the Blue Ridge Mountains and just a few miles west of Charlottesville, Old Trail Golf Club is the centerpiece of the spectacular Old Trail community. The course features bent grass greens and zoysia fairways and includes four sets of tees to appeal to golfers of all playing abilities.

Additional information and registration for the Golf Tournament is available on the VFDA website, www.vfda.net.

This is a great networking opportunity for all VFDA attendees and suppliers. Come in early and enjoy a day on the course!



Hierarchy or Order of Succession - Next of Kin

Good day to all!

In May 2017, the Shenandoah Valley Funeral Directors Association hosted a round table discussion of issues facing the industry. Not only were there funeral directors in attendance, but also five of the legislators who represent the members attended. There were three major topics discussed at this meeting, one of which was a need for Virginia to institute a Hierarchy or Order of Succession with regard to the Next of Kin. One funeral home in particular brought two examples to the meeting of issues they have encountered which could have easily been solved by having a defined Next of Kin law. While convenient, the current law in Virginia is full of gray area and ambiguity. As is common practice for the VFDA when major issues arise, the legislative committee has begun to address this issue and how to implement some sort of law. In the late summer/fall of 2017, there were two conference calls held and some spirited debate from both sides of the issue. As a committee, we decided to lay over the issue until after the 2018 General Assembly session concluded. The time has now come to revisit the discussion and as the spring progresses, there will be further discussion.

The law from the State of Georgia can be found here: https://s3.amazonaws.com/CFSV2/fileuploads/4946/Georgia_Law_Right_of_Final_Disposition.pdf.

This law spells out in great detail the order of succession and addresses the potential issues a funeral home could face when a dispute arises. While we understand that at times having a Next of Kin law may delay some services until a dispute can be resolved, our hope and intention that as the families we serve become more and more disjointed and have disagreements more often, that this law will give our industry in this state the backbone it needs. Also included in this model law, is a designee agreement for your usage. There are some small details we will need to "clean up" to make it fit for Virginia, but so far the law in Georgia seems to be the best. I hope that during the business meeting of all the local associations at your next meeting you can discuss this topic as well and provide feedback to the VFDA office at info@vfda.net.

Thanks,
Jay McIntyre, VFDA Legislative Chair
McMullen Funeral Home, Harrisonburg
540.833.2891 - Office
540.421.6585 - Cell

Northern Virginia Funeral Directors Association

President:

Jordan Wince

Adams-Green Funeral Home
jordan@adamsgreen.com

Vice President:

Joshua Weatherby

Fairfax Memorial Funeral Home
jweatherby@fmfh.com

Secretary/Treasurer:

Jae Turner

Cunningham-Turch
jeromiamorgan@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.

MAY-JUNE LEGISLATIVE UPDATE



BACK TO THE CAPITOL WE GO!

Special Session – April 11, 2018

Reconvene/VETO Session – April 18, 2018

POLITICAL / LEGISLATOR UPDATES

As reported in the newsletter, VFDA had a very successful legislative session, which included getting its proactive efforts passed, and supporting, amending or defeating other legislation that was also before the General Assembly. To review, the [March/April Newsletter](#) is hyperlinked here. Your VFDA Legislative Committee has already begun efforts with the advocacy team (Julia Hammond and Angie Bezik) to vet potential proactive legislation for 2019. As a reminder, VFDA worked on the following pieces of legislation to be enacted July 1, 2018:

SB309; Cosgrove & HB1158; Wilt – (pass) VFDA’S proactive legislation requires a licensed funeral director, funeral service licensee, or representative of the office of the state anatomical program who first assumes custody of a dead body to complete and file a certificate of death with the State Registrar of Vital Records using the Electronic Death Registration System and provides that when a death occurs under the care of a hospice provider, the medical certification shall be completed by the decedent's health care provider and filed electronically with the State Registrar of Vital Records using the Electronic Death Registration System for completion of the death certificate.

SB357; McClellan – (carried over) would have mandated physicians and funeral service providers to use EDRS.

HB351; Head – (stricken) would have provided that the medical certification portion of a death certificate shall be filed electronically through the Electronic Death Registration System unless the physician or other person authorized to complete a medical certification notifies the State Registrar of Vital Records that he chooses not to participate in the electronic death registration system.

SB831; Reeves – (amended/pass) would require funeral homes to accept third-party caskets, which VFDA supported amendment that brought the activity into compliance with current federal law.

SB143; Spruill – (passed) Requires every public institution of higher education that offers a degree in mortuary science to require students to complete practical experience in the areas of funeral service and embalming prior to graduation from such program. The bill also provides that a person who is duly enrolled in a mortuary education program may assist in embalming while under the supervision of a funeral service licensee or embalmer with an active, unrestricted license issued by the Board of Funeral Directors and Embalmers, provided that such embalming occurs in a funeral service establishment licensed by the Board and in accordance with regulations promulgated by the Board.

SB881; Spruill – (stricken) Would have increased the membership of the Board of Funeral Directors and Embalmers from nine to 10 by adding one non-legislative citizen member and increases from five to six the number of members that constitutes a quorum. Senator Spruill struck the bill at VFDA’s request.

The General Assembly adjourned Sine Die on March 10, 2018 without passing a budget. As a result, Governor Northam has called them back for Special Session on April 11, 2018. His desire was that the Senate of Virginia would pass the House version of the budget, which included Medicaid Expansion. Although there had been many articles in papers across the state and OpEds by two members of the Senate Republican Caucus in particular, (Senator Emmett Hanger and Senator Frank Wagner), regarding their willingness to support some form of Medicaid Expansion, the Senate Republican leadership continues standing firm on their position of no expansion. Senate Democrats continue to stand just as firm in favoring Medicaid expansion.

Special Session began at noon on April 11 where the House met and passed the caboose and biennial budgets (HB5001 and HB5002), and on Tuesday, April 17 these bills passed from the House floor and were communicated to the Senate for action during Special Session proceedings. The Senate Finance Committee meeting was to be held upon adjournment of the Veto Session to receive a staff presentation on the budget bills passed by the House; however, that committee meeting did not take place. To date, no action has been taken by the Senate, but they have secured May 14 and 15 for what should be action on the House budgets.

Until the Senate acts on the legislation it is unlikely that anything more will happen, which could mean that the state may continue to go without a budget for some time to come. It is not unheard of, and certainly the General Assembly has gone into June without passing a budget in the past; however, it would be best to get the budget settled sooner than later so local government, state agencies and other entities can move forward with their own budgets that are contingent on funding from the state.

Reconvene/VETO session gaveled in on April 18 and the House and Senate each did their work with regard to Governor Northam’s 10 vetoed bills and numerous amendments to legislation. They adjourned Sine Die at 4:23 p.m.

Although no “retirements” were announced at the end of session this year (last year we had several!), we have had a couple of announcements from legislators seeking “higher office,” or are have announced their bids for Congress.

The first is Delegate Nick Freitas, who has announced his candidacy for U.S. Senate against Senator Tim Kaine. Additionally, Senator Jennifer Wexton has announced her candidacy for U.S. House of Representatives against Congresswoman Barbara Comstock. (If Barbara Comstock sounds familiar, she should! She used to be in the Virginia House of Delegates!)

THE REST OF 2018

VFDA Executive Director, Lacy Whittaker, is working closely with Legislative Committee Co-Chairmen, Jay McIntyre and Larry Spiaggi, as well as the advocacy team, to finalize the 2018 Action Plan. Once completed, Lacy will be reaching out to VFDA members to implement various components of the plan. Be prepared to roll up your sleeves to take VFDA to the next level! The work done on the legislative front affects everyone, whether it is a proactive legislative agenda or defense (as in some of the legislation listed above) to protect funeral service professionals from policy decisions that could negatively affect your business.

VDH/DVR did not hold all of the anticipated EDRS Stakeholder meetings as planned in 2017; however, the first meeting of 2018 took place April 26 at the Vital Records offices in Richmond. Input on topics for discussion was provided by Jay McIntyre based on feedback from physicians and funeral directors. We have also requested that

- ✓ Carrying over mother's and father's name from the initial create case screen. When those names are input, why can't that information be carried over to the decedent family screen and already filled the boxes so that it doesn't have to be filled out twice?
- ✓ If the decedent was not born in VA, there is no need for the query screen.
- ✓ Since the funeral home is responsible for starting the DC, and the case is transferred to Anatomical, the funeral director who started the DC should still get the state file # details. More and more, funeral homes are getting the DC copies for the family. It would be helpful to know what the state file # is once it has been assigned so they can order copies.
- ✓ If by chance the incorrect ME was chosen from the list and not noticed, the funeral service provider should be able to treat as if it was a physician that was chosen won't and take ownership back, and re-submit to the correct ME.
- ✓ On the Request MC page, when a physician is searched for and found, his/her phone number should be listed along with their other information so funeral homes have a correct number to call to inform them that a DC is waiting for them to sign.
- ✓ After 24 hours of submitting the DC to a physician and it has not been completed, there needs to be either an automatic email reminder, or add a re-notify button somewhere in the EDRS so physicians can be reminded.
- ✓ When a Local ME signs authorization, the DC and form should automatically be sent to the regional ME office under which the ME serves so that the information is immediately received. It could work very similarly to the way the DC is automatically sent to the VDH after the physician completes the DC.

VFDA has also asked to have the discussion of integrating the Electronic Health Records System with EDRS so that physicians can move directly from EHRS to EDRS without the "clunky-ness" of having to go into another program and re-enter information that is already populated in EHRS. This is the result of the mandate legislation offered by Senator Jennifer McClellan and the discussion with Medical Society of Virginia (MSV) that they would work to get all physicians using EDRS but want to have it integrate with EHRS first. VFDA will continue to work with MSV to produce a physician requirement to use EDRS.

MEETING WITH OCME

Jay McIntyre, Larry Spiaggi, Lacy Whittaker, David Storke and Angie Bezik met with Dr. Gormley and his staff to discuss several issues that have been of concern to members of VFDA. The meeting and topics were well received, and the relationship building continues with the OCME and his office.

Concerns about continuity among the four district offices' procedures and required forms; cremation authorization and cremation views; cause of death issues; incorrect information on the death certificate and discussion about mandatory use of EDRS, especially for local departments was met by Dr. Gormley with strong commitment to work through the issues create a smooth process for both funeral service and his staff.

VFDA – CONTINUOUSLY SERVING ITS MEMBERS SINCE 1887

The Mission of the Virginia Funeral Directors Association is to serve its members by providing and promoting programs and services to enhance member's ability to conduct their individual businesses successfully with integrity and through collective action to promote the extension and preservation of the profession; to serve the consumer by advancing the professional competency and economic welfare of its membership; by representing funeral service at all levels of government; and by enhancing the public's understanding of the value of the funeral and the role of the funeral service practitioner.



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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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

Looking for a new opportunity? Need to hire a new employee? The Virginia Funeral Directors Association has employment opportunities listed on the VFDA website (www.vfda.net). For more details on the positions currently listed below, be sure to check the VFDA website frequently. If you'd like to list a position on the VFDA website, be sure to contact the VFDA office by email (info@vfda.net) or phone (804.264.0505).

Funeral Director

Woodlawn Memorial Gardens, Norfolk, VA
Maddox Funeral Home, Inc., Front Royal, VA
Demaine Funeral Home, Alexandria, VA
Singleton Funeral Service, Southwest, VA

Funeral Director/Embalmer

Enders & Shirley Funeral Home and Crematory, Berryville, VA

Funeral Supply Sales

Richard-Wilbert, Hagerstown, MD

Thank You!

Thank you to all presenters and attendees who supported the Virginia Funeral Directors Association Traveling Caravan this past year. We appreciate the hard work and dedication that is put into this program.

A Special Thank You to:

- Paul Harris, Regulatory Support Services
- Joe Fielden, Regulatory Support Services
- Deb DeWeerd, Regulatory Support Services
- Lynne Helmick, Virginia Board of Funeral Directors and Embalmers
- Todd Dean, Richards-Wilbert of Virginia
- Richie Boudreau, Warfield-Rohr Casket Company, Inc.
- Rev. Barbara Watts, RN, Certified Life-Cycle Celebrant
- Inez N. Loyd, Public Affairs Specialist, Social Security Administration
- Federated Insurance



SCAM Alert!

Please be aware of the latest scam related to insurance. The scammers are contacting widowers and are able to set the caller ID to show the name of the funeral home and funeral home phone number.

With this scam, the caller states that she represents the funeral home and that in order to process the insurance she needs the widow to purchase VISA gift cards \$400 each for a total of \$2400. She gives a reference number and says she will call back. The scammer then calls approximately six more times, with the caller ID now showing "NO NAME." Then on the last call from the scammer, the caller ID shows the funeral home name.



Unfortunately, in this case the widow went and bought the gift cards. When the scammer calls her back, she states that before mailing them, she needed to scratch off the code on the back and give her each card number and code to verify. In this case, the postmaster and the grocery store where the gift cards were purchased realized what was happening and were able to stop the transactions on the cards.

The VFDA wants to make you aware of these scams and we hope no others are put through this. If you are aware of scams happening, please let the VFDA office know so we can alert our membership.



• 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.

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.

FREE Registration for the 130th Annual VFDA Convention for Mortuary Science Students

The VFDA is pleased to announce that registration for Mortuary Science Students at the 130th Annual VFDA Convention is FREE! Join us at this event for an opportunity to attend continuing education classes, network, and see the newest products in the funeral service industry! The 130th VFDA Convention is June 10-13, 2018 in Charlottesville, VA. Visit www.vfda.net for more information!

Southside Funeral Directors Association

President:

Paul Spiggle

Robinson Funeral Home, Appomattox
spigglefam@aol.com

Vice President:

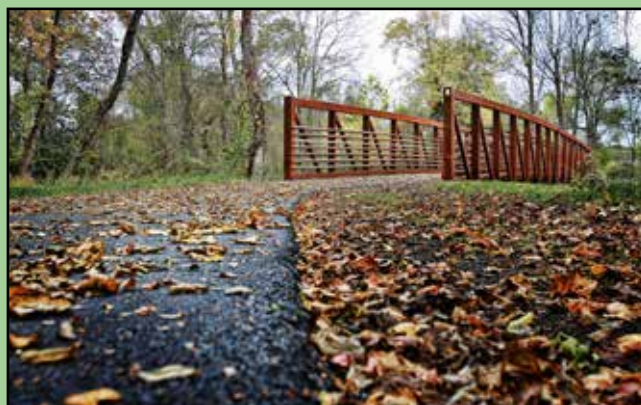
Butch Gatewood

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.



COMMONWEALTH of VIRGINIA

Department of Health
Office of the Chief Medical Examiner
400 E. Jackson St.
Richmond, VA 23219-3694

CENTRAL DISTRICT:
400 E. Jackson St.
Richmond, Virginia 23219-3694
(804) 786-3174
800-447-1708
FAX (804) 371-8595

WESTERN DISTRICT:
6600 Northside High School Road
Roanoke, Virginia 24019
(540) 561-6615
800-862-8312
FAX (540) 561-6619

TIDEWATER DISTRICT:
830 Southampton Ave., Suite 100
Norfolk, Virginia 23510
(757) 683-8366
800-395-7030
FAX (757) 683-2589

NORTHERN VA. DISTRICT:
10850 Pyramid Place, Suite 121
Manassas, Virginia 20110-2228
703-764-4640
800-856-6799
FAX (703) 764-4645

February 20, 2018

MEMORANDUM

TO: Funeral Home & Crematory Establishments

FROM: Keshia Singleton, State Project Manager
Office of the Chief Medical Examiner *Keshia Singleton*
keshia.singleton@vdh.virginia.gov

SUBJECT: Electronic Cremation Certificate & Additional Information regarding Cremation Authorizations

I am writing to inform you that the Office of the Chief Medical Examiner (OCME) has an electronic version of the cremation certificate that you can start using immediately. The OCME will not be purchasing any additional carbon-copy cremation certificates; however, you may utilize the remaining supply that you have. All local medical examiners are aware of this form and have been instructed to start using it. The cremation certificate states that a copy of the signed cremation certificate needs to be retained by the local medical examiner, the funeral home, the OCME and the crematory. Every local medical examiner is responsible for sending a copy of each cremation certificate they sign, along with a copy of the signed death certificate, to the OCME.

Some additional information regarding cremation authorizations:

- All local medical examiners have been told that they are not allowed to sign blank cremation certificates.
- Every local medical examiner must fully examine the decedent, which includes rolling the decedent over to view the backside of the decedent. The decedent should not have any clothing on and all medical therapy should be removed prior to examination to ensure there is no unforeseen trauma.
- Cremation authorizations should only be conducted at a hospital, crematory or funeral home and not at private homes or other businesses.
- Cremation certificates should only be signed for deaths that occur in Virginia.

Please contact your respective OCME district office for any questions.

CENTRAL DISTRICT:
400 E. Jackson St.
Richmond, Virginia 23219-3694
(804) 786-3174
800-447-1708
FAX (804) 371-8595

WESTERN DISTRICT:
6600 Northside High School Rd.
Roanoke, Virginia 24019
(540) 561-6615
800-862-8312
FAX (540) 561-6619



COMMONWEALTH of VIRGINIA

Department of Health
Office of the Chief Medical Examiner

TIDEWATER DISTRICT:
830 Southampton Ave., Suite 100
Norfolk, Virginia 23510
(757) 683-8366
800-395-7030
FAX (757) 683-2589

NORTHERN DISTRICT:
10850 Pyramid Place, Suite 121
Manassas, Virginia 22032-1700
(703) 530-9210
FAX (703) 530-0510

CREMATION OR BURIAL AT SEA CERTIFICATE

I hereby certify that on _____, I reviewed the death of _____,
(date) (name)

a(n) _____, _____, _____ who died on _____ at
(age) (race) (sex) (date of death)

_____ in the county/city of _____,
(address of death) (city/county of death)

and made a personal inquiry into the cause and manner of death of said decedent. Upon such inquiry, it is my opinion that no further examination or judicial inquiry concerning the death is necessary.

Medical Examiner's Case: Yes No

Cause of Death: _____

Manner of Death: _____

Permission is herewith given to _____ to: cremate
 bury at sea

Signature of Medical Examiner

Name of Medical Examiner

Street and Number or Rural Route

City or Town

Date Signed

City or County of Medical Examiner's Jurisdiction

NOTE: Person applying for this certificate shall deliver to the Medical Examiner the fee established pursuant to Virginia Code §32.1-284.

Four copies of this cremation certificate shall be printed, signed, and retained by or provided to the involved entities as prescribed below:

- One copy to be retained by the person / entity applying for the cremation certificate
- One copy to be provided to the crematory by the person / entity applying for the cremation certificate
- One copy to be retained by the Local Medical Examiner certifying the cremation
- One copy to be provided, along with copy of signed death certificate, to the appropriate district office of the Office of the Chief Medical Examiner



• P.O. Box 395 • Hanover, Virginia 23069 •
Phone: (804) 264.0505 Fax: (804) 264-3260 E-mail: info@vfda.net

April 20, 2018

Dear VFDA Member:

The Virginia Funeral Director Association's Board of Directors approved the following proposed bylaws change at their April 19, 2018 meeting. This proposed change is a housekeeping item pertaining to the candidate for the National Funeral Directors Association Policy Board Representative position. The proposed change is found in ARTICLE IX OTHER OFFICERS Section 4 National Funeral Directors Association Policy Council Representative, below for your review and consideration. To vote prior to the Annual Business meeting to be held at the 130th Annual Convention in Charlottesville on June 12, 2018; please submit your ballot to the VFDA office before Friday, June 1, 2018. Voting will also take place during the Annual Business Meeting.

Sincerely,

Lacy S. Whittaker
Executive Director

Virginia Funeral Directors Association
BYLAWS BALLOT

Please check YES or NO for each proposed bylaw.

Firm Name: _____

YES NO

ARTICLE IX
OTHER OFFICERS

Section 4. National Funeral Directors Association Policy Council Representative: It shall be the responsibility of the Board of Directors to elect by majority vote the Virginia Representative to this committee. Those interested in being considered must be a Past President and/or a member in good standing of the Association. The candidate for the position of the NFDA Policy Board Representative must be a past president or VFDA board member with three (3) or more years of experience on the VFDA Board of Directors. The Past President nomination(s) will be considered priority over non-past president nominations. The Policy Council Representative shall serve a three (3) year term. Unless completing an unexpired term, the Policy Council Representative may not succeed himself or herself. During his or her term on the Policy Council, the Representative shall be an NFDA member and shall be on the VFDA Board of Directors as a voting member during the entire tenure as a Policy Council Representative. The Policy Council Representative may be removed at any time, with or without cause, by the two-thirds vote of the Board of Directors. A vacancy resulting from removal, death, incapacity, or any other cause shall be filled by the majority of the Board of Directors.

Please return to the VFDA office by Friday, June 1, 2018 to info@vfda.net or fax (804) 264-3260. Mail: P.O. Box 395, Hanover, VA 23069.

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 Committee Descriptions

The Virginia Funeral Directors Association is looking for members to serve on the following committees for the 2018-2019 year. Most committees meet via conference call or WebEx. If you currently serve on a committee(s), you will automatically stay on that committee unless you indicate otherwise. Please review the following committee descriptions, complete the sign-up sheet on page 31 and return to the VFDA office by email (info@vfda.net). Thank you for your service to the VFDA!

Bylaws and Ethics:

- Review association bylaws and rules. Draft amendments as needed and makes recommendations to the Association's Board of Directors. Investigates ethical complaints and reports findings to board. Meets two to three times and as needed.

Convention:

- Oversee the initial planning of the annual Association convention. Makes recommendations to the Virginia Funeral Directors Association Board of Directors on locations, events, excursions, and assists with exhibits hall as needed. Volunteers during the annual convention as needed.

Convention Credentials:

- Formulates action plan and assists with logistical support with convention continuing education, voting processes, bylaws approvals have ballot, collects and tabulate nominations. Meets three to four times and works during convention as needed.

Convention Exhibits:

- Assists with setting of exhibit space during annual convention. Meets one time. Works during convention exhibit hall set-ups.

Disaster Response:

- Two person team to respond to the Offices of the Chief Medical Examiner at its request to assist them in expertise, logistics, and manning phones as needed.
- Response to the Commonwealth's Family Assistance Center would be immediate and would be able provide the following:
 - Resource materials of funeral directors throughout the Commonwealth and the United States.
 - Resource materials for out of country transportation and protocols.
 - Coordination of FAC counselors and OCME DRT team members.
 - Provision of counsel with victim families and responding to their questions and needs.
 - Offering assistance to various commonwealth organizations to facilitate their needs.

Endorsements:

The Endorsements Committee strives to represent the VFDA, the individual funeral home and other funeral service professionals by taking a proactive role in providing our members enhanced and competitive products and services through the use of endorsements and member benefits.

- Endorsement - An endorsement is a mutually beneficial agreement between a vendor and the VFDA (The Association) for an endorsement of a product or service. The relationship requires a formal written agreement setting out the terms of the endorsement and must be signed by an authorized agent of the sponsor and by the VFDA President or designee.

Sponsorships:

- A sponsorship is a mutually beneficial agreement whereby the sponsor receives value in return for cash or goods or services-in-kind provided to the Association. Sponsorship options include, but are not limited to, the Association's annual convention and expo, the Winter Conference, the President's trip, quarterly Association board meetings and educational offerings by the Association. The relationship requires a formal written agreement setting out the terms of the sponsorship, including any recognition to be provided to the sponsor, and must be signed by an authorized agent of the sponsor and by the VFDA President or designee. Sponsorships do not imply endorsement of products or services by the Association and does not imply any exclusive arrangement with the Association.

Finance:

- Develops Association's Annual Operating Budget, reviews financials monthly, and makes recommendations as needed.

Legislative:

- Moderates state and national legislative and regulatory actions that impact the profession as well as association management. Meets two to three times and as needed. Members need to be available to assist with lobbying as needed.

Membership Services/Outreach:

- Identify prospect, assist in recruitment and renewal efforts, and assures programming meets needs of members.
- Seeks ways to communicate the association's goals and objectives as well as the professional standards of its members to the community. Organizes community service activities and funeral home visits. Meets two to three times and as needed.

Professional Development:

- Develops an education curriculum that fulfills CEU requirements and is consistent with the mission of the association. Meets as needed four to six times and covers educational programs

Service of Remembrance:

- Responsible for planning and execution of S.O.R. during the Annual Convention. Determines order of service, speakers, music, and video.



Virginia Funeral Directors Association 2018-19 Committee Sign-Up

The Virginia Funeral Directors Association is looking for members to serve on the following committees for the 2018-19 year. Most committees meet via conference call or WebEx. If you currently serve on a committee(s), you will automatically stay on that committee unless you indicate otherwise. Please review the following, fill out and return to the VFDA office at info@vfda.net.

- Bylaws & Ethics Committee**
- Convention Committee**
- Convention Hospitality**
- Convention Exhibits**
- Convention Credentials**
- Disaster Response**
- Endorsements Committee**
- Finance Committee**
- Legislative Committee**
- Membership Services/Outreach Committee**
- Professional Development Committee**
- Service of Remembrance**
- Sponsorships Committee**

Name: _____

Funeral Home: _____

Phone: _____ Email: _____

Thank You!

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.

Women in Funeral Service Networking Luncheon - March 27, 2018

The Virginia Funeral Directors Association hosted a Women in Funeral Service Networking Luncheon on Tuesday, March 27, 2018 at Maggiano's Little Italy in Henrico, Virginia. The group enjoyed a delicious lunch and a presentation by Yolanda Gray on "Taking Control of Your Life." Thank you to everyone who attended this event!



Registration Information

To pre-register, just complete the CONVENTION REGISTRATION FORM, indicate your method of payment and send it to: VFDA, P.O. Box 395, Hanover, VA 23069, or register online (www.vfda.net). If you have any questions, please contact the VFDA office at 804.264.0505.

Cancellation Policy: Full registration refunds will be given provided cancellation is received in writing via email or mail by May 25, 2018. After that date, a refund of 50% registration refunds will be given providing cancellation is received in writing via email or mail before June 4, 2018. No refunds will be given after June 4, 2018.

PLEASE NOTE: Due to the types of events and outings being offered this year, you MUST pre-register for events and outings prior to June 4, 2018. A limited amount of tickets will be available at registration and we cannot guarantee additional space for excursions and events.



Charlottesville

where tradition is always new

Charlottesville is a truly unique town in central Virginia. In addition to its beautiful location among the Blue Ridge Mountains, there is an abundance of Charlottesville attractions and activities to explore during your time at the Boar's Head Inn. A hub for all kinds of activity, Charlottesville is home to excellent dining, shopping, local merchants, wineries, breweries, historical destinations, and much more.

No visit to Charlottesville is complete without experiencing some of the great local shopping. For a true taste of the south and the area's rich history, spend a day enjoying some of our favorite antique shopping in Charlottesville and the surrounding area.

The Concierge Services at the Boar's Head Inn can help with recommendations, assist with reservations, and arrange special accommodations. Want more ideas? Check out page 20.



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Please contact the VFDA office if you need a copy of the VFDA 130th Annual VFDA Registration Form. You may also register online at www.vfda.net. Online reservations for the Boar's Head Inn can be made by here: <https://www.vfda.net/convention/2018-convention/>. The 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 the Boar's Head Reservations at (866) 966-7504 to speak to a reservation agent. Reference the Virginia Funeral Directors Association.

Southwest Funeral Directors Association

President:

Tyler Bailey

Frost Funeral Home
Abingdon
tylersbaileyfh@gmail.com

Vice President:

John Britton

Mullins-Sturgill Funeral Home
Pennington Gap
monumentsservices@yahoo.com

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.

130th VFDA Annual Convention

June 10-13, 2018

Charlottesville, Virginia

Virginia Funeral Supply Association

President:

Cliff Blasius, Jr.

SinoSource
ccblaasius@verizon.net

1st Vice President:

Todd Dean

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*

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
July 18, 2018	Office Depot Webinar	Webinar (10:00 am)
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



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or [@virginiafuneraldirectors](https://www.instagram.com/virginiafuneraldirectors).**