

THE BULLETIN

JULY | AUG | SEPT | 2018



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Save the Date**



**Virginia Night · NFDA International Expo & Convention
Monday, October 15, 2018 · Log Haven Restaurant**

See page 13 for more details and reserve your spot!

VFDA the next generation



I am very thankful for the honor of serving as your VFDA President for the 2018/2019 term. Since I was sixteen years old I have been fascinated and intrigued by the funeral profession, from the science of the prep room to the ministry of guiding a family through the beginning of their walk on the twisted path of grief. I don't know of any other career that would have been as rewarding as this one has been to me.

VFDA and its importance was drilled into me from the very beginning of my career. William "Bill" Morlino, was my first employer in the funeral profession and was the long-time secretary/treasurer of the Tidewater Funeral Directors, as well as a past president of the VFDA. Unfortunately, in today's "connected" world many funeral directors do not see the value in building personal relationships with our fellow directors across the Commonwealth. To me, those relationships that I have with many of you are worth the dues that I pay every year. I know that if I need help or just reassurance all I have to do is reach out and one of my VFDA friends will be there and have been there. It frustrates me when I hear funeral home owners say that they don't see any value in joining VFDA or can't see all that the association has done to improve, and most importantly done to protect this profession.

I went back through my notes and agendas to see what this association has accomplished in the last decade or so to better and to protect the profession that I love so much.

Please feel free to share this list with your friends that are not members of VFDA when you hear them say that the association doesn't do anything for them. Here are some very valuable things that VFDA, through our Legislative Committee and our Lobbyist, has done for our profession in the last several years.

1. VFDA got the law changed to allow you to use purple or yellow lights to signify a funeral procession.
2. VFDA changed the law to allow the use of emergency flashers during a funeral procession.
3. VFDA got the amount cap on limited license pre-need sales removed.
4. VFDA defeated a proposed law that would have required funeral homes to charge sales tax on their services: professional, facility, embalming, and transportation, this bill would have increased a family's funeral bill by five percent over night.
5. Your VFDA has worked and is still working to fix the issues with the EDRS in order to make it a cost savings tool for the profession.
6. VFDA worked to change the law that allows directors to file death certificates at any local registrar.
7. VFDA worked to fix the law concerning unclaimed bodies and introduced wording to the law that holds funeral homes and crematories immune from liability when they are simply trying to help our communities.
8. Your VFDA helped to write the law that allows a stream lined avenue to amend death certificates.
9. VFDA had the state budget amended to mandate that all teaching hospitals in the Commonwealth have to use the EDRS.
10. VFDA wrote the law that mandates that all hospices in the Commonwealth must use the EDRS.
11. VFDA defeated a bill that would have redefined funeral merchandise to the point that non-licensed individuals would have been able to sell caskets directly to the public.
12. Probably most importantly because several issues pop-up every year, who continually monitors all the other legislation proposed each year and looks for any wording or unintended consequences that may cause our profession an unneeded burden or hardship, your VFDA that's who.
13. Your VFDA is pushing for our next legislative session to include a bill that will mandate that EDRS become mandatory for all certifiers, a bill that will clarify and protect us when dealing with the Next of Kin hierarchy issues, and a bill to assist some of our members with issues concerning regulations on a single manager at two locations.

If you just quantify these legislative issues and turn them into dollar savings, it represents thousands and thousands of dollars annually that every funeral home is able to see on their bottom line.

Through hard work and by contracting with Angie Bezik and Julia Hammond, our great constituent facilitators (my fancy word for Lobbyist), VFDA has become the voice of the funeral profession at the state capitol. All of this hard fought goodwill is in jeopardy if we can't keep up this level of legislative contact.

If the VFDA was not there to look after our best interest, I am sure that some of those funeral homes that say they cannot afford our dues or that they do not need to join, because they still benefit from our work, well, those funeral homes would be out of business if the outcome of these legislative changes were reversed.

Presidents Message continued on page 6.



Season for change and growth

As summer comes to an end, this is a time I get really anxious and excited about autumn. Fall to me is the start of new beginnings, children are back in school, better schedules, and ideas start to really flow. I am excited (and also a little nervous) about the many changes to come. Our leadership is looking at ways to improve and enhance the many offerings we have provided members throughout the years. Over the summer we had discussions on ways to better serve you as members and meet your needs. We are gearing up for a new association dues structure, improving our traveling caravans, adding back our winter conference, providing legislative meetings for districts, sending more communications, developing online resources and continuing education programs, and the list goes on and on.

Throughout this Bulletin, you will see the many legislative agenda items and EDRS information. The VFDA is the leading funeral service association taking charge of these initiatives and really working for you, the funeral service professional. As I discussed with Jay McIntyre, Legislative Chair, as an association it is important to send communications and updates to our members. We want you to be informed of what is happening and be an active participant in the process. Jay is exceeding those expectations and you are getting up to the minute information provided to you on legislative issues. If you are not receiving those communications, you need to let the VFDA office know. We use an e-mail system that tracks our communications and who is reading and not reading our information. It is helping me to better understand who is receiving and reading our communications.

I cannot stress enough how important it is to have you as active members of our association. I challenge each of you to have at least one staff member from your firm participate on a committee. You can sign up now and all committees meet via conference call in the late afternoon. Larry mentioned VFDA the next generation in his presidents message. You can help him follow through with his goals by sending staff to a continuing education program, winter conference, or convention. The enthusiasm and excitement your staff will come back with is amazing.

I hope you all will join us in the many events we have planned and I look forward to seeing you in Salt Lake City this year for the National Funeral Directors Association convention. The VFDA is hosting Virginia Night on October 15th at the Log Haven Restaurant. It is guaranteed to be a good time!

This is the season for change and growth. We are stronger than we think and we are stronger together.

I look forward to seeing you soon.

A handwritten signature in cursive script that reads "Lacy Whittaker".

Lacy S. Whittaker

Every year we listen to our members, to hear what is working and what isn't. The members are what drives our agenda, not the board or our executive director. We are only the vessel that takes your ideas or concerns and advocate for the changes that you feel we need to address.

Change, to some it is a dirty word and unnecessary, but to me change represents new life and that brings me to my theme for the coming year: **VFDA the next generation**. For those of us that have been practicing in this profession for the last 25, 30, 40, and 50 years it is imperative that we teach the young generation (and by that I mean those that are new to our profession not necessarily young in age) about our way of funeral directing and embalming. We all have vast amounts of knowledge and expertise, and hopefully, the new directors will listen, observe, and retain some of this information. But, and this is the hard part, us, the old farts, we need to listen and be receptive to the ideas of the new generation. They are the future of this profession and to shackle them with our ways is not fair to them or to a society that is seeking new ways to commemorate a life. I feel that stifling the creativity and intellect of your staff equates to buying a brand-new Hearse and parking it in the garage and then continue to use the old one because it still runs good. We should always showcase the newest and brightest.

We have a rule at our funeral home, if you have an idea, then you have to have a plan on how to do it and of course how much it will cost. When you pull the restrictors off you will be amazed how well things go.

If you don't have an intern, think about hiring one or two. They are not that expensive and they pretty much clean up after themselves. Once you have hired them, push them towards

community service and let them participate in your district associations and every now and then drag them to a convention. You will really be surprised at how fun it is to experience an expo through younger eyes and ears.

Also, starting soon, you can talk with one of our states funeral service programs about the possibility of being a preceptor for a student. I feel that this will be a way for you to test drive an individual without the expense of owning. In other words, you can legally have a student (enrolled in a funeral program) come into your funeral home and actually see how they will cope in the prep room without having to hire them first.

To promote hiring an intern, this next year the VFDA will be introducing another award: Intern of the Year. The nominees from each district will be invited to next years convention and the funeral home that employs the winner will be given a free registration for the following convention.

I look forward to seeing most of you at your local district meetings and invite each of you to make plans to join us in Virginia Beach for the new and improved VFDA convention in June 2019. (More info coming soon.)

Once again my thanks to each of you for this opportunity and together we can keep VFDA great!



Laurence F. "Larry" Spiaggi CFSP, CCO, CPC

VFDA partners with high school student to learn more about the funeral service and medical examiner professions

On May 17, with the help of Lacy Whittaker, Executive Director of the Virginia Funeral Directors Association, Maddie Copeland, a rising senior at The Carmel School in Ruther Glen, Virginia met Ms. Breezy Wasko, F.S.L., M.A., Embalming Laboratory Supervisor from the Virginia Anatomical Program.

Ms. Wasko and Maddie had lunch and discussed her future plans and interest in becoming a medical examiner.

Following this meeting, Lacy scheduled a meeting between Maddie and Ms. Janet Stephens, Program Director and Associate Professor, Department of Funeral Services, John Tyler Community College.

Afterwards, Maddie and Lacy visited with VFDA President Larry Spiaggi, CFSP, CCO, CPC. Maddie toured Morrissett Funeral Home & Cremation Service in Chesterfield.

The VFDA encourages high school students with interest in the funeral service and medical examiner professions to contact the office to help facilitate educational meetings with funeral service professionals.

Thank you to Breezy, Janet, and Larry for taking the time to meet with Maddie.



VFDA Elects Larry Spiaggi, CFSP, CCO, CPC, President

The Virginia Funeral Directors Association (VFDA) welcomes the 2018-2019 Board of Directors. The association held its 130th Annual Convention in Charlottesville, June 10-13, 2018. The Association's Inaugural Banquet and installation of officers took place on June 12, 2018, where the association introduced the new board members.

The 2018-2019 President of the VFDA is Laurence F. "Larry" Spiaggi. Spiaggi is owner of Morrissett Funeral Home & Cremation Service in Chesterfield. Spiaggi graduated from John Tyler Community College with an associates degree in Funeral Service in May 1981. He received his



Laurence F. "Larry" Spiaggi, Morrissett Funeral & Cremation Service was installed as VFDA President on June 12, 2018 in Charlottesville, Va.

funeral service license in November 1981. He has been a funeral director at Morrissett Funeral Home & Cremation Service for 36 years. Spiaggi began his career as an intern at Brennan-Morilino Funeral Home in Portsmouth for six years prior to coming to Morrissett Funeral Home & Cremation Service.

The 2018-2019 Virginia Funeral Directors Association Board of Directors members:

- Larry Spiaggi, CFSP, CCO, CPC, President, Morrissett Funeral & Cremation Service, N. Chesterfield, Va.
- Gerald L. "Jerry" Andrews, President-Elect, Andrews Funeral Home and Crematory, Inc., Gloucester, Va.
- Marty White, First Vice President, Stover Funeral Home, Strasburg, Va.
- Jay McIntyre, Second Vice President, McMullen Funeral Home, Harrisonburg, Va.
- Robert "Bob" Gallagher, Immediate Past President, Fairfax Memorial Funeral Home, Fairfax, Va.
- Leslie "Les" Powell, III, Secretary-Treasurer, Powell Funeral Home, Inc., South Boston, Va.
- Paul Hazelgrove, At-Large Director (Two-Year), SCI - Richmond/Virginia Beach, Va.
- Brian Horne, At-Large Director (Two-Year), Horne Funeral Service, Inc., Christiansburg, Va.
- Clint Oxendine, At-Large Director (Two-Year), Mountcastle-Turch Funeral Home & Crematory, Inc., Dale City, Va.
- Matthew Buscher, At-Large (Two-Year), Advent Funeral Service, Falls Church, Va.
- Russ Teffner, Blue Ridge District, John M. Oakey & Son

Funeral Home and Crematory, Salem, Va.

- Larry Corey, Central District, Morrissett Funeral & Cremation Service, N. Chesterfield, Va.
- Gary Maxwell, Northern District, Mountcastle-Turch Funeral Home, Annandale, Va
- Daniel Chapman, Shenandoah District, Johnson Funeral Service, Inc., Grottoes, Va.
 - Larry Joines, Southside District, Bassett Funeral Service, Bassett, Va.
 - Matthew "Matt" Perry, Southwest District, Frost Funeral Home, Abingon, Va.
 - Douglas Parr, Tidewater District, Parr Funeral Home & Crematory, Suffolk, Va.
 - Todd Dean, Virginia Funeral Supply Association, Richards-Wilbert, Inc. Staunton, Va.
 - Krystina Diman, Chaplain, Morrissett Funeral & Cremation Service, N. Chesterfield, Va.
 - Douglas Parr, Sergeant-At-Arms, Parr Funeral Home & Crematory, Suffolk, Va.
 - Haile L. "Butch" Gatewood, Jr., NFDA Policy Board Representative, Norris Funeral Service & Crematory, Inc., Martinsville, Va.

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Welcome!

Billerica, MA - The Dodge Company is pleased to announce the addition of Lincoln Plain to its team of sales representatives. If Lincoln's time spent in Billerica and on the road is any indication, he is certain to provide excellent service to the funeral service professionals in his territory which covers Minnesota and North Dakota.

Lincoln has taken over the territory previously served by Gregg Bright who is now enjoying retirement. He was initially licensed as a funeral service practitioner in Minnesota in 1995, having graduated the University of Minnesota with a Bachelor's Degree in Mortuary Science that same year. Lincoln has been in funeral service for twenty-eight years, twenty of which were spent with O'Halloran and Murphy Funeral Home in St. Paul. Lincoln also spent many years as a trade embalmer/reconstruction specialist in Western Wisconsin. Interestingly, his goal for the last ten years has been to be a part of the Dodge family as a sales representative.

Lincoln is the proud dad of his 9-year-old son Zac who keeps him on his toes. When not working, he enjoys motorcycles, snowmobiles, boating, fishing, ATVs and spending time "up north at the cabin with family and friends."

Community service also is very important to Lincoln who is the organizer of the annual Original 33 Memorial Ride, a 150-mile ride out of Prior Lake, Minnesota which is held each September in memory of Jason Wilkes. Additionally, he participates in the annual Blackwods Blizzard Ride, a snowmobile benefit ride to help fund a cure for Lou Gehrig's Disease.

Tim Collison, Dodge's Chief Operating Officer, said "I have known Lincoln for several years and am happy that he is now part of the Dodge sales force. Lincoln is very organized and possesses valuable experience which will serve his customers well."

Congratulations!



Congratulations to Tilda and Tony Mullins, Vaughan-Guynn-McGrady Chapel, on the birth of their first grandchild! Tilda and Tony's son, Nate and his wife Chelsea Mullins, welcomed their new son, Braxton Taylor Mullins on July 21, 2018. Braxton weighed 7 pounds, 2 ounces. Congratulations, Mullins Family!

Welcome!

Billerica, MA - The Dodge Company is pleased to announce the addition of Allen Bateman to its team of sales representatives. If Allen's time spent in Billerica and on the road is any indication, he is certain to live up to the definition of a true Dodge representative and will provide excellent service to the funeral service professional in his territory which covers Eastern Georgia and South Carolina.

A native of Darlington, South Carolina, Allen is a graduate of St. John's High School and the Gupton-Jones College of Mortuary Science in Atlanta, Georgia in 1995. He earned his South Carolina funeral directors and embalmers license in January 1997 and his pre-need insurance license in 1999. Allen's funeral service career started in 1993 at the Cain Funeral Home in Florence, South Carolina. Prior to joining Dodge, he served as manager of the George Funeral Home in Aiken, South Carolina, a position he held since 2012.

Allen is married, and he and his wife Katie are the proud parents of two children, Olivia Grace and Chase Allen. From what we have learned, Allen is a huge Clemson fan and a true "Parrothead". He also is a member of the Rotary Club of Aiken. When he has a spare moment, he enjoys outdoor sports which includes riding his Harley, hunting and fishing.

Tim Collison, Dodge's Chief Operating Officer, said "I have known Lincoln for several years and am happy that he is now part of the Dodge sales force. Lincoln is very organized and possesses valuable experience which will serve his customers well."

Congratulations!



Congratulations to Bucky Stevens, Thacker Caskets, Sales Consultant on the birth of his daughter! Bucky and his wife Ashley, welcomed their new daughter, Faith Walker on April 30, 2018 at 9:04 pm. Faith joins big sister Lilly Grace, who is 4 years old. Congratulations, Stevens Family!

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Thacker Honored as Top Family-Owned Business by Washington Business Journal

Thacker Caskets was honored this spring as one of the top family-owned businesses in the Greater Washington D.C. metropolitan area by the Washington Business Journal. Thacker was selected as one of fifteen total companies that were honored out of the growing Washington D.C. metropolitan region.

Honorees included all types of multi-generational family-owned and operated businesses including engineering firms, real estate development firms, gourmet grocers, piano manufacturers, and more.

Ratner Cos., the \$500 million-dollar company behind the hair salon brands Hair Cuttery and Bubbles, was alongside Thacker as one of the honorees. Mars, Inc., who has an annual revenue of \$35 billion dollars took home the Washington Business Journal's Centennial Award. Mars, Inc. is most famous for their candy brands such as M&M's, Snickers, Starburst and more; they are involved in the pet care business as well.

In consideration for the award, the Washington Business Journal sought out businesses that had two or more generations currently working and running a family-owned, privately held business. In addition, those businesses must have been founded in the Washington, D.C. metropolitan region.

"The call from the Washington Business Journal simply informing us that they had researched our company and were considering us as a candidate to become an honoree was exciting enough. Then when we got the call that we were selected as one of only fifteen honorees in the entire region, our entire family was ecstatic!" said Danielle Thacker, VP of Sales and Marketing.

The Washington Business Journal published an article on each one of its honorees in its March 2nd edition of the journal. The article highlighted specific details on each company, its heritage and its direction for the future. In addition, the Washington Business Journal held a formal contact, dinner and awards ceremony at the Washington, D.C. Four Seasons Hotel for all the family businesses that were honored. In attendance from Thacker Caskets was Audrey Thacker and Danielle Thacker.

"It was truly a wonderful night," remarked Audrey Thacker. "We got to meet so many wonderful people from so many different types of industries. In the end, we all do the same thing - we all own and operate family businesses."

"I would never have believe the person who said that one day we would share the same stage as multi-million and multi-billion-dollar companies that own brands like Snickers and Hair Cuttery. We are truly humbled and honored. Our true thank you goes to our employees and family-owned and operated funeral home customers who have built the foundation for our almost 80 year old company," remarked CJ Thacker, CEO of Thacker Caskets.

Thacker Caskets, currently serves at the industry's largest family owned and operated casket supplier. To read the article published by the Washington Business Journal, visit <https://goo.gl/iRnFSa>. For more information or to contact Thacker Caskets directly, please call 800.637.8891, email info@thackercaskets.com or visit our website at www.thackercaskets.com.

John Tyler Community College Awards Diplomas to Funeral Service Professionals Congratulations, Class of 2018!

On Friday, May 11, 2018, John Tyler Community College awarded diplomas to fifteen funeral service providers. The graduation was held at the Virginia State University Multipurpose Center. The Virginia Funeral Directors Association would like to extend congratulations to all graduates. Best of luck in your future as a funeral service professional!

- Ayana Ames, Gainesville, VA
- John Britton, Pennington Gap, VA
- Sharon Cox, Kingsport, TN
- Antonia Cummings, Front Royal, VA
- Tamara Elkins, King William, VA
- Carol Elliott, South Chesterfield, VA
- Tracy Hineman, Richmond, VA
- Joseph Johnson, III, Dinwiddie, VA
- Warren Johnson, Waynesboro, VA
- Jonie Manning, Richmond, VA
- Brooke O'Gara, Waverly, VA
- Larry Phillips, Chester, VA
- Warren Reid, Farmville, VA
- Amber Schook, Chesterfield, VA
- Steven Smith, South Boston, VA

Blue Ridge Funeral Directors Association

President:

I. Ray Sloan

Botetourt Funeral Home

botetourtfuneralhome@gmail.com

Vice President:

Mike Rorrer

McCoy Funeral Home

mccoymfuneralhome@verizon.net

Secretary/Treasurer:

Jonathan Stilwell

John M. Oakey, Inc

jonathan@johnmoakey.com



Beautiful Buchanan, Va in the Spring. Photo credit <http://www.visitbotetourt.com>.

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

EMPLOYMENT OPPORTUNITIES

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 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

Northern Virginia Burial & Cremation Society, Alexandria, VA

Woodlawn Memorial Gardens, Norfolk, VA

Demaine Funeral Home, Alexandria, VA

Funeral Director/Embalmer

Finch & Finch, Inc. Funeral & Cremation Service, Altavista, VA

Maberry Funeral Home, Floyd, VA

Lotz Funeral Homes, Roanoke and Salem, VA (two positions)

Advent Funeral & Cremation Services, Falls Church, VA

Singleton Funeral Service, Southwest, VA

McCoy Funeral Home, Blacksburg, VA

Funeral Service Licensee

Shenandoah Valley Funeral Home, Verona, VA

Maddox Funeral Home, Inc., Front Royal, VA

Funeral Supply Sales

Richards Wilbert, Hagerstown, MD

Miscellaneous

Funeral Services Adjunct Faculty Position, John Tyler Community College, Chesterfield, VA

WELCOME NEW MEMBERS!

AFFILIATE

Thomas Bryant
Independent Funeral Planning, Inc.
131 Hanbury Road West, Suite C1, Chesapeake, VA 23322
Phone: 1-888-201-2021
Fax: 757-842-6703

Chris Citron
In Memory Of
P.O. Box 5472 Charlottesville, VA 22905
Phone: 434-996-6435
director@inmemoryof-memorial.org

ASSOCIATE

Kemp Settle
Whitten Funeral Home
7404 Timberlake Road
Lynchburg, VA 24502
Phone: 434-239-0331

MORTUARY SCIENCE STUDENT

Penny Smith
Pittsburgh Institute of Mortuary Science

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LEGISLATIVE CHAIR MESSAGE

Good day to you all. I hope that as you read this letter today, you are finding new and great success with your local hospice providers as they further their usage of the EDRS. Since hospice deaths account for nearly 50% of all deaths in Virginia, it was our intention with this legislation to take a big bite in to the apple (EDRS) to achieve the most success.

As we turn the calendar to August, the grace period allowed by the Division of Vital Records has now expired. If doctors were not aware of the change in the law on July 1st, hopefully they have been informed of the change. By now, most, all if not all hospices have experienced a death of one of their patients. No longer will doctors who oversee any hospice programs be able to sign paper death certificates. They must all be started and completed by the funeral home, sent to the medical certifier for completion, and then returned to and sent to the health department by the funeral home electronically.

If in the time since the change on July 1st you have given the hospice providers the information regarding the change of law and they have objected, we are here to help. This association, and the legislative committee will reach out to the doctor personally and if no progress is made with him/her we will reach out directly to their licensing board. That being said, in order for us to be effective as possible, we will need you as the funeral home to alert the association as soon as the issue arises.

We also need the exact name and date of death of the deceased as well as the date the death certificate was submitted to the doctor and/or dropped off to his/her practice.

As an association, we want to use any kind of leverage we have in helping you, rather than you as a business owner taking this issue upon yourself individually. Please let the association act on your behalf and “be the bad guy.”

If you have any questions, please either reach out to me, Lacy Whittaker, or Larry Spiaggi. We are here to help and hope that you will allow us to do so.

Thanks,

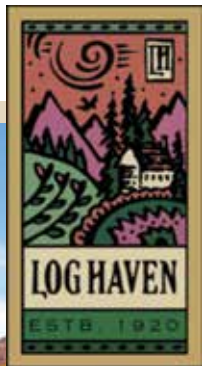
Jay McIntyre
Legislative Committee Chair
McMullen Funeral Home
540.833.2891
540.421.6585



VIRGINIA NIGHT

AT LOG HAVEN RESTAURANT

MONDAY, OCTOBER 15 • 7:00 P.M. • 6451 EAST MILLCREEK CANYON • SALT LAKE CITY, UT 84109



VFDA Shuttle Service will pickup at 6:00 p.m. (please arrive at 5:50 p.m.) at the main entrance of the Salt Palace Convention Center: 100 South West Temple, Salt Lake City



\$110 per person

APPETIZERS

Open Bar, Hors D'Oeuvres, Vegetable Spring Rolls, Coconut Shrimp, Tandoori Chicken

FIRST COURSE

Southwest Caesar Salad
Freshly baked artisan breads and butter

ENTRÉE

(Guests will order their entrees on the night of the event. Choice of one:)

Filet Mignon market vegetables, crème fraiche potatoes, Maderia reduction, smoked garlic butter

Pan Seared Wild Salmon risotto Milanese cake, roast broccolini, crisp speck, tomato basil broth

Organic Chicken Thighs Under Brick corn-enoki couscous, roasted broccolini, capers, lemon aioli, chicken broth

Vegetarian "Beyond Beef" Bolognese almond milk, fettuccini, grana Padano

DESSERT

Chocolate Flourless Cake

Name: _____

Firm Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Cell Phone: _____

E-mail: _____

Number of persons attending: _____ Total amount due \$ _____

Names of Attendees: _____

Method of Payment: Amount Enclosed: \$ _____

Check (payable to VFDA. Please put VFDA Virginia Night in the Memo Line. Mail to address below.)

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Bar Sponsorships available!
Contact VFDA for more information.



Submit Form to VFDA

RSVP by October 1, 2018



Virginia Funeral Directors Association
A Four-Year Lookback of Service to Members
Legislative Initiatives and Defense

The VFDA has continuously served 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.

The outcome of a VFDA survey in 2013 revealed that membership concurred that the number one value and benefit of membership was the advocacy and representation before the Virginia General Assembly and Administration. That benefit has been strengthened even more in the subsequent years with long-time Legislative Committee Chairman, Larry Spiaggi, (who recently turned over the helm to Jay McIntyre), and the lobbying team of Julia Hammond and Angie Bezik. Larry will begin service as the VFDA president for 2019.

As Chairmen of the Legislative Committee, Larry and Jay have worked closely with the lobbying team providing the expertise of the funeral service profession before the Virginia General Assembly. They have attended countless meetings with Administration officials, legislators and testified before House and Senate Committees. The lobbying team has worked diligently on behalf of VFDA to build relationships with legislators, Administration (elected and appointees), and other stakeholders to the legislation for which they advocate for or against to protect VFDA members.

A major focus for many years for the VFDA has been development, implementation and mandated use by appropriate stakeholders of the Electronic Death Registration System (EDRS). The Virginia Department of Health (VDH) began discussion years in advance of the October 2014 rollout of the program. At that time, and since, there was still considerable conversation with the VDH and Division of Vital Records (DVR) regarding the EDRS, which had been discussed with VFDA for years since its conception. VDH and DVR had attended many VFDA meetings and conventions and shared their vision for how EDRS would be developed and used. Ultimately, they would choose not to seek mandated use by any stakeholders and rolled out the program. With this in mind, there have been other issues of importance to VFDA members that have been tackled as well.

How VFDA Serves You continued to page 15.

The following is a four-year lookback at the efforts made by our Legislative Committee volunteers and lobbying team on behalf of VFDA members. Although VFDA may not have many proactive pieces of legislation, we play a lot of defense!

2015 General Assembly Session

The 2015 General Assembly session was a big effort for the VFDA. The hope was to fulfill the desire to mandate EDRS by reminding physicians of their legal duty to sign death certificates in a timely manner. It was already in Code; however, we wanted to reiterate the current law in a different section of Code to provide notice to physicians that it is indeed a requirement of law. Additionally, we wanted to notify the legislature that an expensive program had rolled out and almost no one is using it. VFDA recognized that a mandate in a Republican led General Assembly would be tough at best but saw this as an opportunity to educate.

Following the committee hearing, the Medical Society of Virginia MSV agreed to work with VFDA to insist EDRS work correctly and would become more user-friendly, so physicians would use EDRS exclusively. They also noted some of the operational issues of EDRS were not user friendly.

The following are eight pieces of legislation that VFDA worked on directly or monitored to be sure no amendments to legislation created issues for VFDA members. VFDA also watches the budget.

VFDA Legislative Agenda - Delegate Ron Villanueva: [HB 1802 Certification of death; signing medical form, if not in timely manner Class 1 misdemeanor.](#) (Supported – failed to pass)

VFDA Legislative Agenda - Senator Kenny Alexander: [SB 895 Funeral Directors and Embalmers, Board of; clarifies definition of embalming.](#) (Supported – passed)

VFDA Legislative Agenda - Senator Kenny Alexander: [SB 951 Dead bodies; disposition of remains or burial of decedent.](#) (Supported – passed)

VFDA Legislative Agenda - Senator Emmett Hanger: [SB 1434 Dead bodies; disposition, identification of decedent.](#) (Supported – passed)

Delegate Scott Garrett: [HB 1607 Medicolegal death investigators; Chief Medical Examiner may appoint.](#) (Monitored/supported – passed)

Delegate Chris Head: [HB 2123 Funeral services; practice does not include sale of caskets.](#) (Opposed – defeated)

Senator Mark Obenshain: SB 1174 Cemetery Board; perpetual care trust funds, requirements. (Monitored – passed)

Senator Kenny Alexander: SB 1106 Veterans; unclaimed cremains. (Monitored – passed)

2016 General Assembly Session

In 2016, VFDA tried again to move the General Assembly to a straight forward EDRS mandate as well as a couple of other legislative items. Senator Kenny Alexander worked with us but ran into some issues dealing with not only the mandate for EDRS but other issues as well. Delegate Villanueva once again agreed to be our patron on the House side and took his cue from Senator Alexander and struck his bill.

VFDA Legislative Agenda - Senator Kenny Alexander: SB 592 Vital records; amending death certificates. (Supported – passed)

VFDA Legislative Agenda - Senator Kenny Alexander: SB 594 Certificates of death; electronic registration. (Supported – failed/stricken)

VFDA Legislative Agenda – Senator Kenny Alexander: SB 595 Dead human bodies; storage. (Supported – passed)

VFDA Legislative Agenda – Senator Kenny Alexander: SB 596 Death certificates; extends time for filing medical certification of death. (Supported – failed/stricken)

VFDA Legislative Agenda – Delegate Ron Villanueva: HB 1086 Certificates of death; electronic registration. (Supported – failed/stricken)

Delegate Les Adams - HB 789 Exhumations; clerk of circuit court to send notice to next of kin, exception (Monitored – passed)

2017 General Assembly Session

VFDA went into the 2017 General Assembly session with a different strategy after two years of educating legislators and other stakeholders. Recognizing that the EDRS had not yet become more user friendly, nor had all of the concerns VFDA had regarding its operation been addressed, VFDA opted to take the issue on in bite-sized pieces. Additionally, it was taken to the Secretary of Health and Human Resources, Bill Hazel. Following the 2016 legislative session, VFDA and its lobbyists had numerous meetings and communications with Secretary Hazel to begin rectifying what was felt to be a lack of action on the part of VDH and DVR to correct EDRS issues and address stakeholder concerns.

Although VFDA has always engaged membership in the legislative process, the new strategy included a much heavier engagement by VFDA members with their legislators. We were able to secure amazing patrons for the VFDA 2017 Legislative Agenda to include now Co-Chair of Senate Finance, Senator Emmett Hanger; now Speaker of the House, Delegate Kirk Cox; Chairman of House Education Committee and Vice Chair of Appropriations, Delegate Steve Landes; and Delegate Tony Wilt, who is VFDA's Legislator of the Year for 2017.

VFDA also continued to build its relationship with MSV and its lobbyists as well as building new relationships with Chip Dicks, lobbyist for the Virginia Court Clerks. He worked closely with us to draft language that would be accepted by the Clerks. DVH/DVR provided language, which they needed to remain neutral on the streamlining of court ordered changes to death certificates legislation. Additionally, we were able to begin building relationships with the state teaching hospitals and the Virginia Hospital and Healthcare Association (VHHA).

VFDA Legislative Agenda – Senator Emmett Hanger: SB 1048 Death certificate; amendments other than correction of information. (Supported – passed)

Senator Emmett Hanger also patroned a budget amendment, [Item 291 #c](#) that requires state teaching hospitals to come fully on board with EDRS by April 15, 2018. (Timing coincides with a newly awarded grant to VDH to bring EDRS into 80% full compliance by April 15, 2018.)

VFDA Legislative Agenda - Delegate Steve Landes patroned companion budget language to Senator Emmett Hanger's. VCU and UVA teaching hospitals supported our request and so VHHA and MSV did not work against our efforts. (Supported – passed)

VFDA Legislative Agenda - Delegate Tony Wilt: HB 2276 Death certificate; amendments other than correction of information. (Supported – passed)

VFDA Legislative Agenda - Delegate Kirk Cox: HB 1846 Death certificates; filing in any health district. (Supported – passed)

2018 General Assembly Session

VFDA's strategy worked very well in 2017 and the next obvious group of stakeholders were the hospices. Again, we began some new relationships and continued to build upon our recent ones with VHHA and MSV. This year, we reached out to lobbyists for hospices and while one stood down, the other was very helpful. Becky Bowers-Lanier with the Virginia Association for Hospices.

VFDA Legislative Agenda – Senator John Cosgrove: SB 309 Death certificates; medical certification, electronic filing, hospice. (Supported – passed)

**130th Annual VFDA Convention Highlights
Boar's Head
Charlottesville, Virginia**

IN REMEMBRANCE

Thank you for supporting the 130th Annual Virginia Funeral Directors Association Convention!

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Sammy L. Campbell - June 6, 2018

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William Henry Potter - June 9, 2018

VIRGINIA FUNERAL SUPPLY ASSOCIATION

James Wright Mercerm Sr. - May 2, 2018

David Keith Purvis - May 22, 2018

Thank you to our 130 th Annual Convention Exhibitors	
Exhibitor Name (Company Name)	Booth/Table #
ASD	121
Atlantic Coast Life Insurance Company	102
B&L Cremation Systems, Inc.	138
Bass-Mollett Publishers	120
Batesville	132
Beta Capital Corp	116
Bill Black Cadillac	122 (Car 4 & 5)
Capitol Financial Partners a Mass Mutual Company	133
Casket Sales Inc.	146 & 147
Clark Grave Vault	140
CONAWAY's	149 (Car 3)
Crain MM Sales	TABLE D
Crystal Remembrance	109
Custom Air Trays	131
CUTCO Cutlery	TABLE P
Dodge	118 & 119
Executive's Cutting Edge	TABLE J
Federated Insurance	141
Homesteaders	110
In Memory Of	TABLE O
John Tyler Community College	TABLE C
Jones Professional Vehicles	TABLE A
Lakeland Preneed Planning	TABLE K
Legacy Touch	100
Life Policy Check	TABLE L
LifeNet Health	112
Matthews Aurora Funeral Solution	106 & 107
Matthews Environmental Solutions	117
Meadow Hill Co	130
Messenger	111
National Cemetery Administration	108
Pekin Life Insurance Company	128
Pittsburgh Institute of Mortuary Science	TABLE M
Regulatory Support Services	142
Robertson & Downey	123
Thacker Caskets, Inc.	129
The Nola Watkins Collection	TABLE B
Tidewater Community College	TABLE N
Triangle Atlantic Casket Company	126 & 127
TribuCast	137
Tribute Displays	113
Tukios	101
Warfield-Rohr Casket Co., Inc.	148
Wilberts of Virginia	139

SCAM Alert!

Please be aware of the latest scam!

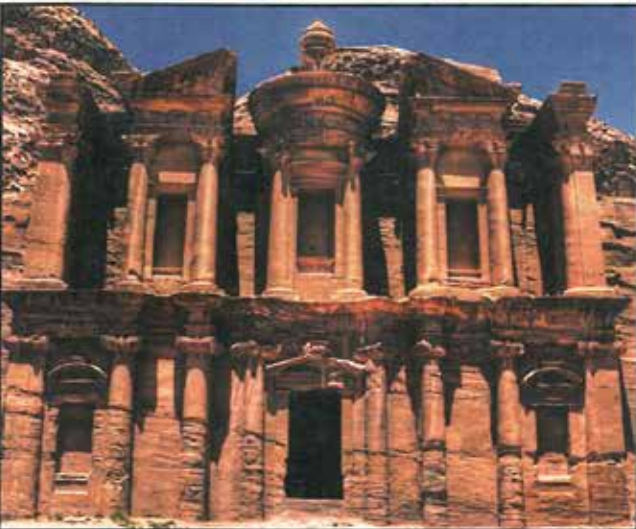
If you received an email that appears to be from the VFDA specifying that we are raising money for the Smith family, please do not respond to this email or make any donations.

This is a scam and not something the VFDA is fundraising for.

Please always check with the VFDA if an email seems suspicious or if you have questions.

VFDA International Studies Trip 10 Day Holy Land Experience with optional Extension to Petra

March 18-27, 2019



Base Tour Price: \$3,948.00
**Optional Extension to
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per person based on double occupancy



**\$100 discount on all deposits received
anytime before July 18, 2018.**

Included in the price:

- Round-trip airfare from Dulles Airport
(includes fuel surcharges and taxes)
*(Flight upgrades based on availability, please let us know at least
6 months in advance)*
- 4 Star Hotel Accommodations
- 7 breakfasts and 8 dinners
- Sightseeing as per itinerary
- Airport-hotel transfers
- Hotel taxes
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- Services of a Professional Tour Escort

Not Included:

- Meals not mentioned- lunches
- Optional Travel insurance (recommended)
- Optional Tipping for Guide, Driver and Porters/Waiters
- Single Supplement - \$500.00

Contact:

Larry Spiaggi, VFDA
804-363-4850 • larry@morrissett.com
or: **Kallie Blount • Regina Tours**
1-800-CATHOLIC ext. 209 (W)
or 252-814-1337 (C) • kblount@groupist.com

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The mission of the Virginia Funeral Directors Association Foundation (VFDAF) engages business and community partners in the support of professionals and students currently in or entering the funeral service profession through education, advocacy and leadership development. By doing this, the VFDAF will help to eliminate barriers to opportunities by helping people to reach their fullest potential.

The VFDAF holds a raffle drawing each year during the VFDA Annual Convention. Money raised from the raffle helps fund scholarship and leadership programs. This year, the raffle was held at the Awards Banquet during the 130th Annual VFDA Convention on June 12, 2018 at the Boar's Head Inn. The winners were:

- \$250 - Frankie Sheridan
- \$500 - Nathan Simmons
- \$1,000 - Paul Hazelgrove

Paul Hazelgrove generously donated his winnings from the raffle back to the Foundation. Thank you to all who supported the VFDA Foundation Raffle.

Central Virginia Funeral Directors Association

President:

Jim Dunn

Woody Funeral Home
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Vice President:

Janet Stephens

John Tyler Community
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Secretary/Treasurer:

Dana Sikon

UVA Fresh Tissue Lab
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Main Street in Richmond, Va in the spring.

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

130h Annual VFDA Convention Highlights
Boar's Head Inn
Charlottesville, Virginia

2018 VFDA Funeral Director of the Year

Congratulations to **Larry Spiaggi**, Morrissett Funeral Home & Cremation Service, on being selected as the 2018 Virginia Funeral Directors Association Funeral Director of the Year!

VFDA Funeral Director of the Year is a special award bestowed upon a VFDA member 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, and presented to Larry, citing his expert leadership and professional integrity displayed within the funeral service profession.

Pictured at right is Larry Spiaggi, VFDA President and recipient of the 2018 Virginia Funeral Directors Association Funeral Director of the Year and Bob Gallagher, VFDA Immediate Past President.



The VFDA appreciates the time and dedication to the association 2017-2018 Board of Directors:

Larry Joines, Immediate Past President/Chaplain; **Matthew Buscher**, Sergeant-At-Arms; **Marty Hagy**, Secretary-Treasurer; **Paul Hazelgrove**, At-Large Director; **Bobby Gardner, Jr.**, At-Large Director; **Michael Rorrer**, Board of Director; **Charlie Rimel**, Board of Director; and **Haile L. "Butch" Gatewood**, Board of Director; **Matthew Perry**, Board of Director, and **Cliff Blasius**, Virginia Funeral Sales Association.



2018 VFDA Legislator of the Year

The Virginia Funeral Directors Association recognized **Senator John A. Cosgrove** and **Delegate Tony Wilt** as the 2018 VFDA Legislator of the Year. We appreciate Senator Cosgrove and Delegate Wilt's support and dedication to the funeral service profession.

Pictured at left is Delegate Tony Wilt and pictured at right is Senator John A. Cosgrove.



Congratulations to **Tyler Bailey**, Frost Funeral Home, Abingdon, Va., on being selected as the 2018 Rookie of the Year.

New to the awards presented at the VFDA Annual Convention, this award is an opportunity for districts to recognize their rising stars.

Pictured at right, Tyler Bailey.



Special Note: Thank you Robert "Bob" Gallagher, Fairfax Memorial Funeral Home, for your service as President from 2017 until 2018. We appreciate your dedication and commitment to the VFDA.

130th Convention Highlights continued to page 23.



2018 VFDA Golden Licensee Recipients

The Virginia Funeral Directors Association honored **Charles Wesley Andrews, Jr.**, J.T. Morriss & Son, Inc. and **Mary Jane Teague**, Teague Funeral Service and for fifty years of service to the funeral service profession. We appreciate your contribution to the association's history and tradition.

Pictured at left, Charles W. Andrews, Jr. and pictured at right Mary Jane Teague.



2018 VFDA Golden Licensee Recipients

The Virginia Funeral Directors Association honored **A. Wayne Ondich, Jr.**, Thomas M. Seagle & Sons for fifty-five years of service to the funeral service profession. We appreciate your contribution to the association's history and tradition.

Pictured at right, A. Wayne Ondich Jr.



All Continuing Education Unit certificates have been given out for the 130th Annual VFDA Convention. If you did not receive yours, please email the VFDA office (info@vfda.net).

Northern Virginia Funeral Directors Association



President:

Joshua Weatherby

Fairfax Memorial Funeral Home
jweatherby@fmfh.com



Vice President:

Jae Turner

Cunningham-Turch
jeromiamorgan@gmail.com



Secretary/Treasurer:

Benjamin Hinkle

National Funeral Home
benjamin.hinkle@dignitymemorial.com

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

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Your Age	Your Annual Income		
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35	\$2,360,000	\$3,930,000	\$5,250,000
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45	\$1,370,000	\$2,290,000	\$3,050,000

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Shenandoah Valley Funeral Directors Association

President:

Bradley Howdysshell

Thacker Brothers Funeral Home
bradley@thackerbrothers.com

Vice President:

S. Jonathan Hines

Coffman Funeral Home
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Secretary:

Neal Wong

Johnson Funeral Service
Nwong@johnsonfs.com

Treasurer:

Daniel Chapman

Johnson Funeral Service
dchapmanp@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.



SAVE THE DATE • WINTER CONFERENCE • RICHMOND, VA

Join us at the Quirk Hotel for the VFDA Winter Conference and Continuing Education Day in Richmond, VA. You do not want to miss this valuable legislative opportunity and networking event!

The conference will open with five (5) hours of continuing education including a Townhall Meeting followed by a cocktail reception and dinner at the posh Quirk Hotel in Richmond, Virginia. The following day will open with a Board of Directors meeting, breakfast and a day on the hill. Attendees will meet legislators and attend session meetings at the General Assembly. Lunch will be hosted at Capital Ale House (walking distance).

The conference is open to all funeral service professionals, suppliers, students, and guests.

Sleeping Room Rate \$149 plus tax. Reservations are due to the hotel by December 28, 2018. Additional information and registration coming soon!

VFDA Legislative Agenda – Delegate Tony Wilt: HB 1158 Death certificates; medical certification, electronic filing, hospice. (Supported – passed)

Senator Jennifer McClellan: SB 357 Death certificates; electronic filing required. (Opposed – failed) MSV and VFDA are collaborating to move full mandate forward in efforts with VDH and DVR. MSV would like to connect the mandated Electronic Health Records (EHR) with EDRS. It is looking like that is becoming a real possibility. A report is due back to Senator McClellan by August 1, 2018.

Delegate Chris Head: HB 315 Death certificates; medical certification portion shall be filed electronically. (Opposed – failed/stricken) Delegate Head’s bill attempted to create an “opt-out” process that would require a physician to specifically opt out of an EDRS requirement. It was very creative and VFDA appreciates Delegate Head’s efforts to require full use of EDRS.

Senator Lionell Spruill: SB 143 Mortuary science education; practical experience required. (Supported – passed)

Senator Lionell Spruill: SB 881 Funeral Directors and Embalmers, Board of; increases membership. VFDA asked Senator Spruill to strike. (Opposed – failed/stricken)

Senator Bryce Reeves: SB 831 Funeral services; acceptance of third-party-provided caskets. VFDA supported an amendment that brought such activity into compliance with federal regulations. (Supported with amendment – passed)

Senator Ryan McDougle: SB 959 Disposition of unclaimed dead body; final orders of transportation and disposition. (Monitored – passed)

In the last four years, VFDA has proactively sought 15 of the 26 pieces of legislation and the two budget amendments. Of those 15, eleven passed. All the legislation VFDA opposed failed to pass.

Excellent representation by VFDA’s Legislative Committee and lobbyists; however, membership engagement is still key!

Effective July 1, 2018

§ 32.1-263. Filing death certificates; medical certification; investigation by Office of the Chief Medical Examiner.

B. The licensed funeral director, funeral service licensee, office of the state anatomical program, or next of kin as defined in § 54.1-2800 who first assumes custody of a dead body shall ~~complete~~ the certificate of death. He shall obtain ~~the personal data of the deceased necessary to complete the certificate of death~~, including the social security number of the deceased or control number issued to the deceased by the Department of Motor Vehicles pursuant to § 46.2-342, from the best qualified person or source available and obtain the medical certification from the person responsible therefor.

If a licensed funeral director, funeral service licensee, or representative of the office of the state anatomical program completes the certificate of death, he shall file the certificate of death with the State Registrar of Vital Records electronically using the Electronic Death Registration System and in accordance with the requirements of subsection A. If a member of the next of kin of the deceased completes the certificate of death, he shall file the certificate of death in accordance with the requirements of subsection A but shall not be required to file the certificate of death electronically.

C. The medical certification shall be completed, signed in black or dark blue ink, and returned to the funeral director within 24 hours after death by the physician in charge of the patient's care for the illness or condition which resulted in death except when inquiry or investigation by the Office of the Chief Medical Examiner is required by § 32.1-283 or 32.1-285.1, or by the physician that pronounces death pursuant to § 54.1-2972. **If the death occurred while 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.**

In the absence of such physician or with his approval, the certificate may be completed and signed by the following: (i) another physician employed or engaged by the same professional practice; (ii) a physician assistant supervised by such physician; (iii) a nurse practitioner practicing as part of a patient care team as defined in § 54.1-2900; (iv) the chief medical officer or medical director, or his designee, of the institution, hospice, or nursing home in which death occurred; (v) a physician specializing in the delivery of health care to hospitalized or emergency department patients who is employed by or engaged by the facility where the death occurred; (vi) the physician who performed an autopsy upon the decedent; or (vii) an individual to whom the physician has delegated authority to complete and sign the certificate, if such individual has access to the medical history of the case and death is due to natural causes; or **(viii) a physician licensed in another state who was in charge of the patient's care for the illness or condition that resulted in death.**

Summary of the above Code

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. The bill also provides that the medical certification may be completed by a physician licensed in another state who was in charge of the patient's care for the illness or condition that resulted in death.

For information on the Electronic Death Registration System, visit <http://www.vdh.virginia.gov/vital-records/electronic-death-registration-system/>

As the Legislative Committee looks forward to the 2019 General Assembly session, we wanted to alert you to the three items on our agenda for this year's General Assembly session.

First, is a piece of legislation carried over from the 2018 session. Senator McClellan agreed to table her legislation (SB357) which mandated participation in the EDRS by all medical certifiers.

On August 9, representatives from the VFDA, Medical Society of Virginia, the Virginia Hospital and Health Care Association, the Virginia Health Care Association, and Division of Vital Records met to iron out the details of the implementation.

Second on the legislative agenda is to establish a Next of Kin Law. Virginia has been behind the curve of many other states as to how next of kin disputes are handled. In many cases the ambiguity of the law has allowed for differing interpretations and opinions. Our goal with this new law is to protect both the business and the consumer. As the families we serve have become increasingly fractured, strengthened wording of this law is becoming ever more important.



The third issue on our agenda is to increase the number of families served between multiple funeral home locations using the same manager. After much discussion, we feel that 135 families served is an adequate number to allow for.

In the past, many of you have worked directly with your local Delegates and Senators to draft legislation, and the association and legislative committee finds out when our lobbyists review all the bills prior to the general assembly session beginning. Our hope is that going forward, you will bring these issues to our attention and let us work on your behalf. With our lobbyist team, we have achieved great success in our legislative efforts. So again, please let the association work for you!

As we continue towards fall, there will be further updates as we prepare for the 2019 General Assembly session!

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



War Memorial in Halifax, VA. Photo credit Steve Rust.

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

Southwest Funeral Directors Association

President:

Tyler Bailey

Frost Funeral Home

tylersbaileyfh@gmail.com

Vice President:

John Britton

Mullins-Sturgill Funeral Home

monumentsservices@yahoo.com

Secretary/Treasurer:

P. Martin Hagy

Hagy & Fawbush Funeral Home Inc.

info@hagyfawbush.com



Powell Valley as viewed from Benge's Gap in Norton, Va. Photo credit J654567.

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

Tidewater Funeral Directors Association

President: Steven Felton

Community Funeral Home

Stevenfelton30@yahoo.com

1st Vice President: Ron Vance

ronvance13@gmail.com

2nd Vice President: Lynda Harris

Smith & Kellum Funeral Homes

lynda.harris@dignitymemorial.com

Secretary: Jamie Karpa

R. Hayden Smith Funeral Home

jamiekarpa@gmail.com

Treasurer: Bryan Graves

H.D. Oliver Funeral Apt.

digger9822@aol.com



Freemason Abbey in Norfolk, Va. Photo credit www.norfolk.gov.

1st Year Director: Eric Wray

E. Vaughn Wray Funeral Establishment

evaughnwray@gmail.com

2nd Year Director: Douglas Parr

Parr Funeral Home & Crematory

cdparrjr@live.com

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

Funeral Service Bills Effective - July 1, 2018

New legislation began on July 1. This past legislative season led to continued success for the Virginia Funeral Directors Association. The association had one major bill passed, supported two bills, and opposed two bills relative to the funeral service profession. The VFDA worked closely with the Virginia Department of Health and the Medical Society of Virginia to table one piece of legislation. Changes that took effect on July 1, 2018 are:

1. The main piece of VFDA Legislation was HB1158 and SB309 which were carried by Delegate Tony Wilt and Senator John Cosgrove. This legislation mandates that all hospice providers participate in the EDRS. It also means that funeral home participation is mandatory. This mandate also applies to certificates for the Teaching Hospitals (UVA and MCV/VCU) no longer will funeral homes be able to take paper death certificate copies to the hospice, they must now all accept and sign certificates through the EDRS. The exact wording is as follows:
 - 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.
2. This Committee also supported but did not give full backing to two other bills. First was SB831. Senator Bryce Reeves carried this legislation which in the end requires that funeral homes accept third party merchandise. It seems that some may still not follow what is required in the FTC Funeral Rule, but together with Senator Reeves, the committee and lobbyists were able to amend his legislation to prevent the sale of merchandise by anyone other than a Funeral Service Licensee. The final wording is as follows:
 - SB831 would require funeral homes to accept third-party caskets, which VFDA supported amendment that brought the activity into compliance with current federal law.
3. This Committee also supported SB143, carried by Senator Lionell Spruill. This piece of legislation is going to benefit our industry in the state going forward. It allows for a student under supervision of an FSL to participate in the preparation room while attending an accredited Mortuary Service program. Now, an FSL can serve as a preceptor to a student, who may not have an intern's license. In a roundabout way, this may give a manager a chance to see and work with a student without having to hire them. The wording of the bill is as follows:
 - SB143 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.
4. There are also two pieces of legislation this committee did not support. First, was HB351, carried by Delegate Christopher Head. The wording of this bill allowed for Medical Certifiers to opt out of signing up for the EDRS if he/she chose to. This is clearly counterproductive to the efforts put forth by this committee, association, at its lobbyists. Fortunately, Delegate Head had his bill stricken after some explanation and further discussion.
5. The second piece the committee did not support was SB881. This was also carried by Senator Lionell Spruill. His bill asked for the addition of another non-legislative member to the State Board of Funeral Directors and Embalmers. This would have brought the number for a quorum from 5 to 6 members present. After explanation of the current board structure, Senator Spruill had his bill stricken.
6. The last piece, and perhaps the biggest piece going forward comes SB 357. Senator Jennifer McClellan was asked by a constituent to carry a piece of legislation mandating EDRS participation. Again, working cooperatively with the VDH and MSV, Senator McClellan tabled her legislation until the 2019 General Assembly Session. These groups have formed a stakeholders group that is actively working on all logistics to proceed with this piece of legislation in 2019.

Shenandoah Valley Funeral Directors Association Recognizes President Jay McIntyre



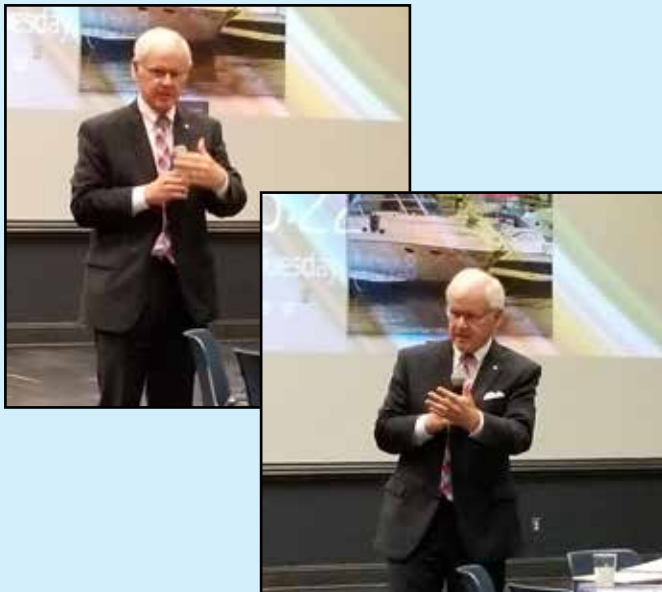
Members of the Shenandoah Valley Funeral Directors Association recognized Jay McIntyre, McMullen Funeral Home, Harrisonburg, Va., for his service as President to the district association. Jay was honored at the May 2018 association meeting.

Delegate Steve Landes Speaks at Shenandoah Valley Funeral Directors Association



Delegate Steve Landes spoke at the Shenandoah Valley Funeral Directors Association on May 2018. Members of the district were able to learn more about the past General Assembly session and updates to the EDRS.

Delegate Lee Ware Speaks at Central Virginia Funeral District Association



Members of the Central Virginia Funeral District Association were pleased to hear remarks from Delegate Lee Ware at their May 2018 meeting. Delegate Ware informed members about upcoming laws going into effect on July 1, 2018 with regard to the EDRS.

VFDA Helps Districts Hosts Legislators at District Meetings

The VFDA would like to help districts host local legislators at Fall District meetings. This is a great opportunity for legislators to meet their local funeral directors and hear your concerns. The more legislators know more about our industry and the professionals who serve families every day, the better relationships we have on the Hill during the General Assembly session. Contact the VFDA office with the following information and we can help plan your legislators visits.

Please include the following information when responding:

- Date of the meeting
- Time of the meeting (cocktail hour, dinner, business meeting)
- Location of the meeting
- Contact person from the district
- How many people will attend the meeting?
- We request the district submit a list of attendees and their firm names to the VFDA office two (2) days prior to the meeting. This information is submitted to the legislators office for preparation of the meeting.

Questions? Contact the VFDA Office, 804-264-0505 or info@vfda.net.

District Officers Conference Call Meetings

The District Officers Conference Call Meetings are designed to give district officers the opportunity to receive updates from the VFDA, legislative updates, and topics facing your district that the VFDA can assist you with.

We hope you will take advantage of this opportunity. If you have any questions, please feel free to contact the VFDA Office at 804-264-0505 or info@vfda.net.

Wednesday, September 12, 2018 - 4:00 p.m.

Wednesday, November 14, 2018 - 4:00 p.m.

Wednesday, January 16, 2019 - 4:00 p.m.

Wednesday, March 20, 2019 - 4:00 p.m.

Wednesday, May 15, 2019 - 4:00 p.m.

More information will be coming out including the conference call-in number.

REMINDER - District Partnership Package Payments Due September 1, 2018

The Virginia Funeral Directors Association (VFDA) provides its members with programs and services that enhance our member's ability to conduct their individual businesses successfully with integrity and through collective action to promote the extension and preservation of the profession. As an association, we recognize and encourage the strong existing relationships between our districts and the state association by enhancing the public's understanding of the value of the funeral and the role of the funeral service practitioner.

The state association recognizes the need for a collaborative relationship with the districts and has developed a District Partnership Package. Over the years your district has received advertisement in The Bulletin, the VFDA quarterly newsletter, CLICKS! electronic newsletter, and the website. The association also provides to each district continuing education presenters and programs, assists with meetings and provides continuing education credits and documentation for participants.

We continue to improve our communication and relationships with each district by offering District Officers conference calls, email updates, and legislative information.

Please remit payment for the District Partnership Package by **September 1, 2018** so your district can continue to receive the outlined benefits.

Virginia Funeral Supply Association

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Meetings and installations held in June during VFDA Annual Convention.

CODE §32.1-263 FAQs

Q. A funeral director states the requirement to push doctors to register EDRS was postpone until 2019. What additional information can you provide?

A. The funeral director was referring to Senate Bill (SB) 357, which mandated funeral directors and medical certifiers use the EDRS to file death certificates. At the request of the Senator sponsoring the bill, SB357 was continued to the 2019 General Assembly. Please note this does not affect the two bills (HB1158 and SB309) that became effective July 1, 2018.

Q. A funeral home stated the Code was not changed because not all funeral homes and medical certifiers have signed up for EDRS and the Local Health Departments must accept paper copies no matter the circumstance. Is this a true statement?

A. The amended Code became effective July 1, 2018. Funeral homes were mandated to use the EDRS. As stated in a previous email there may be an occasion when it is necessary to accept a complete paper death certificate that the funeral home did not start in EDRS. Exceptions can be found on page 35.

Q. If the physician is not an EDRS user, how can the funeral home file the death certificate electronically?

A. The funeral home will complete the demographic information in the EDRS and use the "drop to paper" function in the EDRS to print the death certificate for the medical certifier to complete the

medical certification. The funeral director will file the complete "drop to paper" death certificate with the local health department.

Q. Are out-of-state funeral homes exempted from using EDRS?

A. No. Code §32.1-263 states the funeral director or funeral licensee shall file the death certificate using the EDRS. Exceptions can be found on page 35.

Q. Should out-of-state funeral directors or funeral service licensees have a Virginia license to file death certificates?

A. Code requires a Funeral Director be licensed by the Commonwealth of Virginia to file a death certificate. Therefore, an out-of-state funeral director or funeral service licensee must have a funeral director's license or courtesy card issued by the Virginia Department of Health Professions Board of Funeral Directors and Embalmers to file a Virginia death certificate. With a Virginia license or courtesy card, they are eligible to use the EDRS.

CODE §32.1-263 FAQs continued to page 35.

Q. Did out-of-state funeral homes receive notification of the EDRS mandate?

A. There are several out-of-state funeral directors or funeral service licensees enrolled in the EDRS. The Division of Vital Records is in the process of developing a list from EDRS of out-of-state funeral directors or funeral service licensees that have filed Virginia death certificates to inform them of the EDRS mandate. It would be helpful if the Deputy Registrars continue distributing the flyer to funeral directors.

Q. What is the procedure on August 2, 2018 if a funeral home submits a death certificate for filing that was not created in EDRS?

A. Accept the death certificate for filing if it meets any of the exceptions on page three. Before rejecting a death certificate, contact the Division of Vital Records to see if an exception can be given. If no exception is given, return the death certificate to the funeral home and give them a copy of the Code. The funeral director must become an EDRS user to complete the demographic information in EDRS, use the "drop to paper" function to print the death certificate for the medical certifier to complete the medical certification.

Q. Can you explain the "drop to paper" function in EDRS?

A. The EDRS "drop to paper" function is used when only one of the parties responsible for the completion of the death certificate is an EDRS user. For example, the funeral director is an EDRS user and the medical certifier is not an EDRS user. The funeral director will complete the demographic information in EDRS, using the "drop to paper" function and print the death certificate for the medical certifier to complete the medical certification. The "drop to paper" death certificate is filed at the local Health Department.

Q. Can you explain the EDRS Online Registration?

A. The EDRS Online Registration allows funeral homes, funeral service licensees, and medical certifiers to enroll in EDRS electronically. It is not necessary for the potential user to fax or email the EDRS logon forms if they meet the EDRS Online Registration requirements. For additional information, visit <http://www.vdh.virginia.gov/vital-records/electronic-death-registration-system/access-edrs/>.

Code §32.1-263 Exceptions

As with any Code changes, it takes time before all affected parties are aware of the changes. The Virginia Department of Health's Division of Vital Records realizes it can take months for all parties involved in the filing of death certificates to meet the mandate requirements approved during the 2018 General Assembly for Code §32.1-263. Therefore, on occasions, it may be necessary to accept a death certificate not created in EDRS.

Below are exceptions for accepting non-EDRS death certificates.

A. A medical certifier not enrolled in EDRS starts the death certificate by completing the medical certification portion on the death certificate and presents it to the funeral home for completion. In this case, the funeral director will complete the death certificate by typing or handwriting the demographic information and file it with the local Health Department.

B. The EDRS could not be accessed because of:

- a power outage
- system upgrade or maintenance
- technical issues with the server

C. The out-of-state funeral home is unaware of the changes to CODE §32.1-263.

D. The death certificate is filed by the next of kin.

It is possible the above list could expand as cases are presented to the Division of Vital Records from the local Health Departments.

Temporary realignment of OCME districts

The district boundaries for the Office of the Chief Medical Examiner (OCME) are being temporarily realigned due to pathologist shortages in the Central OCME district office. The realignment will go into effect September 1, 2018, and involves all deaths in the following counties to be handled by the following districts:

TIDEWATER DISTRICT	NORTHERN DISTRICT	WESTERN DISTRICT
Gloucester County	Stafford County	Halifax County
James City County		
Mathews County		
City of Williamsburg		

Please work with those OCME district offices for deaths that happen in those counties and/or cities.

Thank you in advance for your cooperation and I am hopeful this will be a smooth transition for all parties involved.

Alvin E. Hopson III
District Administrator



**VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION**

2018-2019 VFDA Calendar of Events*

**subject to change*

September 12, 2018	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
Oct. 11-18, 2018	NFDA International Convention & Expo	Salt Palace Convention Center - Salt Lake City, UT
October 15, 2018	VFDA Virginia Night - NFDA International Convention & Expo	The Log Haven Restaurant - Salt Lake City, UT
October 16, 2018	Virginia Board of Funeral Directors & Embalmers Board Meeting	Department of Health Professions - Henrico, VA
October 25, 2018	VFDA Board of Directors Meeting	Conference Call (4:00 pm)
November 14, 2018	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
December 28, 2018	Room Reservations Due for Winter Conference	Quirk Hotel - Richmond, VA
January 16, 2019	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
January 22, 2019	VFDA Traveling Continuing Education Caravan	Hilton Garden Inn - Bristol, VA
January 27, 2019	VFDA Winter Conference and Continuing Education Day	Quirk Hotel - Richmond, VA
January 28, 2019	VFDA Board of Directors Meeting	Quirk Hotel - Richmond, VA
March 5, 2019	VFDA Traveling Continuing Education Caravan	Holiday Inn Tanglewood - Roanoke, VA
March 18-27, 2019	VFDA International Studies Trip	Holy Land
March 20, 2019	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
April 18, 2019	VFDA Board of Directors Meeting	Conference Call (4:00 pm)
May 15, 2019	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
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

