

# THE BULLETIN

OCT | NOV | DEC | 2018



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ASSOCIATION



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*Members of the VFDA gathered at La Caille to enjoy brunch at the restaurant and vineyard in Salt Lake City.*



*Virginia Funeral Directors Association members enjoyed dinner in Salt Lake City at the NFDA Convention and Expo in October.*

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*Join the VFDA at the annual VFDA Winter Conference January 27-28, 2019*



## Be open to sharing and learning

Where does the time go? It seems like every time I look at my watch, another week is gone. Over the last few months, your VFDA has been busy working for you, our members and our profession. If you will take a minute and read over Jay McIntyre's legislative update you will see that many hours have been put into the upcoming legislative session already this year.

Most of you are aware that in July, the Virginia Board of Funeral Service made a ruling that they will no longer enforce the regulation concerning the sale of caskets by a licensed funeral director. We have voiced our disagreement with this ruling, both through our attorney and in person at the most recent board meeting. I do not feel that we have adequately been told why this new interpretation has come about and we will continue to seek answers. However, I would suggest that if you have not already done so, management at each funeral establishment should ponder how this will impact you and prepare accordingly.

I am not the type of person that sits on the sideline and quietly watches. I voice my point of view and I expect others to do so. When you don't speak up, we presume that you agree by silence. I personally like to hear opposing viewpoints. That is how I learn. Have any of you ever seen the drawing that looks like a duck to some people and looks like a rabbit to others? Each person is right; however, the real truth is the drawing is actually just ink and paper, your perspective is what makes it look like what you see. Personal perspective is what shapes all our thoughts and beliefs. We each need to respect that in one another, today's environment of: left or right, black or white, right or wrong, has become so charged that we are afraid to voice our opinion for fear of being labeled some sort of ...phobe, or ...ist, or ...ism.

In VFDA we all should be able to voice our concerns and ideas about the funeral profession without fear, without recourse, and without negative consequences. I am aware that some of my ideas concerning our profession are not embraced by everyone. I just want to start a conversation, kickstart a flow of ideas, not create controversy and definitely not stifle others that want to present their point of view. We should be able to talk about anything amongst ourselves and still walk away friends. As I stated in my installation speech, the greatest benefit that I have gotten out of VFDA are the friendships that I have developed.

Please try to attend our Winter Conference in Richmond that will be held January 27-28, 2019.

Sue and I invite you on the VFDA International Studies trip to the Holy Land. The trip will be March 18-27, 2019.

Please mark your calendar for the 131st Annual VFDA Convention in Virginia Beach being held June 16-19, 2019. This convention is completely reinvented experience that will allow for education, fellowship, and family events.

Enjoy the upcoming holiday season and make time for yourself and your family!

Hope and peace,

Laurence F. "Larry" Spiaggi





## Time of change and renewal

As I am sitting here at the Virginia Medical Examiner's Office waiting for my meeting with Dr. Gormley and his staff, I think about how far the Virginia Funeral Directors Association has come in the last 12 years. I reflect on the "big change" that affected us all and the outcome I believe has turned out for the best. We had some bumps in the road, but we are better because of it. As Fall sets in here in Richmond and across our beautiful state, I am reminded that Fall is a time of change and renewal (for me at least). It is a time to reflect and set goals for the coming year. The VFDA has made many changes in the past few months and there are many more to come. You will see highlights of those changes in the issue of the Bulletin.

The Virginia Funeral Directors Association's Board of Directors voted to restructure our association's membership dues to streamline the process and make it easier for potential new members to determine their dues. You will see in your new invoices for the 2019 membership dues, the new structure and the added benefits of free continuing education that you can use for traveling caravans and VFDA online courses. We are excited about offering online courses and we have worked many hours to set up our website to be able to offer online CEUs and continue to grow our online library of offerings.

We have also changed our affiliate membership category this month. The affiliate membership category is now the Virginia Funeral Sales Association. The VFDA welcomes the VFSA and we look forward to growing the membership over the next year. The VFSA currently has a page on the VFDA website that we are expanding and will later include a membership list.

We are excited to offer another Celebrant Training in April. Please mark your calendar for April 10-12, 2019. Thank you, Fairfax Memorial Funeral Home and Everly-Wheatly Funerals

and Cremation, for hosting this training. I went through this training last year and it was a great experience, I highly recommend you attend this training.

The Association has been working hard on your behalf and staying on top of legislative issues and monitoring, as well as participating in EDRS meetings. If you have issues or need help through the year, please call on the association, we are here to help. We continue to send out legislative notices and information you can use via email, please make sure you and your staff are receiving those emails. Also, we encourage you to pass this information onto your districts and discuss topics and events at your meetings.

As a reminder, the VFDA Winter Conference is coming up in January and the deadline to make your sleeping room reservations at The Quirk Hotel is December 28th. When you attend this conference, you will receive all five required continuing education credit for the year. Please note that this continuing education day replaces the Richmond Traveling Caravan we have held in March. So, make sure you get your continuing education in early this year!

We are in the process of planning the 131st Annual Convention in Virginia Beach. Over the next few months, you will receive notices regarding registration, hotel accommodations, things to do in Virginia Beach, a list of restaurants, and a lot more! This information will also be on the VFDA website under the convention tab. Start making plans to attend next year's convention and experience all the changes we have in store for you.

*Lacy Whittaker*







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Your \$300 Membership Fee will be donated to the



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## 2019 Membership Dues Update

The Virginia Funeral Directors Association appreciates your continuous support each year. As a valued member of the leading funeral service professional organization in Virginia, your membership gives you a voice during the Virginia General Assembly session, an opportunity to express issues and concerns each legislative year. The VFDA is the first association called on by legislators, state leaders, and other state associations and we need all funeral professional to be part of this important group.

As we continue to grow and increase membership we are excited about our 2019 dues structure that aligns the associations dues process with a more modern structure which is easier for members and potential new members. With this new membership dues structure each firm or chapel roof top reported to the Virginia Funeral Directors Association will have one (1) vote for each individual rooftop and up to 40 free continuing education credits based on the size of firm and rooftops reported to use during the VFDA traveling caravans or online continuing education opportunities. These continuing education credits must be used in the VFDA calendar year (January-December), credits cannot accumulate or transfer to the next calendar year.

In addition to this savings we offer membership discounts and benefits. We encourage you to join Treasured Memories which will offer VFDA members an exclusive opportunity to take advantage of discounts on an array of products and services for a low membership fee. Your membership fee will come back to you in one of two uses and by joining through the VFDA, Treasured Memories has committed returning your TM membership fee back to the VFDA Foundation, giving young funeral service professionals opportunities to attend national leadership forums, national conventions, scholarship opportunities and continuing education.

In addition, the VFDA brings continuing education opportunities to your area each year through our traveling caravans. We are also introducing online continuing education opportunities for those who wish to seek their continuing education credits remotely. In addition to the many continuing education opportunities the Association is holding its Winter Conference at The Quirk Hotel in Richmond in January. This is an opportunity for you to receive all of your continuing education credits, meet your legislators and experience the work being done on the hill.

We are excited to bring you a new convention this year in Virginia Beach, packed with networking events and continuing education courses.

We hope you will take advantage of the many opportunities the Virginia Funeral Directors Association has to offer. We need all funeral service professionals to be "One Voice." There is power in numbers. The TIME is now.

Thank you for renewing your membership with the VFDA this year.

We look forward to seeing you and your staff soon!



**Disaster Response Team Meeting Update**



The Virginia Funeral Directors Association Disaster Response team members met in Staunton in late summer. Members met with Patrick Ashley, Virginia Department of Health State Hospital Coordinator and Morris Reece, Virginia Hospital & Healthcare Association, Manager Unique Pathogens Grant ASPR Hospital Preparedness Program to discuss pandemic occurrences and how we can work together.

**Congratulations!**



Congratulations to Josh and Heather Moore on the birth of their son! They welcomed their new son, James Elliott on September 19, 2018. Elliott is the fifth grandchild for James Ruggerio, Lakeland Preneed Planning LLC, and his wife. Congratulations, Moore and Ruggerio Families!

**Congratulations!**



Congratulations to Baily Gardner, son of Bobby Gardner, Gardner Funeral Home and Joy, on graduating from Gupton-Jones College of Funeral Service. We wish you much success in your future!

**Kevin Brown joins Warfield-Rohr Casket Co. Inc.**



Kevin Brown

Kevin Brown is a licensed funeral director in the Commonwealth of Virginia and a certified pre-planning counselor with more than 28 years of successful management experience in the funeral service industry. Throughout his career, Kevin has earned a reputation within the profession by maintaining the integrity, confidence and trust of both his employers and the families that he has served.

Kevin earned an A.A.S. in Business Management from Dabney S. Lancaster Community College and an A.A.S in Funeral Service from John Tyler Community College. After licensure, Kevin volunteered to serve on numerous committees of the Virginia Funeral Directors Association and also served for three years on VFDA's Board of Directors. In addition to VFDA service on the state level, Kevin has served on the district level, first as Secretary and later as President of the Southside Funeral Directors Association.

*Kevin Brown joins Warfield-Rohr Casket Co. Inc. continued on page 9.*



Kevin Brown joins Warfield-Rohr Casket Co. Inc. continued from page 8.

Kevin is a life long Virginian, raised in Covington, he now resides in the Lynchburg area with his wife of 33 years, Angel Nida Brown. Kevin and Angel are the proud parents of two adult sons, Tyler and Evan. Kevin is actively involved with community and charitable organizations such as the Masonic Lodge, Shriners and St. Thomas More Roman Catholic Church in Lynchburg.

Kevin will be calling on customers throughout Virginia promoting Warfield-Rohr's line of outstanding caskets beginning November 1, 2018. Please be on the lookout for Kevin and give him a warm welcome when you see him.

Kevin can be reached on his cell phone by keying 434-942-1277 or at his email address [kbrown@warfield-rohr.com](mailto:kbrown@warfield-rohr.com).

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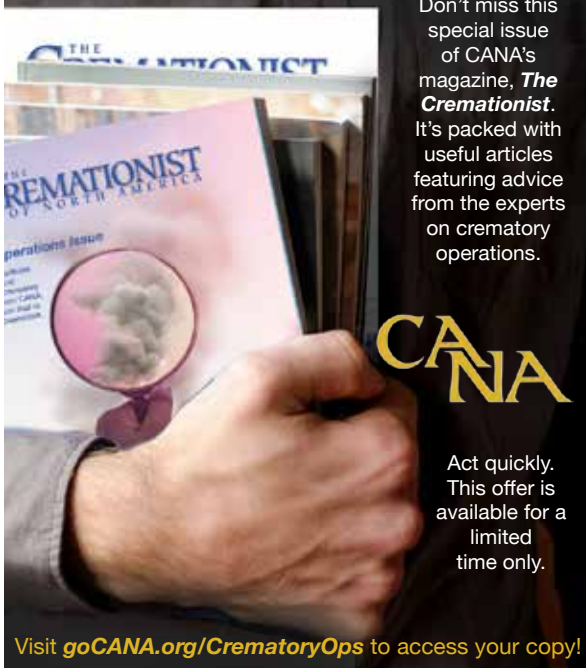
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Act quickly. This offer is available for a limited time only.

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## Governor Northam Announces Administration Appointments

RICHMOND - Governor Ralph Northam announced additional appointments to his Administration.

Secretariat of the Commonwealth  
Board Appointments,  
Board of Funeral Directors and Embalmers

- Muhammad Hanif of Midlothian, Member, Board of Trustees, Islamic Center of Virginia
- Scott Hickey, MD of Maidens, Chairman of Emergency Medicine, Chippenham Johnston-Willis Medical Center of Richmond
- R. Thomas "Tommy" Slusser, Jr.\* of Clifton Forge, Funeral Service Licensee, Nicely Funeral Home

## Save the Date! Celebrant Training April 10-12, 2019

We are excited to offer another Celebrant Training in 2019! Please mark your calendars for April 10-12, 2019. The training will be held at Fairfax Memorial Funeral Home and Everly-Wheatly Funerals and Cremation. We thank them for hosting this event!

More information coming soon!

## Share Your News with Us

**Engagement? Wedding? Birth? New Job? Promotion?**

**If you have news about VFDA members, share it with us. Your submissions may be published in The Bulletin and disseminated through the association's social media channels and email newsletters. Email your news to: [info@vfda.net](mailto:info@vfda.net).**

# Bill Black

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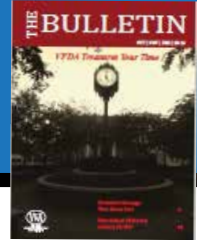
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The **VFDA** is the leading state trade association for the funeral profession. Advertise today in our online membership directory, website: [www.vfda.net](http://www.vfda.net), and in our Bulletin magazine! The Bulletin is one of our most popular 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.**

## THE BULLETIN MAGAZINE

- Full Page Ad.....\$1,000
- Half Page Ad.....\$900
- Quarter Page Ad.....\$650

## MEMBERSHIP DIRECTORY (includes online)

- Full Page Ad.....\$1,000
- Half Page Ad.....\$900
- Quarter Page Ad.....\$650

## BOTH DIRECTORY & BULLETIN (all four issues)

- Full Page Ad.....\$1,500
- Half Page Ad.....\$1,350
- Quarter Page Ad.....\$975

## WEBSITE ADS

Contact the VFDA Office for website advertising only.

## ADVERTISER PAYMENT FORM (Place a check next to the ad size you want.)

Organization Name \_\_\_\_\_

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<u>PUBLICATION</u>	<u>ADS DUE</u>
The Bulletin JAN   FEB   MAR	01-18-2019
The Bulletin APR   MAY   JUN	04-19-2019
VFDA Membership Directory	01-18-2019
The Bulletin JULY   AUG   SEPT	07-13-2019
The Bulletin OCT   NOV   DEC	10-13-2019

\*Prices will be prorated based on ad run date.

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Mail this form with payment information to:  
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**QUESTIONS?**  
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804-264-0505  
[info@vfda.net](mailto:info@vfda.net)



## WELCOME NEW MEMBERS!

### AFFILIATE

Lori Eanes  
C&L Containers, Inc.  
Chesapeake, VA

### FIRM

Claytor Rollins Funeral Home & Crematory  
Posquoson, VA  
George Barry Hamann, Managing Director/Partner

Peninsula Funeral Home  
Newport News, VA  
Ruth Copeland

## IN REMEMBRANCE

### CENTRAL FUNERAL DIRECTORS ASSOCIATION

Vivian Juliette Williams Zaruba - October 4, 2018  
Paul Richard Smith - October 24, 2018

### SHENANDOAH VALLEY FUNERAL DIRECTORS ASSOCIATION

Bonnie Jean (Anderson) Rimel - August 17, 2018  
Martha P. (Hite) Scott - Reynolds Hamrick - September 3, 2018  
William "Bill" McMullen - November 1, 2018

### VIRGINIA FUNERAL SUPPLY ASSOCIATION

Jeffrey A. Skewers - October 29, 2018

## Virginia Funeral Directors Association Virginia Night at NFDA Convention in Salt Lake City



The Virginia Funeral Directors Association hosted its annual "Virginia Night" dinner during the National Funeral Directors Association International Convention & Expo in Salt Lake City, Utah on October 15, 2018. Association members and guests enjoyed an intimate dinner at Log Haven Restaurant.

Log Haven Restaurant is a historic log mansion situated in the Wasatch National Forest.

Plan early to attend the National Funeral Directors Association 2019 NFDA International Convention & Expo in Chicago, Illinois. The convention will be October 27-30, 2019.

# Blue Ridge Funeral Directors Association

### **President:**

**I. Ray Sloan**

Botetourt Funeral Home  
botetourtfuneralhome@gmail.com

### **Vice President:**

**Mike Rorrer**

McCoy Funeral Home  
mccoyfuneralhome@verizon.net

### **Secretary/Treasurer:**

**Jonathan Stilwell**

John M. Oakey, Inc  
jonathan@johnmoakey.com

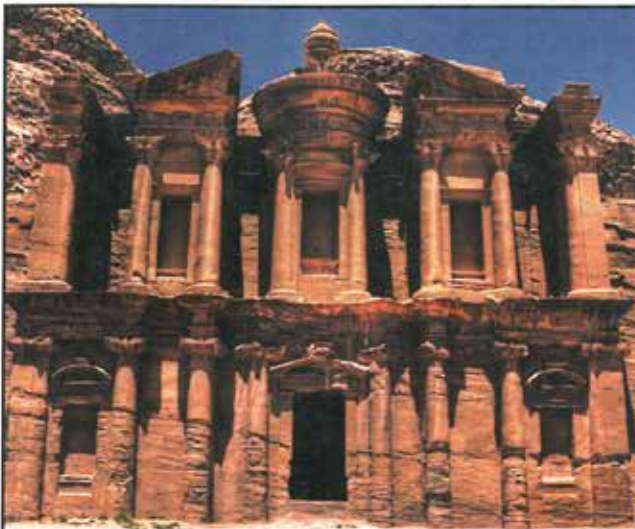


Beautiful Buchanan, Va in the Spring. Photo credit <http://www.visitbotetourt.com>.

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

# 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  
Petra and Amman: \$898.00**  
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
- Touring by Private Air Conditioned Motorcoach
- 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](mailto:larry@morrissett.com)

or: **Kallie Blount • Regina Tours**

1-800-CATHOLIC ext. 209 (W)

or 252-814-1337 (C) • [kblount@groupist.com](mailto:kblount@groupist.com)

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## Virginia Funeral Directors Association Continuing Education Caravans

Tuesday, January 22, 2019 Hilton Garden Inn, Bristol, VA

Wednesday, January 23, 2019 Courtyard by Marriott, Danville, VA

Sunday, January 27, 2019 The Quirk Hotel, Richmond, VA  
*(during the VFDA Winter Conference, register through the conference registration)*

Tuesday, March 5, 2019 Holiday Inn Tanglewood, Roanoke, VA

8:00-8:30 a.m.	Registration
8:30-9:30 a.m.	Estates and Wills in Virginia, William R. Henzey, CPA, CFP, CFS (1.0)
9:30-10:30 a.m.	Preneed Updates, James Ruggerio, Lakeland Preneed Planning LLC (1.0)
10:30-11:30 a.m.	DMORT Update, David C Williams, Jr., FSL, CFSP, Rader Funeral Home (1.0)
11:30 a.m.-12:15 p.m.	Lunch
12:15-1:15 p.m.	Youth & Funerals, Vicki Jay, CEO, National Alliance for Grieving Children (1.0)
1:15-2:15 p.m.	Managing Your Risks, Federated Insurance (1.0)



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**CONTINUING EDUCATION REGISTRATION FORM**

     **January 22 Bristol**         **January 23 Danville**         **March 5 Roanoke**  
**\*\*January 27 Richmond – Register through the Winter Conference Registration\*\***

**Registration Fee \$185 Members and \$265 Non-Member**

Includes 5 continuing education course credits and lunch

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

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**VFDA members and non-members please mail, email or fax your registration today!**

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**www.vfda.net**

**Questions? Contact the VFDA office at (804) 264-0505.**

# Central Virginia Funeral Directors Association

**President:**

**Jim Dunn**

Woody Funeral Home  
william.dunn@dignitymemorial.com

**Vice President:**

**Janet Stephens**

John Tyler Community  
jstephens@jtcc.edu

**Secretary/Treasurer:**

**Dana Sikon**

UVA Fresh Tissue Lab  
mcmdana@aol.com



*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.*

# Northern Virginia Funeral Directors Association



**President:**

**Joshua Weatherby**

Fairfax Memorial Funeral Home  
jweatherby@fmfh.com



**Vice President:**

**Jae Turner**

Cunningham-Turch  
jeromialmorgan@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.*

## OCTOBER - DECEMBER LEGISLATIVE UPDATE



### 2019 General Assembly Session Coming – 2018 Special Sessions Still In

**General Assembly Session Begins – January 9, 2019**  
As of October 15, the Special Session for redistricting has not adjourned.

### POLITICAL / LEGISLATOR UPDATES

As reported in the newsletter, your 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 been working on 2019 legislative efforts with the advocacy team (Julia Hammond and Angie Bezik) to vet potential proactive legislation, get said legislation approved by VFDA's Legislative Committee and Board, and begin the process of finding patrons for 2019.

**Annual Joint Meeting of Funeral Service Professional Associations** – Your VFDA organized and hosted its annual meeting to include the Virginia Morticians Association (VMA) and the Independent Funeral Homes of Virginia (IFHV). Attendees included Larry Spiaggi, President VFDA; Jay McIntyre, Chair VFDA Legislative Committee VFDA; Lacy Whittaker, Executive Director, VFDA; Barry Robinson, Executive Director VMA; Chavela' D. Painter, President VMA; Randy Minter, Member IFHV and VFDA; Bruce and Bo Keeney, lobbyists IFHV; and Angie Bezik, lobbyist VFDA. VFDA's proposed 2019 legislation was discussed as well as concerns about the recent decisions by the Virginia Board of Funeral Directors and Embalmers to use Senator Bryce Reeve's 2018 legislation to endorse the sales of caskets by third parties to preneed, well beyond the FTC

### LEGISLATIVE AGENDA

**EDRS** - During the 2018 legislative session, Delegate Tony Wilt, Senator John Cosgrove, and Senator Jennifer McClellan all patroned legislation for various levels of EDRS mandated users. Senator McClellan's was an immediate mandate for all EDRS stakeholders, while Senator Cosgrove's and Delegate Wilt's were onboarding hospice physicians and finalizing the requirement for funeral service professionals. The Medical Society of Virginia (MSV) lobbyist, Scott Johnson worked with VFDA and Senator McClellan to allow stakeholders to work on fully onboarding physicians to EDRS in a special workgroup during the interim. The workgroup has met three times to discuss how to get EDRS to become fully engaged by all potential users and is producing a report for Senator McClellan with what is hoped to be fully supported by the participating stakeholders. In any event, VFDA will support legislation that requires death certificates to be fully processed through the EDRS.

**Next-of-Kin** – Your VFDA has been working through this issue with members over the past few years. Upon reviewing which states have improved their Next-of-Kin (NOK) laws, and in the vein of being proactive to protect families and funeral service providers, the Legislative Committee has worked diligently to produce language for the 2019 legislative session. The Legislative Committee and lobbying team are proactively working to line up patrons and supporters for the proposed legislation. Your VFDA has met



with the Virginia Trial Lawyers Association (VTLA) as they would be the most likely opponents of the immunity language proposed in the legislation. They have agreed to work with VFDA to provide protections yet satisfy VTLA, so they will not oppose.

## **OTHER INTERESTING UPDATES**

**Casket Sales** – During the 2018 legislative session, Senator Bryce Reeves patroned SB831, which your VFDA was able to have amended, that would require funeral homes to accept third-party caskets. The amendment offered to Senator Bryce Reeves and that was ultimately approved brought the activity into compliance with current federal law. However, in a closed session at the July meeting of the Board of Funeral Directors and Embalmers, the Board discussed Senator Reeves' legislation with Deputy Erin Barrett, who, as reported to VFDA, indicated that without the motion made in regular session, they opened themselves up to be sued by third-party casket salesmen. The motion was as followed:

“Upon a **MOTION** by Mr. Moiz, and properly seconded by Mr. Jones, the Board voted to interpret Section 54.1-2808.3 of the *Code of Virginia*, effective July 1, 2018, to mean that third-party casket sales are permitted and do not require a funeral service license. The motion passed unanimously.”

While your VFDA finds the motion and vote contrary to the intent of SB831, Virginia was one of the last two states not to allow third-party casket sales. Your VFDA Legislative Committee is discussing timing and next-step actions.

**Meeting with Secretary Carey** – Larry Spiaggi, Jay McIntyre, Lacy Whittaker and Angie Bezik recently met with Secretary of Health and Human Services, Dan Carey and his staff to discuss 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. Also in the meeting was Debbie Condrey, CIO of VDH and Scott Johnson of Medical Society of Virginia. While it has been shared with us by Debbie Condrey that integration/interoperability of these systems would be difficult, she did have an idea of how to accomplish it and has begun the process of working on it from her end. The goal of the meeting was to voice our support for the integration/interoperability, begin building a relationship with Secretary Carey and his staff, and continue to help EDRS become very useable for the stakeholders who will be required to use it. It would be wonderful if it could become the model for the nation.

**Meeting with OCME** – A meeting with Dr. Gormley, Chief Medical Examiner for the Commonwealth of Virginia and his staff was held on October 29th. Building the VFDA's relationship with the Office of the Chief Medical Examiner (OCME) can only pay dividends to VFDA members and the OCME. Your VFDA Legislative Agenda will be shared with him and we will see what items he may need support on during the 2019 Legislative Session.

**Elections** - Although no “retirements” were announced at the end of session, Delegate Greg Habeeb, (R) – Salem/8<sup>th</sup> House District, announced his departure from the General Assembly as of August. This heated race ended with a Special Election on November 6. Republican, [Joe McNamara](#) defeated Democrat [Carter Turner](#).

Delegate Nick Freitas, who had announced his candidacy for U.S. Senate against Senator Tim Kaine failed to win the nomination. The nomination was received by Cory Stewart. Senator Jennifer Wexton had announced her candidacy for U.S. House of Representatives against Congresswoman Barbara Comstock and prevailed in the nomination. (If Barbara Comstock sounds familiar, she should! She used to be in the

Virginia House of Delegates!) Delegate Freitas will continue in his position as a Member of the House of Delegates and will run again in 2019 along with all members of the House and Senate.

**WINTER CONFERENCE** - Your VFDA Executive Director, Lacy Whittaker has been working hard on the Winter Conference in Richmond. You all have been receiving information and updates from her on the conference and the "Day on the Hill" when VFDA members will go to the Capitol and meet with their House and Senate representatives. What is needed from you by the end of November is your commitment to attend and participate in the legislative meetings. Julia and Angie will be working to set meetings on the morning of January 28<sup>th</sup> following breakfast. Additionally, for those who will stay, efforts are being made to make introductions from the Floor of the Senate and the House of the Virginia Funeral Directors Association and to take up a Resolution that will honor the 132 years that VFDA has been in existence.

### **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.

### **Social Security 721 Form Issues**

It has come to the VFDA's attention that some members are having issues with the Social Security 721 Form and whether or not to fax it. At some point, there will no longer be a need to fax your form in. As of now, even if they say there is not a need, I would still recommend you fax the form to your local office. It is somewhat redundant to do it this way, but this is why your local office may or may not be made aware of deaths. The main Social Security office is notified of the death when you click the "Verify" button in the EDRS. However, the local office is not notified of the death until the state file number is assigned. So some of you may have served families who made an appointment and everything was as it should be when they arrived. Others may have served families who went to their local office and they found that the office was not aware of the death and it upsets them. It is all related to the way in which the death certificate was completed. If the death certificate was fully electronic and your state file number was assigned right away, the local office is notified. If the death certificate was started in the EDRS and dropped to paper, the system doesn't notify the local office until the number is assigned, which could take 10 to 14 days. If you are using a third party template such as TDA, or the facility where the death occurred provides a paper copy of the death certificate at the time of removal, Social Security is notified for the first time the day that the state file number is assigned when the Division of Vital Records sends their daily report, which could be 21 day or more after death.

My recommendation is to still send the form to the local office even with the high volumes of full EDRS certificates we have. Again, this may seem redundant to do so, but it will help solve the issues you are having in the meantime. Once all the doctors are signed up in the EDRS, faxing the form will no longer be necessary because the state file numbers will be assigned in a matter of hours or perhaps the next day, instead of a two week or longer time frame. Most of the local offices are not aware as to how this works, so if they call and tell you not to fax the forms to them, just let them know as to why you are still faxing the forms.

I hope this information is helpful and clears up any notification issues you may have encountered. This function of the system works well, but just like the overall usage, as more doctors sign up to participate, the system will function better. As always, please feel free to call me and I will run over the details of this notice in better depth if need be!

Thanks,  
Jay McIntyre, CFSP  
Legislative Committee Chair  
McMullen Funeral Home  
540.833.2891  
540.421.6585

# Shenandoah Valley Funeral Directors Association

**President:**

**Bradley Howdysshell**

Thacker Brothers Funeral Home  
bradley@thackerbrothers.com

**Vice President:**

**S. Jonathan Hines**

Coffman Funeral Home  
sjhines.coffmanfuneralhome@gmail.com

**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.*

**NOTICE: The Virginia Funeral Directors Association Board of Directors approved the following bylaws changes in Article II, Section 3 pertaining to association memberships and affiliate membership.**

## **ARTICLE II, SECTION 3**

### **OLD**

Associate membership shall consist of persons engaged in funeral service holding a Virginia license for funeral directing and/or embalming who are regularly employed in this State by Member firms of the Association and who are non-owners of a funeral establishment. An associate member shall have the right to vote and hold office in the Association and enjoy all other privileges of the Association.

Affiliate membership shall consist of the membership held by a business organization whether individual, partnership or corporation, providing any merchandise, supplies or services to members of the Association. An affiliate member may attend any open meetings of the Association, including conventions and education sessions, but shall not be entitled to vote or hold office, except the Sales Supplier Representative serving on the VFDA Board of Directors.

### **PROPOSED**

Associate membership shall consist of persons engaged in funeral service holding a Virginia license for funeral directing and/or embalming, whose primary employer is a firm member in good standing with the Association and who are non-owners of a funeral establishment. An associate member shall have the right to vote, on behalf of the member firm they represent and hold office in the Association and enjoy all other privileges of the Association.

Virginia Funeral Sales Association (VFSA) Membership shall consist of owners and/or representatives of a business organization, whether individual, partnership or corporation, providing funeral home, cemetery and crematory related merchandise, supplies or business services to the funeral profession. This member may attend any open meetings of the Association, including conventions and education sessions, but shall not be entitled to vote or hold office, except for the VFSA Representative serving on the VFDA Board of Directors.

**CHANGE TO THIS SECTION AND ANY OTHER REFERENCES WITHIN THE BYLAWS.**





SAVE THE DATE • WINTER CONFERENCE • RICHMOND, VA

**Virginia Funeral Directors Association  
Winter Conference  
The Quirk Hotel**

You do not want to miss this continuing education and networking event. The conference will open with a full day of continuing education followed by a networking cocktail reception and dinner. Monday will begin with a VFDA Board of Directors meeting, breakfast and a day at the Virginia General Assembly where we will meet with legislators and observe committee meetings. The 2019 conference is open to all funeral service professionals, suppliers, students and guests. **Make your sleeping room reservations at 844-757-8475, VFDA room block \$149 plus tax before December 28, 2018.**

**Sunday, January 27, 2019**

- 11:00-11:30 a.m. Registration
- 11:30 a.m.-12:30 p.m. Virginia Politics and What to Expect in 2019, Dr. Robert Holsworth (1.0 CEU)
- 12:30-1:15 p.m. Lunch
- 1:15-2:15 p.m. Youth and Funerals, National Alliance for Grieving Children (1.0 CEU)
- 2:30-4:30 p.m. Townhall Meeting with Dr. William Gormley and Janet Rainey (2.0 CEU)
- 4:30-5:30 p.m. Virtual Solutions Showrooms, Bucky Stevens, Thacker Caskets, Inc. (1.0 CEU)
- 6:00-7:00 p.m. Cocktail Reception
- 7:00-9:00 p.m. Dinner

**Monday, January 28, 2019**

- 7:00 -8:30 a.m. Board of Directors Meeting
  - 8:30-9:30 a.m. Breakfast/Overview of VFDA Legislation and General Assembly (1.0 CEU)
  - 9:30 a.m. Meet Shuttle to General Assembly
  - 9:45 a.m.-Noon Virginia General Assembly Legislator Visits and Session Meetings (1.5 CEU)
  - Noon Capital Ale House (within walking distance)
  - 1:30 p.m. General Assembly Session
- Receive 1 hour of online Preneed continuing education (expires April 1, 2019)

**Virginia Funeral Directors Association**

**Winter Conference**

**January 27-28, 2019**

**VFDA Members \$185**

**Non-Members \$265**

**Reception/Dinner Only \$75**

**REGISTRATION FORM**

Name: \_\_\_\_\_

Guest(s) Name (Reception/Dinner): \_\_\_\_\_

Funeral Home/Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Food Allergies: \_\_\_\_\_

**METHOD OF PAYMENT**

Amount Enclosed: \$ \_\_\_\_\_

Check Enclosed (Payable to VFDA)  VISA  MasterCard  AMEX  Discover

Card Number \_\_\_\_\_

Exp. Date \_\_\_\_\_ Sec. code \_\_\_\_\_ Name on Card \_\_\_\_\_

Signature \_\_\_\_\_

Please return this form to the Virginia Funeral Directors Association at:

P.O. Box 395, Hanover, VA 23069

Phone: (804) 264-0505 Fax: (804) 264-3260

E-mail: [info@vfda.net](mailto:info@vfda.net)

Register ONLINE at <https://www.vfda.net/category/continuing-education/>

### Thanksgiving Holiday

The VFDA office will be closed  
November 20-23, 2018 for  
the Thanksgiving holiday.

Happy Thanksgiving!

### Christmas Holiday

The VFDA office will be closed  
December 24-26, 2018 for  
the Christmas holiday.

Merry Christmas!

### New Year's

The VFDA office will be closed  
December 31, 2018 - January 2, 2019  
for New Year's.

Happy New Year!

## New Premium Memorial Cards!



Call 1-800-821-1333  
to speak to a representative

- Clear pouches
- Laminators
- Luggage tags
- Micro-perfs
- Imprinting

[www.lamcraft.com](http://www.lamcraft.com)

Proud to support Virginia Funeral Directors since 1974

# 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.*



**Virginia Funeral Directors Association**

**Winter Conference**

**January 27-28, 2019**

**SPONSORSHIP OPPORTUNITIES**

**Levels of Sponsorship**

**Cocktail Reception Sponsor \$1,000-\$2,500**

Listing on website/Bulletin/conference materials/ spotlight during conference and designated time to address attendees  
Two dinner tickets

**Continuing Education Sponsor \$750**

Listing on website/Bulletin/conference materials/ spotlight during conference and designated time to address attendees  
One Free continuing education day (5 CEUs)

**Shuttle Sponsor \$500**

Listing on website/Bulletin/conference materials/ spotlight during conference and shuttle signage  
Two free lunch entrees at Capital Ale House

**Hospitality Suite Sponsor \$250**

Listing on website/Bulletin/conference materials and spotlight during conference

\*\* Please submit your electronic company logo to [info@vfda.net](mailto:info@vfda.net)

**Yes, I will sponsor \_\_\_\_\_ for \$ \_\_\_\_\_**

**Contact Name: \_\_\_\_\_**

**Company Name: \_\_\_\_\_**

**Address: \_\_\_\_\_**

**City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_**

**Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_**

**Payment: \_\_\_\_\_ Visa \_\_\_\_\_ MC \_\_\_\_\_ AMEX \_\_\_\_\_ Discover**

**Card Number: \_\_\_\_\_ Exp: \_\_\_\_\_ 3-Digit Code: \_\_\_\_\_**

**Name on the Card: \_\_\_\_\_**

Virginia Funeral Directors Association  
P.O. Box 395, Hanover, Virginia 23069  
Phone: (804) 264-0505 Fax: (804) 264-3260 E-mail: [info@vfda.net](mailto:info@vfda.net)

# 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.*

## Northern Virginia Funeral Directors Association Host Meeting with Legislators



The Northern Virginia Funeral Directors Association held their district meeting on September 5, 2018 in Burke, Virginia. Senator Dave Marsden, Delegate Hala Ayala, Delegate Mark Sickles, Delegate Karrie Delaney, and Delegate David Bulova were in attendance. Jay McIntyre, VFDA Legislative Chair and Angie Bezik, VFDA Lobbyist gave a legislative update.

If your district would like to host legislators at the next meeting, please contact the VFDA office to assist with coordinating this opportunity.

## 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](http://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](mailto:info@vfda.net)) or phone (804-264-0505).

### **Funeral Director**

Altmeyer Funeral Home, Newport News, VA  
Bolling, Grose & Lotts Funeral Home, Buena Vista, VA  
Chiles Funeral Home, Richmond, VA  
Cremation Society of Virginia, Chantilly, VA

### **Funeral Service Licensee**

John M. Oakey and Son Funeral Home and Crematory, Salem, VA

### **Funeral Service Intern**

John M. Oakey and Son Funeral Home and Crematory, Salem, VA

### **Funeral Director/Manager**

IFP, Winchester, VA

### **Funeral Attendant**

Chiles Funeral Home, Richmond, VA

## Tidewater Funeral Directors Association

### **President: Steven Felton**

Community Funeral Home  
[Stevenfelton30@yahoo.com](mailto:Stevenfelton30@yahoo.com)

### **1st Vice President: Ron Vance**

[ronvance13@gmail.com](mailto:ronvance13@gmail.com)

### **2nd Vice President: Lynda Harris**

Smith & Kellum Funeral Homes  
[lynda.harris@dignitymemorial.com](mailto:lynda.harris@dignitymemorial.com)

### **Secretary: Jamie Karpa**

R. Hayden Smith Funeral Home  
[jamiekarpa@gmail.com](mailto:jamiekarpa@gmail.com)

### **Treasurer: Bryan Graves**

H.D. Oliver Funeral Apt.  
[digger9822@aol.com](mailto:digger9822@aol.com)



*Freemason Abbey in Norfolk, Va. Photo credit [www.norfolk.gov](http://www.norfolk.gov).*

### **1st Year Director: Eric Wray**

E. Vaughn Wray Funeral Establishment  
[evaughnwray@gmail.com](mailto:evaughnwray@gmail.com)

### **2nd Year Director: Douglas Parr**

Parr Funeral Home & Crematory  
[cdparrjr@live.com](mailto:cdparrjr@live.com)

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

# Virginia Funeral Supply Association

**President:**

**Todd Dean**

Richards-Wilbert, Inc.

todd@richardswilbert.com

**1st Vice President:**

**RD Monson**

Homesteaders Life Company

rmonson@homesteaderslife.com

**Secretary/Treasurer:**

**Sherry Noble**

Messenger

sherrynoble@me.com



*Meetings and installations held in June during VFDA Annual Convention.*



*Coming Soon!*

*More information on the all new  
VFDA Annual Convention format!*

*Start planning now to attend the  
131st Annual VFDA Convention in Virginia Beach!*

*This will be one you don't want to miss!*





**VIRGINIA  
FUNERAL DIRECTORS  
ASSOCIATION**

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## 2018-2019 VFDA Calendar of Events\*

*\*subject to change*

December 28, 2018	Winter Conference Sleeping Room Reservations Due	
January 16, 2019	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
January 18, 2019	Advertisements due to VFDA office for Bulletin and Directory	
January 22, 2019	VFDA Traveling Continuing Education Caravan	Hilton Garden Inn - Bristol, VA
January 23, 2019	VFDA Traveling Continuing Education Caravan	Courtyard Marriott - Danville, VA
January 24, 2019	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
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 (7:00 am)
March 5, 2019	VFDA Traveling Continuing Education Caravan	Holiday Inn Tanglewood - Roanoke, VA
March 18-27, 2019	VFDA International Studies Trip	See page 13 for more information.
March 20, 2019	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
April 10-12, 2019	Celebrant Training	Fairfax Memorial Funeral Home - Fairfax, VA
April 16, 2019	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
April 18, 2019	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
April 19, 2019	Advertisements due to VFDA office for Bulletin and Directory	
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 16, 2019	VFDA Board of Directors Meeting	Wyndham Hotel - Virginia Beach, VA (Time TBD)
July 11, 2019	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
July 13, 2019	Advertisements due to VFDA office for Bulletin and Directory	
October 10, 2019	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
October 13, 2019	Advertisements due to VFDA office for Bulletin and Directory	
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