

THE BULLETIN

JAN | FEB | MAR | 2019



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Featured Article - Funeral Home to Cidery, Learning About SlyClyde CiderWorks



Virginia Funeral Directors Association hosted the Winter Conference at The Quirk Hotel in Richmond, Va.

MEMBER NEWS

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UPCOMING EVENTS

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Join the VFDA at the 131st Annual VFDA Convention in Virginia Beach, June 16-19, 2019.

Creating Facetime and Innovation Educational Opportunities



Hello, friends and fellow funeral directors,

In the last 25 years we all have seen and experienced vast changes in the funeral profession. Many are struggling to adapt to these changes, and we know of companies and licensees that have disappeared from funeral service.

As an association, just like you, we are trying to adapt and stay current on the needs and desires of our members. We have listened to you, our members, and to the vendors that support our profession. One of the costliest events for the association and vendors every year is the convention and just like you we must weigh the cost against the effectiveness. We hear from the vendors that they want more "facetime" with the funeral directors and we hear from members that they want more innovative educational opportunities.

So, this year we are doing a total revamp of our annual convention. All our CEUs will be offered in the morning, which provides family beach time every afternoon. Lunch is provided each day. Dinner is included on Sunday night along with the banquet on Tuesday evening. The hospitality rooms will be available for continental breakfast every morning, for refreshments every afternoon, and of course each evening for a nightcap.

In addition to the hours of continuing education, we have scheduled the opportunity for more than 20 hours of "facetime" with vendors along with time for us to build on our old relationships with each other and the ability to form new friendships. All of this has been included into the attendance fee.

With your commitment and open mind this can be the most, educational, vendor relationship building, family fun convention that Virginia has ever seen.

Yours Respectfully,

Laurence F. "Larry Spiaggi, CFSP, CCO, CPC
2018-19 VFDA President

VFDA Convention 2019
June 16-19, 2019
Wyndham Hotel

Sunday, June 16, 2019

7:45-10:45 a.m.
8:00-10:00 a.m.
9:00 a.m.-2:00 p.m.
9:45 a.m.
11:00 a.m.
Noon-1:30 p.m.
2:00-4:00 p.m.
6:00 p.m.
8:00 p.m.

Continental Breakfast in Hospitality Suite
Board of Directors Meeting
Registration
Vendor Meeting (VFSA)
Service of Remembrance
Card Swap Lunch
Beach/Pool Day
Presidents Welcome Party (Mexican Buffet)
Hospitality Suite Opens

Monday, June 17, 2019

7:30 a.m.-Noon
7:30 a.m.
8:00-8:15 a.m.
8:15-9:15 a.m.
9:15-9:30 a.m.
9:30-10:30 a.m.
10:30-10:45 a.m.
10:45-11:45 a.m.
11:45- Noon
Noon-1:00 p.m.
1:15-2:15 p.m.
2:30-4:30 p.m.

Registration
Continental Breakfast in Hospitality Suite
Vendor Interaction
Continuing Education Class (1.0)
Vendor Interaction
Continuing Education Class (1.0)
Vendor Interaction
Continuing Education Class (1.0)
Vendor Interaction
Continuing Education Class (1.0)
Beer, Bourbon and Barbeque (Vendor Trivia Game)
Beach Day/Cornhole Competition/Vendor Contest
Dinner on your own
Hospitality Suite Opens

9:00 p.m.

Tuesday, June 18, 2019

7:30 a.m.-Noon
7:30 a.m.
8:00-8:15 a.m.
8:15-9:15 a.m.
9:15-9:30 a.m.
9:30-10:30 a.m.
10:30-10:45 a.m.
10:45a.m.-11:45 a.m.
11:45a.m.-Noon
Noon-1:00 p.m.
1:15-2:15 p.m.
2:30-4:30 p.m.
6:30-9:30 p.m.

Registration
Continental Breakfast in Hospitality Suite
Vendor Interaction
Annual Business Meeting (1.0)
Vendor Interaction
Annual Business Meeting (1.0)
Vendor Interaction
Continuing Education Class (1.0)
Vendor Interaction
Continuing Education Class (1.0)
Networking Lunch (Vendor Bingo)
Beach/Pool
Cocktail Hour/Banquet

Wednesday, June 19, 2019

8:00-9:00 a.m.

Pancake Breakfast

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From Funeral Home to Cidery, Learning About SlyClyde CiderWorks



Tim and Doug Smith opened Sly Clyde Ciderworks in 2018.

Tim and Doug Smith's family has been in business in Phoebus for more than 100 years. There have been florists, carpenters, and funeral homes for generations right there on Mellen Street. Today, they are crafting the best hard cider in Hampton Roads just a block from the Chesapeake Bay at one of Virginia's only urban farm cideries.

So you might be wondering, "Who is Clyde?"

Clyde was Tim and Doug's grandfather, H. Clyde Smith. He was a mortician whose calm demeanor and wicked sense of humor kept them laughing as kids. He loved a good story and

had a sly smile that made you realize he had a few secrets about life that he was waiting for you to learn. He had seen some things over his lifetime but he never lost his smile. Clyde was ever-present in the community and believed in the human capacity to thrive.

Today, SlyClyde is two brothers who believe that the keep-it-local movement is more important than ever. They will be the first to admit that they aren't nearly as funny as Clyde, but they are just as dedicated to helping to bring the community together. Today, they created amazing ciders that inspire neighbors to share a pint and a funny story while leaving the hardship of the day behind.



Be sure to say hello when you see them. If you ask nicely, they might share a story about H. Clyde as well!



Sly Clyde Ciderworks
207 East Mellen Street
Hampton, VA 23663
757-755-3130
www.slyclyde.com

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Marty White Selected to be part of the Wreaths Across America Team



Marty White was selected to be a part of the Wreaths Across America team laying the wreath at the Tomb of the Unknown Soldier. He and others placed wreaths on the graves at Arlington National Cemetery on December 15, 2018.

Congratulations!



Congratulations to Lauren and Brent LeDonne on the birth of their daughter! They welcomed their new daughter, Brooklyn Taylor on December 24, 2018. She weighed 7 pounds 1 oz, and was 18.5 inches! Proud grandparents are Shellie and Richie Boudreau and Dawn and Ron LeDonne!

Congratulations!



Congratulations to Tony and Tilda Mullins on the birth of their grandson! Forrest Ray was born on October 23, 2018. He weighed 8 pounds 4 oz. Congratulations to the Mullins, and to Forrest's parents, Ben and Devanie Mullins!

Thoughts and Prayers Request



Please keep Ann Dickerson, wife of Jim Dikerson, Bliley's Funeral Home in your thoughts. She was recently diagnosed with stage 4 lung cancer. We are praying for Jim and Ann.

Congratulations!



Congratulations, Carolyn Barlow Lane! She has been at Storke Funeral Home for 25 years! Thank you for your dedication to the funeral service profession!

Morrissett Funeral and Cremation Service Remembers and Honors Veterans

On December 18, 2018, the staff, family, and friends of Morrissett Funeral and Cremation Service assisted others at Virginia Veterans Cemetery to Remember and Honor our veterans by laying remembrance wreaths on the graves of our country's fallen heroes.



The Dodge Company Announces Retirement of Jack Adams

Billerica, MA - After almost 30 years as a Dodge representative, Jack Adams will be retired at the end of 2018. While Jack has giving up his daily duties of calling on customers, Jack plans to continue submitting articles to the Dodge Magazine, working with Dodge on technical clinics, helping to develop program materials and to continue teaching at Worsham College. Along the way, he will also work with state funeral associations with embalming programs.

Tim Collison, Dodge's Chief Operating Officer, recalls when Jack started with Dodge; giving up his trade embalming service in Chicago and beginning his distinguished career representing Dodge in the Chicagoland territory, as well as nationally and

internationally. As he said, "Who knew back then, that he (Jack) would become one of the most recognizable and respected faces and names in the funeral service?"

Please help join us in congratulating Jack on his retirement and a job well done! Jack may be reached at jackgonefishinn@gmail.com.

If you are interested in having Jack present, just drop Sally Belanger a note at sbelanger@dodgeco.com, and she will see if something can be worked out that is mutually convenient for all concerned. Local, Chicagoland practitioners may reach out to Jack at jackgonefishinn@gmail.com or 708-278-8491.

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131st Annual VFDA Convention Registration NOW OPEN!

The Convention Brochure and Registration was emailed to all members on March 14, 2019. You can view the [Convention Brochure](#) on our website and you can register for the Convention [online](#). For more information, check out pages 16-20.

We look forward to seeing you at the beach in June!

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.

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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 Apprentice

Bolling, Grose & Lotts Funeral Home, Buena Vista, VA
Funeral Home in Shenandoah, VA

Funeral Director

Bolling, Grose & Lotts Funeral Home, Buena Vista, VA
Demaine Funeral Home, Alexandria, VA

Funeral Services Adjunct Faculty

John Tyler Community College, Chester, VA

Funeral Service Licensee

John M. Oakey and Son Funeral Home and Crematory, Salem, VA
Maddox Funeral Home, Front Royal, VA
Northern Virginia Burial & Cremation Society, Alexandria, VA
Shenandoah Valley Funeral Home, Verona, VA
Stover Funeral Home & Crematory, Strasburg, VA

Funeral Service Intern

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

Funeral Director & Embalmer

Funeral Home, Shenandoah, VA
Lotz Funeral Home, Roanoke and Salem, VA
Mayberry Funeral Home, Floyd, VA
McCoy Funeral Home, Blacksburg, VA
Singleton Funeral Home, Cedar Bluff, VA

Funeral Assistant

Stover Funeral Home & Crematory, Strasburg, VA

Pre-Need Specialist

Altmeier Funeral Homes & Crematory, Hampton Roads, VA

VFDA Hosts Winter Conference in Richmond, VA



Thank you, Sponsors!

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Batesville**

The Virginia Funeral Directors Association (VFDA) hosted our winter conference at The Quirk Hotel on January 27-28th. Attendees enjoyed a day of continuing education programs from Virginia Politics and What to Expect in 2019 to Youth and Funerals and Virtual Showrooms. We also had Dr. William Gormley and Janet Rainey who held a roundtable Townhall Meeting. We also enjoyed amazing food and cocktails sponsored by Federated Insurance, Service Corporation International (SCI), LendingUSA, Thacker, VFSA and Batesville.

On Monday, January 28th attendees visited with legislators and attended both House and Senate floor sessions, where the Virginia Funeral Directors Association was recognized by Senator John Cosgrove who read SENATE RESOLUTION NO. 84, Commending the Virginia Funeral Directors Association and Delegate Tony Wilt recognized the Virginia Funeral Directors Association on the House Floor by reading HOUSE JOINT RESOLUTION NO. 752. This was a great opportunity for attendees to receive their continuing education credits, while networking with colleagues and attending the Virginia General Assembly.

We look forward to hosting the 2020 Winter Conference next year.

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BLUE RIDGE FUNERAL DIRECTORS ASSOCIATION

Estelle Pagans Bolling - January 14, 2019
Floyd Allen Bolling - November 22, 2019
Dale Martin Chappell - November 2, 2018
Hope Spiaggi Danielson - February 15, 2019
Mary Annie Sheridan Henley - March 4, 2019

CENTRAL FUNERAL DIRECTORS ASSOCIATION

Martha Gentry Coates Welch - January 22, 2019

SHENANDOAH VALLEY FUNERAL DIRECTORS ASSOCIATION

Francis "Frank" Shirley Turnage - February 20, 2019

SOUTHSIDE FUNERAL DIRECTORS ASSOCIATION

James Hartwell Motley, Sr. - March 13, 2019

VIRGINIA FUNERAL DIRECTORS ASSOCIATION

Jean Sherwood Sparrow - January 26, 2019

VIRGINIA FUNERAL SALES ASSOCIATION

August K. Graumlisch II - December 4, 2019
Jerry Burnell Taylor, Sr. - January 22, 2019

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.



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FEBRUARY 2019 LEGISLATIVE UPDATE

2019 PATRONS



Delegate Tony Wilt
[HB2445](#)



Senator John Cosgrove
[SB1493](#) & [SR84](#)
(SB1493 rolled into
[SB1439](#); McClellan)



Delegate Mark Sickles
[HB2116](#)



Senator Creigh Deeds
[SB1478](#)



Senator John Edwards
[SB1300](#)

Your VFDA began the quest to have all appropriate stakeholders to the Electronic Death Registry System (EDRS) in 2015 in what seemed to be an “us against the world” scenario. In particular, the Medical Society of Virginia (MSV) simply did not want to force their docs to have to use the multi-million-dollar system developed by VDH, and VDH didn’t want to try to make it a mandate. Fast forward to 2019 after building relationships with other stakeholder organizations, VFDA stood side-by-side with MSV to present a united front on legislation introduced by Delegate Tony Wilt, Senator John Cosgrove and Senator Jennifer McClellan that established the final rollout of mandated physician-users for EDRS. Each of these pieces of legislation (hyperlinked above) have passed their House of origin and have been communicated to “the other body.” (The House bills have been transmitted to the Senate, and the Senate bills have been transmitted to the House.) Senator John Cosgrove’s SB1493 was rolled into Senator Jennifer McClellan’s SB1439.

Your VFDA leadership also worked hard over the past year to bring forward legislation that would better clarify the hierarchy of next-of-kin. Our patrons, Delegate Mark Sickles and Senator Creigh Deeds, were willing to fight for us, but the opponents of the bill campaigned to find and confuse others who otherwise had no concerns. The good news from this is that the VFDA has begun a new relationship with the Virginia Bar Association! They are favorable to being very clear on next-of-kin hierarchy and want to work with us through 2019 to create legislation that will have more support in 2020.

Senator John Edwards introduced SB1300 in support of some of our smaller funeral home owners who wish to grow. His bill allows one manager of record to now provide services for up to 135 families at two funeral homes owned within 50 miles of each other.

We also have Commending Resolutions in the House and Senate. Our House patron is Speaker Kirk Cox and our Senate Patron is Senator John Cosgrove. The opportunity to memorialize the VFDA’s over 130 years of service to profession, members and the community is wonderful!

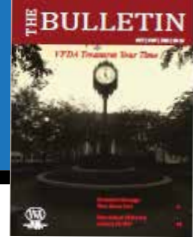
Your VFDA had its Winter Conference on January 27th and 28th. We are very lucky to have had Delegate Betsy Carr and Delegate Riley Ingram attend the reception and Senator Adam Ebbin and Delegate Mark Sickles join us for dinner. A good time was had by all!

Your VFDA asks you to take a minute to email, call or write a note to the House or Senate member who represents you and simply say, “Thank you for your service to our community and the Commonwealth of Virginia!”

Angie Bezik & Julia Hammond



ADVERTISER OPPORTUNITIES



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

THE BULLETIN MAGAZINE

- Full Page Ad.....~~\$1,000~~ \$750
- Half Page Ad.....~~\$900~~ \$675
- Quarter Page Ad.....~~\$650~~ \$487.50

MEMBERSHIP DIRECTORY (includes online)

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

BOTH DIRECTORY & BULLETIN (all four issues)

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- Half Page Ad.....~~\$1,350~~ \$1,012.50
- Quarter Page Ad.....~~\$975~~ \$731.25

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Contact the VFDA Office for website advertising only.

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

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<u>PUBLICATION</u>	<u>ADS DUE</u>
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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QUESTIONS?
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info@vfda.net

Central Virginia Funeral Directors Association

President:

Janet Stephens

embalmer323@gmail.com

Vice President:

Stephanie Bell

Woody Funeral Home

stephanie.bell@dignitymemorial.com

Secretary/Treasurer:

Kaylinn Bezenar

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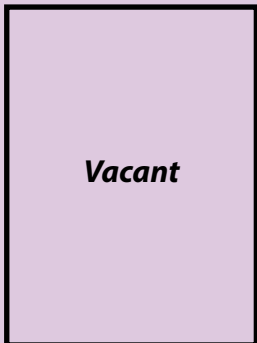
kaylinn@morrissett.com



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:

Vacant



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.



The Virginia Funeral Directors Association's 131st Convention is coming up in June and we want to see you there! This year's convention will be taking place at the Wyndham Virginia Beach Oceanfront in Virginia Beach, Va. When staying at the Wyndham Virginia Beach Oceanfront you'll be on the beach, within a 10-minute drive of First Landing State Park and Cape Henry Lighthouse. This beach hotel is 6 miles from Ocean Breeze Waterpark and 6.9 miles from Virginia Aquarium and Marine Science Center. The convention committee has spent time refreshing our past events and creating more opportunities for facetime with vendors and quality continuing education classes.

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

Sunday, June 16, 2019

Times and events are subject to change.

- 7:45 - 10:45 a.m. Continental Breakfast in Hospitality Suite
- 8:00 - 9:45 a.m. Board of Directors Meeting
- 9:00 a.m. - 2:00 p.m. Registration
- 9:45 a.m. Vendor Meeting
- 11:00 a.m. Service of Remembrance
- 12:00 - 1:30 p.m. Fellowship Luncheon
- 2:00 - 4:00 p.m. Beach/Pool Day
- 6:00 p.m. Welcome Party and Mexican Buffet Dinner
- 8:00 p.m. Hospitality Suite Opens

Monday, June 17, 2019

Times and events are subject to change.

- 6:00 a.m. Sunrise Yoga
- 7:30 a.m. - 12:00 p.m. Registration
- 7:30 a.m. Continental Breakfast in Hospitality Suite
- 8:00 - 8:15 a.m. Vendor Highlight
- 8:15 - 9:15 a.m. Youth & Funerals, Vicki Jay, Chief Executive Officer, National Alliance for Grieving Children (1.0 Continuing Education Credit)
- 9:15 - 9:30 a.m. Vendor Highlight
- 9:30 - 10:45 a.m. "It's a Multigenerational World, Are You Ready?," Sonia Aranza (1.0 Continuing Education Credit)
- 10:45 - 11:00 a.m. Vendor Highlight
- 11:00 a.m. - 12:00 p.m. What is a Life Celebrant?, Krystina Diman, Morrissett Funeral and Cremation Service (1.0 Continuing Education Credit)
- 12:00 - 12:15 p.m. Vendor Highlight
- 12:15 - 1:15 p.m. Probate Q&A, John H. Graham, Clerk, Smyth County Circuit Court (1.0 Continuing Education Credit)
- 1:30 - 2:30 p.m. Beer, Bourbon, and Barbeque
- 2:30 - 4:30 p.m. Beach Day/Cornhole Competition/Vendor Contest*
- 9:00 p.m. Hospitality Suite Opens

*Dinner on your own.

*Convention Schedule continued on page 17.
the Bulletin · www.vfda.net*

Convention schedule continued from page 16.

Tuesday, June 18, 2019	<i>Times and events are subject to change.</i>
7:30 a.m. - 12:00 p.m.	Registration
7:30 a.m.	Continental Breakfast in Hospitality Suite
8:00 a.m.	Kayak, Surfing, and Paddle Board Lessons
8:00 - 8:15 a.m.	Vendor Highlight
8:15 - 9:15 a.m.	Annual Business Meeting (1.0 Continuing Education Credit)
9:15 - 9:30 a.m.	Vendor Highlight
9:30 - 10:30 a.m.	Preneed, James Ruggerio, Lakeland Preneed Planning, LLC (1.0 Continuing Education Credit)
10:30 - 10:45 a.m.	Vendor Highlight
10:45 - 11:45 a.m.	What You Need to Know About Hospice, Linsey Reynolds Adkins (1.0 Continuing Education Credit)
11:45 - 12:00 p.m.	Vendor Highlight
12:00 - 1:30 p.m.	Opioid Embalming: The New Difficult Case, Carrie Parsons, Chief Embalmer, Wilson St. Pierre Funeral Homes and Crematory (1.5 Continuing Education Credits)
1:45 - 2:45 p.m.	Networking Lunch
2:45 - 4:30 p.m.	Beach/Pool Day
3:00 p.m.	Virginia Funeral Sales Association Meeting
6:30 - 9:30 p.m.	Cocktail Hour/Banquet (Babysitting Services available for those under 13.)
Wednesday, June 19, 2019	<i>Times and events are subject to change.</i>
8:00 - 9:00 a.m.	Pancake Networking Breakfast

131st Annual VFDA Convention Room Reservations Now Open!

Make your room reservations by calling the hotel directly at 1-800-365-3032. Guests must identify themselves as a member of the Virginia Funeral Directors Association in order to receive the special room rate of \$169 per night, plus applicable taxes and fees. Please note: all guest room rates are subject to state and local taxes, currently 14% plus \$1.00 per night lodging tax, a daily resort fee of \$2.00 will apply, rates will be in effect three days prior to the scheduled arrival date and three days after the scheduled departure date, and will be confirmed on a space available basis, and all guests must be 21 year of age to check into a hotel room.

Reservations must be received no later than May 15, 2019.

131st Annual Convention Awards Banquet and Cocktail Reception

Tuesday, June 18, 2019 * 6:30 -9:30 p.m. * Wyndham Virginia Beach Oceanfront

Join us for a memorable evening of dining and awards in the grand ballroom at the Wyndham Virginia Beach Oceanfront. This semi-formal event begins with cocktails at 6:30 p.m. Following cocktails, dinner will be served at 7:00 p.m. Promptly following dinner, the official program begins which includes the annual VFDA awards presentation.

Awards presented to members at the Annual Banquet include: [Golden Licensee Award](#), [Funeral Director of the Year Award](#), and the [Rookie of the Year Award](#). New this year to the awards program is the [Intern of the Year Award](#). To learn more about the requirements of the awards and how to nominate your fellow funeral professional for awards, visit the [VFDA Convention website](#).

Babysitting services are available for those children under 13. You must register for babysitting services on your convention registration form and fill out the necessary paperwork. To register for babysitting services, visit [A Helping Hand website](#) to log in or create an account. If it is your first time visiting, you will be prompted to fill out a profile with your child(ren)'s information. Go to your Event Registration tab and enter the Group ID Number (IFPR). Pre-registration for childcare will close at 11:59 p.m. on June 11, 2019, so please be sure to pre-register your children as soon as possible. If you have question, please contact A Helping Hand directly.

131st Annual Convention Special Meetings

Sunday, June 16, 2019

VFDA Board of Directors Meeting

8:00 - 9:45 a.m. * Wyndham Virginia Beach Oceanfront

The VFDA Board of Directors and Committee Chairs will meet for their quarterly in-person association meeting. VFDA members in good standing and invited guests are only permitted to attend.

What Vendors Should Expect at this Year's Convention

9:45 - 10:15 a.m. * Wyndham Virginia Beach Oceanfront

Vendors should attend this meeting to get an overview of the NEW convention schedule, networking events, and hear about how to be involved in making this year's convention a success!



Tuesday, June 18, 2019

Virginia Funeral Sales Association Membership Meeting

3:00 p.m. * Wyndham Virginia Beach Oceanfront

If you are a member of the Virginia Funeral Sales Association (VFSA) or you would like to learn more about joining, attend our quarterly meeting to learn the purpose of the association, what we are planning and upcoming events.

131st Annual Convention Family Fun Outings

Sunday, June 16, 2019

Beach and Pool Time!

2:00 - 3:00 p.m. * Wyndham Virginia Beach Oceanfront

Free time on the beach or join us by the hotel pool for a sponsored light snack while soaking in the sun and enjoying a little pool time.

Monday, June 17, 2019

Sunrise Yoga

6:00 a.m. * Wyndham Virginia Beach Oceanfront

The morning is considered a "divine time" and when an individual's spiritual energy is at its peak. Clarity, creativity, and peace of mind and body are benefits of a sunrise yoga practice because of fewer distractions prior to starting your day. Sunrise yoga brings your body more energy and nourishes you with a positive attitude to fully prepare for the challenges of the day ahead.

Bring your yoga mat and start your day off at the beach relaxed and refreshed.

Meet between the hotel and the beach.



Tuesday, June 18, 2019

Kayaking, Surfing, and Paddle Boarding Experience

8:00 a.m. * Wyndham Virginia Beach Oceanfront

A customized Chesapeake Outdoors experience just for you! Choose from the ultimate Dolphin Kayak Eco-Tour, Stand-Up Paddleboard Eco-Tour of First Landing State Park, or take Surfing Lessons and experience the beautiful waters of the ocean that only Chesapeake Outdoors offers.

This two-hour guided kayak tour in the ocean to see wild dolphins is an awesome experience and best of all you can start and finish the tour right in front of the hotel. No experience necessary as we use sit-on-top kayaks which are very user friendly. We don't guarantee our dolphin sightings but we almost always see them. All equipment, instruction, and guides for the tour are provided. \$50 per person.

Stand Up Paddleboard Eco-Tour of First Landing State Park - This tour is conducted five minutes away via shuttle from the Wyndham Hotel from the Historic First Landing State Park and last about two hours. All equipment, instruction, and guides for the tour are provided. This paddleboard tour is done on the calm interior waterways of Linkhorn and Broad Bays and allows everyone to see a unique area of Virginia Beach and the state park. \$40 per person.

Surfing Lesson - Even though Virginia Beach is not known for its surf, it does get waves and they are perfect in the summer for teaching lessons. Experienced surf instructors will be ready in front of the hotel to provide you with an amazing experience. After brief instruction on the beach, your instructors will head out into the surf to assist you with catching and riding waves. \$60 per person.

The VFDA will contact participants in event of cancellations due to inclement weather.

We recommend bringing a bottle of water, sunscreen, and towel. Put personal items such as: phones, keys, and wallets in a dry bag. If you are bringing a camera, we highly recommend it be of the waterproof variety.

All participants MUST fill out a [Waiver Form](#). You MUST register in advance to participate.



P.O. Box 395
Hanover, Virginia 23069
info@vfda.net

Help support the Virginia Funeral Directors Association Foundation by purchasing a 50/50 raffle ticket. The Foundation 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 money raised will help support the Foundation's scholarship fund!

I would like to support the VFDA Foundation by purchasing _____ tickets at \$20 per ticket.

____ Check ____ Visa ____ MC ____ Discover ____ AmEx

Name: _____

Business Name: _____

Mailing Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Cell: _____

E-mail: _____

Total: \$ _____ (tickets will be mailed if purchased prior to the 131st Annual VFDA Convention)

Drawing will take place at the Inaugural Banquet at the 131st Annual VFDA Convention in Virginia Beach.

Questions, please contact the VFDA office at (804) 264-0505.

Thank you for your support.

131st Annual Convention Sponsorship Opportunities

Platinum Sponsors (\$7,001 and up)

Listing on the VFDA website, VFDA Bulletin, advertisement in Convention Program, digital recognition during all convention meetings and events, and 5-minute PowerPoint opportunity between continuing education session.

Sunday, June 16, 2019

Welcome Party & Mexican Buffet Dinner **SOLD**
Bring your "thinking caps," you do not want to miss VFDA Vendor Trivia.

Monday, June 17, 2019

Beer, Bourbon, and Barbeque **SOLD**
Includes a vendor BINGO and don't forget your business cards!

Tuesday, June 18, 2019

Inaugural Banquet **\$15,000**
Includes reserved seating and eight (8) banquet tickets.

Gold Sponsors (\$4,001 - \$7,000)

Listing on the VFDA website, digital recognition during all convention meetings and events, and 5-minute PowerPoint opportunity between continuing education session.

Sunday, June 16, 2019

Fellowship Luncheon **\$7,000**
This is the first networking event to kick-off the 131st Annual VFDA Convention. Bring your business cards!

Tuesday, June 18, 2019

Networking Lunch **\$7,000**
Afternoon Cocktail Bar (during the Networking Lunch) **\$6,000**
Inaugural Banquet Cocktail Hour **\$6,000**

Silver Sponsors (\$1,001 - \$4,000)

Listing on the VFDA website, VFDA Bulletin, digital recognition during all convention meetings and events.

Wednesday, June 18, 2019

Pancake Breakfast **\$3,500**
Keycards **SOLD**

Bronze Sponsors (\$1,000 and under)

Listing on the VFDA website and VFDA Bulletin

Sunday, June 16, 2019

Service of Remembrance **SOLD**

Beach/Pool Day Snacks & Water Bottles **SOLD**
Logos and business labels on water bottles. This opportunity is available for Sunday, Monday, and Tuesday, choose all or one day only).

Sponsorship opportunities are limited on a first-come, first-served basis. Interested parties must act quickly to ensure sponsorship participation in the 131st VFDA Annual Convention.

Visit the [VFDA website](#) to complete a Sponsorship form.

Shenandoah Valley Funeral Directors Association

President:

Bradley Howdysell

Thacker Brothers Funeral Home
bradley@thackerbrothers.com

Vice President:

S. Jonathan Hines

Coffman Funeral Home and Crematory
sjhines.coffmanfuneralhome@gmail.com

Secretary:

Neal Wong

Johnson Funeral Service
Nwong@johnsonfs.com

Treasurer:

Daniel Chapman

Johnson Funeral Service
dchapman@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.

TRAVELING CARAVANS

The Virginia Funeral Directors Association's Traveling Caravans went across the Commonwealth starting on January 22, 2019 in Bristol, moving to Danville, then Richmond, and ending in Roanoke on March 5, 2019. This year's program was packed with information on estates and wills, preneed, DMORT update, youth and funerals, and managing your risks. We thank everyone for participating in this year's caravans. A special thank you to our presenters:

- Zach Barrett, Jacob Hutchinson, Evan Jones; Federated Insurance
- William Henzey, CPA, CFP, CFS
- James Ruggerio; Lakeland Preneed Planning, LLC
- David C. Williams, Jr., FSL, CFSP; Rader Funeral Home
- Vicki Jay; National Alliance for Grieving Children

We look forward to seeing you again in the Fall!



MEMBER APPRECIATION NIGHT

Mark your calendar for the Virginia Funeral Directors Association's Member Appreciation Night on Thursday, May 16, 2019 at the Richmond Flying Squirrels game at The Diamond in Richmond, Va.

Come out and enjoy food, beverages, baseball and fireworks, while enjoying networking with friends and colleagues!

This event is a MEMBERS ONLY event and tickets must be reserved with the VFDA office. You can call the office at (804) 264-0505 or email info@vfda.net.



REMEMBERING HOPE

Hope Spiaggi Danielson, 3, of Chesterfield, went to run with the other animals in Heaven on Friday, February 15, 2019. She leaves behind to cherish her memory her loving and devoted parents, Larry Spiaggi and Sue Danielson; playful brother, Peace Spiaggi Danielson; loving aunt, Janice Danielson Hazlett; her many cherished co-workers at Morrissett Funeral Home and the lives she has touched within the community.

When Hope was 6 months old, she and her brother, Peace attended puppy bootcamp to become Certified Therapy Dogs. After a few weeks of training, Hope and Peace graduated with flying colors and both started their careers as the first Funeral Home Grief Therapy Dogs in Virginia at Morrissett Funeral & Cremation Service.



Easter Holiday

The VFDA office will be closed
April 19-22, 2019 for
the Easter holiday.

Happy Easter!

Online Course Now Available!

The Virginia Funeral Directors Association is developing online courses for members and non-members who are seeking a convenient way of obtaining their continuing education credits per year.



We are currently offering a Preneed course that can be accessed on the VFDA website.

The VFDA is currently seeking online programs to grow our library of offerings. Please contact the VFDA office if you are a provider or if you have suggestions on programs you would like to see offered.

Visit the [VFDA website](#) to take your Preneed course online.



We help those who help others.

Healthcare professionals may suffer from a substance use disorder or mental health or physical condition that may be impairing. In fact, it is estimated that 10 to 15 percent of healthcare professionals will misuse drugs or alcohol at some point during their careers.¹

The Virginia Health Practitioners' Monitoring Program (HPMP) is here to help. We refer healthcare practitioners for appropriate treatment and continuously monitor treatment progress with the goals of restoring the practitioner to good health and assisting them with return to safe and productive clinical practice.

HPMP services are available to anyone who is licensed, certified or registered by one of the health regulatory boards of the Virginia Department of Health Professions, including:

Audiology & Speech-Language Pathology | Counseling | Dentistry | Funeral Directors/Embalmers
Long-term Care Administrators | Medicine | Nursing | Optometry | Pharmacy | Physical Therapy
Psychology | Social Work | Veterinary Medicine

Are you interested in learning more? Our experienced team is available to confidentially answer your questions and receive referrals, including self-referrals. Visit us on the web at www.dhp.virginia.gov/hpmp or call us at 1-866-206-4747.



¹Baldissen, M.R. (2007). Impaired healthcare professional. *Critical Care Medicine*, 35 (2), Suppl. S106-S116.

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 CELEBRANT TRAINING

April 10-12, 2019

WHAT TO BRING:

The dress is casual. This is an active, participant-driven training. We want you to be comfortable and ready to be a part. We will provide a notebook and other materials. If you have a laptop computer, it is recommended (but not required) that you bring it for the funeral presentation work. We will have a printer available.

MORE INFORMATION:

Questions about this training, contact the VFDA office, (804) 264-0505 or info@vfda.net. If questions about Celebrants in general, contact Glenda Stransbury at In-Sight Books: Glenda@insightbooks.com, (405) 810-9501 or (800) 658-9262

Emergency Cell Phone Number during the week of training only, Glenda Stransbury (405) 550-7854

Thank you to our hosts, Fairfax Memorial Funeral Home and Everly-Wheatley Funerals and Cremation

Locations:

**Fairfax Country Club 5110 Ox Road, Fairfax, VA 22030
& Fairfax Memorial Funeral Home, 9902 Braddock Road, Fairfax, VA 22032**

Firms who offer Celebrants have seen an exponential growth in families interested in having services as well as increased revenue, and satisfied, happy families and attendees.

Fees:

VFDA Members: \$700

Non-Members: \$950

Students: \$700 (limited to 5 students)

The Academy of Professional Funeral Service Practice: 17 hrs. of attendance

State Funeral Service Board approval: Approved hours vary by state

For more information and to register for the Celebrant Training, visit <https://www.vfda.net/continuing-education/celebrant-training/>.

SCHEDULE OF EVENTS

WEDNESDAY, APRIL 10, 2019 1:00-6:00 P.M. AT FAIRFAX COUNTRY CLUB, 5110 OX ROAD, FAIRFAX, VA 22030 (DINNER PROVIDED)

THURSDAY, APRIL 11, 2019 8:00 A.M.-5:00 P.M. AT FAIRFAX MEMORIAL FUNERAL HOME, 9902 BRADDOCK ROAD, FAIRFAX, VA 22032 (CONTINENTAL BREAKFAST AND LUNCH PROVIDED)

FRIDAY, APRIL 12, 2019 8:00 A.M.-NOON AT FAIRFAX MEMORIAL FUNERAL HOME, 9902 BRADDOCK ROAD, FAIRFAX, VA 22032 (CONTINENTAL BREAKFAST PROVIDED)

WHAT IS IT:

Celebrant training is an intensive 3-day certification, training people how to provide unique and personalized funerals for families, specializing in those families who do not wish to have a traditional or religious based funeral.

LEGISLATIVE CHAIR MESSAGE

As we step back and take stock of the 2019 General Assembly session, even though it was a short session, it was full of chaos, controversy and even a little excitement. Some of you reading this were able to participate in the VFDA Winter Conference and experience just a little of how busy things are on the Hill.

This year, the VFDA started with three key pieces of legislation and offered our support to an additional piece brought by the Independent Funeral Homes of Virginia. We are happy that two pieces of legislation that went through the entire process passed in both the House and Senate, as did the piece we supported. Also, we were fortunate to have two commending resolutions read on our behalf on both the House and Senate floors. These resolutions recognized our more than 130 years of continual operation as an association.

Senate Bill 1439 and House Bill 2445 were companion bills, chief co-patroned by Senators Jennifer McClellan and John Cosgrove and Delegate Tony Wilt. These bills mandated usage of EDRS. Both have passed and are off to Governor Northam for his signature. By now, you should have received a letter written by the association to hand out to EVERY doctor and their practice manager. If for some reason you have not seen this letter, please contact me or Lacy Whittaker, VFDA Executive Director, and we will send it to you. It is of utmost importance that you take this letter with every paper death certificate you have between now and July 1, 2019. We are working on a partnership letter between the VFDA, Medical Society of Virginia, Division of Vital Records, and Medical Licensing Board to send to EVERY Medical Certifier in Virginia who has not yet signed up and started participating.

Senate Bill 1300, patroned by Senator John Edwards sought to raise the cap on the number of families served by one manager of record of more than one rooftop location. This was at the request of one of the members to allow him to grow his business. There was minimal opposition to raising the threshold. This allows smaller and rural funeral home establishments to purchase or acquire an additional location, without the fiscal impact of having to hire additional staff.

Senate Bill 1247 and House Bill 1828 are companion bills, patroned by Senator Bryce Reeves and Delegate Bobby Orrock regarding the sale of caskets. A piece of legislation was patroned by Senator Reeves during the 2018 session which required a change in wording to the Virginia Code to specify that Virginia funeral homes accept third party merchandise to mirror the wording of the FTC Funeral Rule. VFDA worked with Senator Reeves to make that change which led to this year's legislation. During their 2018 Summer meeting, the state board changed their opinion which then required a funeral service licensee to sell funeral merchandise, to allow any person the ability to sell funeral merchandise. This year's legislation was brought by the Independent Funeral Homes of Virginia to better define that ruling and also require that caskets sold preneed must be sold by a funeral service licensee to protect the consumer. In its original form, the bill was in complete violation of the funeral rule. Larry Spiaggi, VFDA President and Angie Bezik, VFDA Lobbyist, met with the IFHV lobbyist to rewrite the text of this legislation in its entirety to ensure its passage. When the IFHV drafted this legislation with Senator Reeves and Delegate Orrock, they were unaware of the conflict their change would have created with the funeral rule. Without the VFDA contribution, this bill would not have passed.

We have begun looking forward to the 2020 legislative agenda. Our initial plan for 2019 included the Next of Kin bill, but after conversations with the Bar Association, we decided to back off of that legislation in its current wording. They have asked to work with the VFDA to address some minor wording issues that could have created conflict with other



areas of code and work to strengthen the language of the immunity for funeral homes section. Their opinion is that the language can be more strongly worded, so as to protect both the funeral home and the consumer. There has been opposition to this proposed legislation from other funeral associations. They believe that the current law gives options. That may be true, but what is not recognized is the opportunity for a law suit based on the current law. As a funeral home owner, especially one operating a crematory that serves more than their own funeral home, this law is to protect the owner and the consumer. There are a number of cases right now where Next of Kin issues have arisen and are often mishandled. A Virginia based funeral home ended up in court due to a dispute between a sex spouse and a mother. The court ruled that the disposition be split. The spouse chose the method of disposition and the mother chose the place. Under this law, the spouse would have had the ultimate choice. Recently a Virginia funeral home contacted the NFDA about a family disagreement. There were an odd number of children and some wanted cremation and some did not. This issue is addressed in the Next of Kin bill. In Texas, there was a case where a deceased husband and wife were disinterred by someone claiming to be their closest living next of kin. These individuals misrepresented themselves to the funeral home and the funeral home was sued by the actual closest relative. Lastly, in a case in Tennessee, involving cremation that went through the court system to the United States Court, just one level below the Supreme Court. I mentioned this all because now is the time in Virginia to address the issue. Currently, more than 30 states have done so. The basic premise is that current law gives flexibility which is better, but this could be reckless and not forward thinking. Funeral homes are often targets for lawsuits, so ignoring the issue will not make things better. As an industry, we tend to be reactive to problems and not proactive. This is not an issue to ignore until it is too late. A funeral home could end up having to close its doors to an unnecessary law suit.

Lastly, is the creation of a second license. This is the second time this issue has been brought up in five years. The first time, the VFDA membership did not support this idea. In early 2018, when it was brought up again, the VFDA created a committee to review the idea. At that time, more funeral home managers and owners supported the idea. There is still opposition to this legislation, and as an association, we will continue to listen to the collective voice of the membership. Do not be alarmed if you hear about this again. Owners and managers are finding it hard to employ quality funeral service licensees without having to look to their competitors. Many agree that a member of their staff would be an excellent funeral director, but no desire to work in the preparation room. I recommend further discussion at your district meetings through the Spring and Fall months to accurately gauge the interest or opposition. Again, there are no personal feelings attached to this message, as we will follow the collective voice of our membership.

I want to conclude by again asking each and everyone of you to be sure to reach out to and thank your local legislators. They work side-by-side with our great lobbyist, Angie Bezik, Julie Hammond, and Ryan O'Toole. These three work long hours and share many late nights working closely with your Senators and Delegates to see that our association is heard on the Hill. I look forward to seeing all of you in June at the 131st Annual VFDA Convention

Jay McIntyre, CFSP
VFDA Legislative Committee Chair

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 Benges Gap in Norton, Va. Photo credit J654567.

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

2019 Past Presidents Council Scholarship Information

The VFDA Foundation is offering a \$750 scholarship to future funeral directors and those in the funeral profession to be used toward tuition, books/supplies, or National Boards exam fees. Scholarship(s) will be awarded each year based on the amount previously approved by the Past Presidents Council. Applicants will receive consideration without discrimination of race, creed, color, sex, age, marital status, national origin, or handicap. Tell your friends! Apply today!

Qualifications for Scholarship:

1. Virginia resident.
2. Employed and endorsed by a VFDA member firm in good standing.
3. Supporting documents.
4. 2.0 grade point average (on 4.0 scale)
5. Short paragraph: "Why I Chose Funeral Service as My Profession."
6. All applications/essays must be submitted to info@vfda.net by May 17, 2019. Late or incomplete applications will not be considered.
7. Scholarships will be awarded at the sole discretion of the Scholarship Committee of the Board of Trustees of the Virginia Funeral Directors Association Foundation based on the evaluation of the above named items.

Applications for the 2019 Past Presidents Council Scholarship can be found on the VFDA website (www.vfda.net) or emailing the VFDA office (info@vfda.net).



Making Classrooms a Safe Place to Talk About Death

Leah Jarvis, Content Strategist & Writer, NC State College of Education

Should we talk about difficult topics like death and loss in the classroom? According to Dr. Michelle Falter, an assistant professor of English education at the NC State College of Education, absolutely.

And she demonstrates how to do so using classroom content in two new books: *When Loss Gets Personal: Discussing Death through Literature in the Secondary ELA Classroom* and *Moving Beyond Personal Loss to Societal Grieving*.

"Rates of anxiety, depression and teen suicide are up and have been growing among adolescents steadily for a while now. I think through content, we can teach students coping skills," Falter said. "We're not telling them what they have to do. Instead, we're providing opportunities to analyze how characters act in situations in relation to our own lives. That makes it safer."

In the books, both published by Rowman & Littlefield, Falter and her co-editor, Dr. Steven Bickmore, deliver pedagogical resources written by teachers, librarians and teacher educators for English teachers and English teacher educators. Both books address how to acknowledge the death and loss found in many classic and young adult novels and incorporate those topics into classroom discussion in a way that is meaningful and transparent.

Falter and Bickmore organize resources that address suicide, accidents, terminal illnesses and familial death in *When Loss Gets Personal: Discussing Death through Literature in the Secondary ELA Classroom*. The book focuses on how teachers can communicate in creative and effective ways with students through classroom texts — like William Shakespeare's *Romeo and Juliet* — that cover such losses. It also provides tools and strategies to apply to other pieces of literature they may want to introduce into their classrooms.

In *Moving Beyond Personal Loss to Societal Grieving*, Falter and Bickmore share how to address grief, mortality, murder, mass tragedies, war and genocide as real burdens to help students identify and confront their emotions. In this book, educators learn how to best use literature to engage students in class discussion in ways that are sensitive, thought-provoking and applicable to real life.

"When we are afraid to talk about these issues, all people suffer," Falter wrote in a widely-shared blog post about the controversy surrounding Netflix's television adaptation of Jay Asher's young adult novel *Thirteen Reasons Why*. The popularity of that post became the foundation on which her two books were built.

Leah Jarvis, author of this article, is the daughter of Keister and Laura Whitt, Wrenn-Yeatts Funeral Home in Danville, Va.

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
evaughnwrap@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.

A message from Todd Dean, VFSA President...

The Virginia Funeral Sales Association (VFSA) partnered with the Virginia Funeral Directors Association (VFDA) this year! The mission of the VFSA consists of member firms that specialize in products and services specifically for the funeral home industry. This is where we need you — the suppliers support this year. The VFSA is growing its membership, financials, and support over the coming year, so we can be more active and support funeral service associations across Virginia. The VFSA will meet quarterly (two conference calls and two face-to-face meetings) each year. This is a great opportunity for us to discuss ideas, issues, and topics of concern. At our last in-person meeting at The Quirk Hotel in Richmond, we discussed future convention sponsorship opportunities, scholarships, and other networking opportunities the VFSA could support in the future.

I encourage you all to participate in the VFSA and share your ideas. Please go "like" us on our newly created [Virginia Funeral Sales Association \(VFSA\) Facebook page!](#) We will share information, news, photos, and more! Make sure you "like" our page today! This is a great way to network and share information with each other and customers.

As the weather gets warmer, that means it is time again for the 131st Annual VFDA Convention in Virginia Beach. I ask that each of you go into the convention this year with an open-mind and embrace the changes that the VFDA has been working really hard to implement to make this year's convention a success. There will not be an exhibits hall this year, but instead over 30 hours of face time with current and potential clients.

It is totally up to you on how you spend your time in front of your clients this year. The VFDA is offering numerous networking opportunities, with a lot of food and drinks. However, it is up to you on how you network with your customers. The VFSA will host a cornhole competition fundraiser on the beachside lawn that will support Comfort Zone Camp. Please come out and support this great organization and enjoy time with friends!

Lastly, make sure your VFSA membership dues are in good standing to receive discounts offered at convention this year. I look forward to seeing you and your families in June!

Yours truly,

Todd Dean
VFSA President

2019 VFSA Meeting Schedule

<u>Date</u>	<u>Time</u>	<u>Location</u>
June 18, 2019	3:00 p.m.	Wyndham Oceanfront, Virginia Beach
September 23, 2019	4:00 p.m.	Conference Call

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.



**VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION**

2019 VFDA Calendar of Events*

**subject to change*

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 Board of Directors Meeting	Conference Call (4:00 pm)
April 19, 2019	Advertisements due to VFDA office for Bulletin	
May 15, 2019	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
May 16, 2019	VFDA Night at The Richmond Flying Squirrels Baseball Game	The Diamond - Richmond, VA
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	
July 13-16, 2019	NFDA Leadership Conference	San Diego, CA
September 18, 2019	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
September 26, 2019	VFDA Board of Directors Meeting	Conference Call (10:00 am)
October 10, 2019	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
October 13, 2019	Advertisements due to VFDA office for Bulletin	
October 27-30, 2019	NFDA International Convention & Expo	Chicago, IL
October 28, 2019	Virginia Night	Location to be determined.
November 20, 2019	Traveling Caravan	Danville, VA
November 21, 2019	Traveling Caravan	Bristol, VA
January 26, 2020	VFDA Board of Directors Meeting	Location to be determined.
January 26-27, 2020	VFDA Winter Conference	
March 24, 2020	Traveling Caravan	Roanoke, VA
March 26, 2020	Traveling Caravan	Ashland, VA
April 23, 2020	VFDA Board of Directors Meeting	Conference Call (4:00 pm)
June 21, 2020	VFDA Board of Directors Meeting	Wyndham Hotel - Virginia Beach, VA
June 21-23, 2020	132nd VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA
October 18-21, 2020	NFDA International Convention & Expo	New Orleans, LA
June 20-22, 2021	133rd VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA