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131st Annual VFDA Convention
June 16 - 18, 2019
Virginia Beach, VA





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



Honoring Memories and Passing on Lessons Learned

This year has flown by and I would like to take this opportunity to thank all the members of VFDA for the honor of allowing me to serve as your President these last twelve months.

Special thanks to Lacy Whittaker, Executive Director, for all her work keeping me on task and providing such tremendous support. She truly is the conductor of this train and I shudder to think what track we would be on without her guidance and patience.

As I stated last year, the VFDA is very special to me, both personally and professionally. Outside of my years in the Boy Scouts, the lessons I have learned from all the people I have met at VFDA activities has been some of the best character and business information you can receive.

Ever since I was 16 years old and attending the Tidewater District meetings with Bill Morlino, I have had the fortune to watch and listen to some of the greatest funeral directors in Virginia. They would tell me how they succeeded in this profession and where they could improve. I was given the opportunity to take that information and apply it to my career. I am forever grateful to those men and women in funeral service.

Hopefully, I have honored their memories, by passing onto the next generation of funeral service professionals that I have mentored, their passion for this profession and the lessons they taught me.

Thanks and God bless,

A handwritten signature in cursive script, reading "Larry Spiaggi". The ink is dark and the signature is fluid and legible.

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



Just Around the Corner: Our New and Improved Convention

I cannot express how excited I am about the upcoming 131st Annual Virginia Funeral Directors Association Convention in Virginia Beach. We are back in our favorite spot, THE BEACH! The Wyndham Oceanfront Hotel is located on a semi-private beach area which allows for us to offer more events and activities on the oceanfront.

We have many activities, networking opportunities, events, games, hospitality suite, continuing education classes and so much more for you and your entire family to enjoy. Please come and take advantage of all the opportunities we have to offer this year.

When you register, you will see that all events are included in your registration fee. There are no ticketed events, except that you must be registered for the Convention to attend. It is a great deal for all that you will receive. The VFDA Hospitality Suite will be stocked daily with food and beverages for both adults and children, so everyone can enjoy!

A special thank you to our sponsors who are supporting our Convention this year, without your commitments we could not do this without you. I encourage all of you to come and enjoy a few days at the beach this year. I would like to thank Larry Spiaggi, VFDA President and Sue Danielson, VFDA First Lady, for their hard work and support of the Association this year. Larry's forward thinking and commitment to move the Association forward has been appreciated and to Sue for well, just putting up with it all, I truly "THANK YOU" both for your dedication.

Make sure you continue to check your emails and social media (Facebook and Instagram). The Association is posting and sending out communications daily and we do not want you to miss anything.

I hope to see you at this year's convention!

A handwritten signature in black ink that reads "Lacy Whittaker".

Lacy Whittaker
VFDA Executive Director





JOIN US TODAY

Your \$300 Membership Fee will be donated to the



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Share Your News With the VFDA

Do you have any professional or personal news that you would like to share with your fellow members in the "Member Moments" section of our newsletter? If so, please send it to the association office for publication in the next issue of THE BULLETIN. To be published in the next issue, please send to the VFDA office by July 13, 2019.

We welcome:

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

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

Please note that news should be about members only.

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

Congratulations!



Congratulations to Hayley and Justin Ayers on the birth of their daughter!

They welcomed their new daughter, Elaina Rose on April 7, 2019 at 2:00 pm. She weighed 6 pounds 5 oz, and was 19 inches!

Hayley works for Morrisett Funeral and Cremation Service. Congratulations, Ayers Family!

Lynne Helmick, Deputy Executive Director, Board of Funeral Directors and Embalmers Retires June 1



Lynne Helmick, Deputy Executive Director, Board of Funeral Directors and Embalmers will retire on June 1, 2019.

The Virginia Funeral Directors Association extends congratulations and a thank you to Helmick for her service to VFDA and the Commonwealth of Virginia. We will greatly miss Lynne at our meetings and conferences.

Best wishes to her in her retirement!

Marty White is the New Owner of Stover Funeral Home in Strasburg!

Congratulations to VFDA Member, Marty White, on becoming the new owner of Stover Funeral Home in Strasburg!

For more information on Marty becoming owner, read the article in [The Northern Virginia Daily](#) by Max Thornberry published on March 30, 2019.

We wish you the best in your new role as owner!



*Marty White, Owner
Stover Funeral Home*



VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION

VIRGINIA NIGHT

JOE'S SEAFOOD PRIME STEAK & STONE CRAB

MONDAY, OCTOBER 28, 2019 • 6:00 P.M. • 60 E GRAND AVE., CHICAGO, IL • www.joes.net/chicago/



**\$125
per person**

*Cocktail Reception will start at 6:00 p.m.
followed by dinner*

APPETIZERS

Fried Calamari
Spinach Stuffed Mushrooms
Shrimp Dejonghe

SALAD

All Greens Creamy Vinaigrette

ENTRÉES

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

Herb Roasted Chicken
Colossal Lump Crab Cakes
Ahi Tuna Filet Mignon Crispy Potato Cake,
Spinach, Mushroom, Red Wine Bordelaise
Florida Stone Crab Claws Joe's Mustard Sauce
(Price And Size Subject To Availability)
New York Strip Steak 16 Oz
Filet & Tail – 6 Oz. Filet Mignon, 10 Oz. North
Atlantic Lobster Tail, Drawn Butter

SIDES

Jennie's Mashed Potatoes
Steamed Asparagus Lemon Butter

DESSERTS

Key Lime Pie
Banana Cream Pie With Foster Sauce
Old Fashioned Apple Pie Served A La Mode

RSVP by October 14, 2019

Name: _____

Guest Name(s): _____

Firm Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Cell Phone: _____

E-mail: _____

Number of persons attending: _____

Method of Payment: Amount Enclosed: \$ _____

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

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Become a Sponsor!

Sponsorship levels: \$150, \$250, \$500, \$1,000

*Sponsors will be recognized during dinner, will have an opportunity to
address attendees pre and during dinner, sponsors are welcome to
distribute giveaways and business cards/information, free
advertisement in the VFDA Bulletin and website recognition.*



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

Certified Celebrant Training Held in April 2019

The Virginia Funeral Directors Association's Certified Celebrant Training was held on April 10-12, 2019 at Fairfax Country Club and Fairfax Memorial Funeral Home. Special thanks to Fairfax Memorial Funeral Home for sponsoring this year's Celebrant Training.



Celebrant training is an intensive 3-day certification that trains 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. Glenda Stransbury and Kathy Burns at In-Sight Books were instructors at this year's training.



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. The VFDA will continue to support the Celebrant Training and offer to their members.

Archer Harmon and Amy Herrera, Fairfax Memorial took care of all the details to make this year's training a success! Thank you!



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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!

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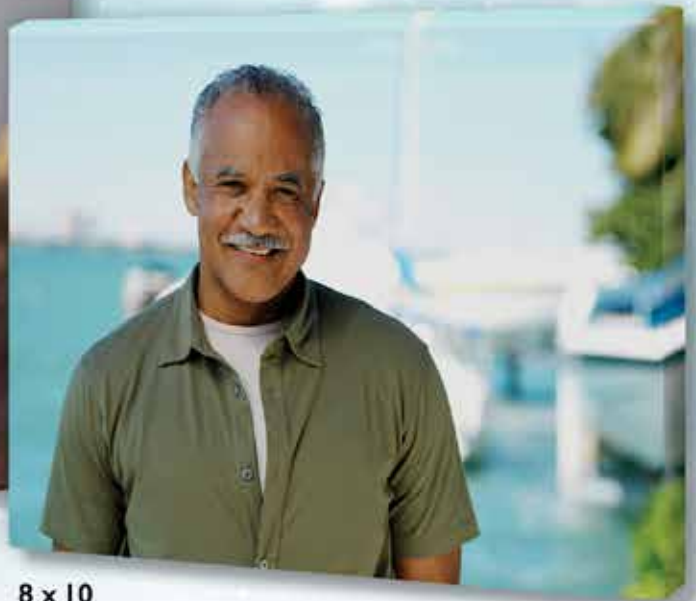
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AFFILIATE

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O.H. Jones Interiors
Richmond, VA

FIRM

Stephen Heishman
Heishman Funeral Home
Woodstock, VA

STUDENT

Jerome Starks
Dallas Institute of Funeral Service

Joseph Freeland Teets
Flora Funeral Service
John Tyler Community College

IN REMEMBRANCE

CENTRAL FUNERAL DIRECTORS ASSOCIATION

Khosrow Joseff "Joe" Kashinejad - April 17, 2019
Timothy Lee Peters - April 1, 2019
Brydie W. "B.W." White, Jr. - April 1, 2019

SHENANDOAH VALLEY FUNERAL

DIRECTORS ASSOCIATION

James Douglas Storey - April 1, 2019

TIDEWATER FUNERAL DIRECTORS ASSOCIATION

Vernon E. Stuart, Sr. - March 14, 2019

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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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delivering a modern
level of service.

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APRIL 2019 LEGISLATIVE UPDATE



Delegate Tony Wilt
[HB2445](#)
**PAST LEGISLATOR OF THE
YEAR**



Senator John Edwards
[SB1300](#)
**2019 LEGISLATOR OF
THE YEAR**



Senator Jennifer McClellan
[SB1439](#)

The 2019 General Assembly session has wrapped up with the Reconvened, or Veto, session. Governor Northam has signed companion bills HB2445 and SB1439, Electronic Death Registry System (EDRS), into law and they will become effective on July 1, 2019. Your VFDA Legislative Committee Chair, Jay McIntyre, has crafted informational materials for you to take to physicians who will now be required to participate on the EDRS.

While the process of requiring appropriate stakeholders use of the EDRS has been a long time coming, the efforts of your VFDA during the 2016 legislative session laid the groundwork for an EDRS workgroup to include all stakeholders that chose to participate. Since that time your VFDA has participated and provided input to improve the program. Your VFDA has made sure the EDRS is beneficial and successful for all by collaborating since that time with the Virginia Department of Health (VDH), the Virginia Division of Vital Records (DVR), the Medical Society of Virginia (MSV), the Virginia Hospital and Health Care Association (VHHA) and many other physician and hospice care representatives.

Your VFDA leadership has worked hard to the benefit of members like you for many years. In recognition of those efforts, Senator John Cosgrove ([SR84](#)) and Speaker of the House, Kirk Cox ([HJ752](#)), each prepared Commending Resolutions to honor the leadership of your VFDA on behalf of the funeral service profession. For 132 years, your VFDA has stood out as the primary ambassadors to the General Assembly and the Administration to work toward laws and regulations, which promote honest and fair business practices and protect the funeral service profession as well as the communities we serve.

Senator John Edwards introduced [SB1300](#), which removes barriers to business for small 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. He was a wonderful patron, as all our patrons are! This year at our summer convention, we will be celebrating Senator Edwards as our “Legislator of the Year!”

Our patrons for our proposed next-of-kin legislations, Delegate Mark Sickles and Senator Creigh Deeds, wonderful patrons as well; however, this year we found that we have more work to do. 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.

Legislative Update continued on page 15.

The next VFDA update will follow the primaries of those legislators who are being contested by a member of their own party. As a reminder, all 140 members of the House and Senate will be up for election this coming November. Many legislators have decided to retire after many years, or simply not to run again. The General Assembly will look very different next session, and we will have a lot of people to get to know!

Remember to vote – and if you think you may be out of town for these elections, remember that you can vote by absentee ballot!

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

LEGISLATIVE CHAIR MESSAGE



As expected, the 2019 General Assembly session came and went in a blur. Because it was a short session, things happened at a frenzied pace. I am not going to rehash our full year in this update. But I do want to explain the changes coming with EDRS and future plans with the Next of Kin law we have discussed.

Beginning on July 1, the new EDRS Law takes effect. The medical certifiers in Virginia are required to sign-up with set deadlines based on their specialty before December 31, 2019. Most of you have read the letter that was sent on March 15 detailing the change, but in case you are unaware of the changes coming, I will list the break down below:

1. Beginning on July 1, and concluding on September 30, all hospitalists, emergency department physicians, and medical directors of nursing homes must begin usage.
2. Beginning on October 1, and concluding on October 31, all family practitioners as well as doctors of internal medicine must enroll and participate.
3. Beginning on November 1, and concluding on November 30, all doctors of oncology and general surgery must enroll and participate.
4. Beginning on December 1, and concluding on December 31, all remaining doctors not yet enrolled in the EDRS must do so.

As I mentioned, this information is available on the VFDA website in the advocacy section. There are also two typed letters we are requesting you submit to each doctor with every drop to paper certificate. One explains these changes written by the VFDA on your behalf. The second shows the exact code sections which are changed beginning July 1. I cannot stress enough the importance of BOTH of these being delivered each time until the doctor gets signed up. It is our hope that as doctors have resisted this change and are unwilling to sign up “until they are required to do so” will be informed by not only your funeral home, but others as well. Hopefully seeing this information come from multiple sources will begin to resonate with them. Your state board is also planning a cooperative letter with the medical board to inform the doctors of the change. I know that some or most of you don’t feel like it is or should be the responsibility of the funeral home to help doctors get signed up and participating. That being said, we as funeral directors have more experience in usage of the system and how it functions and can teach the doctors. If this information spurs a conversation and you are requested to help a doctor or practice get signed-up, and you can do it on your own, go right ahead. If you have questions or need help, please call the VFDA. Someone will be glad to help you get them signed-up. Again, please visit the advocacy section of the VFDA website under the industry tab to find these two documents.

Next, I want to discuss the Next of Kin Law that was part of our legislative

agenda during this past session. After several conference calls and discussions, we chose to pull the bill for this year. We spoke at length with the Virginia Bar Association, and they asked that we pull the bill so that we could partner with them to strengthen the language in several areas. There is quite a bit of misinformation from one of the other funeral associations in Virginia, who claims to have killed our legislation, this is completely false.

This bill is as important to the future of our industry as anything we have supported or drafted in several years. Many of you are facing challenges on a weekly basis of families who are fractured or are in disagreement of what disposition arrangements should be chosen. These issues will only get worse over time. While this law is much larger and covers a much broader area than the current law, I challenge you to read it and apply it to your business. Not only does it put into black and white an order of who can make disposition arrangements, but it details circumstances in which someone is UNABLE to make those arrangements. It explains what happens when there are multiples of equal kinship who disagree, what happens when someone is estranged, a manner in which those who are related can be contacted and an expiring time frame should they choose not to step forward to make arrangements in such a window of time. I am very proud of the law we drafted. If those who practice the law feel as if we can do even better, I am all for it. We will not settle for a law that does go far enough. With that said, this law could create instances where services may be delayed until certain requirements are met. As the law reads currently in its simplest form, whoever has the money is the decision maker regardless of their relationship. And while that may be easy and convenient, in our opinion, choosing that route is leaving the business owner open for lawsuit. We want to look forward at the changing family dynamic as it exists today, tomorrow, and the next day, not backward to the way things used to be. Not only does this law protect funeral homes from lawsuit, but it also protects the families we serve.

This law is advocated for by not only Scott Gilligan, General Counsel for the National Funeral Directors Association, but also Poul Lemasters, ESQ, Cremation Programs Coordinator for the ICCFA. These men encounter legal issues on behalf of our industry every day. And they have the best interest of our industry at heart. Since there are 32 states with stronger Next of Kin Laws than Virginia, I feel as it is time to get on board. Scott Gilligan will be presenting during the Annual Business Meeting during VFDA Convention in June. He will be presenting via video link, but able to field questions at that time. I would encourage you to participate in that meeting.

All that being said, 2019 was a great year for us on the Hill. We look forward to what 2020 brings for our industry.

Thanks
Jay McIntyre, CFSP
VFDA Legislative Committee Chair

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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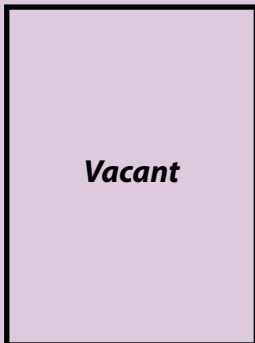
kaylinn@morrissett.com



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

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

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**2019 FUNERAL DIRECTOR OF THE YEAR AWARD
NOMINATIONS FORM**

*A special award bestowed upon a VFDA member, recognizing his/her professional skills and talents displayed through involvement at the local, state and national level. This award is an honor, above all others, presented to the funeral licensee by his/her peers, citing expert leadership and professional integrity displayed within the funeral service profession. Our nominee should be a funeral licensee who has served within the Virginia Funeral Directors Association, in various capacities. This individual should have displayed a dedicated spirit in the name of funeral service, for the collective good of our VFDA Membership and possess forethought for our future advancement. The nominee should be an association member in good standing and has not received the award in the past 10 years. **** Award recipients and their guests must be registered for the Farewell Banquet installation of officers and awards ceremony on Tuesday, June 18, 2019 at the Wyndham Virginia Beach*****

Name of Nominee: _____

Firm: _____

Address: _____

City, State, Zip Code: _____

Telephone: _____ **Fax:** _____

E-mail Address: _____

Achievements and Contributions:

- A. **Spirit of Service:** (20%) Faithfulness to principles of service, funeral law and regulations and the Code of Ethics. Efforts to encourage good practice among other funeral directors, other members of the profession, time spent with the press and the general public, explaining all aspects of the Funeral Service Profession.

- B. **Activity in Civic Affairs:** (25%) Local, state and national participation in civic, community service, religious, charitable, volunteer, fraternal, or political groups.

- C. **Activity in District Associations:** (20%) Membership, offices held, seminar activity, special assignments, etc.

D. **Activity in VFDA:** (30%) Membership, offices held, committee work, seminar activity, special assignments, legislative affairs, convention participation.

E. **Activity in NFDA:** (5%) Membership, offices held, committee work, seminar activity, special assignments, legislative affairs, convention participation.

Present Business Affiliation:

Firm: _____

When Firm Founded: _____

How Long Affiliated With Firm: _____

Title: _____

Date of Licensure: _____

Other Comments:

Nominated by (Name): _____

Firm: _____

Address: _____

City, State, Zip Code: _____

Telephone: _____ **Fax:** _____

E-mail: _____

**Return form to: VFDA, P.O. Box 395, Hanover, VA 23069, info@vfda.net
or Fax (804) 264-3260 **Deadline to receive nominations is May 15, 2019****



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

2019 Golden Licensee Award

The Virginia Funeral Directors Association, Inc. will honor those individuals who have contributed fifty, fifty-five, sixty, sixty-five, seventy or more years of service to the funeral service profession.

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

If you, or someone you know is eligible for this award, please complete and return a copy of this form to VFDA.

I hereby certify that the person listed below to the best of my knowledge is eligible to receive the Virginia Funeral Directors Association, Inc. – Golden Licensee Award:

Please check one:

50 years 55 years 60 years 65 years 70 years 75 or more

Name of Golden Licensee: _____

Date of Licensure: _____ ***School Attended:*** _____

Firm: _____

Address: _____

City, State, Zip Code: _____

Telephone: _____ ***Fax:*** _____

E-mail: _____

Nominated by (Name): _____

***** Award recipients and their guests must be registered for the Farewell Banquet installation of officers and awards ceremony on Tuesday, June 18, 2019 at the Wyndham Virginia Beach*****

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

Deadline to receive the Golden Licensee names is May 1, 2019



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Lakeland's Comfort Care Program



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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 **SOLD**
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 CARAVAN SCHEDULE

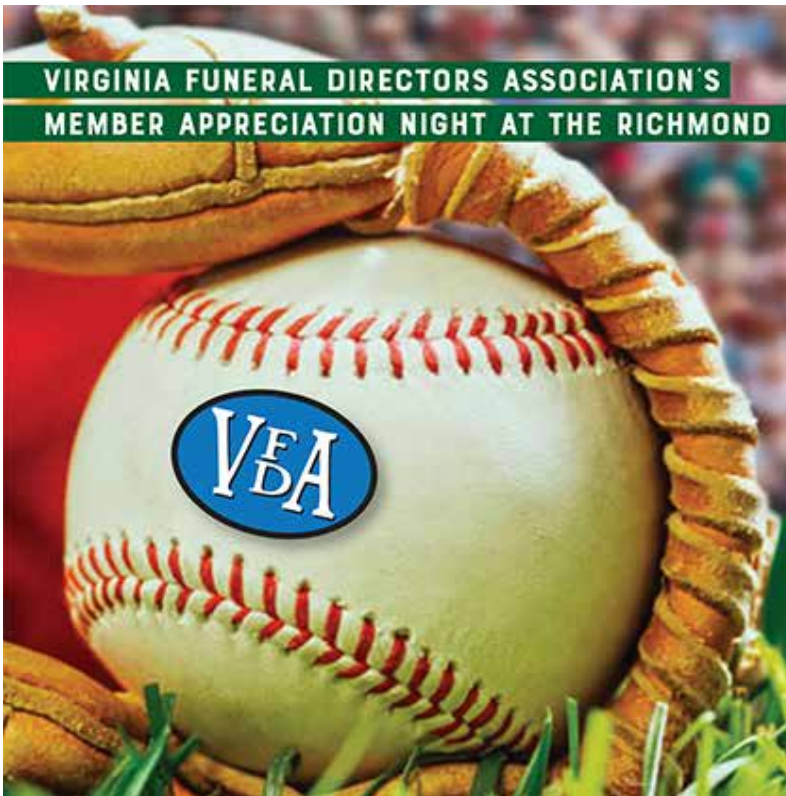
The Virginia Funeral Directors Association's Traveling Caravans will be going across the Commonwealth starting on November 20, 2019 in Danville and ending in Ashland on March 26, 2020. This is your opportunity to receive all your continuing education in one day. Mark your calendars for the upcoming traveling caravan season!

- November 20, 2019 - Courtyard Marriott, 2136 Riverside Drive, Danville, VA
- November 21, 2019 - Bristol, VA
- January 26, 2020 - Winter Conference, Quirk Hotel, Richmond, VA
- March 24, 2020 - Roanoke, VA
- March 26, 2020 - Ashland, VA

More details on locations will be coming soon!



MEMBER APPRECIATION NIGHT



**VIRGINIA FUNERAL DIRECTORS ASSOCIATION'S
MEMBER APPRECIATION NIGHT AT THE RICHMOND FLYING SQUIRELS**

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. 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.

We are seeking sponsorships for this event, if you are interested in sponsoring, please e-mail info@vfda.net.

***Thank you to Provider Horizon Trust for sponsoring Member Appreciation Night!
Sponsorships are still available! Sponsorships and registrations are due May 12, 2019.***

We want to say **thank you.**



NFDA

NATIONAL
FUNERAL
DIRECTORS
ASSOCIATION

You make a difference.

Watch now:

nfda.org/thankyou

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.

**2019 “Intern of the Year” Award
NOMINATIONS FORM**

The Virginia Funeral Directors Association (VFDA) is excited to announce its first “Intern of the Year” award. The “Intern of the Year” award will be open to all interns working in a VFDA member firm in good standing. Member firms should nominate those outstanding interns who go above and beyond in their firm and community. All “Intern of the Year” nominees will be invited to the VFDA Annual Banquet on Tuesday, June 18, 2019 at The Wyndham Virginia Beach at no charge.

This is a great opportunity for your firm to recognize your rising stars and an opportunity for nominees to attend the 131st Annual VFDA Convention. All nominations must be received by the VFDA office by May 15, 2019.

If you have any questions, please contact Lacy Whittaker at (804) 264-0505 or lwhittaker@vfda.net.

**** Award recipients and their guests must be registered for the Farewell Banquet installation of officers and awards ceremony on Tuesday, June 18, 2019 at the Wyndham Virginia Beach ****

Name of Nominee: _____

Firm: _____

Address: _____

City, State, Zip Code: _____

Telephone: _____ **Fax:** _____

E-mail Address: _____

Mortuary Program Attending/Graduate: _____

Why did your firm choose this candidate for “Intern of the Year”?:

Nominated by: _____

Funeral Home: _____

Telephone: _____

E-mail: _____

**Return form to: VFDA, P.O. Box 395, Hanover, VA 23069, info@vfda.net
or Fax (804) 264-3260 **Deadline to receive nominations is May 15, 2019****

**2019 “Rookie of the Year” Award
NOMINATIONS FORM**

The Virginia Funeral Directors Association (VFDA) is excited to announce a funeral service award sponsored by the VFDA for all association district members. The “Rookie of the Year” award will be open to all district members who have 5 years or less experience as a licensed funeral director currently in the funeral service profession. Your district is responsible for nominating your district “Rookie of the Year” and submitting that information via the enclosed form to the VFDA office. All “Rookie of the Year” nominees will be invited to the VFDA Annual Banquet on Tuesday, June 18, 2019 at The Wyndham Virginia Beach at no charge.

This is a great opportunity for your district to recognize your rising stars and an opportunity for nominees to attend the 131st Annual VFDA Convention. All nominations must be received by the VFDA office by May 15, 2019.

If you have any questions, please contact Lacy Whittaker at (804) 264-0505 or lwhittaker@vfda.net.

*** Award recipients and their guests must be registered for the Farewell Banquet installation of officers and awards ceremony on Tuesday, June 18, 2019 at the Wyndham Virginia Beach***

Name of Nominee: _____

Firm: _____

Address: _____

City, State, Zip Code: _____

Telephone: _____ *Fax:* _____

E-mail Address: _____

Number of years as a licensed funeral director? _____

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

Nominated by (District): _____

District Representative submitting the nomination (Name):

Telephone: _____

E-mail: _____

**Return form to: VFDA, P.O. Box 395, Hanover, VA 23069, info@vfda.net
or Fax (804) 264-3260 *Deadline to receive nominations is May 15, 2019***

1 in 4 VIRGINIANS HAS MISSING MONEY.



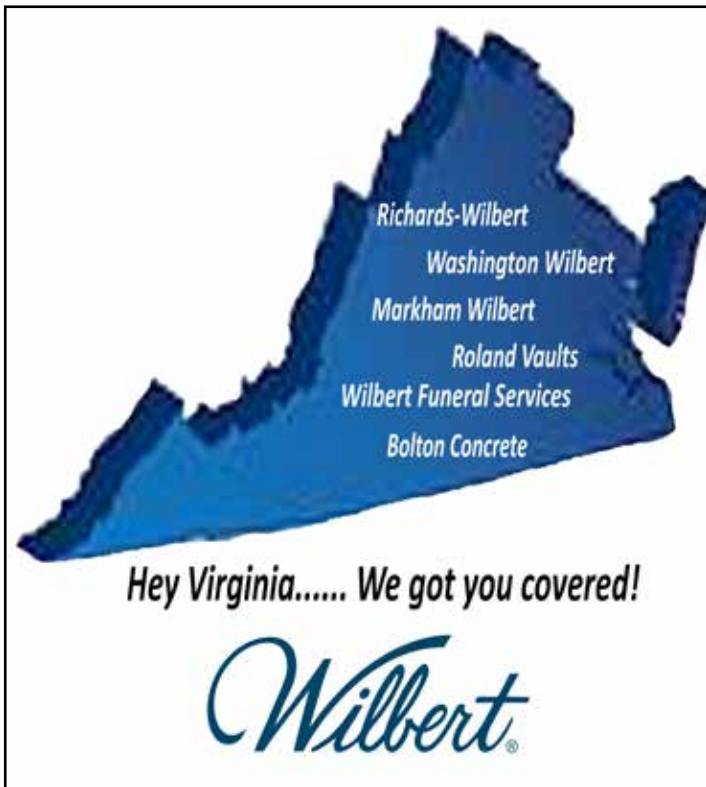
The Virginia Department of the Treasury will be set up at the following event:

**VIRGINIA FUNERAL DIRECTOR'S ASSOCIATION
131ST ANNUAL CONVENTION**

**Wyndham Virginia Beach Oceanfront
5700 Atlantic Ave, Virginia Beach, VA 23451
June 17-18, 2019**

The Virginia Department of the Treasury, Unclaimed Property Division receives funds and property turned over to us by companies when they've lost track of the rightful owner. Come meet our staff and check our system to see if you have anything owed to you!

NO COST TO YOU • NO OBLIGATION • NO RISK
www.vamoneysearch.org



DID YOU KNOW THAT 1 IN 4 VIRGINIANS HAS MISSING MONEY?

Virginia Department of the Treasury Unclaimed Property Program protects the property interests of citizens by promoting compliance with the unclaimed property act And returns unclaimed property to the rightful owner.

What is unclaimed property? Stocks, dividends, insurance proceeds, customer deposits or refunds, safe deposit box contents, payroll or commission checks, savings or checking accounts, cds, etc.

How does your money or property get to our division? Unclaimed Property can be generated in nearly every financial transaction with any company. Property becomes unclaimed when the holder company has not had contact with the owner of the property or funds for a specified time, then the account is considered dormant. Dormant accounts by law must be turned over to the state.

Our program returned \$79.6 MILLION to our citizens in fiscal year 2018! Founded in 1961, this program has returned more than \$760 MILLION.

Unclaimed Property stays in our database until the rightful owner or heir files a claim. Our free website www.vamoneysearch.org enables citizens to search for their missing money and download a claim on this site as well. It's free and easy. No fees!

In an effort to make sure we reach as many people as possible, our outreach team travels the state to various community and corporate events. At these events, our team will help individuals and businesses check for unclaimed property and start the claim process. If you have a community or company event you would like us to send staff to, you can email a request to diana.shaban@trs.virginia.gov.

Be careful, there are "fee-based" services to find unclaimed property that are trying to get your personal information or trying to charge you for information that the state makes public through our easy to use website. **Make sure to go to the Department of Treasury Unclaimed Property website www.vamoneysearch.org.**

131st Annual VFDA Convention Sponsors

Platinum Sponsors

- SCI
- Thacker Casket Company
- Warfield-Rohr Casket Company

Gold Sponsors

- Batesville Casket Company
- Federated Insurance
- Wilberts of Virginia

Silver Sponsors

- ASD
- Bass-Mollett Publishers
- Lakeland Preneed Planning LLC
- Virginia Funeral Sales Association (VFSA)

Bronze Sponsors

- Custom Air Trays
- Homesteaders Life Company
- Messenger
- National Funeral Directors Association
- Regulatory Support Services

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.

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).

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Virginia Funeral Directors Association Committee Descriptions

The Virginia Funeral Directors Association is looking for members to serve on the following committees for the 2019-2020 year. Most committees meet via conference call or WebEx. If you currently serve on a committee(s), you will automatically stay on that committee unless you indicate otherwise. Please review the following committee descriptions, complete the sign-up sheet on page 29 and return to the VFDA office by email (info@vfda.net). Thank you for your service to the VFDA!

Bylaws and Ethics:

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

Convention:

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

Convention Credentials:

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

Convention Hospitality

- Responsible for setting up the current sitting Association President's hospitality suite during the annual convention. The current President is responsible for providing all items for the hospitality suite. The committee will work closely with the sitting President and spouse/significant other.

Disaster Response:

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

Endorsements:

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

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

Finance:

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

Legislative:

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

Membership Services/Outreach:

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

Professional Development:

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

Service of Remembrance:

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

Sponsorships:

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



Virginia Funeral Directors Association 2019-20 Committee Sign-Up

The Virginia Funeral Directors Association is looking for members to serve on the following committees for the 2019-20 year. Most committees meet via conference call or WebEx. **If you currently serve on a committee(s), you will automatically stay on that committee unless you indicate otherwise.** Please review the following, fill out and return to the VFDA office at info@vfda.net.

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

Name: _____

Funeral Home: _____

Phone: _____ Email: _____

Please return to the VFDA office by e-mail to info@vfda.net or Fax (804) 264-3260

Thank You!

2019-2020 VFDA SLATE OF OFFICERS

The Virginia Funeral Directors Association (VFDA) requests that you fill out the 2019-2020 Board of Directors ballot. Please take a moment to complete the ballot and return to the VFDA Office no later than **Friday, May 31, 2019**. We appreciate you taking the time to vote for your representatives who serve on the association's Board of Directors.

President

Jerry Andrews

President-Elect

Marty White

First Vice President

Jay McIntyre

Secretary-Treasurer

Les Powell

Immediate Past President

Larry Spiaggi

Chaplain

Tony Mullins

Sergeant-At-Arms

Matt Perry

At-Large Directors

Paul Hazelgrove, 2 year At-Large

Brian Horne, 2 year At-Large

John Saville, 2 year At-Large

Client Oxendine, Mountcastle

Central District - Larry Corey

Northern Virginia District - Gary Maxwell

Shenandoah District - Daniel Chapman

Southside District - Larry Joines

Southwest District - Matt Perry

Tidewater District - C. Douglas Parr, Jr.

NFDA Policy Board Representative - Butch Gatewood

Virginia Funeral Sales Association - Todd Dean

To vote, you can now vote ONLINE. Visit the [VFDA website](#) to cast your vote. Thank you!

Directors

Blue Ridge District - Russ Teffner

Tidewater Funeral Directors Association

President: Steven Felton

Community Funeral Home
Stevenfelton30@yahoo.com

1st Vice President: Ron Vance

ronvance13@gmail.com

2nd Vice President: Lynda Harris

Smith & Kellum Funeral Homes
lynda.harris@dignitymemorial.com

Secretary: Jamie Karpa

R. Hayden Smith Funeral Home
jamiekarpa@gmail.com

Treasurer: Bryan Graves

H.D. Oliver Funeral Apt.
digger9822@aol.com



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

1st Year Director: Eric Wray

E. Vaughn Wray Funeral Establishment
evaughnwray@gmail.com

2nd Year Director: Douglas Parr

Parr Funeral Home & Crematory
cdparrjr@live.com

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

Join the Virginia Funeral Sales Association!

HOW THE VFSA CAN HELP YOU:

- *Exclusive networking opportunities at convention*
- *Provide support to customers throughout Virginia*



The mission of the VFSA consists of member firms that specialize in products and services specifically for the funeral home industry. The VFSA is growing its membership, financials, and support over the coming year, so they 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 first 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 "like" us on our newly created Virginia Funeral Sales Association (VFSA) Facebook page! This is a great way to network and share information with each other and customers.

PROUD SUPPORTER OF THE 131ST ANNUAL VFDA CONVENTION!

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.



Kevin Rosenberger
Sales
5th Generation



Jonathan Rosenberger
Treasurer
5th Generation



John Rosenberger
President/Owner

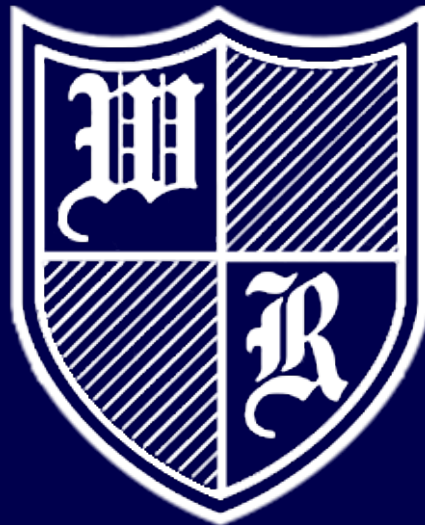


Michael Osmeyer
Vice President/Owner



Drew Osmeyer
Sales/Licensed FD
5th Generation

Warfield-Rohr Casket Company, Inc.



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804-771-1720

Lynchburg
434-237-1764

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Allen Thompson
Sales/Licensed FD



Terri Levy
Sales



Kevin Brown
Sales/Licensed FD



Liz Skenderovic
Customer Service



Richie Boudreau
Sales

www.Warfield-Rohr.com



**VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION**

2019 VFDA Calendar of Events*

**subject to change*

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	Joe's Seafood Prime Steak & Stone Crab - Chicago IL
November 20, 2019	Traveling Caravan	Danville, VA
November 21, 2019	Traveling Caravan	Bristol, VA
January 26, 2020	VFDA Board of Directors Meeting	Quirk Hotel - Richmond, VA
January 26-27, 2020	VFDA Winter Conference	Quirk Hotel - Richmond, VA
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