



# Arizona Funeral, Cemetery and Cremation Association

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## BOARD MEETING

St. Francis Catholic Cemetery  
Phoenix, AZ  
Thursday, January 16, 2014  
11:00 am

## MINUTES

In attendance:

### Board

David Long, President  
Paul Neville, Vice President  
Mike Darus, Treasurer  
Jim Ahearne  
Bill Addison  
Jeffrey Cruz  
Joe Salyards  
Steve Handley  
Liz Semerjibashian

### Guests

Ed O'Sullivan, Evergreen Mortuary  
Derek Beach  
John Mangum, Law Offices of John K. Mangum  
Trish Hart, Law Offices of John K. Mangum  
Theresa Correa, SCI  
Neil Walker, SCI  
Jacob Posey, SCI Legal

### Staff

Heather Long, Executive Director

### Absent

Amie Gazda, Secretary  
Steve Palmer  
Butch Hampton  
Donna Backhaus  
David Eaton

## 1. Call to Order

Meeting called to order at 11:03 by President David Long.

## 2. Reports

### 1. President's Report

David Long announced that the winner of the Association scholarship would be Melissa Biden. David plans to go to the school to officially congratulate her and the check and certificate will be given at graduation.

Effective in January, Derek Beach will no longer serve on the board as he is currently looking for work with a new funeral home. This means that there is one seat open on the board, unless of course Derek finds employment with another Association Member.

David Long has also made the decision to as Liz Semerjibashian from PBF Manufacturing to be the new supplier rep on the board.

David Long proposed that because Dave Eaton has served on the association for 25 years, that he would be awarded the Lifetime Achievement award at Convention.

**Motion made to award Dave Eaton this year's Lifetime Achievement Award made by Bill Addison, seconded by Jim Ahearne. Motion carried unanimously.**

## 2. Secretary

Heather Long presented the minutes of the December 11, 2013 meeting.

**Motion to accept the December 11<sup>th</sup> report made by Jim Ahearne, seconded by Bill Addison.**

**Motion carried unanimously.**

## 3. Treasurer

Mike reported that are showing a positive influx of cash due to the early push for membership dues. We are currently doing better than budget, by \$11,000, but this is due to the early dues coming in.

■ **Motion to approve the table the financial report was made by Jim Ahearne. Seconded by Bill Addison. Motion carried unanimously.**

## 4. Executive Director

Heather Long will no longer have an office space as of February 1<sup>st</sup> so unless the Association feels the need to have an official office space, she will be storing things at Resthaven and working from home.

## 3. NFDA Update

- a. Advocacy Summit is March 3-6. Steve Palmer and David Long will be in attendance.

## 4. ICCFA

- a. Bill Addison reported that there is a conference coming up in April and is a great convention to attend if you are able. The sales convention is happening currently, January 14-16.

## 5. Supplier Rep Updates

Liz Semerjibashian expressed interest in attending the convention walk through at Omni next month.

## 6. Foundation for Children Update

Bill Addison reported that we would be holding our spring golf tournament at Ocotillo on April 23. Steve Handley resigned as being treasurer, and we will be looking to replace him.

The Foundation is still trying to create awareness, as we are not receiving as many requests for grants. We will need to change our criteria with how we issue grants with the changing healthcare policies.

Heather Long brought up that we have an opportunity to purchase reusable golf tee sponsor signs for the price of \$25 each. It was proposed to buy 25 signs and split the cost between the Association and Foundation.

**Motion to approve purchase of golf signs made by Jim Ahearne. Seconded by Bill Addison. Motion carried unanimously.**

## 7. Education Report

Donna was not in attendance.

## 8. Continuing Business

**a. Maintenance Seminar Update**

Currently we have 40 registrants and 3 vendor tables, Heather will be sending the board the list of cemetery suppliers that have been contacted and have not responded.

There is still a spot for one more speaker. It was thought to contact Cintas to speak on safety again.

We are looking for a judge for the Backhoe Rodeo. We will reach out to Mesa City Cemetery.

Catering has been arranged and things are running smoothly for the February 5<sup>th</sup> event.

**b. Membership Dues**

As of January 2014, we had several new members join on both the supplier and firm side. Membership numbers are up and continue to grow. People responded well to the opportunity to pay dues before rate increase in January.

**c. Mortuary School Career Fair**

Heather will be putting together a basic itinerary for a career fair and send it to the board to see if we can get volunteers for each section. If we are able to fill the itinerary, then we will hold the career fair, if not, we try again next year.

**9. New Business**

**a. Convention Speaker List**

Bill Addison will be working on inviting a representative from ICCFA. Jim Ahearne recommended Tiffany Welton from ScienceCare to speak on body donation as that is a hot topic in the business. Heather will work on the remainder of the speakers and give an updated report at the next full board meeting.

**b. Convention Theme**

This year's theme will be "Make Every Connection Matter" . We would like to have several women in the industry speak so that we can start focusing on the fact that women are taking over as leaders in the funeral business.

**c. Legislative Updates**

Our guest, Theresa Correa with SCI, went over the proposed SCI Legislative Bill that pertains to pre-need and the protection of the wishes of the deceased. This bill would help place additional security behind the pre-arrangements.

A question to as to whether or not the Association will back this bill has been asked.

John Mangum advised that if the decision is split, then it is in the Associations best interest to back away as a group and to have each individual group speak with their own lawyers.

John reported that there is a sunset provision in legislation for the Funeral Board, John advised that we should back this bill and assist Rudy Thomas with this bill.

John recommended that we put together a political action committee and figure out a way to fund it. We can utilize raffles, sporting events and golf tournaments. Corporate funds can be given to independents or business groups to help elect candidates that will help with the economy.

Trish reported that other than the SCI bill, she doesn't anticipate any other legislative issues, however this can be changed. Weekly reports will be sent and they need comments back as soon as possible. This is a big state election year as all political seats are open for re-election.

#### **10. Future Agenda Items**

#### **11. Adjourn**

■ **Motion to adjourn the meeting made by Paul Neville. Seconded by Joe Salyards. Motion carried unanimously.**

Meeting adjourned at 2:30 pm.

Respectfully submitted by Amie Gazda; prepared by Heather Long