



Arizona Funeral, Cemetery and Cremation Association

EXECUTIVE BOARD MEETING
Valley of the Sun Mortuary & Cemetery
Chandler, AZ
Tuesday, October 1, 2013
11:00 am

MINUTES

In attendance:

Executive Board

David Long, President
Paul Neville, Vice President
Amie Gazda, Secretary
Mike Darus, Treasurer

Staff

Heather Long, Executive Director

1. Call to Order

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

2. Reports

1. President's Report

David Long had a chance to finish the letter to the members concerning the Safety Net Issue. He sent it to Kurtis Lauffer to receive input as Kurtis was the one to initiate this project. Once he has Kurtis' blessing, it will be sent to the board for approval and then sent to the membership.

2. Secretary

Amie Gazda presented the minutes of the September 12, 2013 meeting.

■ **Motion to approve the minutes of the September 12, 2013 meeting was made by Mike Darus. Seconded by Paul Neville. Motion carried unanimously.**

3. Treasurer

Heather reached out to John Mangum to find out the percentages of bills to lobbying fees vs. legal fees and he replied with "I reviewed our time records for calendar year 2012 to determine the amount of lobbying included in our work for the association. The amount of time involved in lobbying activities based on the definitions under the Internal Revenue Code is 75% and therefore 75% of our fees would not be deductible as a business expense for legal services."

There is a possibility to review last year's taxes for an amendment.

Mike Darus inquired as to how many people the AFCCA would be reimbursing for the NFDA Convention. The only person that will be reimbursed will be David Long as the President.

David Long spoke with Bill Aaron and he mentioned that in year's prior that the AFCCA paid for two people to attend the convention, the President and Vice President. Mike will look into adding this into the budget to see if it is possible. Perhaps paying for a NFDA member so that they can be a voting delegate on years that have important issue.

Mike also inquired if the Association may face legal fees with dealing with Alkaline Hydrolysis. David Long said with speaking with Rudy Thomas, the state board feels that the state should be on the front line of the process, so they Board is looking for the Association to support any legislative issues. Mike feels that the State Board should initiate any legislative acts and that we should endorse. We don't feel that we have the budget in 2014 to handle another legislative. Mike feels that our role would be to provide model legislation, and we will then need to monitor and make edits. David suggested speaking with vendors that offer these products to help pay for lobbyist bills so that we can offer Alkaline Hydrolysis in Arizona.

■ **Motion to approve the table the financial report was made by Paul Neville. Seconded by Amie Gazda. Motion carried unanimously.**

4. Executive Director

Heather Long was working on the Foundation for Children website and the donation form, however in this process, she discovered a new method of processing memberships online and possible set up recurring billing, dependent on the cost for setting that up in our Authorize.net account.

We can also use this same method for event registration which could save the association roughly \$25/month for event registration. Heather will continue to research this to see if it will be a good fit for the Association.

3. Fall Festival

- a. Dia de Los Muertos – This is the same day as Fall Festival, which presents a problem for David as he has to work an event as his location, Greenwood Memory Lawn. We will need to have other executive board members available to show up early to set up. We are going to ask for student volunteers to help set up as well.
- b. PA System – Messingers Mortuary will be sending the system and David Long is going to make sure they can be there to set it up.
- c. Sponsorships – We need to become aggressive in asking for sponsorships from our suppliers. Heather will email out the list to the Fall Festival Committee so that they can begin calling suppliers to get sponsorships.

4. Maintenance Seminar

- a. Confirmed Speakers: Gary Brown will speak on Cemetery Art and the Agricultural Speaker is confirmed. We will be sending a Request for Speaker Proposal to supplier representatives.

5. 2014 Convention Updates

- a. Theme Selection: The thought would be to focus on the feminine side of the funeral industry, whether it is those who work in the industry or appealing to female decision makers.
- b. Speaker Ideas: Bringing in speakers that can speak on being a member of an association, Steve Schaat (SCI Legal), Chuck Merrick a history of Arizona Funeral Service, Brad Rex CEO Foundation Partners, Amy Elliot Executive Director of HR.
- c. NFDA has already been submitted. Mike Darus will help get a name and number for ICCFA. Extend an invitation to Rick Wiseman, President of CANA.
- d. Site Inspection of the Omni in the beginning of 2014, perhaps after maintenance seminar.

6. Membership Dues

- a. 2014 is the year that was stated in the bylaws that membership dues can be raised. The following increase in prices will be proposed to the board for approval at the November meeting

Supplier Membership is \$275 – Raise to \$375, keep other levels the same.

Small & Government is \$200 Raise to \$300

Multi/2 Locations is \$400, Raise to \$500

Multi/3 Locations is \$800, remain the same

Large/4-6 Locations is \$1000, raise to \$1100

Large Corporation/7+ Locations is \$3000, raise to \$3200

7. Next meeting

The next Full Board Meeting will be Thursday, November 14, 2013, 11:00, at St. Francis Cemetery.

The next Executive Board Meeting will be Thursday, December 12, 2013, time and location TBD.

8. Adjourn

■ **Motion to adjourn the meeting made by Mike Darus. Seconded by Paul Neville. Motion carried unanimously.**

Meeting adjourned at 1:49 pm.

Respectfully submitted by Amie Gazda; prepared by Heather Long