



MEETING MINUTES

**AFCCA Board of Directors Meeting
St. Francis Cemetery • Phoenix, AZ**

**Thursday, January 11, 2018
10:30 AM – 12:30 PM**

In attendance:

Board

Mike Darus, President
Amie Gazda, Vice President
Russell Persinger, Secretary
Hillary Adair
Dan Salter
David Walker
Steve Handley

Absent

Steve Palmer, Treasurer
Greg Coury
Paul Neville
Ethan Bueler
Donna Backhaus
Liz Zeig

Staff

Heather Long, Executive Director

Call to Order

Meeting Called to order at 10:55 AM by President, Mike Darus

Reports

1. President's Report

2. Secretary's Report

Russell Persinger presented the November 14, 2017 Meeting Minutes.

Motion to approve the minutes from the November 2017 meeting by Dave Walker, seconded by Mike Darus. Motion approved unanimously.

3. Treasurer's Report

The Fall Mixer brought in \$4,155, which is a 40% increase in profit over 2016's Fall Mixer. We believe a mix between venue and location were to be attributed with the success. There was a 50% increase in attendees this year.

Looking to find a new CPA, Steve and Heather will bring three choices and we will hold a meeting to select one, led by Mike Darus.

AFCCA Mission

Encouraging the continuance of education of our members, promoting high ethical standards in our industry, and providing advocacy for death care professionals and the families they serve.

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Motion to accept the treasurer's report as of December 31 made by Dan Salter, seconded by Amie Gazda. Motion approved unanimously.

4. Executive Director Report

a. Membership Report

Heather reported that we are at about 70% renewal as of today. There is always a big push when notices go out in November. A second notice goes out at the end of January, and that is when we see our second push. Heather did ask about some new locations she discovered on the State Board listing to see if anyone knew about these locations and to see if they would be good to approach to be new members.

b. Advocacy Summit

Heather would like to attend the NFDA advocacy summit in Washington D.C. in April as this will be Hillary's first year.

Motion to approve sending Heather to Washington DC to assist Hillary at the Advocacy Summit in April made by Amie Gazda, seconded by Dan Salter. Motion approved unanimously.

5. Legislative Update – Trish and John Report

Committee meeting has been set with Tirsh Hart, John Mangum, Ethan Bueler, Hillary Adair, Hank Adair, Mike Darus and Russell Persinger. Items to discuss are Refrigeration and Fetal Remains Issue

West Virginia is pushing legislation to remove their state board, this may be something to keep an eye on.

6. National Updates

a. ICCFA – Hillary Adair is attending the convention in April and is also running for a board seat.

b. NFDA – Hillary Adair is going to Wisconsin to be educated on how policy board works. She will also be going to Advocacy Summit in DC at the end April.

7. Supplier Representative Report

Nothing to report in the state of Arizona.

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8. Foundation for Children Report

In December, the Foundation awarded a grant of \$1000 to Comfy Cozies, which is a foundation that makes chemo gowns that are modest and comfortable for children with cancer. The board also adopted two families for the holidays and were able to complete their wish lists. They shared thank you cards with the AFCCA Board.

Spring Golf Tournament is in the planning stages, with hopes to return to Stone Creek Golf Resort again with an April date.

The board established an idea for the Convention Fundraiser in Tucson. They will be doing a tailgating theme with a cornhole tournament, bingo and "beer" pong. They will also be renting other giant yard games for entertainment. Attendees will be encouraged to wear their favorite sports jersey. Instead of charging a separate entry fee to the event, the Foundation would like to ask the AFCCA board to add an additional \$10 to registration fees for the conference to cover entry, then AFCCA can reimburse the Foundation at a later date. This will make it easier at the event and will encourage everyone to attend.

A motion to approve adding \$10 to registration to cover entry to the fundraiser made by Dan Salter, seconded by Amie Gazda. Motion approved unanimously.

9. Education Report

Scholarships have begun to be sent in with a March 31st deadline. Amie Gazda, Russ Persinger and Hillary Adair will be reading applications to determine recipient at the 2018 graduation.

Business Items

1. Board Seat Appointment

Cemetery Council member, Joe Lange, resigned by letter to secretary Russ Persinger and executive director, Heather Long, as of December 1st. In his letter, he recommends Harry Antram as his replacement.

During board discussion, the board thought it would be better to invite someone from the 2017 election who had the next most votes on the ballot. In reviewing the ballot tallies, we found that this would-be Rachel Brown from Hansen's. The board will extend the invite to Rachel first, and then if she is unable, then we will go from there.

A motion to extend invite to Rachel and if she declines, then the board will hold further discussion was made by Dan Salter, seconded by Amie Gazda. Motion carries with 6 votes and 1 abstention.

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2. Maintenance Seminar

Dan Salter reported that we are rolling right along, we have the program and speakers all set. Dan and his team are working to invite new supplier members to attend, and already have 5 vendors committed to attend. Heather reported that post card invitations went out to invite attendees and vendors and should have hit mailboxes by now.

3. Nomination Committee for Board Seats

Per the bylaws, Amie Gazda as VP will lead the nomination committee along with a member of each council and a former Board member. The three council members will be Russell Persinger (Crematory), Dave Walker (Cemetery), Ethan Bueler (Funeral) and Bill Aaron as the former board member.

A motion was moved to accept the nomination committee as listed above by Dan Salter, seconded by Amie Gazda. Motion carried unanimously.

4. 2018 Convention Committee Report

Suggested speakers that Heather will begin investigating include: Vince Rocha (Dave Walker), Angie Simpson, Monica Torres, Rory McKeown, Phil Jacobs (Dan Salter), Neil Panosian (Russ Persinger's Friend), Chuck Gallagher (Dan Salter), PALs speaker (entrusted pets).

We came up with the theme for 2019 conference; "Putting the 'U' in Funeral Care", emphasizing the importance of the role we share in caring for families during their time of need as well as how important it is to take care of yourself as well.

For the 2019 Site selection, the committee will be touring resorts at the end of January or beginning of February.

Adjournment

A motion to adjourn the meeting by Amie Gazda, seconded by Dan Salter. Motion carried unanimously.

Meeting adjourned at 1:44 PM by President, Mike Darus

Next Full Board Meeting – Thursday, March 8, 2018 at 10:30 AM; St Francis Cemetery unless otherwise noted.