



# MEETING MINUTES

**AFCCA Board of Directors Meeting**  
**Green Acres Mortuary & Cemetery • Scottsdale, AZ**

**Thursday, November 14, 2019**  
**10:30 AM – 12:30 PM**

## **In attendance:**

### Board of Directors

Ethan Bueler, President  
Dan Salter, Secretary  
Steve Palmer, Treasurer  
Hillary Adair  
Renee Corbelli  
Joseph Stone  
Steve Handley  
Stephanie McNaughton

### Absent

Russell Persinger, Vice President  
Greg Coury  
Michelle Green  
Hallie Lang  
Patricia Rodriguez  
Donna Backhaus

### Staff

Heather Long, Executive Director

### Guest

John Koloch, GeneralCents

## **Call to Order**

Meeting Called to order at 10:38 AM by President, Ethan Bueler

## **Reports**

### **1. Secretary's Report**

Daniel Salter presented the September 12, 2019 Meeting Minutes.

**Motion to approve the minutes from the September 2019 Meeting by Joseph Stone, seconded by Renee Corbelli. Motion approved unanimously.**

### **2. Treasurer's Report**

John Koloch updated both boards on the changes that have been made in QuickBooks, regarding classifications and reporting. After the holidays, there will be a time set up to meet with the treasurers of both boards to do a report training.

a) Approval of P&L and Balance Sheet

**A motion to approve the treasurers report was made by Daniel Salter, seconded by Hillary Adair. Motion approved unanimously.**

### **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.



### 3. Executive Director Report

#### a) Crematory Operators Training Report

The training brought in \$2,111 in revenue for AFCCA. Heather will be asking Barbara Kemmis with CANA about the possibilities of doing another 2020 training.

### 4. Legislative Update

#### Funeral Escort Bill

Trish mentioned that SCI may be working on this bill with Brian Hawkins. She will check with Jay from SCI to see if they are going to be taking on this bill.

Has Brian met with Veterans stakeholders – Freedom Riders? This bill needs to go through House Transportation and get past Rep Campbells concerns with veterans.

#### Executor of Estate

John and Trish recommended that we create a rule that prohibits an owner/operator or funeral director to assign themselves as the executor of estate.

John and Trish will talk to AG Brnovich on our behalf about the lack of accountability on executor of estates.

#### Refrigeration

Once again it is recommended that we write in the Funeral Rule about a refrigeration mandate. Currently it is written under cremation, not Funeral Home.

It's possible that the upcoming mass fatality planning may impact the requirement of refrigeration

#### Heritage/Legacy Issue

Funeral Rule that says you are prohibited to do business with unlicensed Funeral Home/Crematory. "It is prohibited to provide funeral/cremation services to unlicensed funeral establishment." We will have the assistant AG look at the rule book to see where it would be written rule.

If a consumer is upset that you cannot work with this group because it's against Funeral Rule, then will be recommended to contact the Attorney General's office and BBB, to get enough reports to file an Assurance of Voluntary Compliance against Heritage/Legacy to cease and desist business in Arizona.

John and Trish also recommended that Judy and the Association work together to write a letter to the funeral Homes/Crematories of the consequences if you work with an unlicensed Funeral Home/Crematory

### 5. National Updates

#### NFDA

At-large Representative Elections. The Policy Board elected Linda Allan, of Collinsville, IL, and Daniel J. Ford, CFSP, CCSP, of Cheshire, CT, as At-large Representatives to the NFDA Board of Directors. They will begin their two-year terms of service immediately following the 2019 NFDA International Convention & Expo in Chicago.



**State Licensure Reciprocity & Courtesy Card Laws.** General Counsel Scott Gilligan presented an analysis of state reciprocity and courtesy card laws. Scott facilitated group discussions about whether NFDA should develop a model law on reciprocity and if so, how the law should be structured. General findings were as follows:

- A model law should be developed.
- The model reciprocity statute should require passage of the National Board Exam or its equivalent.
- Funeral directors with at least five years' experience should be exempted from state education and apprenticeship requirements.

Policy Board members provided NFDA with state-specific information on courtesy card laws in their states and whether the state would be interested in pursuing NFDA's model law.

A link to Scott's reciprocity/courtesy card law presentation is provided in the Policy Board and State Executives sections of the NFDA Website.

## **National-State Relations Discussion.**

President-elect Bryant Hightower teed up the discussion about the role of the Policy Board in advancing national/state relations. He introduced facilitator Mary Byers who discussed with the Policy Board the current status of association governance models. The Policy Board then went into eight breakout groups to discuss steps for improving the Policy Board and barriers and challenges to implement those changes.

When the eight breakout tables reported the results of their discussions, there were the following primary observations:

- The name of the Policy Board needs to change to reflect its new role.
- The new role of the Policy Board needs to be more clearly defined.
- Members of the Policy Board need to be accountable for participation and preparation.
- Communications could be improved using video or Skype meetings.
- States need to send the correct persons to participate in the Policy Board.
- State reports should be mandatory for each Policy Board member.
- The agenda for the Policy Board meetings needs to be beefed up
- The Policy Board is the forum to discuss industry wide changes.

Following the reports from the breakout tables, President-elect Bryant Hightower thanked the Policy Board for their input and indicated that the observations and suggestions proposed by the Policy Board will be very helpful to the National-State Workgroup, which was meeting the next day.

## **6. Supplier Representative Report**

Great NFDA Conference – third day was a ghost town.

Steve Handley recommended reading the “Social Media in the workplace” article on the Burial Vault Website <https://www.smores.com/3ckds-ncbva-newsletter>

## **7. Foundation for Children Report**



The Foundation currently has \$270,000 in investment account, well on our way to hitting \$1M in investments to sustain the Foundation.

The Fall Mixer will host a School Supplies drive and 50/50 Raffle for the Foundation.

GPP Partnership – We have the ability to partner with GPP whenever we feel they have a project that matches our mission. We can also direct the funds to be used how we see fit.

## Business Items

### 1. January “An Evening With” Update

#### Michael Seaver

Heather has arranged for Michael to come and talk about compassion fatigue and starting the New Year off with tools to help those in the industry with grief and stress.

The event will be on January 15, 2020 and will be held at Green Acres Mortuary

### 2. 2020 Convention Planning

#### Speaker Ideas

Poul Lemasters, Mike Nicodemous, Neil Panosian, Bruce Goddard, Lindsey Danielson, Karl Jennings When We Musts Say Farewell (Ask Trish Hansen about Karl)

#### Topic Ideas

Stress on industry professionals; building relationships with hospices; how to handle grief in families and ourselves. Heather, Steve, Ethan and Hillary will also be looking at speakers at the NFDA Conference.

#### Other Ideas

Hold an event for spouses or non-golfers. Perhaps a spa event during golf tournament.

### 3. Fall Mixer Updates

There are about 150 people registered to attend. Should be another successful event!

## Adjournment

**A motion to adjourn the meeting by Daniel Salter, seconded by Steve Palmer. Motion carried unanimously.**

Meeting adjourned at 12:59 PM by President, Ethan Bueler.

**Next Full Board Meeting – Thursday, January 9, 2020 at 10:30 AM; Green Acres Mortuary & Cemetery Market Office unless otherwise noted.**