

88th Annual NYSAC Fall Conference

Sunday, September 18, 2016 -
Wednesday, September 21, 2016

*The Hershey Hotel
Hershey, Pennsylvania*



Presentation Highlights

A Brief History of U.S. Cemetery Law & Recent Developments in Cemetery Law

Tanya D. Marsh, Professor of Law, Wake Forest University

Cemeteries: A Dying Business

David R. Penepent, PhD, CFSP, Owner

Advanced Funeral Service Education Programs (AFSEP, LLC) & Director of Funeral Services Administration at the State University of New York at Canton.

2016 Insurance Trends and Topics of Interest for Cemeteries

Brennan P. Regan, Principal, Regan Agency, Inc.

Steven G. Marshall, Area Senior Vice President, Arthur J. Gallagher & Co.

Finding Opportunities in an Uncertain World

Bill McCartan, Director of Sales & Partner, Fenimore Asset Management

How to Handle an OSHA Inspection

Robert P. Miata, President, Consolidated Risk Management, Inc.

Executing Your Sustainability Strategy

Gino Merendino, Chief Gardener, Merendino Cemetery Care

A LIMITED NUMBER OF
TANYA MARSH'S BOOKS
WILL BE AVAILABLE FOR
SIGNING AND SALE AT A
DISCOUNTED PRICE.
FIRST COME, FIRST SERVED.
DON'T MISS OUT!

Conference Schedule

Sunday, September 18, 2016

- 7:30 – 2:30 Trip to Gettysburg (**Optional & Must register before July 31, 2016**)
3:00 – 4:00 Government and Legal Affairs Meeting (Committee Members Only)
4:00 – 6:00 Board of Directors Meeting (Board Members Only)
6:30 – 7:30 Cocktail Hour
7:30 – 9:00 Dinner

Monday, September 19, 2016

- 7:00 – 8:25 Breakfast
8:25 – 8:30 President's and Conference Chair Welcome
8:30 – 9:30 **Keynote Speaker: Tanya D. Marsh, Professor of Law, Wake Forest University – A Brief History of U.S. Cemetery Law**
9:30 – 10:00 Coffee Break
10:00 – 11:00 **Tanya D. Marsh, Professor of Law, Wake Forest University – Recent Developments in Cemetery Law**
11:00 – 12:00 Annual Members Meeting/Service of Remembrance
12:00 – 1:30 Lunch
1:30 – 2:30 David R. Penepent, PhD, CFSP - Cemeteries: A Dying Business
2:30 – 3:15 Brennan P. Regan and Steve Marshall - 2016 Insurance Trends and Topics of Interest for Cemeteries
3:15 – 3:45 Coffee Break
3:45 – 4:30 Bill McCartan, Fenimore Asset Management – Finding Opportunities in an Uncertain World
4:30 – 5:30 Meeting with the Supplier Members
6:30 – 7:30 Cocktail Hour
7:30 – 9:00 Dinner

Tuesday, September 20, 2016

- 7:00 – 8:30 Breakfast
8:30 – 9:45 Robert P. Miata, Consolidate Risk Management - How to Handle an OSHA Inspection
9:45 – 10:15 Coffee Break
10:15 – 10:45 Gino Merendino, Merendino Cemetery Care - Executing Your Sustainability Strategy
10:45 – 12:00 Government and Legal Affairs Update and Division of Cemeteries Report
12:00 Lunch
12:30 Golf Outing at Hershey Country Club (**Must register in advance**)
7:00 – 8:00 Cocktail Hour
8:00 – 10:00 Annual Banquet and Installation of Officers / Board Members

Wednesday, September 21, 2016

- 7:30 – 9:30 Breakfast
9:30 – 10:30 Board of Directors Meeting
Check Out and Depart Hershey

* **Schedule is subject to change.**

Keynote Speaker



Tanya D. Marsh,
Professor of Law,
Wake Forest
University

The fascinating law of cemeteries in the United States is grounded in Roman law and English church law, but was largely invented in the mid-19th century by a New York real estate developer and attorney named Samuel B. Ruggles.

This session will focus on recent court cases in New York State, as well as legal trends in other states that may impact New York.

Tanya D. Marsh is a Professor of Law at Wake Forest University in Winston-Salem, North Carolina. A graduate of Indiana University and Harvard Law School, Tanya is a licensed attorney in Indiana and a licensed funeral director in California. Tanya developed and teaches the first (and only) law school course on funeral and cemetery law. She is the author of the first treatise in the area since 1950—The Law of Human Remains (2015) and co-author of the only casebook, Cemetery Law: The Common Law of Burying Places (2015). An Associate Reporter for the Restatement (Fourth) of Property, Tanya has been elected to the American College of Real Estate Lawyers. See back cover for book information.



Gettysburg Trip



Must sign-up in advance and the trip is first come, first served with limited transportation seating available. **Those members that signed up in advance will get first availability.**

The trip is optional and the price is \$105 per person (Includes transportation, lunch, tickets for attractions, battlefield guide, tour escort, and gratuities.)

The bus will depart and return to the main entrance.

Trip Schedule

Sunday, September 18, 2016

7:30 am: Depart for Gettysburg from The Hotel Hershey

8:30 am: Arrive the Gettysburg Museum & Visitors Center — Admission for Museum, Cyclorama, & Film

10:00 am: National Cemetery

11:15 am: Break for lunch, picnic tables at Visitors Center

12:00 pm: Battlefield Tour

1:30 pm: Depart for The Hotel Hershey

2:30 pm: Return to The Hotel Hershey

Must register or contact the NYSAC office before July 31, 2016. Registration or signing up for this trip is non-refundable after July 31, 2016 and there are a limited number of seats available.

Attractions - Hersheypark & Museum

Hersheypark



Hersheypark hours of operation are from 10:00am- 8:00pm.

Hersheypark tickets are available at a reduced rate to all hotel guests. Tickets can purchased at the hotel front desk and a shuttle runs continuously from Hersheypark to The Hotel Hershey during park hours.

During the conference Hersheypark is only open on September 18, 2016. The park is also open on September 17, 2016 for those attendees who would like to arrive early.

Lockers are available on a first-come, first-served basis and located inside the park. Lockers are rented by the day.

Hersheypark offers an exciting variety of dining options ranging from air-conditioned restaurants, to walk-up locations serving fresh salads and grilled items, to snack shacks serving up your park favorites!

Hersheypark Phone Number: (844) 330-1813

Address: 100 W. Hersey Park Drive Hershey PA, 17033

Parking instructions and directions:

Parking for the park is \$15 per vehicle.

When you reach the fork in the road veer right for Hersheypark. Veering left will take you to Hershey's Chocolate World attraction.

Parking at Hershey's Chocolate World is free for less than 3 hours, \$15 for 3-5 hours, and \$40 for more than 5 hours, or \$30 for an all-day pass.

Hersheypark - turn right at the fork in the road for Hersheypark parking.

Giant Center - turn right at the fork in the road for Giant Center parking.

Chocolate World - turn left onto park boulevard for Hershey's Chocolate World parking.



Hershey Story Museum

Each hotel guest will receive a free ticket to the Hershey Museum.

4 Northeast Drive
Hershey, PA 17033
Phone Number: (717) 520-0748

Celebrating the life and legacy of Milton Hershey, the Hershey Story Museum is a state-of-the-art facility that tells the inspirational rags to riches story through hands-on activities and engaging interactive exhibits. The Hershey museum experience includes five permanent exhibits, including the Failures to Fortunes, Sweet Innovations, Power of Promotions, Hershey Builds Hershey, and a Living Legacy. Check out the Chocolate Lab where you can get your hands on the sweet stuff and learn unique ways that chocolate can be made and used.

Hours of Operation: September, 6 - 30, 2016:
9:00 a.m. - 5:00 p.m.

Admission Prices: Regular - \$10.00, Senior - \$9.00, Junior - \$7.50, Active Military - Free

Events & Activities: Chocolate Lab Classes, Apprentice Program, Truffles for Couples, Tours Museum, Exhibits and Interactive Demonstrations.

Hotel Information

The Hotel Hershey • 100 Hotel Road • P. O. Box 400 • Hershey, Pennsylvania 17033 • 1-800-HERSHEY (4377439)

Hotel reservation cut-off date is Thursday, August 18, 2016.

Hotel arrangements are done directly through the hotel, NOT with your conference registration.

The Hotel Hershey is one of Milton Hershey's greatest achievements and one of America's grandest hotels – the ultimate in style, and AAA Four Diamond and Mobil Four Star luxury. Surrounded by majestic formal gardens, fountains, reflecting pools, and lush woodlands, The Hotel Hershey offers old-world elegance, state-of-the-art amenities, and uncompromising service.

Relax in the lavishly appointed guest rooms, indulge in gourmet cuisine, sooth your senses with unique chocolate spa treatments, and take in the panoramic vistas of the town of Hershey. Spend a romantic evening for two or bring the family. Children enjoy activities and entertainment designed just for them.

Hershey, Pennsylvania is known all over the world as “The Sweetest Place on Earth”. A year-round destination with a wide array of attractions, Hershey was rated a top family vacation spot by *Smart Money* and *FamilyFun* magazines.

Dining Room Attire: Resort Casual; denim and dress shorts are permitted, jackets and ties are optional. Refrain from: Hats, Graphic T-Shirts, Tank tops for Men, Torn/Faded Denim.

Hotel Room Rates:

Rooms are on a first-come, first-served basis. Reserve as early as possible to receive the group rate. Any early arrivals before Sunday, September 18, 2016 will be at a group room rate at \$229.00 + 11% Tax (Meals Not Included).

The package rate for Sunday 18, 2016 through Wednesday, September 21, 2016 includes meals and are as follows:

- Single \$394.40
- Double \$530.80 (\$265.40 per person)
- Triple \$674.82 (\$224.94 per person)
- Quad \$815.03 (\$203.73 per person)

The package includes overnight accommodations per person per night, ticket to the Hershey Story Museum, complimentary valet parking and daily meals. Prices are inclusive of taxes and gratuities.

Reservation Information:

- Reservations may be made online at <https://resweb.passkey.com/go/NYstateassnofcemetaries> or by contacting the hotel and advising them you are with NYSAC at 1-800-HERSHEY (4377439).
- Check in time is 4:00 PM and Check out time is 12:00 PM.
- Rooms are reserved for membership from Saturday, September 17, 2016 through Wednesday, September 21, 2016.
- Rooms are available before the conference and please advise the hotel you are with NYSAC if arriving early.
- Cancellations must be made three (3) days prior to your arrival date, or your credit card will be charged for a one night's stay.
- Attendees who book a room outside of the room block will be responsible for the cost of meals (\$500.00 per person plus registration fee rates).
- New York State tax exemption forms will not be accepted by the hotel.



New York State Association of Cemeteries

PROXY

KNOW ALL MEN BY THESE PRESENTS that I, the undersigned, the duly registered member of _____ Cemetery, do hereby constitute and appoint _____ my proxy to vote at the Annual Meeting and Conference of the New York State Association of Cemeteries, Inc. to be held on Monday, September 19, 2016, at the Hotel Hershey in Hershey, Pennsylvania and on such day or days as the meetings may be held thereafter by adjournment or otherwise, hereby granting the said proxy full power and authority to act for me in my name at the said meeting in voting upon all matters specified in the Notice of Meeting, and such business as may properly come before the membership, on Monday, September 19, 2016, as fully as I could do if personally present, and confirming all that my said proxy or substitute may do in my name and stead.

Signature

Please print name

Dated

NOTE: If the registered member cannot attend this meeting,
please sign and return this proxy.
Should the registered member attend, this proxy will be null and void.

Please return by September 2, 2016 to:
NYSAC, 99 Pine Street, Suite 207, Albany, NY 12207
F: (518) 427-0452 T: (518) 434-1134

Report from the By-Laws Committee

The Board approved changes to the By-Laws that were recommended by the By-Laws Committee. Full text of the new By-Laws will be available to membership in the Broadcaster.

Pursuant to the By-Laws, these changes will be submitted for approval of the Members at the Annual Members Meeting to be held on Monday, September 19, 2016. The revised By-Laws would eliminate the First Vice-President and Second Vice-President position as officers, substituting it with "one or more Vice Presidents" in Article VII, section 1. Corresponding changes would be made in Article VII, section 5; and Article VI, section 6 would be amended to provide that the Treasurer (instead of the First Vice President) approves any expenses of the President.

Report from the Nominating Committee

The following have been nominated as Officers of the New York State Association of Cemeteries for the term September 2016 to September 2017:

President	George Baker – Webster Union Cemetery Association, Inc.
Vice-President	Philip J. Tassi – The Ferncliff Cemetery Association
Secretary	Jeffrey Reed – Mount Calvary Cemetery Group
Treasurer	Richard J. Moylan – The Green-Wood Cemetery

The following have been nominated to the Board of Directors of the New York State Association of Cemeteries for a three-year term ending September 2019:

Mike Austin – Elmlawn Cemetery
Domenick Castiello – Mount Hope Cemetery Association
Joseph Dispenza – The Forest Lawn Cemetery

Notice of the Annual Meeting

To all members of the New York State Association of Cemeteries:

Notice is hereby given that the Annual Meeting of the New York State Association of Cemeteries will be held on Monday, September 19, 2016 at 11:00 a.m. at the 2016 Fall Conference at The Hershey Hotel in Hershey, PA. Notice is further given that, at the Annual Meeting, the members will be asked to approve proposed changes to the By-Laws.

Note: If the registered member cannot attend this meeting, please fill out proxy to the left or go online at www.nysac.com or call the NYSAC Office at 518-434-1134 to receive a proxy. The proxy should be completed and returned to the NYSAC Office via fax or mail by September 2, 2016.



Conference Registration Form

88th Annual Fall Conference

Sunday, September 18, 2016 – Wednesday, September 21, 2016

Complete form and submit via fax or mail to the NYSAC office. Registration of payment may also be submitted online at www.nysac.com.

Cemetery / Firm _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ E-mail _____

Names of Those Attending:

Name: _____ Name: _____

Name: _____ Name: _____

Name: _____ Name: _____

Conference Registration

	# Attending	Price per person
Full Conference Registration	_____@	\$225.00
First Time Attendee – Full Conference	_____@	\$175.00
Spouse / Guest Registration	_____@	\$125.00

All attendees that are not staying in the NYSAC room block at The Hershey Hotel must add \$500.00 per person to the registration fee options listed. This additional fee ensures that each attendee will receive all of the meals included in the NYSAC room block package during the conference.

Golf Outing (Tuesday, September 20, 2016) _____@ \$150.00 **Optional & must register in advance.**

*Shuttle is available to the course and directions will be provided at the conference.

(Please indicate the names of those who will be in your foursome.)

Name: _____ Name: _____

Name: _____ Name: _____

Trip to Gettysburg (Sunday, September 18, 2016) \$105.00 **Optional & must register or contact the NYSAC office before July 31, 2016.**

Limited seating and non-refundable.

(Please indicate the names of those who will be participating.)

Name: _____ Name: _____

Supplier / Exhibitor Registration _____@ \$225.00

Name(s): _____

Number of 8' tables required? _____ \$85.00 per table/space no electric OR \$145.00 per table/space with electric.

Electric needed? [] Yes [] No *Please bring your own extension cords.*

Set-up time begins at 12:00 pm on Sunday, September 18, 2016.

*** If you are not a cemetery or supplier member of NYSAC, please call the NYSAC office at (518) 434-1134 for a membership application. Membership dues must be paid and submitted with your conference registration.**

Sponsorship Information – All sponsors will be acknowledged on the conference materials and verbally throughout the event.

Sponsorship Levels:

[] Platinum Sponsor – \$ 2,000.00 [] Gold Sponsor – \$ 1,000.00 [] Silver Sponsor – \$ 500.00 [] Other – \$ _____

GRAND TOTAL \$ _____

Conference forms and updates will be available at www.nysac.com

Return Registration form by September 2, 2016 to:

NYSAC, 99 Pine Street, Suite 207, Albany, NY 12207 • Phone (518) 434-1134 • Fax (518) 427-0452 • info@nysac.com • www.nysac.com

PLEASE MAKE CHECKS PAYABLE ONLY TO "New York State Association of Cemeteries"

*** Please do not make checks payable to NYSAC or any other acronym.**

New York State Association of Cemeteries Memorial Service

Please submit the names of those individuals to be included in the memorial service on Monday, September 19, 2016.

1. _____
2. _____
3. _____
4. _____

Please return by September 2, 2016 to:

NYSAC, 99 Pine Street, Suite 207, Albany, NY 12207 • Fax (518) 427-0452 • Phone (518) 434-1134

Please see page 5 for additional Annual Meeting information.