



Current News and Comments from the Pennsylvania Cemetery, Cremation and Funeral Association / August 2021

President's Message

Hello PCCFA members and friends,

Here we are in 2022. Have you gained any hindsight from 2020 or 2021? They say hindsight is 2020, right? If anything, I've learned to be patient (like, way more than usual) and to expect the unexpected. We all, no doubt, always have a lot on our plates. Just remember to be kind to yourself and kind to others, take a deep breath for this too shall pass.



We gathered responsibly in 2021 and look to build on last year's industry events with our spring conference scheduled for June 1-3 at the Kalahari Resort. It won't be easy, but Paul Simms and I are working hard to provide a great conference line-up. Registration is underway as the registration materials for both attendees and our suppliers are on the PCCFA website. Speaking of the PCCFA website, webCemeteries is working with association members to overhaul our current website. My thanks to the many hands making light work as we move this project along for you. Yes, you! Our organization works hard for our members.

Pennsylvania consumers, communities, and non-member funeral directors, cemeterians, and suppliers still benefit from our efforts such as working on legislation to lower cremation temperature for PA crematories. Whether you own and operate your own crematory OR partner with your local crematory; by lowering operation expenses, extension of crematory equipment life, and lower emissions benefit us all.

We hope that you will see the value in membership and your support is vital as we continue to evolve your association with our changing marketplace.

All the best,

Dagny Neel Fitzpatrick
President

PENNSYLVANIA CEMETERY CREMATION & FUNERAL ASSOCIATION

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Supplier Representative

Currentlu Open

Lobbyist

MORGAN PLANT

Morgan Plant & Associates
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Carlisle, PA 17013
(O)717-245-0902 (C)717-386-1012
morganplant@mac.com

Committees, Assignments

Conferences & Conventions

Mid Atlantic 2021

Spring 2022:

Ernie Petersen
Dagny Neel Fitzpatrick and
Paul Simms

Consumer Service Committee

Harry Neel

Ethics & Inquiry Committee

Harry Neel

Executive Committee

President, 1st VP, 2nd VP, Secretary, Treasurer, Immediate Past President

Finance & Audit Committee

John Yeatman

Funeral Director Affairs Committee

Scott Nulty

Keynews Editor: Co-Editor

Dagny Neel Fitzpatrick
Ernie Petersen

Legal Defense Fund:

Ernie Petersen

Legislative Committee:

Guy Saxton

Membership:

Craig Schwalm/Ernie Petersen

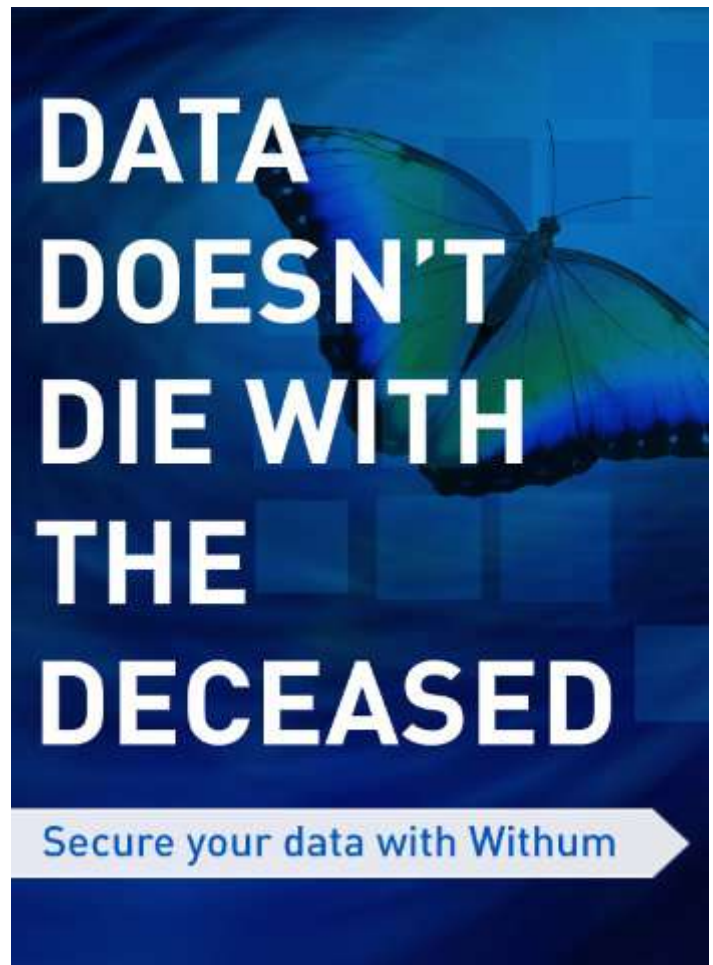
Nominating/Polling Committee

David Michener with all
Past Presidents

Political Action Committee

Dagny Neel Fitzpatrick

PCCFA Website-www.PCCFA.com Craig Schwalm



Benefits of Membership

By Craig Schwalm

- The eKeynews, a four times a year publication, delivered by e-mail.
- Two conferences a year with continuing education credits for funeral directors at PA locations. (Every other year, our fall conference is held in Atlantic City with four other states and there the education program provides credits and certifications.
- Access to the member only PCCFA Facebook page now with periodic updates about industry issues such as the pandemic.
- Constant Contact available for for rapid communications. Suppliers take note!
- Access to our supplier members network
- The PCCFA complaint hotline helping us help cemeteries with consumer issues.
- An annual legislative reception, to make sure your representatives know they can come to us for assistance with pending legislation and constituent issues.
- A lobbyist looking out for our best interests in Harrisburg.
- Access to other cemeterians to network and brainstorm amid the changing and evolving death care industry. Green burials, spotted lantern fly, etc.

Time to Renew Your Membership

Cemetery with or without a Crematory

\$ 135 GROUP 1 1 to 50 services per year or gross sales of \$100K or less, whichever is higher

\$ 275 GROUP 2 51 – 150 services per year or gross sales of \$101K to \$250K, whichever is higher

\$ 330 GROUP 3 151 – 300 services per year or gross sales of \$251K to \$500K, whichever is higher

\$ 440 GROUP 4 301 – 500 services per year or gross sales of \$501K to \$1M, whichever is higher.

\$ 495 GROUP 5 Over 500 services per year or gross sales over \$1M, whichever is higher

Funeral Home with or without a Crematory

\$ 135 GROUP 1 Gross sales of \$100K or less

\$ 275 GROUP 2 Gross sales of \$101K or \$250K

\$ 330 GROUP 3 Gross sales of \$251K to \$500K

\$ 440 GROUP 4 Gross sales of \$501K to \$1M

\$ 495 GROUP 5 Gross sales over \$1M

Crematory Independent of a Funeral Home or Cemetery

\$ 135 GROUP 1 Gross sales of \$100K or less

\$ 275 GROUP 2 Gross sales of \$101K or \$250K

\$ 330 GROUP 3 Gross sales of \$251K to \$500K

\$ 440 GROUP 4 Gross sales of \$501K to \$1M

\$ 495 GROUP 5 Gross sales over \$1M

Supplier Member

\$ 250

***Multi Location Members Dues:** For the first two locations you list from any category above, calculate dues at the applicable rates listed. Any additional locations pay only the set dues amount of \$135 per year.

Contact

Cemetery

Address

City	State	Zip Code
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Phone #	Email
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Payment Method

- Check (made payable to PCCFA)
 Credit Card (circle one): MasterCard, VISA, Discover, AMEX

Card#:

Exp.

Name on card:

Security ID: (3 digit # on back or 4 digit on front of AmEx card)

Card's billing address

Dues payments to PCCFA are not deductible as charitable contribution for federal tax purposes, but may be deductible as a business expense.

Please complete and return this form with payment to:

PCCFA c/o Colleen Courtright, 2200 Northampton St. Easton, PA 18040

A few fun facts about funeral directors...

1. We Will Disappoint You

I suppose every friend will disappoint you from time to time; but funeral directors will probably do it more often. We will occasionally miss birthday parties, holidays and other special events or we will have to leave in the middle of dinner. We will cancel plans at the last minute or try to make plans with no notice because the phone did or did not ring yet that day. Death keeps an untimely schedule and as death's minions, we are tied to its unpredictability. Whether it be in the middle of the night or in the middle of your wedding, when death calls we must answer.

2. Keep Pursuing Us

The schedule of our work can be rigorous and free time can be rare. Sometimes we don't get time alone or time with our families as often as we would like. With the little free time we do have, we need time to ourselves and time to spend with our families. Sometimes we just have to say "no" when you invite us to dinner or a ball game. Please don't be hurt by our "no" and please keep inviting us. Funeral directors need friends too.

3. We Tend to Play Hard

There are numerous reasons funeral directors like to let loose and have fun; but one of the main reasons is that death has made us realize the fleeting nature of time and life. Since free time is hard to come by, we try to live our free time to the fullest. We work hard and when we finally have free time, we play hard.

4. It's Okay If We're Slightly Depressed

If you are hanging out with a funeral director and you notice that they are down, it is most likely not a reflection on you. Most of the time we are the stable minds in the midst of bereaved and unstable souls. However, sometimes — whether it be the death of a child, a particularly tragic death or just the overwhelming sadness of almost constant grief — our job throws us down hard. Please try to recognize the weight of sadness on our hearts and souls.

5. We Tend to be Givers

The nature of our profession is service and many of us enter and stay in this profession because we enjoy serving. This "servant's heart" nature bleeds out to our family and friends. We like to give things, whether it be paying for your meal or concert tickets or showing up with your favorite coffee and pastry or grocery shopping for you. Accept our gifts and acts of service. It might be uncomfortable at first but gifts and acts of service are how we show you our love.

6. We Need You.

Our family and friends are our life...literally. Our noble work is dark and often depressing. You are the light that gives us life while we are doing work that consumes so much of us. If we have invested time in you it means that we really value you. Sometimes, you — our friends and family — are the only thing that keep us grounded. Even though it might be hard for us to show it, we not only love you, we need you in our lives.

Thank you for taking the time and to care enough to read all of those words and for trying to understand.

You know care.
We know how to care for your funds.

To learn more about our ideas to increase your perpetual care funds
or start a merchandise trust,

Contact Tim Walters
TWalters@Ameriserv.com
814-533-5160 or 1-800-837-2265, ext. 5160

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2020 Cemetery Registrations Report

The results are in from the 2022 biennial registration deadline with the Pennsylvania Real Estate Commission. Active registration had experienced a decline of 7.75% from 2018 to 2020, but then rebounded 8.39% to 310 active licensed cemeteries in 2022. Expired registrations had jumped 14.90% from 2018 to 2020 but declined by only .39% to end at 254 for 2022. Other categories include inactive cemeteries (17) and out of business cemeteries (8). Added together, we have 589 cemeteries that, at one time, were registered with the RE Commission. According to the Funeral Consumers Alliance of Pennsylvania, an affiliate of the national advocacy nonprofit Funeral Consumers Alliance, they estimate 10,000 cemeteries in the state and 600 or so privately-owned for-profit cemeteries in the state. If accurate, this means that less than 6% of Pennsylvania cemeteries have ever been licensed.

The number of cemeteries in Pennsylvania remains a mystery as historical, familial, religious, and fraternal cemeteries are all exempt from Pennsylvania Real Estate Commission regulations according to Wanda Murren, former Director of Communications and Press, Pennsylvania Department of State. I have heard from some cemeteries who believe that as a not-for-profit cemetery, they are exempt from this biennial registration. Do they fall in to the four categories cited by Ms. Murren?

At a time when cremation and low yields on perpetual care funds are challenging Pennsylvania cemeteries, is the expired registration the first symptom of upcoming woes? Public confidence in cemeteries to meet their goal of perpetual care is being challenged by recent news of some cemeteries failure to do so. Does an active license do anything to counter this to your consumer?

Final Responders Walk Beside Us on Our Most Difficult Days.

We See You.
We Thank You.
We Appreciate You!



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Spring Conference 2022 at Kalahari Resort

Co-chairs President Dagny Neel-Fitzpatrick and Secretary Paul Simms want you to join your association as they meet in the Poconos this June.

The speakers list will be listed in the next issue of the eKeyNews.



Accommodation registration is now open and we encourage you to go to [http://pccfa.com/](http://pccfa.com/event_details.php?id=8)

[event_details.php?id=8](http://pccfa.com/event_details.php?id=8) to get the registration form.



Legislation Update

2021 was been a busy year on the legislative front as State Representative Steven R. Malagari (53rd District) introduced House Bill 1464 to lower the crematory temperature in Pennsylvania crematories. Hopefully, 2022 will see this bill get passed and signed by the Governor.

As you may recall, the current temperature is 1800 F, and as introduced in the PA House, the temperature proposed was 1400 F. This number corresponds with our surrounding states. However, the Pennsylvania Department of Environmental Protection has only agreed to a reduction to 1600 F. With bipartisan sponsorship support of the bill, PCCFA hopes this will pass the PA House and move to the PA Senate in 2022. PCCFA is pleased to be working in cooperation with the Pennsylvania Funeral Directors Association to reduce operating expenses, lengthen the working life of the crematory equipment, and provide a more sustainable future by reducing our consumption. You can help by reaching out to your local legislators and asking them to support HB 1464.

Financial support for these efforts has been provided by the PCCFA Legal Defense Fund. The funds expended have gone to

PAC and Legal Defense Funds

Who works with our state representatives to protect your business, consumer grievances and protects us from overly burdensome laws? **PCCFA does!** Support our efforts with your personal donation to the PCCFA PAC Fund.

For more information: Ernie Petersen at (814) 243-3837 or e-mail southsidedstray@mac.com

If you want to support PCCFA, with a business contribution, consider donating to the Legal Defense Fund.

For more information: Alesia Skinner at (717) 564-2110 or e-mail alesia@paxtangcemetery.com

pay for our legal counsel, and regular contributor to KeyNews, Jason Benion, Esq. Rather than playing defense, we are taking positive steps for a change that benefits our membership and the Pennsylvania death-care industry. If you will benefit from this bill, please consider making a **company** donation to the fund. Better yet, set an autopayment for a monthly check.

Send your **company** check made payable to the PCCFA Legal Defense Fund to: PCCFA LDF c/o Ernie Petersen, 314 Fayette Street, Johnstown, PA 15905.

If you would rather, you may send a **personal** check made payable to the PCCFA Political Action Committee, with a note indicating the legislators you would like to see us support, to: PCCFA PAC, c/o Colleen Courtwright, 2200 Northampton Street Easton PA 18040

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