



**SATURDAY,  
FEBRUARY 15, 2020**



**EMBASSY SUITES HOTEL – 5100 Upper Metro Place – DUBLIN, OH**

**Round Table Discussion**

**Dinner**

**Presentation of 2019 Awards**

**Casino Night**



**Visit the OCA Website for more details- OCA Upcoming Events**

<http://ohiocemeteryassociation.com>

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### Upcoming Events

#### **2019 Awards Banquet For The Year 2019**

February 15, 2020  
Location  
Embassy Suites  
Dublin, Oh

#### **2020 Events**

TBA



It's that time of the year again...

# I NOMINATE YOU!

**2020 AWARDS DINNER**



**THE PRESENTATION OF 2019 AWARDS**



**SATURDAY, FEBRUARY 15, 2020**

**EMBASSY SUITES HOTEL – 5100 Upper Metro Place – DUBLIN, OH**

**With a jam packed night, we had to keep the fun going...**

**Round Table Discussion and Casino Night!!!**



**CASINO NIGHT**

**2019 Sales Award Categories: \$225,000.00 = THE MINIMUM QUALIFYING VOLUME**

- 1. Average sale of \$1.00 - \$2,500.**
- 2. Average sale of \$2,501.00 and greater.**
- 3. Average sale includes 25% or more from at-need sales volume.**
- 4. Average sale includes 25% or more from funeral services/ funeral merchandise sales volume.**

**2019 Rookie Award: a sales employee with less than 12 months experience who has had outstanding success.**

**2019 Special Employee Award: an employee, not necessarily sales, who had exceeded expectations and performed their role admirably over the past year.**

**Visit the OCA Website for more details- OCA Upcoming Events**

**<http://ohiocemeteryassociation.com>**

**DON'T FORGET TO NOMINATE YOUR OUTSTANDING INDIVIDUALS!**



# 2020 AWARDS DINNER

## AWARDS PRESENTATION FOR THE YEAR 2019

**SATURDAY, FEBRUARY 15, 2020**

4:30 – 5:30 PM                      ROUND TABLE DISCUSSION (POST ROOM)

6:30 PM                                REGISTRATION            (DUBLIN C & D)  
RECEPTION

7:15 PM                                ANNOUNCEMENTS/INVOCATION/  
BUFFET DINNER



8:15 PM                                PRESENTATION OF 2019 AWARDS

*JOSEPH WILSON, OCA PRESIDENT*

*DAVE ENGLAND  
(COLD SPRING MEMORIAL GROUP)*



**CASINO NIGHT - MORE FUN AND NETWORKING**



## **REGISTRATION FORM**

ohiocemeteryassociation.com

### **OCA ROUNDTABLE/AWARDS DINNER**

### **SALES/ROOKIES/EMPLOYEES AWARDS FOR 2019**

### **CASINO NIGHT FOLLOWING AWARDS**

**EMBASSY SUITES – DUBLIN**

**5100 Upper Metro Place**

**SATURDAY FEBRUARY 15, 2020**

ROUNDTABLE/ AWARDS RECEPTION/DINNER/CASINO ( PER PERSON)      \$ 85.00

***HOTEL REGISTRATION CUTOFF DATE IS JANUARY 31<sup>st</sup>, 2020***

#### **HOTEL INFORMATION:**

Rooms have been set-aside at a special discounted rate of \$151.57 (tax included)

Room Reservations must be secured no later than January 31, 2020 for this special rate.

Call the hotel direct at (614) 790-9000 OR the Hilton Reservation # at (800) 220 9219 and request OCA group rate

**Awards Banquet Registration continued from page 4.**

OCA AWARDS BANQUET  
February 15, 2020  
Saturday afternoon Sales Roundtable  
Saturday Evening Reception/Dinner  
Casino Night

\_\_\_\_\_ X \$85.00 = \$\_\_\_\_\_

Name(s) \_\_\_\_\_  
Please Print \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

How many attending ROUNDTABLE (4:30-5:30) \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

**HOTEL REGISTRATION CUTOFF DATE IS January 31, 2020  
TO RESERVE AT SPECIAL RATES.**

Return registration form with check payable to: Ohio Cemetery Association  
219 Webbshaw Drive  
Centerville, OH 45458



**THE OHIO CEMETERY ASSOCIATION**  
 February 15, 2020 –Embassy Suites –5100 Upper Metro Place, Dublin, OH

## SALES AWARD CRITERIA FOR 2019

### 2019 Minimum Volume Production for Sales Professionals

\$225,000.00 is the minimum qualifying volume consisting of the following sales components: Mausoleum; Lawn Crypts; Niches; Ground Spaces; Vaults; Markers/Monuments/Memorials; Chapel Vaults; Caskets; Urns; Openings & Closings; Funeral Services. At-Need Merchandise also will count toward minimum production.

### Sales Categories - All Categories are based on Average Sales

- Category #1** • Average Sale of \$1.00 - \$2,500.00
- Category #2** • Average Sale of \$2,501.00 and Greater
- Category #3** • Average Sale Includes 25% or More From At-Need Sales Volume
- Category #4** • Average Sale Includes 25% or More From Funeral Services/Funeral Merchandise Sales Volume

### Award Winners

Cemetery: \_\_\_\_\_ City: \_\_\_\_\_

(Instructions: Please print information and include the appropriate category #)

Name of Sales Manager \_\_\_\_\_ email \_\_\_\_\_

Name:	Category:	Total Volume:	Average Sale:
1. _____	_____	\$ _____	\$ _____
2. _____	_____	\$ _____	\$ _____
3. _____	_____	\$ _____	\$ _____
4. _____	_____	\$ _____	\$ _____
5. _____	_____	\$ _____	\$ _____
6. _____	_____	\$ _____	\$ _____
7. _____	_____	\$ _____	\$ _____
8. _____	_____	\$ _____	\$ _____
9. _____	_____	\$ _____	\$ _____
10. _____	_____	\$ _____	\$ _____

**PLEASE SUBMIT BY FEBRUARY 1, 2020** To: The Ohio Cemetery Association  
 219 Webbshaw Drive Centerville, Ohio 45458 • jburrowes5@gmail.com

*Awards Banquet Nomination Forms continued from page 6.*



**THE OHIO CEMETERY ASSOCIATION  
2020 Awards Dinner**

February 15, 2020 –Embassy Suites – **5100 Upper Metro Place, Dublin, OH**

## 2019 Rookie Award

### RECOGNIZE YOUR ROOKIE:

On Saturday evening, February 15, 2020 you will have the opportunity to recognize your Rookie(s) for 2019. The definition of a Rookie is: a sales employee who has been with your cemetery for less than twelve (12) months but has had outstanding success (there may be other metrics but total sales volume is always a place to start).

Name of Rookie: \_\_\_\_\_ (Please print)

(Please submit a separate sheet to tell us why you've chosen this person as your Rookie)

## 2019 Special Employee Award

### RECOGNIZE YOUR SPECIAL EMPLOYEE!

This award goes to an employee, perhaps an administrative or grounds employee, who has exceeded expectations and has performed admirably for the past year.

Cemetery: \_\_\_\_\_ (Please print)

Our Special Employee is: \_\_\_\_\_ (Please print)

(Please submit a separate sheet explaining why you are recognizing this employee)

**AWARD FORMS MUST BE SUBMITTED NO LATER THAN FEBRUARY 1, 2020**

**SUBMIT TO: THE OHIO CEMETERY ASSOCIATION 219 WEBBSHAW DRIVE • CENTERVILLE,  
OHIO 45458**

**[jburrowes5@gmail.com](mailto:jburrowes5@gmail.com)**

*Awards Banquet Criteria continued from page 7.*



## THE OHIO CEMETERY ASSOCIATION

### 2020 Awards Dinner

February 15, 2020 –Embassy Suites – 5100 Upper Metro Place, Dublin, OH

## RECOGNITION AWARD CRITERIA

### Rookie Award

This award is designed to provide recognition to those Sales Professionals who have less than one (1) year of experience but who have provided outstanding service and/or produced extraordinary sales volume.

*(It is important to recognize new sales professionals who are succeeding)*

### Special Employee Award

This award is for an employee at your cemetery who is deserving of recognition for achievement and outstanding performance during the past year. This might be a sales employee or an employee such as an office manager, administrative staff member or grounds staff member who has provided outstanding service.

**Awards for the year 2019 will be presented at the  
dinner on Saturday, February 15, 2020 –  
CASINO NIGHT TO FOLLOW**





Department  
of Commerce

Mike DeWine, Governor  
Jon Husted, Lt. Governor

Sheryl Maxfield, Director

## NEWS RELEASE

**For Immediate Release**  
Oct. 9, 2019

Contact: Kelly Whitaker at 614-728-1930  
[kelly.whitaker@com.state.oh.us](mailto:kelly.whitaker@com.state.oh.us)

### **Ohio Cemeteries Receive Help with Maintenance Needs Though Department of Commerce Grant**

The Ohio Department of Commerce's Division of Real Estate & Professional Licensing is awarding \$75,357 to 65 cemeteries in 34 counties throughout Ohio through the new Cemetery Grant Fund.

The fund defrays the costs of exceptional cemetery maintenance or training cemetery personnel in the maintenance and operation of a cemetery. In March 2017, Representative Dick Stein (R-Norwalk) introduced [House Bill 168](#), including the Cemetery Grant Fund, which passed into law and became effective Oct. 29, 2018.

"The maintenance of cemetery grounds varies widely, and many cemeteries will be able to use these funds to repair damages from the devastating tornadoes that ravaged part of our state earlier this year, even preventing injury from monuments on the verge of collapsing," said Department of Commerce Director Sheryl Maxfield. "This new grant fund will be instrumental in helping so many Ohio cemeteries."

The Division received more than \$300,000 in requests for the \$80,000 in available funding.

"This was a very competitive funding round, requiring us to make some very difficult decisions regarding who will receive awards," said Division of Real Estate & Professional Licensing Superintendent Anne Petit. "I want to encourage cemeteries that did not receive funding this year to reapply next year."

Registered, non-profit cemeteries may apply for the grant, which is funded by \$1 of every \$2.50 from the burial permit fees received by the Division.

Superintendent Petit will make visits at the end of October to some of the awardees' cemeteries to present ceremonial grant checks. We will be sending notices when they are scheduled in the coming weeks if you would like to attend.

**- Awardee details on next page -**

**Department of Commerce Grant recipients continued from page 9.**

Mike DeWine, Governor  
Jon Husted, Lt. Governor

Department  
of Commerce

Sheryl Maxfield, Director

**NEWS RELEASE****2019 Cemetery Grant Fund Recipients**

Operator	Cemetery Name	County	Purpose	Amount
Tiffin Twp.	West Union Cemetery	Adams	Sign Maintenance	\$1,000
Franklin Twp.	Locust Grove Cemetery	Adams	Monument Maintenance	\$1,000
Jackson Twp.	Polk Cemetery	Ashland	Drainage Project	\$1,000
Perry Twp.	Redhaw Cemetery	Ashland	Cemetery Records Maintenance	\$1,000
Wayne Twp.	Hayes Cemetery	Ashtabula	Monument Maintenance	\$1,000
Harpersfield Twp.	Harpersfield Cemetery	Ashtabula	Monument Maintenance	\$1,000
Saybrook Twp.	Saybrook Center Road Cemetery	Ashtabula	Monument Maintenance	\$1,000
Cherry Valley Twp.	Cherry Valley Cemetery	Ashtabula	Monument Maintenance	\$1,000
York Twp.	Greenlawn Cemetery	Athens	Tree Removal	\$1,000
St. Joseph's Cemetery Assoc.	St. Joseph's Cemetery	Auglaize	Railroad Screening Project	\$2,500
Byrd Twp.	Decatur Cemetery	Brown	Storage Building Maintenance	\$1,000
Union Twp.	Mt. Moriah Cemetery	Clermont	Monument Maintenance	\$1,000
Washington Twp.	Mt. Olivet Calvary Cemetery	Clermont	Monument Maintenance	\$1,000
Village of East Palestine	Glenview Cemetery	Columbiana	Monument Maintenance	\$1,000
Monroe Twp.	Spring Mt. Cemetery	Coshocton	Cemetery Surveying and Plotting	\$1,000
City of Euclid	Euclid Cemetery	Cuyahoga	Monument Maintenance	\$1,000
Union Cemetery Trustees	Mayfield Twp. Union Cemetery	Cuyahoga	Driveway Maintenance	\$1,000
Berkshire Twp.	Berkshire Cemetery	Delaware	Monument Maintenance	\$1,000
Troy Twp.	Marlborough Cemetery	Delaware	Tree Maintenance	\$950
German Twp.	Johnson Cemetery	Fulton	Monument Maintenance	\$1,000
Village of Archbold	Archbold Cemetery	Fulton	Monument Maintenance	\$3,000
Munson Twp.	Fowlers Mill Cemetery	Geauga	Monument Maintenance	\$1,000
Bainbridge Twp.	Restland Cemetery	Geauga	Cemetery Records Maintenance	\$1,000
Delaware Twp.	Mt. Blanchard Cemetery	Hancock	Monument Maintenance	\$3,500
Blanchard Twp.	Benton Ridge Cemetery	Hancock	Permanent Lot Markers	\$1,000
Washington Twp.	Collison Cemetery Ewing Cemetery Ilesboro Cemetery Meldrim Cemetery Olive Branch Cemetery Prospect Cemetery Strawn Cemetery	Hocking	Cemetery Records Maintenance	\$1,000
Morris Twp.	Union-Loree Morris Chapel Cemetery	Knox	Monument Maintenance	\$1,000
Clay Twp.	Methodist Cemetery	Knox	New Cemetery Entrance	\$1,000
Concord Twp.	Concord Twp. Cemetery	Lake	Demolition	\$1,000
Penfield Twp.	Penfield Twp. Cemetery	Lorain	Monument Maintenance	\$1,000
Camden Twp.	Camden Twp.	Lorain	Monument Maintenance	\$1,000
Green Camp Twp.	Green Camp Cemetery	Marion	Equipment Purchase	\$1,000

**Department of Commerce Grant recipients continued from page 10.**



**NEWS RELEASE**

	Mt. Olive Cemetery Zieg Cemetery			
Medina Twp.	Medina Twp. Fenn Rd. Cemetery	Medina	Monument Maintenance	\$975
Chatham Twp. Board of Trustees	Chatham Cemetery	Medina	Purchase of a Tombstone Jack	\$1,000
Brunswick Hills Twp.	Townline Cemetery	Medina	Tree Maintenance	\$1,000
Hinckley Twp.	Ridge Cemetery	Medina	Monument Maintenance	\$1,000
Liberty Twp.	Kessler Cemetery	Mercer	Driveway Maintenance	\$509
Newberry Twp.	Highland Cemetery	Miami	The Mausoleum Repair	\$3,500
Willow View Cemetery Assoc.	Willowview Cemetery Assoc.	Montgomery	Monument Maintenance from Tornado Damage	\$1,000
Dayton Memorial Park	Dayton Memorial Park Cemetery	Montgomery	Tree Maintenance from Tornado Damage	\$5,000
Hillgrove Union Cemetery Board	Hillgrove Cemetery	Montgomery	Tree Planting and Maintenance	\$998
North Bloomfield Twp.	Ebenezer Cemetery	Morrow	Monument Maintenance	\$1,000
Ravenna Twp.	Grandview Memorial Cemetery	Portage	Cemetery Signage	\$1,450
Village of Bellville	Bellville Cemetery	Richland	Collapsing Mausoleum, Shed Removal and Monument Maintenance	\$3,000
Woodville Twp.	Woodville Cemetery	Sandusky	Monument Maintenance	\$1,000
Pleasant Union Cemetery Assoc.	Pleasant Union Cemetery	Seneca	Fence Preservation	\$1,000
Liberty Twp.	Liberty Cemetery	Seneca	Driveway Maintenance	\$1,000
Newman's Creek Cemetery Assoc.	Newmans Creek Cemetery	Stark	Driveway Maintenance	\$1,000
Tuscarawas Twp.	East Greenville Cemetery	Stark	Driveway Maintenance	\$1,000
Lexington Twp.	Lexington Twp. Cemetery New Section	Stark	Driveway Maintenance	\$1,000
Pike Twp.	Melscheimer Cemetery	Stark	Tree Maintenance	\$1,000
City of Hudson	Markillie Cemetery	Summit	Tree Removal	\$1,000
Champion Twp.	Champion Twp. Cemetery	Trumbull	Chapel Maintenance	\$5,000
Millcreek Twp.	Watkins Cemetery	Union	Tree Maintenance	\$1,000
Pleasant View Union	Pleasant View Union Cemetery	Union	Cemetery Records Maintenance	\$1,000
Fairfield Twp.	Union Cemetery	Washington	Fence Preservation	\$1,000
Webster Twp.	Webster Twp. Cemetery	Wood	Cemetery Records Maintenance	\$975

###

Connect with Ohio Department of Commerce



# Ohio Township News

## Champion Township Receives \$5,000 in Cemetery Grant Funding

Champion Township in Turnbull County is celebrating funding awarded by the Ohio Department of Commerce's Division of Real Estate & Professional Licensing through the new Cemetery Grant Fund. The Township's cemetery received one of the highest amounts awarded, with the Division providing the Township a grant of \$5,000. The Division received over \$300,000 in requests for \$80,000 in available funding, and most awardees received funding of \$1,000.



Champion Township submitted its request with the goal of repairing its cemetery chapel, among other projects. According to Courtney Hatt, Champion Township Fiscal Officer, the chapel needed repairs at least a year ago, but two new mowers also had to be purchased that same year, placing most chapel repairs out of reach. The chapel, built in 1980, is available for resident memorial services at no cost and non-residents are charged only \$50 for services.



*The check pictured was delivered to the Township by Division Superintendent Ann Petit and Division staffer Ashley Hyatt.*

With the provided funding, Champion Township has already completed repairs and maintenance such as carpet cleaning, power washing and a roof upgrade: the cemetery's chapel roof has been changed from shingled to metal.



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OCA Journal

Page 12

**Ohio Township News continued from page 12.**

Additional assessments of lighting and other projects are in process. According to Hatt, a local carpet care company helped to stretch the grant money by providing its services free of charge. A resident also donated a vacuum to be stored in the chapel, further boosting the improvements to the building. The cemetery grant is new, having been included in House Bill 168 (which became effective October 29, 2018). In a press release, Division Superintendent Anne Petit encouraged cemeteries that did not receive funding to reapply the following year. For more information on the cemetery grant, please visit [www.com.ohio.gov/real](http://www.com.ohio.gov/real).

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January 9, 2020

COLUMBUS, Ohio — Ohio Governor Mike DeWine has made the following appointments.

Jimmie J. Blevins of Columbus (Franklin Co.) has been appointed to the Ohio Cemetery Dispute Resolution Commission for a term beginning January 9, 2020, and ending July 1, 2021.

Mark A. Funke of Cincinnati (Hamilton Co.) has been appointed to the Ohio Cemetery Dispute Resolution Commission for a term beginning January 9, 2020, and ending July 1, 2021.

Rick E. Meade of Fairborn (Greene Co.) has been appointed to the Ohio Cemetery Dispute Resolution Commission for a term beginning January 9, 2020, and ending July 1, 2023.

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Tiffany Antenucci  
[ohiogroundprotection.com](http://ohiogroundprotection.com)

# Spring Grove - 175 Years



“Historic Spring Grove Cemetery and Arboretum is celebrating and honoring 175 YEARS of serving families in the year 2020. The official date is August 28, 2020. As we count down the days to our celebration weekend, look for weekly updates on our Facebook page. Our docents have been busily compiling [52] Did You Know facts and we will be sharing one each week. Please follow along as we share 175 years.

We hope you will enjoy learning these new facts about our National Historic Landmark throughout the entire year.”

Visit Historic Spring Grove Cemetery every week on their [Facebook](#) page.

*Did You Know?*  
Cincinnati Park "Fleischman Gardens" is located at the site of the former home of Charles Fleischmann, is home to the state's largest Ginkgo tree and an evergreen maze. The Fleischmann mausoleum is in Section 20.

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Website: [ohiogroundprotection.com](http://ohiogroundprotection.com)

## Ohio Cemetery Association

Centerville Office  
219 Webbshaw Drive  
Centerville, Ohio 45458

(937) 885-0283 (Phone)  
[jburrowes@cemeterydata.com](mailto:jburrowes@cemeterydata.com)

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