



July 2019 | Volume 9 | Issue 3
 Publication of the Ohio Cemetery Association

President's Message

Make your plans now to attend the upcoming OCA Annual Convention Aug 5 - 7. This convention provides a learning opportunity for those of us tasked with the responsibility of caring for our nation's dead and the family and friends who cared for them. This is a great time to share (and sometimes commiserate) our experiences with many of the challenges of cemetery operations.



On the legislative front, there was a last minute concern about language that was being introduced by the OFDA that would effectively give the Board of Embalmers oversight over any organization selling or providing "...funeral goods and services..." We felt this would have inappropriately placed cemeteries under the rule and oversight of the State of Ohio Board of Embalmers. We were able to provide testimony in opposition of this language and have it removed from the budget amendment.

Here is some useful information you can pass on to your families regarding Medicaid Spend Down rules. For example, did you know: In addition to being able to pre-arrange for the funeral and burial items for the person trying to qualify for Medicaid and their spouse, it is also allowed to pre-pay for the burial items of other extended family.

"Burial Space for Immediate Family Members... Those items include the following: grave, crypt space, mausoleum space, casket, vault, urn, urn vault, monument or marker, opening and closing services, and perpetual care services.

As far as who qualifies as an "immediate family member" under Medicaid regulations, burial space purchases may be made for the following relatives of the Medicaid applicant: parents, minor or adult children (including adoptive and step-children), siblings (including adoptive and step-siblings), and the spouses of immediate family members."

Kirk Roberts, OCA President
 Family Service Director
 American Cemetery Services LLP
 Roberts Funeral Homes Inc.

Masthead image by Union Township, Mt. Moriah Cemetery - Cincinnati.

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Upcoming Events

Annual Convention	August 5, 6, 7, 2019
Hilton Garden Inn	Miamisburg
Golf Outing	The Golf Course At Yankee Trace
Field Day	Calvary Cemetery Dayton
Fall Maintenance -TBA	



Calendar of Events

Annual Convention

August 5, 6, 7, 2019

Hilton Garden Inn
Miamisburg
Golf Outing
The Golf Course At Yankee Trace
Field Day
Calvary Cemetery - Dayton

Fall Maintenance

TBA

More info on the Fall Maintenance will be available shortly.

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ANNUAL CONVENTION/TRADE SHOW/FIELD DAY

AUGUST 5, 6 7th

MONDAY - AUGUST 5TH - GOLF OUTING-THE GOLF CLUB AT YANKEE TRACE

SOCIAL HOUR/VISIT WITH SUPPLIERS

TUESDAY-AUGUST 6TH - SESSIONS AT HOTEL

FIELD DAY - LUNCH AT CALVARY CEMETERY – DAYTON

SOCIAL HOUR/DINNER WITH SUPPLIERS

WEDNESDAY-AUGUST 7TH SESSIONS AT HOTEL

LUNCH WITH SUPPLIERS

SEE FULL AGENDA IN THIS ISSUE –

REGISTRATION FORMS CAN BE FOUND ON THE OCA WEBSITE.

<https://ohiocemeteryassociation.com>

ANNUAL CONVENTION/FIELD DAY & TRADE SHOW

AUGUST 5-6-7, 2019

Hilton Garden Inn- Miamisburg, OH



AGENDA



MONDAY AUGUST 5

- | | | |
|-----------|--|--------------|
| 8:30 | Golf Outing - The Golf Club at Yankee Trace – 10000 Yankee Street- Centerville, OH | |
| | Welcome and warm up | |
| 2:00 | Supplier Set up - | Salons B-C-D |
| 4:00 | OCA Board Meeting – Hilton Garden Inn Library | |
| 6:00-7:00 | Social Hour/Hors de ourves with Suppliers - Golf Awards | Salons B-C-D |
| | Dinner on your own | |

TUESDAY AUGUST 6

All sessions in Salons B-C-D unless noted otherwise

- | | | |
|-------------|---|--|
| 7:00-8:30 | Registration and Breakfast | |
| 8:30-9:00 | Welcome and Announcements; Supplier Introductions | |
| 9:00-9:45 | Keynote Session - HEADSTONE CLEANING AND RESTORATION
Angie Hoschouer – Woodland Cemetery – Dayton
Misti Spillman – Reviving Cemeteries LLC | |
| 10:30-11:00 | Break with Suppliers | |
| 11:00 | Business Meeting – Legislative Update with Timothy C. Long – OCA Legal Counsel | |
| 11:45 | Calvary Cemetery Scott Wright – Calvary Cemetery | |
| 12:00 | Leave for Lunch and Field Day | |

For GPS directions use:
1625 Calvary Avenue – Dayton, OH 45409

FIELD DAY AT CALVARY CEMETERY

- | | | |
|-------|---|--|
| 12:30 | Lunch | |
| | Welcome to Calvary - Supplier Introductions | |
| | EQUIPMENT DEMONSTRATIONS/CONTESTS | |
| | Return to Hilton Garden Inn for rest and relaxation | |

TUESDAY AUGUST 6 - Evening

- | | | |
|-----------|--|--|
| 6:00-7:00 | Social Hour with Suppliers | |
| 7:00-8:00 | Buffet Dinner | |
| 8:30- | Entertainment - TRIVIA NIGHT with Cincinnati Circus | |

WEDNESDAY AUGUST 7

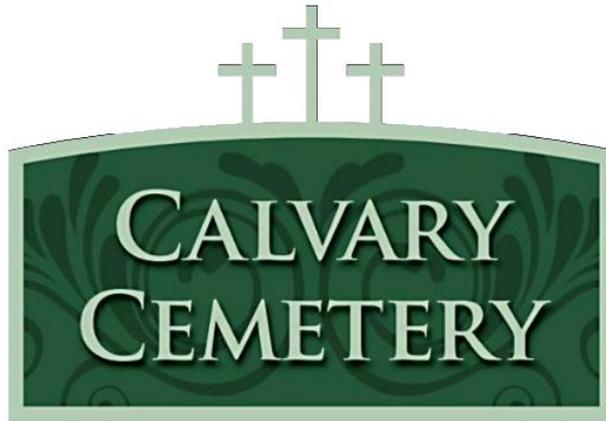
- 7:00-8:30 Registration and Breakfast
- 8:30-8:45 Announcements
- 8:45-9:30 **BREAKOUT SESSIONS**
- ADMINISTRATION – “HR FUNDAMENTALS”**
Tom Hrlavi – HR on Call, Inc.
- TOWNSHIP – “CEMETERY GRANT PROGRAM”**
Laura Monick- Section Chief - Ohio Dept. of Commerce,
Div. of Real Estate & Professional Licensing
- 9:40:10:25 **BREAKOUT SESSIONS**
- ADMINISTRATION – “DEALING WITH DIFFERENT GENERATIONS IN THE WORKPLACE”**
Tom Hrlavi – HR on Call, Inc.
- TOWNSHIP – “WATER, INNOVATION”**
CASE STUDY-WOODLAND CEMETERY –NY
Mike Veney – Manager of Environmental Issues - Davey Tree Expert Co.
- 10:25-11:00 **Break with Suppliers**
- 11:10-11:45 **BREAKOUT SESSIONS**
- ADMINISTRATION – “CEMETERY DATA – ARE WE REALLY SECURE?”**
Roundtable Discussion
Marilyn Brandt – Lake View Cemetery – Cleveland
- TOWNSHIP – TOWNSHIP RULES**
- 12:00-1:00 Lunch
- 1:00-1:45 **BREAKOUT SESSIONS**
- SALES/CUSTOMER RELATIONS - “AFTERCARE”**
Linda Jankowski – Dir. Of Business Development - webcemeteries.com
- PROPERTY/OPERATIONS – “WATER”**
CASE STUDY
Lake View Cemetery-Cleveland
James Zwack – Vice President & General Manager - Davey Institute
Marilyn Brandt – Lake View Cemetery – Cleveland
- 1:45-2:30 **BREAKOUT SESSIONS**
- SALES/CUSTOMER RELATIONS –“ EFFECTIVE ARRANGEMENTS CONFERENCE”**
Kirk Roberts – Roberts Group, OCA President
- PROPERTY/OPERATIONS “TREES THAT WILL THRIVE IN OHIO”**
Dave Greesley – Director of Horticulture -Spring Grove Cemetery
- 2:30-3:15 **BREAKOUT SESSIONS**
- SALES/CUSTOMER RELATIONS “THE END OF BUSINESS AS USUAL: MANAGING YOUR ONLINE PRESENCE WITH INTENTION”**
Peggy Friedhoff – Always On Communication
- PROPERTY/OPERATIONS**
Mark Morton
The Cemetery Conservators for United Standards
- 3:15-3:30 **ANNOUNCEMENTS AND CONCLUSION**

Ag20190715

Cemetery Spotlight

OCA ANNUAL CONVENTION FIELD DAY

TUESDAY - AUGUST 6, 2019



Creating Community & Celebrating Lifetimes



Overlooking the Miami River, Carillon Park and the stunning skyline of Dayton, Ohio you will find one of the most beautiful and peaceful sites in Ohio's Miami Valley... Calvary Cemetery. Situated on 200 rolling acres, our Historic Cemetery is located in the southern part of the city bordering the suburbs of Kettering, Oakwood and Moraine. Our land comprises one of the largest green spaces in all of Dayton and Montgomery Counties.

AGENDA

THIS EVENT IS DESIGNED FOR ALL SUPPLIERS. WE WANT YOU TO HAVE THE OPPORTUNITY TO DISPLAY YOUR PRODUCTS AND SERVICES TO THE CONVENTION ATTENDEES. THE ENTIRE AFTERNOON AFTER LUNCH WILL BE DEVOTED TO YOU.

**12:45 WELCOME – RICK MEADE (CALVARY CEMETERY)
LUNCH/SUPPLIER INTRODUCTIONS**

**1:45 EQUIPMENT DEMONSTRATIONS/CONTESTS
PRIZES & CONCLUSION**



Cemetery Spotlight

History of Calvary Cemetery – Dayton



WHEN DAYTON WAS YOUNG

When Dayton was founded in 1796, Catholic families started to make their way up the Miami River from Cincinnati to settle here. By 1833, there were three parishes, German, Gaelic and English speaking, enough to establish a plot of sanctified ground in the middle of the rapidly growing town. This first Catholic cemetery was called St. Henry's.



DAYTON BECOMES A CROWDED CITY

As German, Irish, Polish, Hungarian, Italian and Lithuanian immigrants flooded into the Miami Valley during the 1840's, Dayton's Catholic community swelled and spilled over into the surrounding neighborhoods, creating new parishes and more need for burial ground. The epidemics that came with the 1850's and the tragic deaths of so many in the Civil War in the 1860's filled St. Henry's remaining space. Now landlocked by a city grown up around it, St. Henry's had no room to expand. The population continued to grow and finally in 1872, Calvary Cemetery was established on 100 acres of southern countryside, adding 100 more in later years. Calvary Cemetery was ideally located at the highest vantage point of the city and adjacent to the canal which was Dayton's main thoroughfare at that time. (The canal is now South Dixie Boulevard).



ST. HENRY'S AND CALVARY COME TOGETHER

As the twentieth century drew near, Trustees of St. Henry's realized the value of consolidating their grounds with Calvary. Over a twenty year period, the burial plots of St. Henry's were carefully moved to new sites within Calvary. During this process, some of the earliest graves could no longer be identified from their markers and family and church records could not be found. For this group of faithful departed a special place of re-interment was created. On All Souls Day, 1902, St. Henry's Chapel was dedicated on this site.



CALVARY CEMETERY TODAY

Much has changed in the world since 1872; Calvary Cemetery retains the traditions of Catholic burial on sanctified ground as its core mission. The Church has evolved to allow cremations and interment of non Catholics within the Cemetery, and Calvary has welcomed these changes. New areas of the grounds are developed to reflect them. More than 80,000 graves are here. Only half of the usable space of 200 acres is occupied. The Trustees of the Calvary Cemetery Association continue to guide the operating principles of the organization with perpetual care of the grounds as the top priority.



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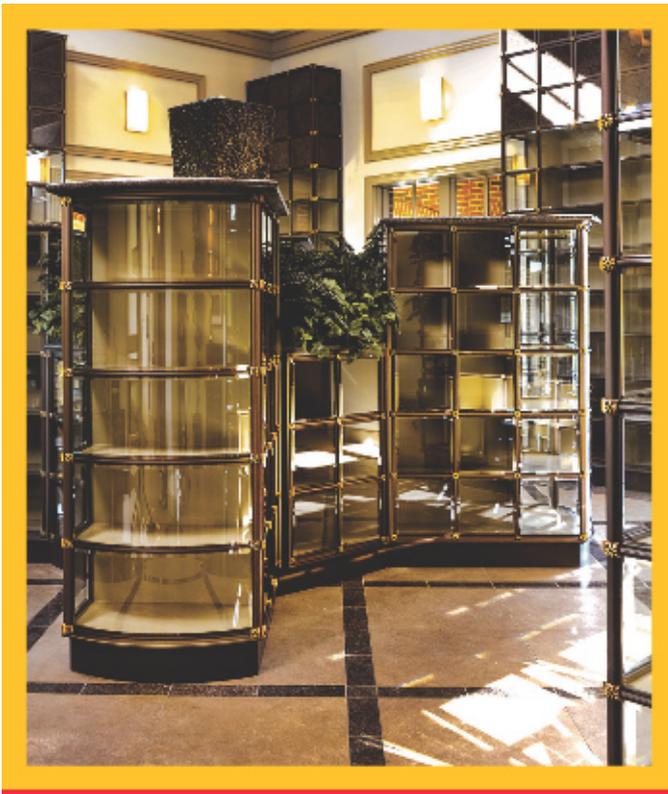
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