

THE NEW JERSEY STATE BOARD OF MORTUARY SCIENCE
124 HALSEY STREET, NEWARK NJ, 07101
HUDSON ROOM, 6th FLOOR
9:30 A.M., TUESDAY, JANUARY 5, 2016
<http://www.state.nj.us/lps/ca/nonmed.htm#mort7>

OPEN SESSION MEETING MINUTES

ATTENDANCE

James J. Marrocco, President
Thomas M. Keiser, Jr., Secretary
Charles F. Bechtold
Thomas E. Day
Garrett C. Jones
Curtis S. Macysyn (Public Member)
Bayode Olabisi (Public Member)
John Radzieta Sr.
Lloyd Wimberg

ABSENT

Anthony J. Papavero Jr.

ALSO ATTENDING

Quin Archer, Executive Director
Khaled Madin, Executive Director
Meaghan Goulding, Deputy Attorney General
Sabrina Dwight, Administrative Assistant
Cynthia Khalil, Principal Clerk Transcriber

APPROVAL OF MINUTES

New Jersey State Board of Mortuary Science Open Minutes for December 1, 2015. On motion made by Mr. Wimberg, seconded by Mr. Olabisi, the Board voted to accept the minutes as read. All voted in favor of the motion.

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EXECUTIVE DIRECTOR'S REPORT

Ms. Archer reported that the total number of complaints received in December are eight (8) and the total for 2015 are sixty (60).

Ms. Archer reported that the next regular Board meeting has been scheduled for Tuesday, February 2, 2016, in the Hudson Conference Room, 6th floor.

Ms. Archer reported that the next Jurisprudence Examination is scheduled to be held on February 19, 2016 at the Mercer County Community College in Trenton, New Jersey.

Ms. Archer reported that **54** Wall certificates will be issued to candidates who were licensed from October 22, 2014 to December 9, 2015.

INTERN REGISTRATIONS

Jared Baskerville, Cheega Funeral Home
Jeremy Golden, Michalski Funeral Home
Christopher Hassan, Carl Miller Funeral Home
Rebecca Kruger, Douglas R. Loikith Funeral Service
Hiram Lopez, Par-Troy Funeral Home
Amin Muhammad, Carl Miller Funeral Home
Amanda Pontone, McCriskin-Gustafson Home for Funerals
Arianna Rule, Bloomfield Cooper Jewish Chapel

Intern registration for 2015: 74

This was for the Board's information only.

NEW LICENSEES

Tyrell Carillo Sr.	Licensed by Credentials
Matthew J. Freeman	Licensed by Application
Kaila M. Kugler	Licensed by Application

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Jeffrey P. Lambert Licensed by Application
Matthew V. Marini Licensed by Application
Michael W. Murnane Licensed by Credentials
Anthony J. Pagano Licensed by Application
OpalLise Thrush Licensed by Application

Licensed by Application for 2015: 34 Licensed by Credentials for 2015: 7

This was for the Board's information only.

NEW INSTALLATIONS

Michael Hegarty & John Vincent Scalia Home for Funerals & Cremation Service, Old Bridge, Mgr., Cecilia Scalia

All Faith Cremation Service, LLC, West New York, Mgr., Daniel Simone Jr.

Beaugard-Mc Knight Funeral Home, River Edge, Mgr., David Mc Knight

New Installation for 2015: 47

This was for the Board's information only.

CONTINUING EDUCATION

(Approved courses are found on the state website www.njconsumeraffairs.gov/mort under the licensee tab)

A) National Funeral Directors Association: Jackie Lindberg

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|---|------------|
| 1) What to Say and What to Do: Critical Ways to.....(webinar) | 1hr |
| 2) At the Intersection of Profit & Service: The.....(webinar) | 1hr |
| 3) Embalming Risk Management (webinar) | 1hr |

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B) Hospice Foundation of America: Kristen Nanjundaram

- 1) Managing Conflict/Finding Meaning-Supporting.....(nationwide) **2.5hrs**

C) National Funeral Directors Association: Jackie Lindberg

- 1) Leading the Conversation: How to Connect with.....(webinar) **1hr**
2) NFDA Certified Crematory Operator Program (3/16/16) **2hrs**
3) Marketing Cremation for Profitability (webinar) **1hr**

D) National Funeral Directors Association: Jackie Lindberg

(Additional information provided to Chairman Bechtold)

- 1) 9 Powerful Practices of Really Great Bosses (open) **0hrs**
2) 9 Powerful Practices of Really Great Mentors (open) **0hrs**
3) Powerful Practices of Really Great Teams (open) **0hrs**
4) A Cemetery Should Be Forever (open) **8hrs**
5) The Customer Rules: 39 Essential Rules for..... (open) **8hrs**
6) Educating The Families You Serve.....(open) **6hrs**
7) Ethics in Funeral Service (open) **6hrs**
8) Funeral Service Psychology and Counseling (open) **6hrs**
9) The Good Funeral: Death, Grief and the.....(open) **8hrs**
10) Reverence for the Dead (open) **6hrs**
11) The Speed of Trust: The One Thing That Changes.....(open) **8hrs**
12) 30 + Innovative Price List Offerings (open) **2hrs**
13) 2015 Annual All-Staff Training With the FTC.....(open) **4hrs**
14) Advanced Cremation Arranging (open) **4hrs**
15) Bridging the Gap between the FH & Hospice.....(open) **2hrs**
16) The Art of Facial Construction.....(open) **4hrs**
17) Beyond Price- Your Guide to Mastering.....(open) **2hrs**
18) Breathing Life Into Funeral Home Marketing.....(open) **2hrs**
19) Communication Skills For Connecting with.....(open) **2hrs**
20) Creating Loyalty and Lifelong Memories..... (open) **4hrs**
21) Cremation Liability Issues for Crematories.....(open) **1hrs**
22) Effective Community Outreach on a Budget (open) **2hrs**
23) Effective Social Media For Your Funeral Home....(open) **2hrs**

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24) Embalming Difficult Cases: Donor Cases (open)	10hrs
25) Embalming Risk Management (open)	2hrs
26) Focus on Preneed: Spend Downs, Contracts and....(open)	2hrs
27) FTC Compliance: Handling the General Price List (open)	4hrs
28) Funeral Directors are Poor Business People:.....(open)	2hrs
29) Hospice and Funeral Service: From One Set of.....(open)	2hrs
30) How Green Practices Benefit Your Business (open)	4hrs
31) Inbound Marketing: The Future of Funeral Home.....(open)	2hrs
32) It's Only a Matter of Time: Are You Ready for.....(open)	2hrs
33) Keys to Effectively Resolve Family Complaints.....(open)	2hrs
34) Making Cremation Profitable (open)	2hrs
35) Opening a Crematory: What You Need to Know.....(open)	0hrs
36) Parasite vs. Plunderer: Family Business Succession.....(open)	0hrs
37) The Removal: Professional Solutions For Challenging.....(open)	2hrs
38) Safeguarding Your Funeral Home from Cremation.....(open)	2hrs
39) Taking Your Funeral Home to the Next Stage of.....(open)	0hrs
40) Understanding the Veteran and the Grieving.....(open)	2.5hrs
41) What they Didn't Cover in Mortuary School.....(open)	2hrs

E) Lester Venella:

1) Arrangement Conference- Part 1 (various)	1hr
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F) National Funeral Directors Association: Jackie Lindberg

(Additional information provided to Chairman Bechtold)

1) Communicable Disease: Safeguarding the Funeral.....(open)	2hrs
2) Communicable Disease: What Every Funeral Home.....(open)	3hrs
3) Conflict Management for Funeral Directors:.....(open)	4hrs
4) Deathcare Marketing: 25 FAQs (open)	6hrs
5) Embalming Perspective & Paradigms.....(open)	6hrs
6) Embalming Risk Management (open)	2hrs
7) Embalming the Obese Case (open)	3hrs
8) Five Ways to Improve Prep Room Ventilation.....(open)	2hrs
9) Funeral Service Ethics (open)	2hrs

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10) Marketing a Funeral Home for Long.....(open)	3hrs
11) Offering Funeral Packages in Compliance.....(open)	2hrs
12) Personnel Management in Funeral Service (open)	0hrs
13) Professional Ethics in Funeral Service: NFDA's.....(open)	1hr
14) Serving Hispanic Families (open)	4hrs
15) The Funeral: A Chance to Touch, A Chance.....(open)	4hrs
16) Understanding a Child's Grief Insights.....(open)	3hrs
17) Understanding and Creating Exceptional.....(open)	3hrs
18) Understanding and Managing Grief (open)	6hrs
19) Understanding the Practice of the FTC.....(open)	3hrs
20) What to Do When Families Say "No....."(open)	2hrs

G) International Order of the Golden Rule: Jessica Smith

1) All You Need to Know to Reach Your Families.....(2/11/16)	1hr
2) Maintaining Quality & Productive Personnel (3/8/16)	0hr
3) Do's and Don't: A Closer Look at Prep Room Safety (4/7/16)	1hr

H) Cremation Association of North America: Jennifer Head

1) Crematory Operations Certification Program (various)	3hrs
2) Cremation Symposium (2/3-4/16)	10.5hrs

The committee reported that section C) National Funeral Directors Association, number 2 was approved for 2 hours only; section D) National Funeral Directors Association, numbers 1, 2, 3, 4, 35, 36, and 39 were not approved; number 16 should read "The Art of Facial Construction" and was approved for 4 hours; number 21 was approved for 1 hour only; section F) National Funeral Directors Association, number 12 was not approved, number 9 and 13 was approved for credit under N.J.A.C. 13:36-10.6, but cannot be applied to N.J.A.C. 13:36-10.3(b)2 requiring three hours of in-person attendance for ethics and law courses; section G) International Order of the Golden Rule, number 2 was not approved; section H) Cremation Association of North America, number 1 was approved for 3 hours only. On motion made by Mr. Wimberg, seconded by Mr. Radzieta, the Board voted to accept the committee report as read. All voted in favor of the motion.

CORRESPONDENCE

Mark Samuel Ross, informed the Board that he erroneously answered in the negative, when completing the registration renewal, regarding the manufacture or sale of vaults. This was for the Board's information only.

Alicia Kartanowiz, is requesting permission for intern Arianne Rule to do her embalming at the McCracken Funeral Home, due to the fact that the Bloomfield Cooper Jewish Chapels does not perform embalming at their facility. On motion made by Mr. Bechtold, seconded by Mr. Wimberg, the Board determined to approve her request. All voted in favor of the motion.

Vaughn Greene, who has been licensed in Pennsylvania for four years, is requesting permission to enter into New Jersey based on his thirty years of funeral experience in the State of Maryland. On motion made by Mr. Keiser, seconded by Mr. Bechtold, the Board determined that additional information is needed and to table this matter. All voted in favor of the motion.

Jeff Vander Plaat, is requesting instruction on how to disclose on the Statement of Funeral Goods and Services Selected Form, charging fees associated with accepting credit cards. The Board determined to table this matter until the next monthly meeting.

Intern applicant Michael Lehansky is requesting that the Board would accept his credits from the Coast Guard Institute. On motion made by Mr. Bechtold, seconded by Mr. Olabisi, the Board determined to grant the internship but advise him that he might have to go back to school to obtain the additional 60 credits. All voted in favor of the motion.

OPEN DISCIPLINARY MATTERS

#15-42 Frederick Whiteley III, submitted a letter with the hopes that the Board would reconsider the excessive penalty of \$5,000.00 for the violation of N.J.A.C.13:36-5.12(I). On motion made by Mr. Wimberg, seconded by Mr. Olabisi, the Board determined to go into executive session for discussion. All voted in favor of the motion. On motion made by Mr. Radzieta, seconded by Mr. Day, the Board determined to go back into open session. All voted in favor of the motion. On motion made by Mr. Bechtold, seconded by Mr. Jones, the Board determined to reduce the penalty to \$2,500.00 and to remind Mr. Whiteley that the case previous letter was not a no cause for action but a letter of advisement and any future violations could result in being a fine up to \$10,000. All voted in favor of the motion.

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PUBLIC COMMENTS

Adam S. Guziejewski, New Jersey State Funeral Directors Association wanted to know if there is any additional information on this matter and in the past the fines were smaller. Also he wanted to know if there is anyway that the association can offer anything before the Board offer any insight.

EXECUTIVE SESSION - 10:30 A.M. On motion made by Mr. Radzieta, seconded by Mr. Wimberg, the Board voted to go into executive session to discuss consumer complaints and/or conduct investigative inquiries. The results of these deliberations will be made known if the Board determines disciplinary or other law enforcement action is necessary. If the Board determines to issue uniform penalty letters, that action will be taken in public session immediately after the executive session.

Respectfully submitted,

Thomas M. Keiser, Jr.,
Secretary

Dated