

42nd Annual Public Affairs Seminar
NEW YORK STATE ASSOCIATION OF CEMETERIES
May 6 – 7, 2019 - The Desmond, Albany, New York

Cemetery / Organization _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____ Fax _____
 Email _____

Names of Those Attending:

First Name	Last Name	Nickname
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____

Registration*:

All-Inclusive Two Day Registration (Includes all meals and reception)	_____ @ \$275.00
Two Day Registration (Does not include Monday lunch)	_____ @ \$240.00
Spouse or Guest Two Day Registration (Does not include Monday lunch)	_____ @ \$90.00
* Monday Lunch Buffet – Additional Charge	_____ @ \$35.00
Monday Program Only (Lunch, dinner and reception not included)	_____ @ \$85.00
Monday Program with Dinner and Reception (Does not include Monday lunch)	_____ @ \$150.00
Tuesday Morning Program Only (Includes breakfast)	_____ @ \$95.00

** 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 submitted with your conference registration.*

Sponsorships are available:

\$500.00 \$ _____
 Other amount \$ _____

As a sponsor, your company's name will be included in the agenda distributed at the seminar, as well as prominently displayed at the cocktail reception. In addition, your company will be publicly acknowledged at the opening of all formal sessions.

First Time Attendee Discount: First time attendees of the Public Affairs Seminar can take \$50.00 off their total seminar registration.

(Valid for Two Day Registrations only). **TOTAL \$** _____

Please return seminar registration by **May 1, 2019** to:
 New York State Association of Cemeteries,
 111 Washington Avenue, Suite 501 Albany, New York 12210
 Phone: (518) 434-1134 | Fax: (518) 427-0452

Please make checks payable to New York State Association of Cemeteries.

Registration will not be refunded unless NYSAC is notified 48 hours prior to the conference.

Cemetery Operations or Administration Questions

Please write questions below or email Calum d'Oelsnitz at cjd@fwc-law.com.

The Desmond
 660 Albany Shaker Road, Albany, NY 12211
 800-448-3500

NEW YORK STATE ASSOCIATION OF CEMETERIES
May 6 – 7, 2019

Guaranteed Reservation ID: **"ZZS"**
 Please send reservations for shared rooms at the same time.

Room Rate: \$147.00/night

***Room rate includes complimentary internet and parking. Valet Parking not available.**

A credit card is required to guarantee your reservation. **Please be sure to provide the NYSAC Group ID "ZZS" when making your reservation.** The hotel room rates are subject to applicable state and local taxes (currently 14%) in affect at time of check-out. Please bring your completed tax-exempt form and a corporate form of payment. Your personal credit card may not be used as a valid method of payment with a corporate tax-exempt form.

Check-in: 4:00 p.m.
 Early check-in is not guaranteed.

Check-out: 12:00 p.m.
 Luggage storage is available if needed.

Cancellation Policy: *Guests may cancel up to 24 hours prior to check in without being charged. Should you fail to arrive or cancel after this 24 hour period, you will be charged for the above rate plus the 14% state and local taxes.*

Hotel Room Guarantee Cut-off Date:
Monday, April 22, 2019

Reservations can still be made the same way as stated above after this date if the hotel still has availability.

518-869-8100
 OR
www.desmondhotelsalbany.com

All hotel rooms must be booked individually and hotel reservations are not included in the conference registration fees.

Directions:

From the South or from the West:

Take the New York State Thruway to Exit 24. After toll booths, take the Adirondack Northway (I-87) North to Exit 4 (Albany Airport exit). At the end of the ramp, go left on Wolf Road. At next traffic light, go left on Albany-Shaker Road. You will pass under the highway; do not get back on I-87 south. Rather, proceed straight through the intersection, and prepare to make a left turn. The Desmond is the first building on your left, set back from the road.

From the North:

Take the Adirondack Northway (I-87) to Exit 4, "Albany Airport/Wolf Road". On ramp, bear to the right. At end of ramp, there is a traffic light. Go left onto Old Wolf Road. At the next traffic light go right onto Albany-Shaker Road and take an immediate left into our parking lot.

From the East:

Take the Mass Turnpike West to Exit B1. "I-90 Albany West". Remain on I-90 West for 15-20 miles; you will see downtown Albany to your left about midway through the trek. Stay on I-90 until you see signs for "Saratoga Springs North". Exit I-90 and enter the Northway I-87 heading NORTH towards Saratoga Springs/Montreal. Exit at Exit 4 (Albany Airport exit). At bottom of ramp go left onto Wolf Road. At next traffic light, go left onto Albany-Shaker Road. You will pass under the highway; do not get back on I-87 south. Rather, proceed straight through the intersection, and prepare to make a left-hand turn. The Desmond is the first building on your left, set back from the road.

Albany, New York

The Desmond

May 6-7, 2019

42nd Annual Public Affairs Seminar



-welcome-

Dear Members of the New York State Association of Cemeteries:

We are pleased to announce that the New York State Association of Cemeteries (NYSAC) will be holding our 42nd Annual Public Affairs Seminar in Albany, New York. This informative two-day program will be held at The Desmond Hotel Albany on Monday, May 6, 2019 and Tuesday, May 7, 2019.

Exciting times are upon the Association. There are a number of actions being taken by NYSAC's Board to enhance your membership experience and the value of your service in the cemetery industry. We look forward to welcoming you to Albany to learn more about these opportunities and to provide you with valuable tools to enable you to be even more effective and efficient in your role as a cemetarian.

As you can see from the enclosed schedule, we have another exciting program planned this year. On Monday morning, a meeting of the New York State Cemetery Board will take place where you will be able to witness your regulators in action and ask them questions. You will also have an opportunity later in the day to hear a report from the Director of the New York State Division of Cemeteries, Lewis Polishook.

During the two-day event, we will provide opportunities to hear about ways in which challenges for cemeteries of all sizes can be addressed, as well as discussions on New York State regulations, industry accounting practices and important legal compliance issues. We will also interact with NYSAC's association representatives who are our agents working on your behalf in our Albany office.

We look forward to a report by NYSAC's Government & Legal Affairs Committee as they update attendees on current legislative and legal issues that affect cemeteries of all sizes across the state. The Association has a significant number of public policy proposals they are advocating for in 2019. This will be an excellent opportunity for you to ask questions and learn how you can become a part of this effort.

This great program is a mixture of excellent presentations which will provide new and effective tools to address your daily challenges. You will find this event offers great opportunities to network in a comfortable social setting to learn from and share with your colleagues.

I very much look forward to the opportunity to meet you at this great event.

Very truly yours,

Steven G. Sloane

Steven Sloane
Seminar Chairman



FIRST TIME ATTENDEE DISCOUNT:
First time attendees of the Public Affairs Seminar can take \$50.00 off their 2 day seminar registration.

May 6-7, 2019
The Desmond
Albany, New York

42nd Annual Public Affairs Seminar



New York State
Association of Cemeteries
111 Washington Avenue, Suite 501
Albany, New York 12210

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First-Class Mail
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-schedule-

Monday, May 6, 2019

Registration	9:00 am – 5:00 pm
9:00 am	Government & Legal Affairs Committee Meeting (Committee Members only)
10:00 am	New York State Cemetery Board Meeting (All invited)
11:30 am	Buffet Lunch (Optional, must register separately)
1:00 pm	Welcome & Opening Remarks
1:05 pm	<i>Is the Cemetery Dead?</i> - David Sloane, Phd. Professor, USC
2:00 pm	<i>Turning Negative to Positive</i> - Stu Irwin, Biondani Break
2:45 pm	Break
3:15 pm	<i>Accounting and your Cemetery – What's New</i> - Alexander K. Buchholz, CPA, MBA, CGMA, PKF O'Connor Davies, LLP
3:45 pm	<i>Contractual Liability, Risk Transfer and NY Labor Law Claims</i> - Steven G. Marshall, Arthur J Gallagher
4:15 pm	New York State Division of Cemeteries Report
4:45 pm	Government & Legal Affairs Report
6:00 pm	Cocktail Reception & Dinner

Tuesday, May 7, 2019

7:00 am	Breakfast Buffet
9:00 am	<i>Sexual Harassment Policy</i> - Stephen J. Macri, Ogletree Deakins
9:45 am	<i>Ask the Cemetarian Part I</i>
10:15 am	Break
10:45 am	<i>Ask the Cemetarian Part II</i>
11:45 am	Close of Seminar
12:00 pm	Board of Directors Meeting (Board Members Only)

This year, the 42nd Annual Public Affairs Seminar will include discussion by multiple panels. Topics will include legal compliance, accounting principles, insurance and risk management, and will once again feature the ever popular "Ask the Cemetarian". Do you have a question or concern about cemetery law or fiscal responsibility? Would you like a professional opinion from an attorney, accountant, insurance agent or fellow member of NYSAC? Take advantage of this unique opportunity and forward any specific questions along with your registration form or e-mail them to cjd@fvc-law.com no later than May 1, 2019 to allow ample time for our experts to research your questions or concerns.