



MICHIGAN CEMETERY ASSOCIATION WOLVERINE

January 2005



Can You Hear Me Now?

**Register today...MCA Winter Conference...
Marriott Hotel, East Lansing**



Can you hear me now? Just in case you can't, we are pleased to present Dr. Arnold G. Abrams, Ph.D. as our keynote speaker at the 2005 MCA winter conference.

Appropriately, our conference theme is "communication," and our plan is for you to walk away from this interactive workshop with first hand knowledge of how you can achieve **"Communicating With Results."** Dr. Abrams will work with us to assure we have no failure to communicate...or breakdowns in communications. We will learn how to gain and maintain attention, establish rapport with customers and co-workers, and improve our listening skills... So please don't delay, register today!



MCA Winter CONFERENCE COMMITTEE :

Larry Merkle

Roselawn Memorial Park
734.242.2475

and

David Zielinski

St. Hedwig Cemetery
313.562.0940

"This conference is specific to the cemetery industry and will provide us with a better understanding of the issues and challenges in our businesses."

Larry and David

Conference Registration:

Please contact Barbara Bisbee
Phone: 810.694.4101

The MCA winter conference committee, Larry Merkle and David Zielinski, are pleased to offer you and your company the opportunity to be a part of this comprehensive conference... "We have it all...education, industry suppliers with products on display, up-to-date legislative updates from Governmental Consultant Services, Inc., and guest legislators, cutting edge news from the state cemetery commissioner, dining, and fellowship, all in the heart of East Lansing.

Hurry and register today for the MCA winter conference February 8-9, 2005! Marriott Hotel Room Registration deadline is January 8th!

Welcome "New" MCA Members:

Arborcrest Cemetery, Ann Arbor: Brenden Lapert

Catholic Diocese of Lansing: Gerald Rice

Summerfield LLC:

Clayton Smart, Wade Reynolds and John Lemons

F.Y.I.

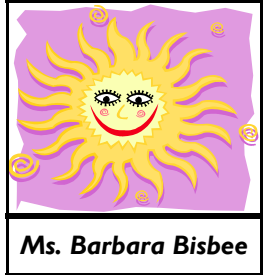
New department name: The Family Independent Agency (FIA) will become the **Department of Human Services (DHS)** on Jan. 30th.

MCA Summer Conference: July 12, 13, 2005 at Shanty Creek Resort. Mark your calendar!

MCA Member Profiles...

Barbara Bisbee, your Michigan Cemetery Association Secretary/Treasurer, is a busy lady! On November 1, 2004, she assumed the responsibility of "cemetery manager" for the Fenton Corporations Forever Care Cemeteries. Barbara oversees five cemeteries, and as many as 20 employees in the City of Fenton, which include: Crestwood Cemetery, Love-dale Cemetery, Tyrone Memorial Gardens, Woodlawn Cemetery and Dawn Cemetery.

Ms. Bisbee's career began in 1979 as a bookkeeper for Fenton Memorial & Vaults, Inc. The corporation had purchased their first cemetery in 1971 and in 1990 she began her cemetery career when land was purchased in northern Livingston County to develop a new cemetery, Tyrone Memory Gardens.

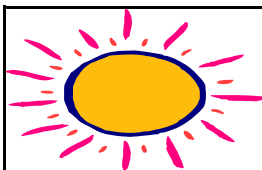


As Barb reflects on her career, she highlights the valuable business experience she gained with her participation in the creation and implementation process of developing a new cemetery. Barb said, "I learned the specific details of community zoning issues, as well as the many facets of state regulatory requirements. It was extremely interesting and a great benefit to me professionally to learn first-hand about business management and Michigan's legal system."

Fenton Corporation's, Fenton Cemetery Service, is contracted by the City of Fenton to sell graves and Barb is the contractor representative. "This cemetery is in my hometown and I get to work with families I've known for years. This is where I learned about the cemetery business. My sisters and brothers used to mow this 40 acre cemetery by hand." Bisbee has taken her duty one step further and is developing a database for the city's cemetery records. She notes, "As the records date from 1872, it is not a simple matter of computer entry. The entire cemetery had to be mapped by hand and missing grave numbers had to be determined by placed markers. It's been two years and is still ongoing, but it's all in a days work!"

And, at the end of the day when her service to her community is complete, Barbara heads home to her two children, Lainie, 20, a junior at Grand Valley State University, and 18 year old Brett, who is a freshman at Mott Community College.

Be sure to take a minute to say, "Hi" to Barb at the MCA winter conference!



The MCA is pleased to welcome our newest member, **Clayton Smart** of Summerfield LLC. Mr. Smart's engineering education has led him to a hugely successful career in the oil, gas, and drilling business. Born in Oklahoma, Clayton graduated from East Central University, OK, with a B.S. in math and chemistry. He began his profession as a drilling mud engineer and chemical sales engineer at the National Lead Baroid Division in OK and TX from '64-'67. His duties included supervising mud control on wells ranging from 500' to 25000' in depth both onshore and offshore primarily in the area of trouble shooting and well control.

Clayton continued his career path working as the engineer, executive, founder/owner of several businesses... *El Paso Natural Gas Company*—District Production Engineer; *O.F. Warren Drilling Company*— VP and CEO; *Smart Drilling Company*— CEO, COO and President; *Pilgrim Drilling Company*— President and partial Owner; *Indian Nation Energy Company*— Owner and President to present.

Over the past ten years, Mr. Smart has also engaged his expertise as a consultant to help companies and individuals raise capital for businesses in several municipalities in OK by utilizing various governmental agencies and private sources. He has reviewed funding available from various Indian Tribes for prospective projects in OK, as well.

Smart's military career spanned 30 years in the National Guard and Army Reserve program with assignments as commander of a company, battalion, and brigade type units. He enlisted as a private and worked his way up to the rank of Colonel at the time of his retirement. His level of command required him to be familiar with all government regulations concerning their budget and the development of the budget and proper utilization of funds according to the regulations.

Clayton's business background has led him to the purchase of the Summerfield LLC and another opportunity to showcase his astute business skills in the cemetery industry. *Welcome Clayton Smart!*

Legislative Update:

By Brett Henderson and Don Van Singel —Governmental Consultant Services, Inc. (GCSI)

Legislature wraps up busy 2003-2004 Session: Considers more than one dozen bills dealing with various cemetery issues.

GCSI/MCA Lobbyists Brett Henderson and Don VanSingel were still standing watch outside the House of Representatives Chamber when the final vote of the 2003-2004 Session of the Michigan Legislature was taken around 10 p.m. on Thursday, December 9, 2004. This two-year session saw the introduction of more than one dozen separate pieces of legislation – 14 bills -- dealing with Michigan cemeteries, that resulted in the adoption of seven new public acts. After the long, hard fought battle over Senate Bills 512 and 513, legislative awareness and interest in cemetery issues never waned.

In this uncertain era of term limits, it remains vital that the GCSI/MCA team remain connected and active in the political process. There will be 38 additional new members of the House of Representatives beginning their first terms in January 2005. This means at the beginning of the 2005 session, 89 out of 110 House members will have two years or less experience, including the new Speaker of the House Craig DeRoche (R-Nov) and new House Majority Floor Leader Chris Ward (R-Brighton).

Compounding the loss of experienced Legislators is the loss of key MCA advocate Representative Charles LaSata and House Commerce Committee Chairman Clark Bisbee. The GCSI/MCA team met with Rep LaSata and his successor Representative-elect John Proos (R-St. Joseph) to enlist Rep. Proos in continuing to fight the good fight on our behalf. GCSI also began the process of building strong relationships with the incoming House Leadership and the rest of new House Members as far back as the Spring of 2004, and is well positioned to hit the ground running in 2005, on your behalf. The 2005-2006 Legislative Session is shaping up to be very active and interesting as the Michigan Senate and the Governor begin to prepare for re-election campaigns in 2006. With essentially all of Lansing starting to focus on key elections in just two short years, the potential for another MFDA attack is very real.

In this uncertain era of term limits, it remains vital that the GCSI/MCA team remain connected and active in the political process.

Happy New Year!!



UCM PAC 2005

Your political efforts to ensure and promote the concerns of independent cemeteries in Lansing is critical. Your contributions to the UCM PAC and efforts to develop relationships with our elected leaders have an impact. As you can well understand, with new legislators arriving in Lansing, it is imperative that we do all we can to elect people who are educated and supportive of our industry. We hope you can assist us in advocating our cause.

Remember, a business person who says, "I have no interest in politics is like a drowning man who says he has no interest in water!"

Please take the time to complete the UCM PAC contribution form and mail it today! Thank you for your support and dedication to our industry.

Your **United Cemeteries of Michigan Political Action Committee** dollars are hard at work addressing issues of critical importance to our industry.

Enclosed is my personal check made out to UCM-PAC to improve and protect Michigan's cemetery business climate. Please use my contribution to help elect pro-business candidates. I understand corporate checks are prohibited.

Yes, I want my Pro-Business Vote to Count! \$250 \$100 \$50

Please mail your UCM-PAC check to: Michigan Memorial Park
Attention: Barbara Heston—P.O. Box 610, Flat Rock, MI 48134

State law requires that we obtain the following information.

Name _____
Address _____
City, State, Zip Code _____
Employer _____

Thank you for your contribution. Contributions to UCMPAC are not tax deductible as business expenses or charitable contributions.



Michigan Cemetery Association

Executive Office
2020 E. Hill Road
Fenton, MI 48439

Phone: 810.694.4101
Fax: 810.694.9481

**REGISTER TODAY FOR THE
MCA WINTER CONFERENCE.**

MCA Website
is under construction.
Check us out soon!

MCA Board of Directors

President: Gerri Sutherland

Michigan Memorial Park
Flat Rock
734.783.1278

First Vice President - Bert Edquist

Mission Hills Memorial Park
Niles
269.683.8333

Second Vice-President - Tom Habitz

Glen Eden Memorial Park
Livonia
248.477.4460

Secretary-Treasurer: Barbara Bisbee

Crestwood Cemetery
Grand Blanc
810.694.4101

Legislative Chair/Past President - Mike Butts

Meadowview Memorial Gardens
Davison
810.653.2196

Past - President - David Krall

White Chapel Memorial Association
Troy
248.362.7693

Past- President - David Zielinski

St. Hedwig Cemetery
Dearborn Heights
313.562.0940

Directors:

Curt Clemens

Blythfield Memory Gardens & Mausoleum
Grand Rapids
616.363.9272

Ken Groya

Director, Diocese of Saginaw Catholic Cemeteries
Saginaw
989.797.6627

Leonard Krawczyk

Hillcrest Memorial Gardens
989.725.5322

Larry Merkle

Roselawn Memorial Park
734.242.2475

Chancey Miller

Elmwood Cemetery
Detroit
313.567.3453

Wolverine staff:

Cindy Schnetzler
United Cemeteries of Michigan
517.484.6064

*Happy
New
Year!*

