

GEORGIA GEMS | SECOND QUARTER | JUNE 2024

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GIA

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Tony Cruz, President JWR Jewelers

2024 Convention



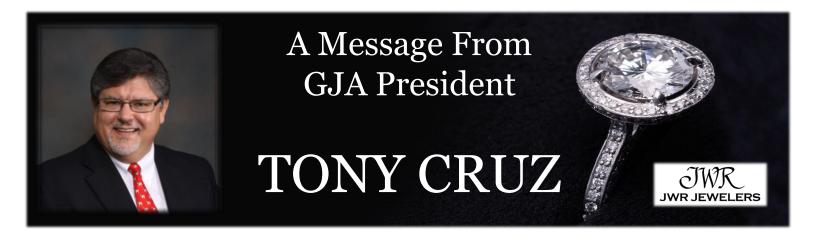
SAVE THE DATE

JCK Trade Show in Las Vegas, NV	May31st-June 3rd
The Atlanta Jewelry Show at Cobb Galleria	August 24th-26th
2024 Scholarship Deadline	June 30th
Dr. James Shigley Speaks in Atlanta	August 25th
GJA Board Meeting	August 25th



PUBLICATION & DISTRIBUTION

Georgia Gems is owned and operated by the Georgia Jewelers Association, an association not for profit, headquartered in Georgia. Each edition is mailed out over 200 members plus other individuals and companies who support the association.



June 4, 2024

Dear Georgia Jewelers and Jewelry Vendors,

Georgia Jewelers Association has a new Executive Director, Janie Churchey. Janie was unanimously voted in at our 2024 Convention. She is hitting the ground running. She brings 3 generations of experience from the vendor, manufacturing, and trade shop segments of our industry. She has a background in accounting and business management that will serve her well as GJA continues to grow. Please look for Janie at the Atlanta Show in August and welcome her aboard.

I want to take this time to thank Ivy Doss for the time she spent as our Executive Director. I have rarely seen her when she did not have a smile on her face in addition to the many tasks of being our Executive Director. She officially ended her tenure in October of 2023. She unselfishly agreed to stay on until we found her replacement and continued to keep the GJA running. She was able to get out several issues of our newsletter, our Annual Directory, and organized our Annual Convention while serving as a temporary Executive Director. Ivy thank you for your unselfish devotion to Georgia Jewelers. We will miss you and your energy.

Under our new Executive Director, we look to grow our membership, services and promote a strong ethical heritage in our industry. Our work continues every month of the year. Have a great summer and remember: We are here to serve our customers and provide them with the best service and merchandise.

Tony Cruz, President GJA

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MARCH 15-18, 2024 Friday > Saturday > Sunday > Monday

2024 CONVENTION HIGHLIGHTS

Georgia Jewelers Association 2024 Annual Convention was a success! Held in the serenity of Jekyll Island's natural beaches, Georgia jewelers enjoyed a weekend of networking, learning, swimming, golf, and fun with fellow members of the Georgia Jewelers Association.

Our expert speakers are one of the most important benefits of your GJA membership. They keep members up to date with valuable industry knowledge, trends, and provide expert advice we can use in the day-to-day operations of our stores. This year, Jeff Koch from Bulova, entertained us with an enlightening minicourse on watches and provided our jewelers with an extensive look into one of the least understood items in our showcases. Gary Roskin, with the American Gem Society, provided helpful information to our members about the history, creation, identification, and current trends in lab diamonds. Georgia Jewelers Association would like to thank our expert speakers for sharing their valuable expertise with our convention

Georgia Jewelers Charity auction was a major success in 2024. We were able to raise more than \$6,000 dollars for our Jewelers for Children charity. Stark Harbour, of Assured Partners and Jewelers Mutual, entertained our audience while auctioning off jewelry, handbags, bourbon, UGA paraphernalia, pottery, and variety of other items to help the children. Allan Cagle, of Brilliant Elements, put in an impressive effort in both donations and fundraising showcasing his fundraising skills not just to our members, but bringing in donations from people all over Jekyll Island over the weekend. Renee and Steve Singer of Start-to-finish located in Birmingham, AL, donated some well-crafted pieces that kept the momentum going in our auction. Georgia Jewelers Association wants to thank everyone involved in this year's auction for efforts put forth in raising money for a worthy cause.

Our Jewelry Design Contest finished our weekend fun with a bang! We got to see some great designs and this year's awards were well-deserved. The designers at David Douglas Diamonds & Jewelry in Marietta, GA continue to impress us with a variety of designs from multiple designers. Art Jewelers in Woodstock, GA also showcased their latest designs continuing their reputation as a leader in jewelry design in the State of Georgia. Kim Thaxton, from Spencer's Jeweler's in Athens, GA, won over the judges with her innovative patterns and use of gold. Kim was awarded Jeweler's Choice Award for unique designs in multiple categories. Georgia Jewelers Association would like to thank Christine Thornton-Randall of Thornton's Jewelry in Athens, GA for organizing the design contest and thank all the entrants and judges involved, for their time and efforts which made this year's design contest a success.

As always, the best part of the convention was the fun and laughter we shared and the new business connections that were made. From new introductions in the hospitality sweet, to friendly competitions for charity, Georgia Jewelers Association 2024 Annual Convention was memorable weekend that will not soon be forgotten.



Running, owning, or just working in a jewelry store is more than providing a product and service for our customers. Products and sales are a major portion of our chosen profession and require a significant amount of our energy and resources to be successful. But this is not all that jewelers should be concerned about. Here is a small sampling of topics that we should pay attention to:

- 1. Laboratory Grown Diamonds (LGD)
- 2. Environmental Marketing Claims
- 3. Russian Diamond Sanctions
- 4. Surge of Crime Against Jewelers
- 5. LGDs have been around for several years. During that time our industry has gone from not accepting them to now including them in our product mix. LGDs have their own issues that we need to consider. First, are they here to stay? The industry experts, pundits, and statistics say yes. From 2020 to February 2023 LGDs grew from 13.7% to 46.6% of the market. That means that natural diamonds have gone from 86.3% down to 53.4%. (Gemguide July/August 2023) LGDs in bridal have grown even faster, especial for 2 carat engagement rings. In February 2023 it was 48% of the market.

As an example of how LGDs are becoming a major part of the diamond retail products, Walmart went deeper into this category during the 2023 holiday season. They increased their core jewelry product line by 80 styles in wedding categories, rings, bracelets, necklaces, earrings and more. Walmart is taking advantage of the decline in mined diamonds and the increase in LGD jewelry. They are simply trying to "give their customers what they want at a low price". As stated by Walmart's vice president of jewelry and accessories, Michelle Gill, the expansion of the labgrown diamond collection stays true to the retailer's mission of offering high quality pieces at affordable prices with style ranging from \$78 to \$698. She highlighted that a key style is a 1.5 carat solitaire lab-grown diamond ring set in 10-karat gold that retails for \$698. (Article appearing in the Jewelers Board of Trade Weekly online publication.)

Will the price continue to drop? Probably. Currently the price for an LGD is about 95% of RAP which is about

85% below the price of naturals. If there is room for prices to go down, they will. Note that they have dropped from 60% to 70% in just 3.5 years.

How can we describe and advertise LGDs? This is where knowledge of FTC guidelines is helpful. CFR Title 16, Chapter 1 Part B Section 23.12(a) defines a diamond as

> A diamond is a mineral consisting essentially of pure carbon crystallized in the isometric system. It is found in many colors. Its hardness is 10; its specific gravity is approximately 3.52l and it has a refractive index of 2.42.

If the word diamond is used without a qualifier for a material that does not meet this description, it is unfair and deceptive, thus illegal. Can you use the word diamond for LDG without any qualifier? After all it meets the definition. The answer is "No". Section 23.25 makes it illegal to do so without a qualifier such as laboratory grown, manufactured, 23.25(c) states:

It is unfair or deceptive to use the word "laboratory-grown," "laboratorycreated," "[manufacturer name]-created," "synthetic," or other word or phrase of like meaning with the name of any natural stone to describe any industry product unless such product has essentially the same optical, physical, and chemical properties as the stone named.

A violation can occur during the presentation, online descriptions, sales receipt descriptions, signage, or advertising. The reason is that the consumer may be misled into thinking the diamond is mined.

2. What if you want to share the environmental benefits of LGDs?

If you do, follow two basic principles that will keep you in compliance with the FTC Green Guides.: 1) You must have a reasonable basis for any environmental benefit claims; and 2) You must qualify your claims adequately to avoid deception. Therefore, you should avoid the term "environmentally friendly". It is highly unlikely that you can substantiate all reasonable interpretations of this claim. If you are going to promote "green" benefits, qualify a general claim by giving specific reasons why your product has environmental benefits. See Section 264.4 of the FTC Green Guides for examples that are appropriate.

3. Russian Diamond Sanctions

After Russia's invasion of Ukraine, the US's Treasurer's Office of Foreign Assets Control (OFAC) issued sanctions on Alrosa, a partial owned diamond mining and distributing company of the Russian Federation, pursuant to Executive Order 14024. The sanctions make it illegal for US firms to directly or indirectly purchase rough or polished diamond from Alrosa or any company in which it holds a 50% stake or higher. How does this impact the retailer? If a retailer sells goods that are under the sanctions, it could face penalties or blocked goods if the retailer does not stop. What should a retailer do? Since our industry is built on trust and relationships between suppliers and end users, begin by asking your suppliers, "Am I sourcing Alrosa diamonds?" Even dealing with companies that seem to fit the loopholes of dealing in Russian diamond goods that are cut in other countries could result in secondary sanctions. The recommendation is to pursue the least risky choice of telling your suppliers that you no longer want to sell Russian diamonds.

4. Surge of Crime Against Jewelers

It seems as if every week we receive bulletins from Jewelers Mutual about a robbery, smash and grab, or attack on a jewelry store or its owners and employees. Guidelines for our safety are given and should be followed. Show only one item at a time. Have a safety word to alert others of a potential threat. Do not resist if you are held at gunpoint or some other type of weapon. Keep the floor occupied with employees, especially near the front of the showroom. Keep the cases locked.

All these tips and more should be followed. But what else is being done? Recently the Jewelers of America Political Action Committee went to Capitol Hill to meet with legislatures to discuss several issues, including implementing measures to reduce crime. During this meeting, several of the committee members shared personal accounts and stressed that this issue threatens jeweler's security and livelihood. Several of the legislatures that the committee met with were actively pushing for stronger measures to fight crime. One legislator, Rep. Young Kim (R, CA-40) sponsored the "Improving the Federal Response to Organized Retail Crime Act of 2023". This is only one of several bills that were introduced earlier in 2023. Please support these bills by contacting your representative and encouraging them to vote on these and similar bills that would protect our industry.

Whether you sell LGDs, or have access to Russian diamonds, or have been or know of a colleague involved in a criminal incident or attack, be aware and informed of the issues. Hopefully, the issues discussed will encourage you to become involved and more importantly, aware of the current topics which we encounter in our industry. Many other issues may face our industry on the local, state, and federal level cannot be addressed here due to limited space. If you want to discuss an issue facing our industry, contact an officer or board member of the Georgia Jewelers Association, and they will be happy to talk to you about it and perhaps help in addressing the issue through our Association.

GJA GEM SPOTLIGHT

Spencer's Jewelers Celebrates its 80th Anniversary!



Our beloved Spencer's Jewelers in Athens, GA is celebrating its 80th anniversary this year. Jewel and Eva Spencer originally joined the jewelry business in 1944 when they apprenticed under two New England jewelers who moved to Athens from Maine. Since then, Spencer's has grown into a local favorite amongst Athens natives. The Spencer family's reputation for honesty, trust, and high ethical standards have propelled their store to the forefront of locally owned businesses.

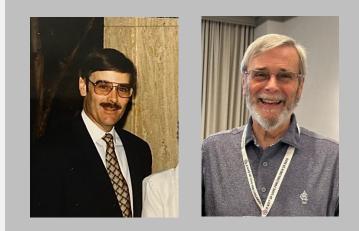
Bill and Anne Spencer, the current owners of Spencer's Jewelers, have continued the family tradition of providing the highest quality jewelry for their customers and community. Patrons of the store recognize the commitment to customer service that the Spencer family provides and choose to show their appreciation by returning again and again.

In 2005, Bill and Anne's son, Chris Spencer, started managing the store full-time. Chris grew up in Athens and is a familiar face in the local community. Chris Spencer is a member of the GJA Executive Board and is active in raising money for the Jewelers for Children charity by helping organize, and participating in, our annual Golf Tournament and Poker Fundraiser. Chris was our 2024 Poker champ and a member of the winning golf team at this year's convention.

Chris' sister, Kim Thaxton, has recently followed in the family footsteps by joining the team as Spencer's official jewelry designer and social media specialist. Kim's jewelry won First Place, Best in Show, and Jeweler's Choice Award in our 2024 Jewelry Design Contest. Kim is quickly making a name for herself as one of the best jewelry designers in the State of Georgia. Georgia Jewelers Association would also like to recognize official store greeter Champ, the Spencer family dog. Champ is almost always present to greet Spencer's returning customers with excitement and a warm welcome that continues to illicit smiles from loyal customers throughout the years.

In honor of their 80th anniversary, Spencer's Jewelers is having a sale on the high-quality pieces they have in their showcases. Stop by their location at 3553 Atlanta Highway, in Athens, Georgia, to congratulate the family on 80 years of success in the jewelry industry.

WISHING A HAPPY RETIREMENT TO MIKE FALLAIZE



After years of service to jewelers across the State of Georgia, one of our well-loved members is retiring. Mike Fallaize has been insuring Georgia jewelry stores for nearly 50 years. Over the years, he has been a loyal sponsor, board member, and friend.

Mike and his wife, Beth, have been staples at our annual convention and shows since the seventies. He has been active in our annual golf tournaments and dedicated many hours to our organization. Beth has donated her pottery to our auction fundraisers and many members have her artwork decorating our homes. Mike's contagious smile has welcomed generations of Georgia jewelers to conventions and shows since 1976. He and Beth have been trusted colleagues and loyal friends.

Georgia Jewelers Association would like to thank Mike Fallaize for decades of loyal service and wish him a happy retirement.

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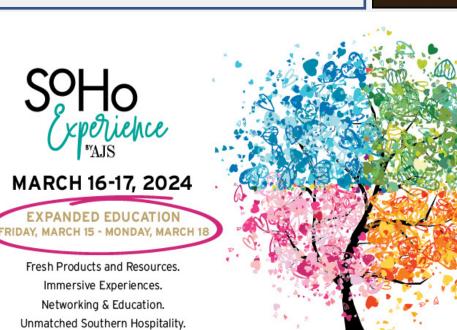
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2024 Johnny Johnson Design Contest

Our annual jewelry design contest has always been the highlight of our convention. Named after our former Georgia Jeweler's Association member, Johnny Johnson, it showcases the latest trends and features the newest spins on classic jewelry design. This year's entrants were no exception to the inspirational legacy of our past designers.



IST PLACE CATEGORY IA DAVID MEADOWS ist Place Category 2A Diego Hunter David Douglas in Marietta, GA



IST PLACE CATEGORY IB LAURA TEASLEY ART JEWELERS IN WOODSTOCK



IST PLACE CATEGORY 3 KIMBERLY THAXTON SPENCER'S JEWELERS IN ATHENS



2024 Jeweler's Choice Kimberly Thaxton Spencer's Jewelers in Athens



2024 BEST OF SHOW KIMBERLY THAXTON Spencer's Jewelers in Athens





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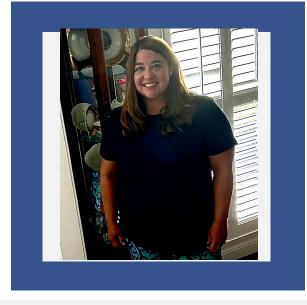
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New Faces and New Names



Georgia Jewelers Association has a new Executive Director

Hello Georgia Jewelers,

My name is Janie Churchey. It has been a pleasure meeting many of you already and I'm looking forward to getting started in my new role as Executive Director of GJA. I'm the youngest daughter of Steve and Mary Jane MacLeod who have been active Georgia Jewelers members throughout their lives. My family has been in the jewelry business since just after World War II when my grandfather, Harry MacLeod, came home from fighting on the beaches of Iwo Jima to start a career in the jewelry business. His first store was N.S. Company located on Peachtree Street in Atlanta, GA, but later moved to its current location in Tucker, GA. My father, Steve MacLeod, began working for the family business after college in the early 1970's. I currently work at W.S. MacLeod & Co. as a bookkeeper and manage much of the office work in our family jewelry manufacturing company.

As your new Executive Director, I hope to increase the value of your membership. With the help of our board members, I plan to put an extreme focus on advertising and networking for your business. You will hear from me often through phone calls, email, and newsletters like this one. The success of Georgia Jewelers Association depends on the success of its members. Do not be surprised if you find me recommending your services to customers across the state.

Pleasure to meet you,

Janie Churchey

GJA CONTACT INFORMATION WILL BE CHANGING IN MAY 2024. CONTACT GJA AT:

Georgia Jewelers Association Attn: Janie Churchey, Executive Director

> P.O. Box 5 Tucker, GA 30085 (770) 827-1149

SarahJChurchey@gmail.com You are welcome to call or email any time.

Thank you, Ivy!



Our Executive Director, Ivy Doss, has decided to say goodbye to her position with Georgia Jeweler's Association. Over the past three years Ivy has brought a warm welcome to our new members and served GJA well. Her cheerful attitude and smiling face will be missed by our members.

Ivy has spent countless hours serving the GJA through emails, phone calls, travel, and planning of our annual conventions. Georgia Jewler's Association would like to wish Ivy the best of luck as she enjoys traveling to and from her daughters' college events.

We will stay in touch and look forward to seeing her at The Atlanta Jewelry Show in August 2024.

Thank you, Ivy!

Saturday, 8/25, 1:00 pm – 2:00 pm

SJTA Conference Classroom - AJS Show Floor **Natural Diamonds: Characteristics & Origin to Help Educate the Consumer**

Dr. Shigley, Distinguished Research Fellow at GIA in Carlsbad, California, and a renowned diamond expert, will speak about the story of natural diamonds and what an incredible mineral diamond is. Drawing on GIA's extensive scientific research into natural diamonds, Dr. Shigley will share impactful, memorable, and relatable diamond information that can help educate consumers on the unique characteristics of natural diamonds.

Sunday 8/25, 9:30 am - 10:30 am

AGS Guilds & GIA Alumni Collective, Georgia Chapter with Dr. Shigley Room 104

Origin Determination: Colored Stones and Diamonds

Colored stones form in the earth's crust in various igneous and metamorphic rocks; these geologic environments give rise to the distinctive gemological features which often allow for an origin determination. In contrast, diamonds form much deeper in the earth and are only rarely brought to the surface by magma eruptions. While diamonds may retain a "signature" of their mantle formation environment, they provide no evidence of where they came to the surface or where they were recovered. Join Dr. James Shigley as he discusses how origin determination can be made for select colored stones, and why a similar determination calls cannot be made for diamonds.



Dr. James Shigley is a distinguished research fellow at the Gemological Institute of America (GIA) in Carlsbad, California, where he helps direct GIA's research activities on the identification of gemstones and has ongoing research interests in the natural environments of gem mineral formation as well as the characterization of gem materials.

Prior to joining GIA in 1982, he studied geology as an undergraduate at the University of California Berkeley and later received his doctorate in geology from Stanford University. Dr. Shigley is the author of more than 180 articles on diamonds and other gemstones and is a well-known speaker on gemological topics to both professional and general audiences.

His contributions have earned industry recognition, including AGA's Antonio Bonnano Award for Excellence in Gemology (2007); the Richard T. Liddicoat Award for Distinguished Achievement, GIA's highest honor, for his many contributions to gemological research and the Institute's mission (2019); and the American Gem Society's Robert M. Shipley Award for his significant contribution to the science of gemology (2021).



Georgia Jewelers Association

May 10, 2024

Dear Georgia Jeweler,

Georgia Jewelers Association is pleased to announce the offering of our annual John W. Reed Memorial Scholarship and Bill Rosenfeld Memorial Scholarship. We think one of the best benefits of your GJA membership is the opportunity to win one of our scholarships. This year we will offer \$500 scholarships for which all members (both owners and their employees) may apply. Furthering one's education is always valuable, and GJA would like to assist its members in ensuring that our member stores keep advancing their skills and abilities.

The scholarships may be used for GIA, AGS, and other related educational programs within the industry. They may be used for distance and on-site courses and labs. The scholarship committee will meet before the August Atlanta Jewelry Show which will be the weekend of August 25, 2024. We will announce the winners of this year's scholarship at our Sunday morning board meeting. If you sent an application earlier this year, you may re-apply now because the scholarships were not awarded at the convention as they have been traditionally. Please read the Rules and Guidelines carefully and follow all directions on the forms. The only place where the applicant's name or the store's name should appear is on Page One of the application. Page Two of the application, the applicant's letter talking about themselves and why they are applying, and the employer's letter, should not have any way to identify the store. This is to make the selection process completely fair to all applicants.

Scholarship applicants are not required to attend the board meeting, but we invite and encourage you to join us in August. The AGS Guild meeting will follow the GJA Board Meeting and Dr. James Shigley from GIA is the speaker.

Scholarship winners are limited to one per store per year, and scholarships should be used within the following 12 months. Please see the enclosed application and guidelines and be sure to send your applications to the address listed below by June 30, 2024. If you have questions or need help, call me at 706-291-8811 or email fgkjewelers@earthlink.net .

Regards,

Jan Fergerson, Scholarship Chair

Mail Application to: John W. Reed Memorial Scholarship Bill Rosenfeld Memorial Scholarship Attn: Janie Churchey Executive Director P.O. Box 5 Tucker, GA 30085 770-827-1149



Georgia Jewelers Association

John W. Reed Memorial Scholarship and Bill Rosenfeld Memorial Scholarship

2024 Rules and Guidelines

- 1. Applicants must work full time for a member store in good standing with the GJA.
- 2. Applicants may only apply through a member store under their recommendation.
- 3. Applicants may apply only once a year.
- 4. Applicants must have a minimum of two years' experience in the jewelry profession.
- 5. Applicants should be at least 18 years of age.
- 6. Applicants may use GJA scholarship funds for courses through AGS or GIA master jeweler, gemology courses, or other approved jewelry training facilities.
- 7. Applicants may not use GJA scholarship funds for courses in which they are already enrolled.
- 8. Scholarship funds will be paid to GIA, AGS or other jewelry training facilities directly by GJA on the student's behalf.
- 9. Funding will be limited to \$500.00 per scholarship.
- 10. Only one application and applicant per store each year.
- 11. Store must be member of GJA for minimum of one year to be eligible to apply.
- 12. A letter of recommendation from the store owner or manager must accompany the application requesting the scholarship.
- 13. A letter from the applicant must accompany the application requesting the scholarship.
- 14. Applicants must begin their course within 12 months of receiving a scholarship from G.J.A.
- 15. Applications should be mailed to the GJA office.

John W. Reed Memorial Scholarship Bill Rosenfeld Memorial Scholarship Attn: Janie Churchey, Executive Director P.O. Box 5 Tucker, GA 30085 Page 1 of 2

Georgia Jewelers Association John W. Reed Memorial Scholarship Bill Rosenfeld Memorial Scholarship Application 2024

Member Store Information			
Member Store Name	City		
Store Owner	Store Phone		
Personal Information			
Applicant's Full Name	Birth date	//	
Home Address:			
Street	City	Zip	
Personal Phone	Personal email		
Applicant's Signature	Date		
GJA Member Signature	Date		
—Please give this application & your letter to your employer for submission— PLEASE NOTE**** THIS IS THE ONLY PAGE THAT SHOULD HAVE ANY WAY TO IDENTIFY YOU, YOUR STORE OR YOUR CITY. THE COMMITTEE WILL USE A "BLIND" PROCESS TO SELECT SCHOLARSHIP WINNERS.			
Date received by GJA office:	Blind Code	_	
Completed Application	Applicant Letter Employer let	ter	

Mail Application to: John W. Reed Memorial Scholarship Bill Rosenfeld Memorial Scholarship Attn: Janie Churchey, Executive Director P.O. Box 5 Tucker, GA 30085

Page 2 of 2

PLEASE DO NOT PUT YOUR STORE NAME, YOUR EMPLOYERS' NAME, YOUR CITY OR ANYTHING ELSE THAT WOULD IDENTIFY WHO YOU ARE AND WHERE YOU WORK ANY WHERE EXCEPT THE FIRST PAGE WHERE REQUESTED.

APPLICATIONS WILL BE REVIEWED "BLINDLY" BY THE GJA 2024 SCHOLARSHIP COMMITTEE.

Personal Information

High School Grade Level Completed College Year(s) Completed
Degree Marital Status Number of Dependents Military Service Years Discharge Years
Are you currently enrolled in any GIA, AGS or other jewelry related courses at this time?
GIA AGS Other (please name)
What GIA, AGS or other bench jewelers accredited courses have you completed?
Work Experience
Length of time with current employer (GJA member store) Full Time Part Time
List your current duties and responsibilities and any experience that may be related.
Which GIA or AGS courses would you like to take with this scholarship?
Reason you are applying for this scholarship.
A letter from the applicant must accompany this application. The letter should state why you want this scholarship, what goals you have set for yourself, how you would benefit and how it would benefit the GJA member store and the industry. ***** IN THE LETTER FROM THE APPLICANT, DO NOT GIVE YOUR NAME, STORE NAME, CITY OR ANY OTHER SPECIFIC INFORMATION THAT WOULD IDENTIFY YOU OR YOUR EMPLOYER.
Date Reviewed: Decision: Signed
Mail Application to:

Mail Application to: John W. Reed Memorial Scholarship Bill Rosenfeld Memorial Scholarship Attn: Janie Churchey, Executive Director P.O. Box 5 Tucker, GA 30085

2023-2024 BOARD OF DIRECTORS

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(954) 325-7868 (706) 850-5296 (770) 332-6399 (229) 382-5345 (912) 876-6036 Jeff Elliott India Rows Brenda Smith John Falotico Tom Hill Our Deadline for Scholarship Applications is June 30,2024. Please Include all Requested Items with your Application

Don't Forget to Secure your Advertising Spot in our Annual Yearbook and Directory Before July 20th 2024. Please Send all Ads by Mail or Email Before July 30th 2024



Georgia Jewelers Association P.O. Box 5 Tucker, GA 30085

