

## Supervisors Report September 2, 2020

By Darin Edmonds

SPACES										
ITEM	MOUNT PISGAH	BETHLEHEM	E.R.	FOUR MILE	KINTZ	ROZET	SAVAGETON	WRIGHT	TOTALS	REVENUE
YTD 2019	78	0	0	0	0	2	0	2	82	\$10,300.00
YTD 2020	69	0	0	0	0	1	0	6	76	\$21,025.00
AUGUST 2019	3	0	0	0	0	2	0	0	5	\$5,500.00
AUGUST 2020	8	0	0	0	0	0	0	0	8	\$3,100.00

SPACES SOLD AUGUST 2020		
QUANTITY	LOT PRICE	TOTAL
1	\$100.00	\$100.00
3	\$200.00	\$600.00
2	\$400.00	\$800.00
2	\$800.00	\$1,600.00
<b>TOTAL:</b>		<b>\$3,100.00</b>

BURIALS									
ITEM	MOUNT PISGAH	BETHLEHEM	E.R.	FOUR MILE	KINTZ	ROZET	SAVAGETON	WRIGHT	TOTALS
YTD 2019	90	1	0	0	0	3	0	0	94
YTD 2020	72	0	0	0	0	1	1	2	76
AUGUST 2019	9	0	0	0	0	2	0	0	11
AUGUST 2020	11	0	0	0	0	1	0	0	12

CREMATION GARDENS			
DATE	GARDEN	ITEM	REVENUE
AUGUST 2020	Inspiration Garden	3 Products Sold	\$7,400.00
	Unity Garden	1 Product Sold	\$1,200.00
		<b>August 2020 Monthly Total Items Sold:</b>	<b>4</b>
		<b>August 2020 Total Revenue:</b>	<b>\$8,600.00</b>
AUGUST 2019	Inspiration Garden	5 Products Sold	\$4,000.00
	Unity Garden	0 Products Sold	\$0.00
		<b>August 2019 Monthly Total Items Sold:</b>	<b>5</b>
		<b>August 2019 Total Revenue:</b>	<b>\$4,000.00</b>
CREMATION GARDENS TOTALS			
		YTD 2020 Total Items Sold:	20
		YTD 2020 Total Revenue:	\$28,700.00
		YTD 2019 Total Items Sold:	14
		YTD 2019 Total Revenue:	\$10,800.00

### Grounds Report

Most of the seasonal employees have left for the season. We got so much accomplished with them being able to start in April this year. A big round of applause to COVID!!! We were able to catch up on a lot of little "punch list" items that have been in the hopper for quite some time. Crack sealing, painting, flower bed maintenance, and remodeling, etc. We even got to edge a big part of the cemetery a 2<sup>nd</sup> time, which we've never been able to do. We were able to spray more weeds this year than in any year prior.

### Tree Care

Our work with Wyoming Arborscapes (Wendy Clements) is starting to show some dividends. She has begun a massive canopy cleanup that will take probably 3 summers to complete. But the areas that she's worked thus far are looking great and giving some more life to our older trees.

We did have to remove 25 trees that died over the winter, in addition to all the ones removed from Inspiration Garden. We will replant those in the spring.

Also, our tree spraying program is paying off extremely well. There is an immediate noticeable improvement in their vigor and appearance. It will be important for us to stay on top of this. We will be spraying a second application for spider mites this fall and will treat fungus and mites again in the spring. This should get us almost completely on top of the pests that have accumulated over the last 5 years. Our staff also undertook a massive canopy cleanup, raising the bottoms of the trees to provide clearance for mowers and sprinklers. They did a great job.

### **Pricing/Availability- Unity Garden Niche Wall**

As the success and acceptance of our Gardens options continue (we sold our first bench!) it is time to note that the niche wall in the Unity Garden is more than 50% sold. Prices in the Unity Garden are generally \$200 less than in the Inspiration Garden. There is no additional planned niche wall for the Unity Garden. It is probably time to consider a pricing change to that product, or garden in general. Some obvious suggestions would be to match the prices to the Inspiration Garden, whereas all the products are the same price, or remain as-is and when the wall fills up, the only choice would be niches in the Inspiration Garden. Since the gardens launched in 2016, we have sold \$130,100 worth of garden merchandise. Comparatively, we have sold \$107,475 worth of traditional cemetery property, for a total of \$237,575 since April 1, 2016.

### **Accounting Firm changes**

Toni Bell, Tami Maher, and Joanie Harwood have separated from Above The Line Accountants, and are remaining in the same building. The name of her new firm is ABC CPAs. Above the Line has assigned their contract to her firm and they will continue with our contract.

### **Buffalo Cemetery**

We spent a half day with the Buffalo Cemetery Board as they are parting ways with their long-time business director, and converting operations to an in-house model. They came to review our procedures and processes and our office methods for their consideration.

### **Veterans Monuments (Gardens)**



### **Updated Wayfinding signs in Cemetery**

### **Hay Contract Terminated**