

# Superintendents Report January 5, 2022

By Darin Edmonds

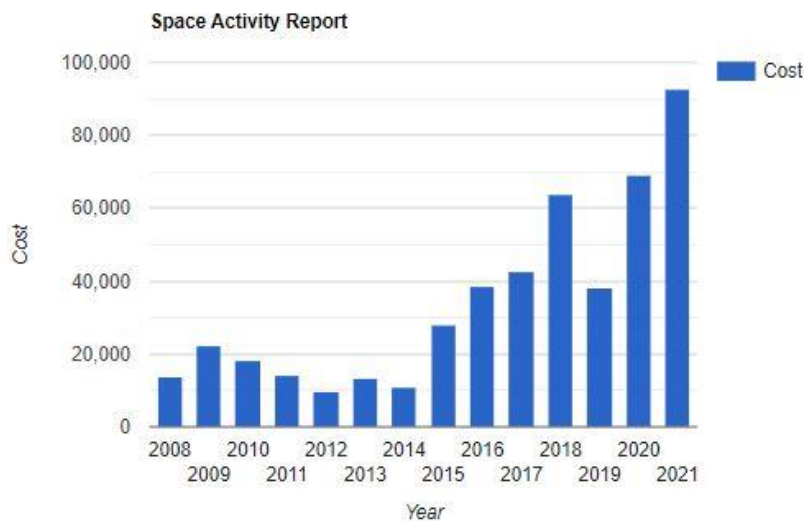
SPACES										
ITEM	MOUNT PISGAH	BETHLEHEM	E.R.	FOUR MILE	KINTZ	ROZET	SAVAGETON	WRIGHT	TOTALS	REVENUE
YTD 2020	152	1	0	0	0	1	0	7	161	\$36,650.00
YTD 2021	137	3	0	2	1	0	1	2	146	\$54,350.00
DECEMBER 2020	3	0	0	0	0	0	0	0	3	\$400.00
DECEMBER 2021	6	0	0	0	0	0	0	0	6	\$800.00

SPACES SOLD DECEMBER 2021		
QUANTITY	LOT PRICE	TOTAL
3	\$0.00	\$0.00
2	\$100.00	\$200.00
	\$200.00	\$0.00
	\$400.00	\$0.00
1	\$600.00	\$600.00
TOTAL:		\$800.00

County Burial

BURIALS										
ITEM	MOUNT PISGAH	BETHLEHEM	E.R.	FOUR MILE	KINTZ	ROZET	SAVAGETON	WRIGHT	TOTALS	
YTD 2020	123	0	0	0	0	1	1	3	128	
YTD 2021	149	3	0	1	0	2	1	0	156	
DECEMBER 2020	10	0	0	0	0	0	0	0	10	
DECEMBER 2021	16	0	0	0	0	0	0	0	16	

CREMATION GARDENS			
DATE	GARDEN	ITEM	REVENUE
DECEMBER 2021	Inspiration Garden	3 Products Sold	\$2,700.00
	Unity Garden	0 Products Sold	\$0.00
	DECEMBER 2021 Monthly Total Items Sold:		2
	DECEMBER 2021 Total Revenue:		\$2,700.00
DECEMBER 2020	Inspiration Garden	2 Products Sold	\$1,800.00
	Unity Garden	0 Products Sold	\$0.00
	DECEMBER 2020 Monthly Total Items Sold:		2
	DECEMBER 2020 Total Revenue:		\$1,800.00
<b>CREMATION GARDENS TOTALS</b>			
		YTD 2021 Total Items Sold:	29
		YTD 2021 Total Revenue:	\$40,500.00
		YTD 2020 Total Items Sold:	30
		YTD 2020 Total Revenue:	\$33,200.00

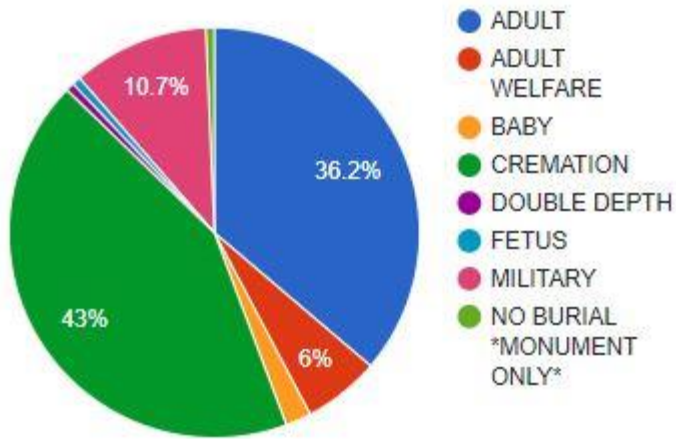


## Record Breaking Year

As you can see from the chart above, we completed 156 funerals for 2021. December ended up being one of our busiest months all year. For reference, 2020, our busiest year ever, we did 127 funerals for the whole year. What a year this was! The chart to the left, also displays the revenue we generated from space sales in 2021. Approximately, \$93,000. More than double from 2019, and significantly more than in years prior to 2015 (price increase and garden build). The chart on the next page indicates that even with the number of funerals

we're doing now, we are still holding, or slightly increasing our cremation percentage in the low 40s percent. 43% for 2021, compared to 39% for 2020. (Mt. Pisgah only. Doesn't include rural cem stats).

### Burial Activity/Management Report



### Grounds Report

Our warm weather has gone away, and we've settled into a more normal looking winter. Cold and snow. The ground has frozen and we are now thawing ground for funerals. The guys have begun our winter maintenance program for equipment, and we are occasionally experiencing difficulties in ordering and receiving parts due to supply chain issues. When weather permits, the guys will begin undecorating the holiday décor in the gardens.