

Superintendents Report August 2nd, 2023

By Darin Edmonds

SPACES											
ITEM	MOUNT PISGAH	BETHLEHEM	E.R.	FOUR MILE	KINTZ	ROZET	SAVAGETON	WRIGHT	TOTALS	REVENUE	
YTD 2022	73	0	0	0	0	0	0	0	73	\$26,125.00	
YTD 2023	90	0	0	0	0	0	0	11	101	\$21,150.00	
AUG 2022	10	0	0	0	0	0	0	0	10	\$5,000.00	
AUG 2023	17	0	0	0	0	0	0	2	19	\$5,450.00	

SPACES SOLD AUGUST 2023		
QUANTITY	LOT PRICE	TOTAL
2	\$75.00	\$150.00
9	\$100.00	\$900.00
2	\$200.00	\$400.00
1	\$400.00	\$400.00
2	\$600.00	\$1,200.00
3	\$800.00	\$2,400.00
TOTAL:		\$5,450.00

BURIALS									
ITEM	MOUNT PISGAH	BETHLEHEM	E.R.	FOUR MILE	KINTZ	ROZET	SAVAGETON	WRIGHT	TOTALS
YTD 2022	88	0	0	0	0	0	2	0	90
YTD 2023	90	1	0	1	0	0	0	1	93
AUG 2022	11	0	0	0	0	0	0	0	11
AUG 2023	11	0	0	0	0	0	0	0	11

CREMATION GARDENS			
DATE	GARDEN	ITEM	REVENUE
AUG 2023	Inspiration Garden	4 Products Sold	\$9,800.00
	Unity Garden	0 Products Sold	\$0.00
		AUG 2023 Monthly Total Items Sold:	4
		AUG 2023 Total Revenue:	\$9,800.00
AUG 2022	Inspiration Garden	7 Products Sold	\$7,000.00
	Unity Garden	1 ProductS Sold	\$800.00
		AUG 2022 Monthly Total Items Sold:	8
		AUG 2022 Total Revenue:	\$7,800.00
CREMATION GARDENS TOTALS			
		YTD 2023 Total Items Sold:	20
		YTD 2023 Total Revenue:	\$34,250.00
		YTD 2022 Total Items Sold:	23
		YTD 2022 Total Revenue:	\$43,400.00

Grounds Report

The seasonal employees are all gone. Thus, we've switched into "maintain" mode and are trying to keep up with all the work they did for us. Once they leave, we start looking forward to winter arriving! I had an excellent crew this summer, perhaps the best ever. The experiment with having a senior seasonal employee manage the grounds crew so far has paid off. We have a solid succession plan for that position and began training the heir to that position late this summer.

Record Sales

In July we tied the record for most funerals in one month. In August we set a one-week sales record of \$13,700 in one week. Our highest monthly sales record is \$16,800. It's been a busy summer! We also sold our first basalt column! It was the only cremation product in either garden that we had never sold since construction.

Lightning Strike

We had a massive lightning strike on a very old tree in the cemetery. It occurred over a weekend which is good because the damage that it inflicted could have caused serious injuries. The strike exploded tree bark and debris 150 feet away in all directions.

Audit

The accountants are closing out and compiling year-end FY2023 data for the auditors. Expected delivery to them is September 15th. I anticipate we will begin supplying them with testing data and relevant office documents around that time.

Water Magnet, Plant Health

Last summer we installed our water conditioning magnet that treats the molecular structure of our well water. I noticed immediately at the end of the summer last year that our leaf necrosis had completely disappeared. Below the top two photos from our 2011 water master plan illustrate this condition which was very widespread on every juvenile tree in the cemetery as well as some of the mature trees. In 2011 it was theorized this condition was caused by the salts and solids in our well water was binding up the water in the soil and not being available for plant uptake. This problem occurred in wet years as well as dry years. The fact that it completely disappeared in one season is suggestive that the device is working. We've also had fewer problems with dry spots in the turf, as water uptake issues would affect the grass as well. I haven't changed the watering habits at all, and the cemetery has been looking really good these last two summers. Our plant health has definitely improved. There is also noticeably less iron staining on the concrete and monuments than is typical. I asked the manufacturer about this, and because the molecules are altered, those compounds including iron are staying more in solution instead of oxidizing upon exposure to air. The magnet itself was spotlessly clean after one full year of use, so it is not grabbing and holding the iron (a problem about which I worried, given the amount of iron in our water). We used to have to water our young trees by hand at least 4 times a summer. This year, and last year, we've only watered them twice and they are thriving and exhibiting explosive growth. (see bottom three photos).

