

**Graceland Cemetery Sales
Yearly Comparison**

Month	2014	2015	2016	2017	2018	2019
January	\$19,935.00	\$31,519.00	\$26,588.00	\$17,531.00	\$23,872.00	\$23,405.00
February	\$11,660.00	\$21,103.00	\$23,686.00	\$20,222.00	\$20,440.00	\$10,435.00
March	\$33,525.00	\$32,017.00	\$16,052.00	\$30,602.00	\$37,879.01	\$24,065.00
April	\$19,905.00	\$25,944.00	\$28,656.00	\$19,062.00	\$17,713.00	\$21,530.00
May	\$19,000.00	\$25,119.00	\$22,729.00	\$26,880.00	\$31,431.00	\$17,630.00
June	\$28,855.00	\$33,912.00	\$16,185.00	\$24,842.00	\$26,020.00	\$23,735.00
July	\$0.00	\$23,782.00	\$22,122.00	\$11,717.00	\$14,796.00	\$23,355.00
August	\$29,830.00	\$18,304.00	\$18,815.00	\$32,773.99	\$22,266.00	\$17,095.00
September	\$27,785.00	\$23,335.00	\$26,559.00	\$20,037.00	\$18,357.00	\$19,920.00
October	\$23,680.00	\$23,834.00	\$25,678.00	\$28,293.00	\$24,152.00	\$21,045.00
November	\$13,555.00	\$22,390.00	\$33,664.00	\$18,162.00	\$13,134.00	
December	\$27,565.00	\$16,445.00	\$21,982.00	\$22,739.00	\$29,369.00	
Grand Total:	\$255,295.00	\$297,704.00	\$282,716.00	\$272,860.99	\$279,429.01	\$202,215.00
Through October	\$214,175.00	\$258,869.00	\$227,070.00	\$231,959.99	\$236,926.01	\$202,215.00

**Mound Cemetery Sales
Yearly Comparison**

Month	2014	2015	2016	2017	2018	2019
January	\$250.00	\$1,955.00	\$3,070.00	\$260.00	\$4,270.00	\$2,010.00
February	\$0.00	\$2,310.00	\$1,290.00	\$4,152.00	\$2,827.00	\$0.00
March	\$4,040.00	\$2,920.00	\$1,950.00	\$0.00	\$4,631.00	\$306.04
April	\$6,265.00	\$2,015.00	\$0.00	\$1,790.00	\$4,947.00	\$3,528.96
May	\$2,645.00	\$2,560.00	\$1,665.00	\$6,034.00	\$5,645.00	\$0.00
June	\$2,515.00	\$4,905.00	\$825.00	\$8,923.00	\$5,823.00	\$3,295.00
July	\$0.00	\$6,655.00	\$855.00	\$4,220.00	\$1,750.00	\$2,280.00
August	\$1,390.00	\$5,930.00	\$0.00	\$13,665.00	\$3,442.00	\$7,520.00
September	\$715.00	\$2,812.48	\$2,650.00	\$7,610.00	\$3,399.00	\$4,520.00
October	\$2,855.00	\$90.00	\$1,930.00	\$1,465.00	\$4,314.00	\$8,330.00
November	\$355.00	\$2,452.00	\$5,780.00	\$4,310.00	\$1,649.00	
December	\$5,500.00	\$1,430.00	\$0.00	\$3,250.00	\$3,921.00	
Grand Total:	\$26,530.00	\$36,034.48	\$20,015.00	\$55,679.00	\$46,618.00	\$31,790.00
Through October	\$20,675.00	\$32,152.48	\$14,235.00	\$48,119.00	\$41,048.00	\$31,790.00

**Graceland & Mound Cemetery Total Combined Sales
Yearly Comparison**

Month	2014	2015	2016	2017	2018	2019
January	\$20,185.00	\$33,474.00	\$29,658.00	\$17,791.00	\$28,142.00	\$25,415.00
February	\$11,660.00	\$23,413.00	\$24,976.00	\$24,374.00	\$23,267.00	\$10,435.00
March	\$37,565.00	\$34,937.00	\$18,002.00	\$30,602.00	\$42,510.01	\$24,371.04
April	\$26,170.00	\$27,959.00	\$28,656.00	\$20,852.00	\$22,660.00	\$25,058.96
May	\$21,645.00	\$27,679.00	\$24,394.00	\$32,914.00	\$37,076.00	\$17,630.00
June	\$31,370.00	\$38,817.00	\$17,010.00	\$33,765.00	\$31,843.00	\$27,030.00
July	\$0.00	\$30,437.00	\$22,977.00	\$15,937.00	\$16,546.00	\$25,635.00
August	\$31,220.00	\$24,234.00	\$18,815.00	\$46,438.99	\$25,708.00	\$24,615.00
September	\$28,500.00	\$26,147.48	\$29,209.00	\$27,647.00	\$21,756.00	\$24,440.00
October	\$26,535.00	\$23,924.00	\$27,608.00	\$29,758.00	\$28,466.00	\$29,375.00
November	\$13,910.00	\$24,842.00	\$39,444.00	\$22,472.00	\$14,783.00	\$0.00
December	\$33,065.00	\$17,875.00	\$21,982.00	\$25,989.00	\$33,290.00	\$0.00
Grand Total:	\$281,825.00	\$333,738.48	\$302,731.00	\$328,539.99	\$326,047.01	\$234,005.00
Through October	\$234,850.00	\$291,021.48	\$241,305.00	\$280,078.99	\$277,974.01	\$234,005.00

**Graceland Cemetery Crypt/Niche Sales
Yearly Comparison**

Month	2015	2016	2017	2018	2019	2020
January	\$900.00	\$0.00	\$6,030.00	\$15,470.00	\$1,135.00	
February	\$1,890.00	\$4,650.00	\$1,230.00	\$8,550.00	\$4,445.00	
March	\$8,990.00	\$2,640.00	\$2,920.00	\$2,100.00	\$0.00	
April	\$6,090.00	\$4,830.00	\$6,685.00	\$7,985.00	\$4,320.00	
May	\$6,885.00	\$9,500.00	\$1,755.00	\$2,200.00	\$2,110.00	
June	\$0.00	\$7,690.00	\$2,600.00	\$3,800.00	\$2,135.00	
July	\$10,580.00	\$8,100.00	\$0.00	\$1,400.00	\$0.00	
August	\$1,320.00	\$4,190.00	\$0.00	\$2,960.00	\$4,655.00	
September	\$2,290.00	\$1,930.00	\$10,970.00	\$1,340.00	\$4,445.00	
October	\$8,420.00	\$6,880.00	\$2,890.00	\$0.00	\$4,635.00	
November	\$3,070.00	\$1,755.00	\$2,530.00	\$5,600.00		
December	\$300.00	\$3,960.00	\$5,590.00	\$2,640.00		
Grand Total:	\$50,735.00	\$56,125.00	\$43,200.00	\$54,045.00	\$27,880.00	\$0.00
Through October	\$47,365.00	\$50,410.00	\$35,080.00	\$45,805.00	\$27,880.00	\$0.00

**Mound Cemetery Crypt/Niche Sales
Yearly Comparison**

Month	2015	2016	2017	2018	2019	2020
January	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
February	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
March	\$0.00	\$0.00	\$1,800.00	\$0.00	\$0.00	
April	\$0.00	\$0.00	\$0.00	\$0.00	\$7,710.00	
May	\$0.00	\$0.00	\$0.00	\$0.00	\$2,805.00	
June	\$330.00	\$630.00	\$0.00	\$0.00	\$0.00	
July	\$0.00	\$1,620.00	\$1,230.00	\$600.00	\$0.00	
August	\$0.00	\$6,910.00	\$0.00	\$0.00	\$3,785.00	
September	\$0.00	\$990.00	\$9,260.00	\$0.00	\$4,165.00	
October	\$0.00	\$4,530.00	\$0.00	\$0.00	\$4,225.00	
November	\$0.00	\$0.00	\$0.00	\$0.00		
December	\$330.00	\$0.00	\$0.00	\$0.00		
Grand Total:	\$660.00	\$14,680.00	\$12,290.00	\$600.00	\$22,690.00	\$0.00
Through October	\$330.00	\$14,680.00	\$12,290.00	\$600.00	\$22,690.00	\$0.00

**Graceland/Mound Cemetery Crypt/Niche Sales Combined
Yearly Comparison**

Month	2015	2016	2017	2018	2019	2020
January	\$900.00	\$0.00	\$6,030.00	\$15,470.00	\$1,135.00	
February	\$1,890.00	\$4,650.00	\$1,230.00	\$8,550.00	\$4,445.00	
March	\$8,990.00	\$2,640.00	\$4,720.00	\$2,100.00	\$0.00	
April	\$6,090.00	\$4,830.00	\$6,685.00	\$7,985.00	\$12,030.00	
May	\$6,885.00	\$9,500.00	\$1,755.00	\$2,200.00	\$4,915.00	
June	\$330.00	\$8,320.00	\$2,600.00	\$3,800.00	\$2,135.00	
July	\$10,580.00	\$9,720.00	\$1,230.00	\$2,000.00	\$0.00	
August	\$1,320.00	\$11,100.00	\$0.00	\$2,960.00	\$8,440.00	
September	\$2,290.00	\$2,920.00	\$20,230.00	\$1,340.00	\$8,610.00	
October	\$8,420.00	\$11,410.00	\$2,890.00	\$0.00	\$8,860.00	
November	\$3,070.00	\$1,755.00	\$2,530.00	\$5,600.00		
December	\$630.00	\$3,960.00	\$5,590.00	\$2,640.00		
Grand Total:	\$51,395.00	\$70,805.00	\$55,490.00	\$54,645.00	\$50,570.00	\$0.00
Through October	\$47,695.00	\$65,090.00	\$47,370.00	\$46,405.00	\$50,570.00	\$0.00

**Graceland Cemetery
October 2019 Revenue**

Description	Amount	Fee	Total Amount
GRAVES			
Adult - Resident	2	\$1,005.00	\$2,010.00
Adult - Non Resident	5	\$1,105.00	\$5,525.00
Adult - Resident Family HSD	1	\$505.00	\$505.00
Adult - Non Resident Family HSD		\$605.00	\$0.00
Child - Resident 3 years old & up		\$950.00	\$0.00
Child - Non-res 3 years old & up		\$1,040.00	\$0.00
Infant Grave - Recording fee		\$60.00	\$0.00
Cremation - Resident		\$620.00	\$0.00
Cremation - Non Resident		\$680.00	\$0.00
INTERMENTS (BURIALS)			
Adult - Resident	1	\$1,100.00	\$1,100.00
Adult - Non Resident	1	\$1,210.00	\$1,210.00
Adult - Resident Family HSD	1	\$600.00	\$600.00
Adult - Non Resident Family HSD		\$710.00	\$0.00
Child - Resident		\$850.00	\$0.00
Child - Non Resident		\$935.00	\$0.00
Child - Resident Family HSD		\$350.00	\$0.00
Child - Non Resident Family HSD		\$435.00	\$0.00
Infant - resident or non-resident		\$260.00	\$0.00
Cremation - Resident		\$690.00	\$0.00
Cremation - Non Resident	4	\$760.00	\$3,040.00
Double Depth (1st) Resident		\$465.00	\$0.00
Double Depth (1st) Non Resident		\$510.00	\$0.00
DISINTERMENTS			
Adult		\$2,165.00	\$0.00
Child		\$1,960.00	\$0.00
Infant		\$1,185.00	\$0.00
Cremation		\$1,010.00	\$0.00
MISCELLANEOUS FEES			
Late arrival/half hr after 3pm		\$105.00	\$0.00
Cremation Stand / Set-up	1	\$40.00	\$40.00

**Graceland Cemetery
October 2019 Revenue**

Graveside Lowering Device			\$70.00		\$0.00
Headstone Foundation Fee	17		\$50.00		\$850.00
Genealogy Research / Hr.			\$40.00		\$0.00
Recording & Transfer			\$70.00		\$0.00
Photocopies			\$2.00		\$0.00
Headstone Photos			\$25.00		\$0.00
Holiday Wreath Sales	21		\$45.00		\$945.00
Dept. of Health Svcs. HSD	6		\$500.00		\$3,000.00
HSD Infants - All fees			\$320.00		\$0.00
Non-Standard HSD fees collected	2		\$730.00		\$1,460.00
Non-Standard Fam fees collected			\$190.00		\$0.00
SATURDAY BURIAL FEES					
9:00 am - 12:00 noon			\$380.00		\$0.00
12:00 noon - 1:00 pm	1		\$450.00		\$450.00
1:00 - 2:00 pm			\$515.00		\$0.00
CHAPEL RENTAL FEES					
1st Hour with Burial			\$0.00		\$0.00
Addtl. Hours (mx2hr) w/burial			\$100.00		\$0.00
Without burial (max 3hrs) per hr			\$100.00		\$0.00
GOV'T MARKER INSTALLATIONS					
Granite			\$260.00		\$0.00
Cremation			\$205.00		\$0.00
Bronze	1		\$310.00		\$310.00
GRACELAND TOTAL					\$21,045.00
Crypt/Niche Revenue					
Crypt/Niche Revenues			\$4,635.00		\$4,635.00
CRYPT/NICHE TOTAL					\$4,635.00

**Mound Cemetery
October 2019 Revenue**

Description	Amount	Fee	Total Amount
GRAVES			
Adult - Resident	4	\$1,005.00	\$4,020.00
Adult - Non Resident	1	\$1,105.00	\$1,105.00
Adult - Resident Family HSD	1	\$505.00	\$505.00
Adult - Non Resident Family HSD		\$605.00	\$0.00
Child - Resident 3 years old & up		\$950.00	\$0.00
Child - Non-res 3 years old & up		\$1,040.00	\$0.00
Infant Grave - Recording fee		\$60.00	\$0.00
Cremation - Resident	1	\$620.00	\$620.00
Cremation - Non Resident		\$680.00	\$0.00
INTERMENTS (BURIALS)			
Adult - Resident	1	\$1,100.00	\$1,100.00
Adult - Non Resident		\$1,210.00	\$0.00
Adult - Resident Family HSD	1	\$600.00	\$600.00
Adult - Non Resident Family HSD		\$710.00	\$0.00
Child - Resident		\$850.00	\$0.00
Child - Non Resident		\$935.00	\$0.00
Child - Resident Family HSD		\$350.00	\$0.00
Child - Non Resident Family HSD		\$435.00	\$0.00
Infant - resident or non-resident		\$260.00	\$0.00
Cremation - Resident		\$690.00	\$0.00
Cremation - Non Resident		\$760.00	\$0.00
Double Depth (1st) Resident		\$465.00	\$0.00
Double Depth (1st) Non Resident		\$510.00	\$0.00
DISINTERMENTS			
Adult		\$2,165.00	\$0.00
Child		\$1,960.00	\$0.00
Infant		\$1,185.00	\$0.00
Cremation		\$1,010.00	\$0.00
MISCELLANEOUS FEES			
Late arrival/half hr after 3pm		\$105.00	\$0.00
Cremation Stand / Set-up		\$40.00	\$0.00
Graveside Lowering Device		\$70.00	\$0.00

**Mound Cemetery
October 2019 Revenue**

Headstone Foundation Fee	4		\$50.00	\$200.00
Genealogy Research / Hr.			\$40.00	\$0.00
Recording & Transfer			\$70.00	\$0.00
Photocopies			\$2.00	\$0.00
Headstone Photos			\$25.00	\$0.00
Holiday Wreath Sales	4		\$45.00	\$180.00
Dept. of Health Svcs. HSD			\$500.00	\$0.00
HSD Infants - All fees			\$320.00	\$0.00
SATURDAY BURIAL FEES				
9:00 am - 12:00 noon			\$380.00	\$0.00
12:00 noon - 1:00 pm			\$450.00	\$0.00
1:00 - 2:00 pm			\$515.00	\$0.00
CHAPEL RENTAL FEES				
1st Hour with Burial			\$0.00	\$0.00
Addtl. Hours (mx2hr) w/burial			\$100.00	\$0.00
Without burial (max 3hrs) per hr			\$100.00	\$0.00
GOV'T MARKER INSTALLATIONS				
Granite			\$260.00	\$0.00
Cremation			\$205.00	\$0.00
Bronze			\$310.00	\$0.00
MOUND TOTAL				\$8,330.00
Crypt/Niche Revenue				
Crypt/Niche Revenue			\$4,225.00	\$4,225.00
MOUND CRYPT/NICHE TOTAL				\$4,225.00

**2019
Reliable - Burial Billing Records**

Item	Est. Quantity/ Year	Total Dollar Per Year	Unit Price	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	Total
Grave Excavation *																	
Single Depth	90	\$33,300.00	\$375.00	12	3	8	7	7	11	11	10	9	5			83	\$31,125.00
Double Depth	10	\$4,080.00	\$400.00				1			1						2	\$800.00
Oversize Grave	2	\$750.00	\$385.00	3												3	\$1,155.00
Re-Dig Caved in Grave	5	\$1,275.00	\$255.00	2		3	4	3		1	1					14	\$3,570.00
Level Of Caved in Grave	5	\$1,275.00	\$255.00	3		4	1	2	4	1	1	1	1			17	\$4,335.00
Infant	10	\$2,550.00	\$250.00		1	1				1						3	\$750.00
Cremation	25	\$1,300.00	\$65.00		2	4	5	10	7	4	5	3				40	\$2,600.00
Installation of Vault & Cover	1	\$80.00	\$75.00							1						1	\$75.00
Pump Water Out of Grave	50	\$4,000.00	\$80.00	12	1	8	4	6	11	2		4	6			54	\$4,320.00
Entombment																	
Crypt	25	\$1,000.00	\$50.00		1		2	2		1	1		2			9	\$450.00
Niche	20	\$400.00	\$35.00				3		2		1					6	\$210.00
Graveside Burial Process																	
Crypt/Niche	10	\$800.00	\$80.00		1		8	3	1	1	3					17	\$1,360.00
Infant	5	\$300.00	\$60.00		3	4				1						8	\$480.00
Grave	100	\$8,500.00	\$75.00	11	5	15	13	13	14	6	8	5	6			96	\$7,200.00
Cremation	10	\$400.00	\$40.00	3	5	3	4	13	6	3	3	4				44	\$1,760.00
Grave Heating			\$175.00		2	3										5	\$875.00
Snow Removal for Burial Services																	
Crypt/Niche	5	\$100.00	\$35.00		5		1									6	\$210.00
Infant	5	\$200.00	\$45.00		1	1										2	\$90.00
Grave	25	\$1,000.00	\$50.00	5	2		1									8	\$400.00
Cremation	15	\$600.00	\$40.00	1	3	3										7	\$280.00
Disinterment	1	\$240.00	\$250.00													0	\$0.00
Disentombment	1	\$80.00	\$100.00													0	\$0.00
Make and Install Govt' Markers	5	\$400.00	\$80.00						1							1	\$80.00
Remove Crypt Plate-Vase Install	0	\$0.00	\$180.00													0	\$0.00
Saturday Burials	15	\$5,400.00	\$360.00	4		2	2	3	6	1	8	2	1			29	\$10,440.00
		\$68,030.00															\$72,565.00

* Excavation costs to include all associated activities of soil disposition, grave settling & sod.

** Quantity/year is an estimated number and will be used to calculate bid awards

Reliable - Snow Removal Billing Report

Item	Est. Quantity/ Year**	Total Dollar Per Year	Unit Price	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	Total	
2" to 6" Accumulation																		
All roadways and walkways	6	\$7,590.00	\$1,265.00	5	2		1									8	\$10,120.00	
Over 6" Accumulation																		
All roadways and walkways	3	\$4,695.00	\$1,565.00		2											2	\$3,130.00	
Under 2" Accumulation																		
Perimeter and Public walks	2	\$1,050.00	\$525.00	4	10	1										15	\$7,875.00	
Snow Plow Markers																		
Provision and Installation	1	\$320.00	\$320.00													0	\$0.00	
Snow Plow Markers																		
Removal	1	\$160.00	\$160.00													0	\$0.00	
		\$13,815.00															\$21,125.00	
** Quantity/year is an estimated number and will be used to calculate bid awards																		

