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	
August	\$29,830.00	\$18,304.00	\$18,815.00	\$32,773.99	\$22,266.00	
September	\$27,785.00	\$23,335.00	\$26,559.00	\$20,037.00	\$18,357.00	
October	\$23,680.00	\$23,834.00	\$25,678.00	\$28,293.00	\$24,152.00	
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	\$120,800.00
Through June	\$132,880.00	\$169,614.00	\$133,896.00	\$139,139.00	\$157,355.01	\$120,800.00

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	
August	\$1,390.00	\$5,930.00	\$0.00	\$13,665.00	\$3,442.00	
September	\$715.00	\$2,812.48	\$2,650.00	\$7,610.00	\$3,399.00	
October	\$2,855.00	\$90.00	\$1,930.00	\$1,465.00	\$4,314.00	
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	\$2,010.00
Through June	\$15,715.00	\$16,665.00	\$8,800.00	\$21,159.00	\$28,143.00	\$9,140.00

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	\$0.00
August	\$31,220.00	\$24,234.00	\$18,815.00	\$46,438.99	\$25,708.00	\$0.00
September	\$28,500.00	\$26,147.48	\$29,209.00	\$27,647.00	\$21,756.00	\$0.00
October	\$26,535.00	\$23,924.00	\$27,608.00	\$29,758.00	\$28,466.00	\$0.00
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	\$129,940.00
Through June	\$148,595.00	\$186,279.00	\$142,696.00	\$160,298.00	\$185,498.01	\$129,940.00

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		
August	\$1,320.00	\$4,190.00	\$0.00	\$2,960.00		
September	\$2,290.00	\$1,930.00	\$10,970.00	\$1,340.00		
October	\$8,420.00	\$6,880.00	\$2,890.00	\$0.00		
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	\$14,145.00	\$0.00
Through June	\$24,755.00	\$29,310.00	\$21,220.00	\$40,105.00	\$14,145.00	\$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		
August	\$0.00	\$6,910.00	\$0.00	\$0.00		
September	\$0.00	\$990.00	\$9,260.00	\$0.00		
October	\$0.00	\$4,530.00	\$0.00	\$0.00		
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	\$10,515.00	\$0.00
Through June	\$330.00	\$630.00	\$1,800.00	\$0.00	\$10,515.00	\$0.00

Graceland/Mound Cemetery Crypt/Niche Sales Combined Yearly Comparison

		icany	Compansor	•		
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		
August	\$1,320.00	\$11,100.00	\$0.00	\$2,960.00		
September	\$2,290.00	\$2,920.00	\$20,230.00	\$1,340.00		
October	\$8,420.00	\$11,410.00	\$2,890.00	\$0.00		
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	\$24,660.00	\$0.00
Through June	\$25,085.00	\$29,940.00	\$23,020.00	\$40,105.00	\$24,660.00	\$0.00

Graceland Cemetery June 2019 Revenue

Description	Amount	Fee	Total Amount
GRAVES			
Adult - Resident	7	\$1,005.00	\$7,035.00
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		\$620.00	\$0.00
Cremation - Non Resident		\$680.00	\$0.00
INTERMENTS (BURIALS)			
Adult - Resident	6	\$1,100.00	\$6,600.00
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	4	\$690.00	\$2,760.00
Cremation - Non Resident	1	\$760.00	\$760.00
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/hlf hr after 3pm		\$105.00	\$0.00
Cremation Stand / Set-up	3	\$40.00	\$120.00

Graceland Cemetery June 2019 Revenue

Graceland Total			\$2,135.00
Crypt/Niche Revenue			\$2,135.00
	19 CRYPT AND NI	CHE REVENUE	¢2 12E 00
GRACELAND TOTAL			\$23,735.00
BIOLIZE		\$310.00	\$0.00
Bronze		\$310.00	
Cremation		\$205.00	\$0.00
GOV'T MARKER INSTALLATION Granite		\$260.00	\$0.00
Without burial (max 4hrs) per hr.		\$100.00	\$0.00
Addtl. Hours (max2hrs) w/burial		\$100.00	\$0.00
1st hour with Burial		\$0.00	\$0.00
CHAPEL RENTAL FEES			
1:00 - 2:00 pm		\$515.00	\$0.00
12:00 noon - 1:00 pm		\$450.00	\$0.00
9:00 am - 12:00 noon	3	\$380.00	\$1,140.00
SATURDAY BURIAL FEES			
Non-standard fees		\$100.00	\$100.00
HSD Infants - All fees		\$320.00	\$0.00
Dept. of Health Svcs. HSD	2	\$500.00	\$1,000.00
Holiday Wreath Sales		\$45.00	\$0.00
Headstone Photos		\$25.00	\$0.00
Photocopies		\$2.00	\$0.00
Recording & Transfer		\$70.00	\$0.00
Genealogy Research / Hr.		\$40.00	\$0.00
Headstone Foundation Fee	16	\$50.00	\$800.00
Graveside Lowering Device		\$70.00	\$0.00

Mound Cemetery June 2019 Revenue

Description	Amount	Fee	Total Amount
GRAVES			
Adult - Resident		\$1,005.00	\$0.00
Adult - Non Resident		\$1,105.00	\$0.00
Adult - Resident Family HSD		\$505.00	\$0.00
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		\$1,210.00	\$0.00
Adult - Resident Family HSD		\$600.00	\$0.00
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	1	\$690.00	\$690.00
Cremation - Non Resident	1	\$760.00	\$760.00
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	2	\$40.00	\$80.00

Mound Cemetery June 2019 Revenue

Graveside Lowering Device		\$70.00	\$0.00
Headstone Foundation Fee	3	\$50.00	\$150.00
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		\$45.00	\$0.00
Dept. of Health Svcs. HSD		\$500.00	\$0.00
HSD Infants - All fees		\$320.00	\$0.00
Non-standard fees		\$100.00	\$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	1	\$515.00	\$515.00
CHAPEL RENTAL FEES			
1st Hour with Burial		\$0.00	\$0.00
Addtl. Hours (max2hrs) w/burial		\$100.00	\$0.00
Without burial (max 4hrs) per hr.		\$100.00	\$0.00
GOV'T MARKER INSTALLATION			
Granite		\$260.00	\$0.00
Cremation		\$205.00	\$0.00
Bronze		\$310.00	\$0.00
MOUND TOTAL			\$3,295.00
	2019 CRYPT AND NI	CHE REVENUE	_
Crypt/Niche Revenue			\$2,135.00
Mound Total			\$2,135.00

2019 Reliable - Burial Billing Records

	Est.																
	Quantity/	Total Dollar	Unit														
<u>ltem</u>	Year	Per Year	<u>Price</u>	<u>Jan</u>	<u>Feb</u>	March	<u>April</u>	May	<u>June</u>	July	Aug	Sept	Oct	Nov	Dec	<u>Total</u>	<u>Total</u>
Grave Excavation*																	
Single Depth	90	\$33,300.00	\$375.00	12	3	8	7	7	11							48	\$18,000.00
Double Depth	10	\$4,080.00	\$400.00				1									1	\$400.00
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								12	\$3,060.00
Level Of Caved in Grave	5	\$1,275.00	\$255.00	3		4	1	2	4							14	\$3,570.00
Infant	10	\$2,550.00	\$250.00		1	1										2	\$500.00
Cremation	25	\$1,300.00	\$65.00		2	4	5	10	7							28	\$1,820.00
Installation of Vault & Cover	1	\$80.00	\$75.00													0	\$0.00
Pump Water Out of Grave	50	\$4,000.00	\$80.00	12	1	8	4	6	11							42	\$3,360.00
Entombment																	
Crypt	25	\$1,000.00	\$50.00		1		2	2								5	\$250.00
Niche	20	\$400.00	\$35.00				3		2							5	\$175.00
Graveside Burial Process																	
Crypt/Niche	10	\$800.00	\$80.00		1		8	3	1							13	\$1,040.00
Infant	5	\$300.00	\$60.00		3	4										7	\$420.00
Grave	100	\$8,500.00	\$75.00	11	5	15	13	13	14							71	\$5,325.00
Cremation	10	\$400.00	\$40.00	3	5	3	4	13	6							34	\$1,360.00
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
Disinternment	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							17	\$6,120.00
		\$68,030.00															\$48,490.00
* Excavation costs to include all asso	ociated activ	ities of soil dis	position, gr	ave sett	tling & s	od.											
** Quantity/year is an estimated nu	ımber and w	vill be used to c	alculate bio	l award	S												

2019 Reliable - Snow Removal Billing Report

	Est.									_							
	Quantity/	Total Dollar	Unit														
<u>ltem</u>	Year**	Per Year	<u>Price</u>	<u>Jan</u>	<u>Feb</u>	March	<u>April</u>	May	<u>June</u>	July	Aug	<u>Sept</u>	Oct	Nov	Dec	<u>Total</u>	<u>Total</u>
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 estimate	l ed number a	and will be use	ed to calcula	te bid a	wards												

2019 Reliable - Ground Maintenance Billing Record

	Est.																
	Quantity/	Total Dollar	Unit														
<u>ltem</u>	Year**	<u>Per Year</u>	<u>Price</u>	<u>Jan</u>	<u>Feb</u>	March	<u>April</u>	May	<u>June</u>	<u>July</u>	Aug	<u>Sept</u>	<u>Oct</u>	Nov	<u>Dec</u>	<u>Total</u>	<u>Total</u>
1/2 Mowing			1,710.00													0	\$0.00
Mowing	22	\$75,240.00	\$3,420.00					4	4							8	\$27,360.00
Trimming	22	\$71,280.00	\$3,240.00					4	4							8	\$25,920.00
Weed Control	2	\$17,950.00	\$8,975.00													0	\$0.00
Shrubs	2	\$9,216.00	\$4,608.00													0	\$0.00
Water System																	
Weekly Cleaning	22	\$1,188.00	\$54.00													0	\$0.00
Spring Cleaning	1	\$144.00	\$144.00													0	\$0.00
Fall Closing	1	\$360.00	\$360.00													0	\$0.00
Flower Beds																	
Spring Planting	1	\$2,592.00	\$2,592.00					1								1	\$2,592.00
Maintenance	5	\$1,080.00	\$216.00						3							3	\$648.00
Fall Clean Up	1	\$144.00	\$144.00													0	\$0.00
Wreaths	1	\$1,296.00	\$1,296.00													0	\$0.00
Hard Surface Cleaning																	
Power Edging	1	\$180.00	\$180.00													0	\$0.00
Power Sweeping	2	\$720.00	\$360.00													0	\$0.00
Spring Clean Up	1	\$14,400.00	\$14,400.00				1									1	\$14,400.00
Fall Clean Up	2	\$12,000.00	\$6,000.00													0	\$0.00
Leaf Clean Up	4	\$12,000.00	\$3,000.00													0	\$0.00
Trash & Debris Clean Up	22	\$7,920.00	\$360.00													0	\$0.00
Trash barrel pickup			\$150.00					3	5							8	\$1,200.00
Shrub renoval - small			\$100.00													0	\$0.00
Shrub removal - medium			\$175.00						5							5	\$875.00
Shrub removal - large			\$300.00	1												1	\$300.00
Daily sidewalk litter pickup			\$35.00				8	2	5							15	\$525.00
Misc. Work	100 hrs	\$4,500.00	\$45.00													0	\$0.00
		\$232,210.00															\$73,820.00
Flag sticks & spot leaf clean-up																	
** Quantity/year is an estimated	number and	d will be used t	o calculate l	oid awa	rds												
misc. worktrash oickup	9.5	\$45.00	\$427.00														
misc work treelimbing	5	\$45	\$225.00														
misc work	7	45	storm drains	5													315
misc. work	15	45	branch pickı	лр													675
missc work	22.5	45	branch &tra	sh picku	ıp	march											1,023.50

2019 Reliable - Ground Maintenance Billing Record

		AE too a limbio o		3.47.5
misc. work	5.5	45 tree limbing	march	247.5
misc. work	1.5	45 level off for headstone	march	67.5
misc. work	2	45 fix monument	march	90
misc. work	9.75	45 grave damge	march	438.75
misc. work	i	45 fill barrels		45
misc work	4	45 suckers	april	180
misc. work	2	45 gutters	april	\$90.00
misc. work	3.5	45 lot markers	april	\$157.50
misc. work	14	45 branches	april	\$630.00
misc. work	4	45 sunken graves	april	\$180.00
misc. work	7	45 dbl. depth extra	april	\$315.00
misc. work	1	45 water pipe	may	\$45.00
misc. work	3	45 crypt front	may	\$135.00
misc. work	2	45 crypt front	may	\$90.00
misc. work	5	45 flag removal	june	\$225.00
misc. work	3.5	45 branch removal	june	\$157.50
misc. work	1	45 flags to half	june	\$45.00
misc. work	1	45 complaint	june	45.00
misc. work	1	45 storm damage	june	\$45.00