

**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	\$26,850.00
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	\$229,065.00
Through November	\$227,730.00	\$281,259.00	\$260,734.00	\$250,121.99	\$250,060.01	\$229,065.00

**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	\$1,590.00
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	\$33,380.00
Through November	\$21,030.00	\$34,604.48	\$20,015.00	\$52,429.00	\$42,697.00	\$33,380.00

**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	\$28,440.00
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	\$262,445.00
Through November	\$248,760.00	\$315,863.48	\$280,749.00	\$302,550.99	\$292,757.01	\$262,445.00

**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	\$1,535.00	
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	\$29,415.00	\$0.00
Through November	\$50,435.00	\$52,165.00	\$37,610.00	\$51,405.00	\$29,415.00	\$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	\$1,635.00	
December	\$330.00	\$0.00	\$0.00	\$0.00		
Grand Total:	\$660.00	\$14,680.00	\$12,290.00	\$600.00	\$24,325.00	\$0.00
Through November	\$330.00	\$14,680.00	\$12,290.00	\$600.00	\$24,325.00	\$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	\$3,170.00	
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	\$53,740.00	\$0.00
Through November	\$50,765.00	\$66,845.00	\$49,900.00	\$52,005.00	\$53,740.00	\$0.00

Graceland Cemetery
November 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			\$620.00		\$0.00
Cremation - Non Resident			\$680.00		\$0.00
INTERMENTS (BURIALS)					
Adult - Resident	9		\$1,100.00		\$9,900.00
Adult - Non Resident	2		\$1,210.00		\$2,420.00
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	1		\$465.00		\$465.00
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

Graceland Cemetery
November 2019 Revenue

Graveside Lowering Device			\$70.00		\$0.00
Headstone Foundation Fee	14		\$50.00		\$700.00
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	2		\$500.00		\$1,000.00
HSD Infants - All fees			\$320.00		\$0.00
Non-standard HSD rec'd			\$710.00		\$0.00
SATURDAY BURIAL FEES					
9:00 am - 12:00 noon	3		\$380.00		\$1,140.00
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 INSTALLATION					
Granite			\$260.00		\$0.00
Cremation			\$205.00		\$0.00
Bronze			\$310.00		\$0.00
GRACELAND TOTAL					\$26,850.00
Crypt/Niche Revenue					
Crypt/Niche Revenue					\$1,535.00
GRACELAND TOTAL					\$1,535.00

Mound Cemetery
November 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			\$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
November 2019 Revenue

Headstone Foundation Fee	3		\$50.00		\$150.00
Genealogy Research / Hr.			\$40.00		\$0.00
Recording & Transfer	1		\$70.00		\$70.00
Photocopies			\$2.00		\$0.00
Headstone Photos			\$25.00		\$0.00
Holiday Wreath Sales	6		\$45.00		\$270.00
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 INSTALLATION					
Granite			\$260.00		\$0.00
Cremation			\$205.00		\$0.00
Bronze			\$310.00		\$0.00
Mound Total					\$1,590.00
Crypt/Niche Revenue					
Crypt/Niche Revenue					\$1,635.00
MOUND CRYPT/NICHE TOTAL					\$1,635.00

2019

Reliable - Burial Billing Records

	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	12		95	\$35,625.00
Double Depth	10		\$4,080.00	\$400.00				1			1				2		4	\$1,600.00
Oversize Grave	2		\$750.00	\$385.00	3										2		5	\$1,925.00
Re-Dig Caved in Grave	5		\$1,275.00	\$255.00	2		3	4	3		1	1			2		16	\$4,080.00
Level Of Caved in Grave	5		\$1,275.00	\$255.00	3		4	1	2	4	1		1	1	3		20	\$5,100.00
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	16		70	\$5,600.00
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			1		18	\$1,440.00
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	20		116	\$8,700.00
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
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	1	8	2	1	4		33	\$11,880.00
			\$68,030.00															\$84,210.00

* 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

2019

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

Reliable - Ground Maintenance Billing Record

[illegible]

