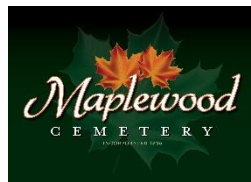


**Maplewood Cemetery Association**  
c/o 244 Edgemoor Road  
Rochester, NY 14618



**Maplewood Cemetery Association**  
**Quarterly Board Meeting**  
November 1, 2017

President George Zornow called the Directors Quarterly meeting to order.

**Secretary's Report:** Linda Stockmaster read the minutes of the September 2017 Quarterly meeting. A motion to approve was made by John, seconded by Hank and approved.

**Treasurer's Business Report:** Gary: Business Report – 4th Quarter 2017. Business and income are slowing down. A motion to approve was made by Ray, seconded by Sue and approved.

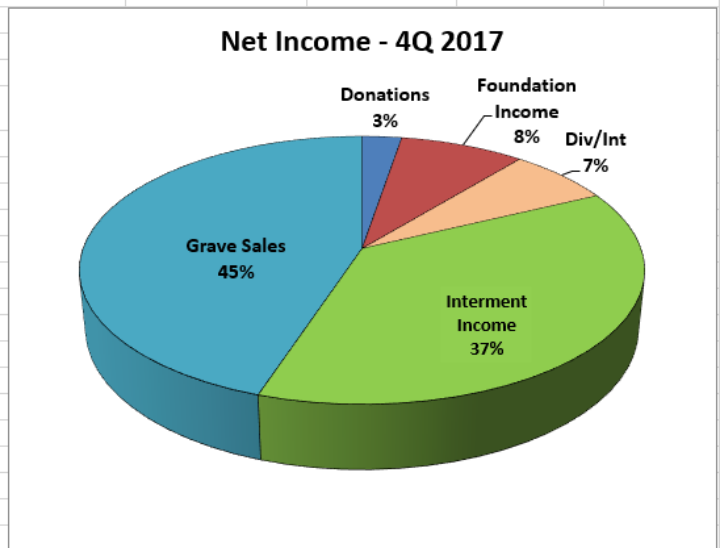
| Business Report as of 10/30/2017                                                                                                                                                                                                                                                                                                                       |                 | 4Q 2017           |              |                           |                   |               |                |                      |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|-------------------|--------------|---------------------------|-------------------|---------------|----------------|----------------------|
|                                                                                                                                                                                                                                                                                                                                                        |                 |                   |              |                           |                   |               |                |                      |
| Checking:                                                                                                                                                                                                                                                                                                                                              | Key Bank        | General Savings:  | Vanguard (3) | General Accounts 2017 YTD | PM Accounts:      | Vanguard      | Key Bank (CDs) | PM Accounts 2017 YTD |
| Balance Forward                                                                                                                                                                                                                                                                                                                                        | \$ 59,792.16    | Balance Forward   | \$ 51,364.60 | \$ 111,156.76             | Balance Forward   | \$ 242,658.28 | \$ 26,178.39   | \$268,836.67         |
| Receipts/Deposit (1)                                                                                                                                                                                                                                                                                                                                   | \$ 101,177.04   | Receipts/Deposits | \$5,909.91   | \$ 107,086.95             | Receipts/Deposits | \$ 49,952.52  | \$ -           | \$ 49,952.52         |
| Expenses (1) (2)                                                                                                                                                                                                                                                                                                                                       | \$ (104,525.69) | Expenses          | \$ (885.18)  | \$ (105,410.87)           | Expenses (4)      | \$ (4,257.12) | \$ (26,178.39) | \$ (30,435.51)       |
| Balance                                                                                                                                                                                                                                                                                                                                                | \$ 56,443.51    | Balance           | \$ 56,389.33 | \$ 112,832.84             | Balance           | \$ 288,353.68 | \$ -           | \$288,353.68         |
| <ul style="list-style-type: none"> <li>(1) Checking Notes: Includes redeemed CD pass-through, NYS Fund</li> <li>(2) Checking Notes: Includes PM Required, Sign Project, Buy-Backs</li> <li>(3) General Savings Notes: Now includes Vanguard brokerage funds</li> <li>(4) PM Notes: CD Redemption. Funds moved to Vanguard PM, Market Change</li> </ul> |                 |                   |              |                           |                   |               |                |                      |

| Business Report           | 4Q 2017 | Last Year (FY 2016) | Average (past 47 years) |
|---------------------------|---------|---------------------|-------------------------|
| Grave Sales               | 34      | 51                  | 49                      |
| Interments - Full (total) | 15 (42) | 42 (70)             | 41 (combined)           |
| Interments - Cremated     | 27      | 28                  |                         |
| Foundations               | 33      | 25                  | -                       |

| Section Availability | # Graves          | Income - YTD           | Net Income   |
|----------------------|-------------------|------------------------|--------------|
| C                    | 1                 | Donations              | \$ 2,019.00  |
| D                    | 15                | Foundation Income      | \$ 6,360.00  |
| F*                   | 7                 | Div/Int                | \$ 5,247.00  |
| H                    | 3                 | Interment Income       | \$ 28,402.00 |
| J                    | 514               | Grave Sales            | \$ 34,250.00 |
| K                    | 369               |                        | \$ 76,278.00 |
| Total Available:     | 909               |                        |              |
| Total Sold: J & K    | 137               | J & K: (since 6/2013)  |              |
| * Includes Buy-Backs | Donation Notes:   | Vet Flag Holders (All) | \$ 5,059.00  |
|                      | (since inception) | \$\$ for Trees (All)   | \$ 14,617.00 |

### Net Income - 4Q 2017

| Category          | Percentage |
|-------------------|------------|
| Grave Sales       | 45%        |
| Interment Income  | 37%        |
| Div/Int           | 7%         |
| Foundation Income | 8%         |
| Donations         | 3%         |



**Finance Report:**

| Maplewood Mutual Fund Performance November 4th Qtr 2017 Meeting |  |            |            |           |         |
|-----------------------------------------------------------------|--|------------|------------|-----------|---------|
| PM & Perpetual Care Accounts                                    |  | 1/1/2017   | 10/31/2017 | Change    | %change |
| 1-PM Equity Income                                              |  | \$ 63,672  | \$ 70,806  | \$ 7,134  | 11.2%   |
| 2-PM GNMA Bond Fund                                             |  | \$ 25,281  | \$ 25,209  | \$ (72)   | -0.3%   |
| 2-PM Intermediate bond Index                                    |  | \$ 26,205  | \$ 26,648  | \$ 443    | 1.7%    |
| 6-PC Flower STAR Fund                                           |  | \$ 4,316   | \$ 4,949   | \$ 633    | 14.7%   |
| 5-Perp Care (New) STAR Fund                                     |  | \$ 1,308   | \$ 1,499   | \$ 191    | 14.6%   |
| 3-PM (New) Hi Div Yield Fund #                                  |  | \$ 107,142 | \$ 116,861 | \$ 9,719  | 9.1%    |
| 3-PM (New) Tips Fund                                            |  | \$ 43,721  | \$ 44,135  | \$ 414    | 0.9%    |
| Total PM + Perpetual Care                                       |  | \$ 271,645 | \$ 290,107 | \$ 18,462 | 6.8%    |
| General Operating Fund                                          |  | 1/1/2017   | 10/31/2017 | Change    | %change |
| 2-Gen Balanced Index                                            |  | \$ 40,387  | \$ 44,839  | \$ 4,452  | 11.0%   |
| Total Mutual Funds at Vanguard                                  |  | \$ 312,032 | \$ 334,946 | \$ 22,914 | 7.3%    |
| # 1/1/17 includes \$29,096 deposit.                             |  |            |            |           |         |

**Sunshine Committee:** Nothing to report.

**Superintendent's Report:** Carol advised that they have been very busy with ground bees, too much water and digging cremations graves. Two cremations needed to be dug three times due to incorrect information from New Comers. Mark used edge trimmer for inground monuments. The trees in F & D were trimmed.

**Grounds/ Development Report:**

- The total sign and retaining wall project cost: \$9,738.42
- The grass growth rate is finally starting to slow down. The mowing count as of 10/30 are for all sections is over 26 per section.
- New 10 NBC contacted Gary about the vandalism fee charge for each burial. It aired on 11/14. A link to the story has been emailed to board members.
- The big tree stump in the B section was removed and new grass has grown already.

**Website:** Gary says the site continues to be popular and is frequently updated. The Maplewood Mobile Menu has been expanded and provides rapid access to cemetery data and monument photos for Maplewood 'Staff'.

**Database:** The database continues to be frequently updated and published to the website.

- We have been able to meet the pet recording requirements with minimal changes. New pet-related reports and search capabilities have been added to the database and the mobile site.

**Old Business:**

- A Maple tree on the and East Hill has been replaced by Cardinal Landscaping, under warranty.
- Rules and Regulations update for submitting to NYS. If the pet is included in the casket or put in on top of the casket, there will be no charge otherwise it will be the same interment fee as human cremains.
- Rates update for submitting to NYS: We can go ahead with the separate pet cremation interment fee of \$500 but recommend waiting for any GVCS rate changes which have not been provided as of this time.
- Proposal for new rate to be added: Disinterment charge \$1,500. We have not had a specific charge and have treated this as a vendor 'pass through' charge. The disinterment charge covers the removal of a vault from a grave and the back filling of that grave. If the disinterment requires a relocation within the Cemetery, then an additional \$500 for cremations or \$700 for full-interments would be charged. A motion to charge \$1,500 for a disinterment was made by Mark and seconded by Hank.
- Review of burial limits per grave: Gary and Linda have reviewed the situation which involves monuments that can contain cremains. Our proposal is to leave the current ground burial limits as they are and to allow the use of any cremains niches contained in the monument. The monument must conform to the current monument size and position regulations. A cremation interment into a monument niche should be considered the same as a ground cremation interment and charged as such. The interments placed in a monument niche would not impact the ground burial count regulations. Motion by Carol, seconded by Sue and approved.
- A gray KIA SUV, matching the general description spotted earlier was found in the cemetery. Gary talked with the owner and asked him and his unleashed dog to leave. The owner did notice that we took pictures of his vehicle and license plate which is NY FLC 9266.

**New Business:**

The meeting was adjourned with a motion from by Linda, seconded by Carol and approved.

**Next Meeting** – The annual meeting and the 1st Quarterly meeting of 2018 will be on **Thursday March 1, 2018** at 7PM at the Henrietta Town Hall. Meeting reminders will be sent out as usual.

Directors and Officers Present: George Zornow, Ray and Carol Feasel, Gary and Linda Stockmaster, Susan and Jim Comstock, Margaret Hayes and Mark Feasel.



Secretary